



Hard Money Lending Guidelines

These guidelines are subject to change at any given time to adjust for current market conditions. Please contact the Savvy Diva Enterprises lending team to confirm current lending guidelines.

Loans are only for commercial business and investment purposes. Owner occupied loans are strictly prohibited. The Loan Agreement includes a provision precluding borrower occupancy of the property.

Lending Footprint: AL, AR, AZ, CA, CO, CT, DE, DC, FL, GA, IL*, IN, KS, MA, MD*, MN, MO, NV, NH, NJ*, NC, OH, OK, PA, RI, SC, TN, TX, UT, VA, WA, WI (*exclusions - does not lend in Trenton and Newark New Jersey, in most of Southside Chicago, Baltimore, or Detroit)

Minimum loan amount: \$75,000; Max loan amount: \$750,000

Minimum as-is property value: \$75,000 (or \$50,000 for repeat borrowers)

Loan Term: 6, 9, or 12 months with deferred payments (18 months for new construction)

Minimum FICO Credit score: 640

Recourse: full/personal guaranty of any principal owning at least 33% of the entity

Pricing: based on project/deal

Loan Type	Day 1 – LTV	LTARV	LTC
Purchase	Max 65%	-	-
Land Only	Max 40%	-	-
Standard Purchase and Renovation (Fix and Flip)	Max 80%	Max 70%	Max 90%
Heavy Rehab Purchase and Renovation (Fix and Flip)	Max 75%	Max 70%	Max 80%
90% Purchase and Renovation (Fix and Flip)	PAUSED	-	-
100% Purchase and Renovation (Fix and Flip)	PAUSED	-	-
Refinance and Renovation	Max 75%	Max 70%	Max 85%
Skinny Cash Out Refinance	Max 45%	-	-
Refinance – Bridge (No Cash Out)	Max 60%	-	-
New Construction	Max 60%	Max 70%	Max 85%

Property Type	Loan Type
Single Family Residence	Fix and Flip
Townhome/Rowhome	Fix and Flip
Two-to-Four Units	Fix and Flip
Condominium	Fix and Flip
Vacant land or teardown zoned for residential (1 to 4 units)	Land Only, New Construction

Required documents for specific property types:

- Purchase and Sale Agreement and Insurance are required for all property types
- Condominium Association Documents and HOA are required for any Condo transaction
- Leases are required for all rental properties

Purchase Only Loans

Property must be in average condition or better.

Land Only Loans

Land only loans are eligible with up to 40% as-is-value, as determined by a third-party valuation report. Cash-out is not available on land loans.

Purchase and Renovation (Fix and Flip) Loans

Experience is measured by the number of completed projects within the past 5 years.

Experience (Completed Projects)	Day 1 – LTV	LTARV	LTC
4+	Max 80%	Max 70%	Max 90%
2-3	Max 80%	Max 70%	Max 85%
0-1	Max 75%	Max 65%	Max 80%

Properties owned Free and Clear are eligible for this program, if the loan proceeds are applied only to the renovation of the property. Loan may not exceed the as is value.

Heavy Rehab (Fix and Flip) Loans

A heavy rehab loan is a loan where the budget exceeds the purchase price or as-is value of the property. Generally, the foundation is not scraped and/or may be expanded. Additional requirements apply to this type of fix and flip loan. Reach out to our team for details.

Refinance & Renovation Loans

For all refi-reno applications a payoff letter must be submitted with the file prior to the file moving to underwriting. A tax certificate must be obtained at closing verifying that all past taxes are paid. Current period taxes due or not must be collected and paid.

New Construction Loans

Experience is measured by the number of completed fix and flip and/or new construction projects within the past 5 years.

Experience (completed projects)	Lot Advance	LTARV (completed value)	LTC
4+ OR 1 one repaid new construction loan	Max 60%	Max 70%	Max 90%

Lot Advance is based on the purchase price of the lot or appraised value, whichever is lower. Max LTARV is based on the completed value of the property.

- A feasibility study is required
- A contract with a licensed GC is required
- A survey, permits, and approved plans are required prior to closing
- Property must be on city/county sewer and water. No Septic will be allowed without a successful Perc Test done prior to closing
- Principal and/or Guarantors must submit the most recent bank statement showing 15% of the budget in reserves

Loan Terms

This lender offers a variety of loans with rates from 7-18%. Borrowers can have up to 4 active loans simultaneously. The exact loan terms are based on the borrower's experience as well as the merits of individual project being financed.

Transactional Funding (for Wholesale Deals)

Double close on your wholesale deals with no credit check! **Available in all states except NY, CA, and UT.**

- \$1,000 flat fee if purchase price is \$100,000 or less
- 1.5% of purchase price of property is between \$100,000 to \$1,000,000

Hard Money Application Checklist

Documents Required for Submission:

1. SSN & Driver's License for all members.
2. Entity Docs
 - a. Articles of Incorporation (Inc) or Organization (LLC)
 - b. Bylaws (Inc) or Operating Agreement (LLC)
 - c. For Bylaws: Must include the amount of issued stock and the amount of shares issued to each stockholder
 - d. For Operating Agreements: Must include the percentage of entity ownership
3. Scope of Work (if applicable)
 - a. Must include 5% contingency budget
4. Purchase Agreement (for purchases) or HUD from acquisition (for refinances)
 - a. Must be fully executed
5. Feasibility Study or Appraisal (AIV and/or ARV, as applicable)
6. Credit check
 - a. Credit Authorization form to be signed by each member.
 - b. Member's with 33% or more ownership will require a credit check via a tri-merge report. All members will have a Lexis Nexis background report pulled. Credit score will be based on the middle of the 3 scores.
 - i. Bankruptcy - Chapter 7 and Chapter 13 all Bankruptcies must be discharged at least 24 months prior to the loan submission
 - ii. Meet current guidelines and underwriting procedures regarding the evaluation of LexisNexis, Instant ID and Person Report
7. Experience Worksheet
 - a. Indicate whether property was sold, held or leased in the "Notes" column
 - b. Indicate the individual or entity name for each project. **Personal residences will not be counted for a borrower's experience.*
 - c. If entity, provide organization docs to confirm applicant's relationship to entity
 - d. Must provide HUDs from acquisition and sale for sold properties
8. Payoff letter (For Refinances)
9. EIN letter for business entity to be used for the transaction
10. Title Docs (Title Commitment, Closing Protection Letter (CPL), Wiring Instructions)

