

### **ABOUT US:**

Having a reliable source of financing is critical to real estate investors. At Dalin Financial, we understand how crucial this is and accordingly, is the cornerstone of our business. We provide a rock-solid, *dependable* source of financing for our customers so they can develop a real estate portfolio or accumulate wealth in a short amount of time. Our belief is that investing in real estate is one of the most secure ways to achieving financial freedom.

### **KEY POINTS:**

- Quick closings – 1-week of clear title
- Direct lender – We fund our own loans
- *FAST* rehab disbursements, wire direct into borrower's account in 2 business days or less
- Reliable, value-added customer service
- Local presence In every market we serve
- Purchasing, renovating and exit strategy assistance

### **BASIC TERMS:**

- **Interest Rates Starting at 13%**  
*(This is based on borrower underwriting and transaction structure)*
- **Up-Front Points Starting at 3%**  
*(This is based on borrower underwriting and transaction structure)*
- **6/9/12/18 Month Loan Terms**  
*(Term extensions available)*
- **No Pre-Payment Penalties**  
*(We hold 3-months of interest payments at beginning of each loan)*
- **Reimbursement Draws Only**  
*(No cash out at closing table)*
- **Minimum Loan Size of \$100,000**  
*(Improved property value must exceed \$160,000)*
- **Minimal Earnest Money Deposit**  
*(10% deposit of loan amount – Rehab Loans)  
(50% of land purchase price – New Construction Loans)*
- **635 Credit Score Required**  
*(Minimum lowest of all 3 scores on credit report shall not be below 635 for **resale** loans; 700 FICO required for refinance loans). All Credit Report and underwriting performed in house.*

**EXAMPLE LOAN:**

An investor plans to purchase a property for resale in Philadelphia with an estimated \$75,000 rehab budget. Property is worth @ \$225,000 ARV (After Repair Value) and is looking to make an offer of \$70,000 to purchase the property. At the signing of the purchase agreement, an initial deposit of \$1,000 was given and at closing of the loan, the investor/borrower will need an additional \$13,000.

|                                  |                      |
|----------------------------------|----------------------|
| <b>After Repair Value (ARV):</b> | <b>\$ 225,000.00</b> |
| <b>Loan to Value (LTV):</b>      | <b>65%</b>           |
| <b>Loan Amount:</b>              | <b>\$ 146,000.00</b> |

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|--|-----------------------|
| <b>Property Purchase Price:</b>                | <b>\$ 70,000.00</b>   |
| <b>Earnest Money Deposit (10%):</b>            | <b>(\$ 14,000.00)</b> |
| <b>Loan Fee (shown at 3.75%):</b>              | <b>\$ 5,475.00</b>    |
| <b><sup>1</sup>Other Origination Fees:</b>     | <b>\$ 1,350.00</b>    |
| <b>Estimated Title Fees/Costs:</b>             | <b>\$ 2,500.00</b>    |
| <b>Transfer Tax (2%):</b>                      | <b>\$ 1,400.00</b>    |
| <b>Insurance &amp; Pro-rated Property Tax:</b> | <b>\$ 2,400.00</b>    |

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|---|--------------------|
| <b>3-Month Interest Reserve:</b>                      | <b>\$ 5,018.75</b> |
| <i>(Calculated as interest-only payment - 13.75%)</i> |                    |

|   |                  |
|---|------------------|
| <b>Partial Month Interest:</b>  | <b>\$ 947.99</b> |
| <i>(Calculated based on actual settlement date in this case we used the 15<sup>th</sup> of the month)</i> |                  |

|  |                     |
|--|---------------------|
| <b><sup>2</sup>Funds Remaining for Rehab:</b>  | <b>\$ 71,023.26</b> |
| <i>(To be disbursed as per construction/draw schedule. Borrower must begin work prior to receiving the 1<sup>st</sup> draw).</i> |                     |

1: One-time setup fee (unless pre-paid), appraisal fee, document prep fee, processing fee, first inspection fee, wire fee  
 2: All Construction Draws must be inspected prior to release of funds. Each inspection carries a fee of \$150.00

**ESTIMATED RESALE:**

Prior to the loan closing, we offer a deal review with each borrower to run through each step of the loan and try to identify the pitfalls they may encounter and the expected profitability.

Below is an example of estimated profit a borrower may expect when he or she resells the loan example outlined on page 2.

|                         |              |  |
|-------------------------|--------------|--|
| Resale Price:           | 225,000.00   | Contract Price   |
| Seller Assist:          | (6,750.00)   | 3.00% (if applicable)  |
| Transfer Taxes:         | (4,500.00)   | 2.00%  |
| Realtor Commissions:    | (10,912.50)  | 5.00%  |
| Loan Payoff:            | (146,500.00) | Includes \$500 payoff fee  |
| Additional Rehab:       | (3,976.74)   | Extra to cover the total \$75k budget                                      |
| Initial Deposit Given:  | (14,000.00)  | At inception of loan   |
| Monthly Carrying Cost:  | (5,018.75)   | 3 Additional Months Payments   |
| Misc/Utilities/Closing: | (1,700.00)   | Misc Fees, Closing & Title Fees<br>Estimated cost of utilities during loan |

Net Profit: 32,342.01

Net Margin: 14.37%

|                      |           |  |
|----------------------|-----------|--|
| Total Out of Pocket: | 22,995.49 | Initial deposit, extra money needed to complete renovation, 3-months extra payments. |
|----------------------|-----------|--|