

# AVANA CUSO Loan Program Overview

## Flexible Capital Solutions through Credit Union Partnerships



AVANA CUSO provides flexible, long-term financing for stabilized commercial real estate through its trusted credit union network. Our no-prepayment-penalty structure gives experienced owners and developers the freedom to refinance, sell, or exit on their terms.

### Loan Structure & Terms

Loan Size	<ul style="list-style-type: none"><li>• \$1 million to \$15 million</li></ul>
Interest Rates	<ul style="list-style-type: none"><li>• Fixed for five years based on the 5-Year CMT + 2.00% to 2.50%</li><li>• For 10-year term loans, rate resets after year 5</li></ul>
Term Length	<ul style="list-style-type: none"><li>• 5 to 10 years</li></ul>
Amortization	<ul style="list-style-type: none"><li>• 30 years for multifamily properties</li><li>• 25 years for all other property types</li></ul>
Payment Structure	<ul style="list-style-type: none"><li>• Monthly principal and interest</li></ul>
Loan Fees	<ul style="list-style-type: none"><li>• 1.0% – 2.0%</li></ul>
Prepayment	<ul style="list-style-type: none"><li>• No prepayment penalties</li></ul>
CapEx Reserve	<ul style="list-style-type: none"><li>• May be required depending on property condition and use of proceeds</li></ul>

### Credit Guidelines

Max Loan-to-Value (LTV)	<ul style="list-style-type: none"><li>• Up to 75% for most property types</li><li>• Up to 65% for franchised hotels, restaurants</li></ul>
Minimum Debt Service Coverage Ratio (DSCR)	<ul style="list-style-type: none"><li>• 1.25x for most property types</li><li>• 1.35x for retail, franchised hotels and restaurants</li></ul>
Minimum Debt Yield	<ul style="list-style-type: none"><li>• 9% – 12% (depending on asset type)</li></ul>
Minimum FICO Score	<ul style="list-style-type: none"><li>• 680</li></ul>
Guarantor Net Worth	<ul style="list-style-type: none"><li>• At least 1.0x of the loan amount</li></ul>
Guarantor Liquidity	<ul style="list-style-type: none"><li>• Sufficient to cover at least six months of principal and interest payments</li></ul>
Personal Guarantees	<ul style="list-style-type: none"><li>• All loans are full recourse and typically require personal guarantees from individuals with controlling interest or sufficient ownership to meet a controlling threshold</li></ul>

### Target Asset Classes

Stabilized properties across sectors:

- Industrial
- Multifamily
- Retail (grocery anchored preferred)
- Self-Storage
- Medical Office
- Mixed-Use (retail/multifamily)
- Franchised Restaurant
- Franchised Hotels (Marriott, Hilton, IHG, and Hyatt brands)

### Use of Proceeds

Eligible loan purposes include:

- Property Acquisition
- Refinancing Existing Debt
- Partner Buyouts
- Property Improvements (Non-Ground-Up Construction)



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## Pre-screen Checklist to Issue an LOI

To streamline the issuance of a Letter of Intent (LOI), please provide the following:

### 1. Property Information:

- Collateral property address
- Property description

### 2. Loan Request Summary and Requested Loan Terms (offering memorandum, broker's summary, etc.):

- Requested Loan Amount
- Clearly describe the reason for the loan (e.g. expansion, refinance, acquisition)
- Please go beyond general terms such as "to buy a building"
- Loan Type (Conventional, Bridge, Construction, SBA 504, etc.)
- Preferred Interest Rate
  - Fixed (5yr, 7yr, 10yr)
  - Variable (WSJ Prime, 30 Day SOFR)
- Loan Fee

### 3. Ownership and Guarantor Information:

- List all individuals with 20% or more ownership in the borrowing entity and all proposed loan guarantors, including their percentage ownership.

Note: Personal guarantees are typically required from those with controlling interest or sufficient ownership to meet a controlling threshold

### 4. Business/Property Financial Information:

- 3 years of Tax Returns or historical financial statements (P&L and Balance Sheet)
- T-12 financial statements dated within 90 days (P&L and Balance Sheet)
- Debt schedule
- Current rent roll (if applicable)
- STR reports (for hotels)
  - For a conversion, we need a STR Trend Report covering as many years as they have available

### 5. Personal Information (for each guarantor):

- Current and complete PFS including Schedule of Real Estate
- Debt schedule
- Resume/Bio
- 3 years of Personal Tax Returns

### 6. Refinance information (if applicable):

- Motivation for refinance
- Loan balance and loan status with current lender
- Prepayment penalty info
- Cost basis of property (cost + improvements)
- Property purchase date
- If there is cash out, what will it be used for?

### 7. If Property Improvements are involved:

- Description and budget for any planned improvements

## Collateral Requirements

- 1st Mortgage
- 1st lien position UCC-1 filing on all business assets
- Assignment of Rents
- Escrow for Taxes & Insurance. Capex TBD in Underwriting

Partnering with AVANA CUSO provides you access to competitive, flexible capital through a growing network of credit unions committed to supporting experienced real estate professionals.

Scan



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