

## Make Deal Lending LLC Standard Terms

1. No origination fees
2. No points
3. No appraisal fees
4. No credit report fees
5. Interest will be collected in arrears, so the first monthly payment will be deferred for a month
6. Maximum LTV the lesser of 90% of acquisition and repair cost or 70% of ARV
7. 15% Interest only paid monthly
8. 1% prepayment penalty will be charged if paid off in part or in full prior to maturity
9. One year term. Balloon payment will be due 12 months from the date of closing
10. Interest will be charged through the end of the month of pay off
11. Any unpaid interest will be added to the principal amount and bear interest at the same rate.
12. Borrower to pay all closing fees, attorney fees, title fees, etc.
13. Borrower to provide Lender title insurance guaranteeing a valid first mortgage
14. Payments due on the first of each month. Interim interest will be collected at closing
15. Late fee the greater of \$100 or 10% of the payment amount for any payment received after the 10<sup>th</sup> of the month.
16. Maintain insurance and provide proof of insurance prior to closing showing Lender as additional insured
17. Personal guarantee from the individuals involved
18. Borrower will have the option to extend the note for up to six months for a fee of 2% of the loan balance due at payoff
19. Rehab funds to be held in escrow and disbursed in draws as rehab progresses

Interest Rate Comparison		
	Others	Us
Interest Rate	12%	15%
Loan Amount	\$100,000	\$100,000
Term of Loan (Months)	4	4
Interest Earned	\$4,000	\$5,000
Points or Origination Fee (4%)	\$4,000	\$0
Other Up Front Costs	\$1,000	\$0
Prepayment fee At Payoff	\$0	\$1,000
4 Months Costs of Credit	\$9,000	\$6,000
True Annualized Interest Rate	27%	18%