



OLD CAPITAL

P A R T N E R S

Guidelines for Mobile Home Parks

Underwriting Criteria



- Flexible Terms and Conditions
- Aggressive Underwriting
- Quick Commitments
- Excellent Service

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Mobile Home Park Loan Overview Underwriting Guidelines

Mobile Home Park Loan Overview

Eligible Properties:	Three-, Four-, and Five-Star mobile home parks with a low percentage of RV sites or model homes. Accept senior and family parks. Prefer a majority of units to be double-wide. Typical density should be 5 to 7 units per acres, and the average lot size should be 5,000 square feet. Prefer an underground utility system. Require professional management services. Our flexible prepayment loan program is ideally suited to mobile home park projects given that many owners improve land they believe is in the long term path of development with a mobile home park only as an interim/intermediate use.
Eligible Property Locations:	Nationwide. Require good site access. Prefer a highly visible location with heavy traffic.
Loan Size:	\$1 Million - \$30 Million; will also consider larger portfolio transactions.
Debt Service Coverage:	1.18 x minimum
Loan-to-Value Ratio:	Up to 75% on conventional life company programs, 80% LTV on Fannie Mae DUS programs, and up to 90% Loan to Total acquisition Cost available under FHA insured programs
Loan Term:	5, 7 or 10 15, 20, 30 and 35 year terms available
Amortization:	Less than 35 years depending upon the loan program chosen.
Information Required:	See Appendix A attached hereto
NOI Calculation:	Strongly prefer to receive three full years of operating history. Determine potential gross income using the trailing 12-month historical results. Typical expense ratios should range from 35% to 45%, management fee underwritten at a minimum of 5% of effective gross income. Include minimum replacement reserves of \$30 per unit.

For More Information Please Contact:

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APPENDIX A - INITIAL UNDERWRITING CHECKLIST

1. If financing is for acquisition purposes, please provide a copy of the fully executed purchase and sale agreement.
2. If financing is for a refinance, please provide the original purchase price paid for the property, date of purchase and summary of current financing.
3. Detailed Monthly Income & Expense for 2003 YTD, as well as Detailed Year-end Income & Expense for 2001 & 2002.
4. Most recent appraisal and/or complete property description including photos, site plan and description of improvements, pad types and area location map. The description provided should include detailed description of amenities (i.e. parking, pool, laundry, workout, etc.)
5. Complete property breakdown by unit type (single-wide/double-wide, age, etc. condition)
6. Current Rent Roll including:
 - a. Regulated Units (controlled, stabilized)
 - b. unit numbers
 - c. Tenant Name.
7. Detailed Use of Funds Statement
8. Detailed Capital Expenditures (Past, Present & Future)
9. Borrower Resume, Current Financial Statement and two years signed tax returns.
10. Copy of Standard Lease
11. Current Market Analysis (if available).