

AVANA CUSO – Bridge Loan Program

Custom lending solutions for experienced commercial real estate sponsors, focused on intermediate-term needs



Loan Structure & Terms

Loan Amount	\$5MM - \$30MM
Interest Rate	30 Day SOFR + 6.50% ⁽¹⁾
Term Length	Up to 36 months, option to extend subject lender approval and borrower loan performance and payment of extension fees – option to extend for up to 2 one-year periods.
Payment Structure	Monthly ACH payment of I/O Payment
Origination Fee	Up to 2.00%
Servicing Fee ⁽¹⁾	0.50% - based on commitment amount for term of loan and/or depending on level of property improvements and monitoring required
Lockout / Exit Fee	50% of the loan-term ⁽²⁾ , followed by an exit fee of 1.00% on commitment amount
LTC	≤ 75% total project cost or 70% “as-stabilized” value

Credit Guidelines (Covenants)

To be Finalized in Underwriting

Min DSCR	1.25x
Min Debt Yield	9.00% - 12.00% (varies by Asset type)
Min Guarantor TNW	2x – 3x of Loan amount
Post Closing Liquidity	5% - 10% of Loan Commitment
Recourse	Joint and several personal guarantees from owners of RE Hold Co., & Operating Co., that have 10% or more in ownership

Escrow & Reserves

Escrow	Required for taxes and insurance; CAPEX Escrow - TBD in underwriting
Reserves	Final reserve amount or Percentage of Loan as reserves will be determined in underwriting

⁽¹⁾ Rate is set at closing at the greater of start rate or Floor Rate of 11.50% plus 0.50% as asset servicing / management fee.

⁽²⁾ If loan is paid off within the lock out period, then the Exit fee will be the greater of 5% of commitment amount at closing or the equivalent yield maintenance the end of the Lock Out period.

⁽³⁾ At closing all loan proceeds are disbursed and subject to hold back in an escrow account held with lender designated bank and subject to fund control and monitoring requirements as determined by lender.

Asset Classes

Hospitality
 Multifamily
 Industrial
 Self-Storage
 Mixed use
 (Retail and Commercial)

Use of Proceeds

Acquisition
 Debt Refinance
 Property Improvement and Equity Recapture
 (subject to LTC limitations)

All proceeds disbursed at closing ⁽³⁾

Collateral

1st DOT / Mortgage & Assignment of Rents on Subject property pledged as collateral

Pledge of LLC Certificates of RE Hold Co., & Operating Co., (if applicable)



AVANA CUSO – Bridge Loan Program



To expedite review of your request and provide a Soft Quote or Letter of Interest, please provide the information requested below in an organized folder structure as presented below expedite your financing request.

Information Checklist

1. Financing Request:

- Executive Summary of the Request for Funding
- DETAIL Sources and Uses of Proceeds
- Business Plan with proforma income statement: 2025 - 2027 – on a quarterly basis

2. Organization Data:

- Detailed Diagram of Organization Chart & Ownership Percentage Breakdown
- Articles of Organization, By Laws, Certificate of Good Standing

3. For all Subject property and all Business Entities related to the proposed collateral

- 2021 – 2024 Business Tax Returns from all entities listed in above-mentioned Organization Chart
- 2021 – 2024 Year End P & L and Balance Sheet from all entities listed in above-mentioned Organization Chart
- Most Recent Year to Date P & L and Balance Sheet that is less than 30 days old from all entities listed in above-mentioned Organization Chart
- For Hospitality ONLY:
 - STR Report for Year End 2020, 2021, 2022, 2023, 2024 and Most recent STR
 - Latest brand Quality Inspection Report
 - Franchise Agreement

4. Guarantor Financial Data:

- Personal Financial Statement from each shareholder greater than 10 % ownership or providing Personal Guarantee
- 2021 – 2024 Personal Tax Returns including K-1's from each shareholder greater than 10 % ownership providing Personal Guarantee
 - 2021 – 2024 Business Tax Returns from all entities owned by guarantors in which affiliate entity ownership is greater than 20%
 - 2021 – 2024 Year End P & L and Balance Sheet
 - Most Recent Year to Date P & L and Balance Sheet that is less than 30 days old

5. Project related Data if the property requires renovation / construction:

- Detailed Cost Breakdown with all project related data (drawing, plans and etc.)
- Copy of Executed GC Contract
- Equity Verification
 - Bank Statement
 - Copy of Settlement Statement of Land Acquisition
- Feasibility Study / Appraisal Report / Phase 1 - if available
- **From General Contractor / General Contractor:** Statement of Qualification from GC that includes the following:
 - 2021 – 2024 Financial Statements and Business Tax Returns
 - Detail of Existing Projects that are ongoing
 - Completed Projects List within the last 24 months
 - Year to Date 2025 P & L and Balance Sheet
 - Management Bios & Key Personnel that will be assigned to this property
 - Business Reference – Existing Projects / Completed Projects / Bank and Trade References

Financial Reporting

- Annual Borrower and Guarantor Tax Returns and Year End Financial Statements
- Quarterly Financial Statements due within 30 days of quarter end
- Other – to be determined in underwriting

Conditions

- Lender Approval of all 3rd Party Reports – (Appraisal, Phase 1, Property Condition Report, ALTA Survey & etc.)
- Other – to be determined

Scan



Sanat Patel
Co-Founder and Chief Lending Officer
sanat.patel@avanacompanies.com
213.700.7775



Ward Hickey
Senior Vice President, Business Development
ward.hickey@avanacompanies.com
602.819.2765



Kristine Sanchez
Customer Success Manager
kristine.sanchez@avanacompanies.com
623.444.2900