



Multi-Family Loan Overview

A Borrower's Guide

ALB Commercial Capital is dedicated to defining the standards for high quality service, expertise and personalized guidance. We specialize in providing loan programs tailored to our clients Goals. The contents in this guide are for reference purposes and actual loan programs have different guidelines and requirements and therefore it is best to speak with one of our Advisors.



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Multi-family Mortgage Underwriting Guidelines and Process

Commercial financing for multi-family properties is underwritten on a case by case basis. Every loan application is unique and evaluated on its own merits, but there are a few common criteria lenders look for in commercial loan packages.

Financial Analysis

A key component in making an underwriting evaluation is the personal debt coverage ratio. The PDCR is defined as the monthly debt compared to the adjusted gross monthly income of the borrower in question. Using a PDCR of 1:1.20 a lender is saying that they are looking for a \$1.20 in net income for each \$1.00 mortgage payment. Typically they will determine the PDCR ratio based on monthly figures, the monthly mortgage payment compared to the monthly net borrower income. The higher the PDCR ratio the more conservative the lender. PDCR's are set by property type and what a lender perceives the risk to be. Today, apartment properties are considered to be the least risky category of investment lending. As such, lenders are more inclined to use lower PDCR's when evaluating a loan request. Your ALB Loan Advisor can assist you to understand the PDCR policies of each of the major multi-family lenders.

Loan to Value

Unlike residential lending, multi-family investment properties are viewed more conservatively. Many lenders will require a minimum of 20% of the purchase price to be paid by the buyer. However, some lenders will lend up to 85% of the purchase price to buyers based upon their cash flow and net assets. What a bank/lender will do is subject to their appetite and the quality of the buyer and property. Loan to value is the percentage calculation of the loan amount divided by the purchase price. If you know what the lender's LTV requirements are, you can also calculate the loan amount by multiplying the purchase price by the LTV percentage. Keep in mind that the purchase price must also be supported by an appraisal. In the event that the appraisal shows a value less than the purchase price, the lender will use the lower of the two numbers to determine the loan that will be made.

Credit Worthiness

In many cases the personal credit of the principals will be evaluated.

Property Analysis

Fair market value and fair market rent will be analyzed. Special use properties may require additional underwriting. Age, appearance, local market, location, and accessibility are some other factors considered.

Tenant Analysis

A thorough analysis of the current tenants will be conducted. It is advisable that all applicable fields are completed on the Rent Roll.

Multi-Family Mortgage Lending Ratios

Most of real estate lending can be boiled down to the results of three ratios:

- Loan-To-Value Ratio (LTV)
- Personal Debt Coverage Ratio (PDCR)
- Debt Service Coverage Ratio (DSCR)

The bulk of the energy spent “processing” a loan is merely an attempt to verify the numbers that go into the numerator and denominator of these ratios.

The Loan-To-Value Ratio is defined as follows:

Loan-To-Value = Total loan balances (1st mtg + 2nd mtg) / Fair market value (as determined by appraisal)

For Multi-family mortgages, Loan- to- value ratios seldom exceed 80%.

The Personal Debt Coverage Ratio is the second ratio lenders use when underwriting a loan. The Personal Debt Ratio compares the amount of bills that the borrower must pay each month to the amount of income he earns. More precisely, the Personal Debt Coverage Ratio is defined as:

Personal Debt Coverage Ratio = Monthly Personal Debt / Monthly Personal Income

Obviously someone whose Personal Debt Coverage Ratio is 100% is in trouble. A Personal Debt Ratio of 100% would mean that the borrower’s obligations are exactly the same as his income. Personal Debt Ratios seldom are allowed to exceed 50% in practice.

Debt Service Coverage Ratio evaluates the debt coverage of the property itself. The Debt Service Coverage Ratio is defined as follows:

Debt Service Coverage Ratio = Net Operating Income / Debt Service

Net operating income is the income from a rental property after deducting for real estate taxes, fire insurance, repairs, and all other operating expenses. Debt service is the mortgage payment on the property. Most lenders insist that this ratio exceed 1.2 with a few allowing 1.15. A Debt Service Coverage Ratio of less than 1.0 would mean that the property did not produce enough net rental income for the owner to make the mortgage payments without supplementing the property from his personal budget.

Initiating Your Multi-family Loan Process

To initiate your apartment loan application process, the following information is required by financial institutions. Your ALB Loan Advisor will assist you in preparing this information:

1. Offering Memorandum, Marketing Package or Property overview
2. If purchase - Copies of buyer and seller executed Purchase Contract, along with all offers and counter offers
3. Operating Statements: Last two years and year-to-date.
4. Rent Roll - including tenant name, unit mix, move-in dates, and indicate if Section 8.
5. Borrower's background summary or resume
6. Last two years personal federal tax returns from the principal borrower(s)- including all Schedules and K-1's
7. Current personal financial statement of principal borrower(s) including real estate all schedules (dated and signed with original signature)

Lending Institution fees

Various lending institutions have different fee schedules for multi-family loan applications and processing. The range of fees varies widely amongst these institutions. Your ALB Loan Advisor will be happy to provide more information on the schedule of fees for each institution. A range of potential fees of several leading institutions is as follows.

- ▶ Attorney: \$0 - \$6,500
- ▶ Appraisal: \$0 - \$3,500
- ▶ Lenders Inspection: \$0 - \$350

Note: That fees differ from lender to lender

How to Get Started

ALB Specializes on providing a full service solution to customers interested in any size multi-family loan. Call us for a free consultation on initiating your loan process.

ALB Commercial Capital
2476 Lake Ave
Altadena, CA. 91001
Phone: 626-296-7777
Fax: 626-296-771
www.albcommercialcapital.com