



## PRE-DEVELOPMENT LOAN PROGRAM READY TO PROCEED LOAN TERM SHEET

**Description:** The ready to proceed loan provides funds once a borrower has received all necessary public funding reservations to purchase land or to pay for pre-development costs associated with the development of rental or for-sale affordable housing.

**Acceptable Borrowers:** For- and non-profit entities including corporations, partnerships, limited liability companies, municipal or public corporations, or individuals that are duly authorized to conduct business in the state of Oregon. NOAH must have, or have had, a lending relationship with the proposed borrower.

**Acceptable Property Types:** Improved or unimproved land to be developed for affordable housing.

**Minimum Affordability:** Affordability to be guaranteed for the original term of the loan.

- 1) 51% or more of the units are to be rented to households earning 80% or less of median income as defined by HUD; or
- 2) 40% or more of the units are to be rented to households earning 60% or less of median income as defined by HUD; or
- 3) 20% or more of the units are to be rented to households earning 50% or less of median income as defined by HUD.

**Loan Amount:** \$25,000 minimum and \$1,000,000 maximum.

**Maximum LTV:** Up to 100%

Loan to Value calculation to include accrued interest through the end of the loan term if this payment option is selected. Supervisory Loan-to-Value for raw land is 65% and 75% for land development.

**Minimum Debt Service Coverage Ratio (DCR):** NA

**Recourse to Borrower:** Fully recourse to the borrower. Sponsors will be required to provide a full payment and performance guaranty if a single asset entity owns, or will own, the property.

**Security:** 1<sup>st</sup> lien Deed of Trust on land, or other property owned by the borrower; or a perfected security interest in liquid assets, accounts receivable, or inventories.

**Interest Rate:** 4.5% payable quarterly or can accrue until maturity with an additional 25 basis points added to the rate (4.75%).

**Term:** Not to exceed 18 months.

**Amortization:** NA

**Payments:** Quarterly Interest only payment with principal due at loan maturity; or, principal and accrued interest due at loan maturity. Escrow payments for taxes and insurance (as applicable).

**Pre-Payment Premium:** None.

**Fees:** Origination: 1% - 2% of the loan amount.  
Document Preparation Fee of \$300  
Borrower is responsible for all transaction costs.

**Maximum Forward Commitment:** NA

**Standard Reserves:** NA

**Property Management:** NOAH will require a qualified professional property management firm or agency be engaged to manage the property for the term of the loan, as applicable.

**Required Third Party Reports:** FIRREA compliant appraisal, ordered by NOAH, if security is land or other real estate. Appraisal must provide "as-is" market value.

Appraisal review if loan amount exceeds \$500,000.

Phase I Environmental Report or Environmental Transaction Screen and Environmental Questionnaire.

Other reports as requested by NOAH.

**General Funding Conditions:** ALTA Lender's Title Insurance policy insuring 1<sup>st</sup> lien position. All other funding sources will be subordinate with terms acceptable to NOAH.

Flood Hazard Determination (obtained by NOAH)

Evidence of insurance for casualty, public liability, rental interruption and if applicable flood and boiler and machinery insurance.

Operations and Maintenance plans as required per the environmental review.

Proposed project is financially feasible.

Read and rely letter from environmental consultant/engineer.

Proposed project conforms with current zoning requirements.

Project has no environmental issues that would preclude, or unnecessarily delay, development.

There are no material impediments to development.

Project has a clean title or issues that can be easily resolved.

Evidence of secondary source of re-payment either from borrower assets or cash flow.

Evidence of ADA compliance (as applicable).

Borrower has received a reservation of all public funding required for the project.

**Underwriting Checklist:**

- 1) Signed Letter of Interest and Deposit
- 2) Good Faith Deposit
- 3) Preliminary Title Report with copies of all exceptions
- 4) Financial Pro forma for pre development funds as well as the future development inclusive of Income and Expense Statement, Statement of Sources and Uses and Project Timeline
- 5) Sponsor / General Partner financial information
  - a. Borrower Certification
  - b. Financial Statements for the last three fiscal years inclusive of Income and Expense Statement, Balance Sheet and Statement of Cash flows (preferably audited)
  - c. Year-to-date Financial Statement inclusive of Income and Expense Statement and Balance Sheet (dated within last three months)
  - d. Current year budget and projected budget for the next year
  - e. Statement of Contingent Liabilities
  - f. Schedule of Real Estate Owned (Form Attached)
- 6) Market Study
- 7) Appraisal
- 8) Plans and Specifications, if available
- 9) Purchase and Sale Agreement
- 10) Environmental Phase I – from consultant with \$1 million in E&O Insurance
- 11) Environmental Engineer E & O Insurance Certificate evidencing \$1 million in coverage
- 12) Environmental Reliance Letter (NOAH to provide form)
- 13) Environmental Questionnaire or OHCS Environmental Review Checklist with Certification (NOAH to provide forms)
- 14) Geo-tech Report
- 15) Development timeline
- 16) Consolidated Funding Cycle Application
  - a. Reservation from Oregon Housing and Community Services
  - b. **LIHTC** :OHCS 9% LIHTC Reservation and Extended Use Agreement
  - c. **OAHTC**: Oregon Affordable Housing Tax Credit Program Low—Income Housing Project Reservation letter
  - d. **HOME**: Home Investment Partnership Program Grant Agreement and Home Investment Program Declaration of Land Use and Restrictive Covenants
  - e. **Trust Fund/GHAP**: Grant Program Project Use Agreement, Or, Loan documentation if structured as a loan
  - f. **Weatherization Grant**: Project Use Agreement, Declaration of Restrictive Covenants and Equitable Servitude, Low-Income Weatherization Program
- 17) BOLI Determination Letter

**Borrower Reporting Requirements**

- 1) Quarterly Project Status reports detailing actions taken to finalize needed public and private subsidies in addition to other development activities.
- 2) Annual operating statements and rent rolls for the project, if applicable.
- 3) Annual borrower financial statements and/or tax returns.
- 4) Annual sponsor financial statements and/or tax returns.
- 5) Annual guarantor financial statements and/or tax returns, if applicable.

NOAH reserves the right to request more frequent reporting or such additional documentation as it deems necessary to adequately monitor project operations.

*Please be advised that this term sheet is provided for informational purposes only, does not constitute a commitment or any offer from NOAH and is subject to change at any time. Please contact NOAH for questions related to your request or if you require additional information.*