

MASSIVE GROWTH



*The Key to Unlocking
\$15 Billion in
Private Equity Funding*

AMERICA'S LOAN SOURCE

MASSIVE GROWTH

The Key to Unlocking \$15 Billion in Private Equity Funding

Banks are lending again! That's right, they are ready to loan you money for your investment property... As long as you fit the box. What is that box, you ask?

- Income - Borrower needs to make enough to qualify for loan
- Credit - Borrower must be "credit-worthy" in the eyes of the bank. Typically 620 credit score or higher
- Collateral - Property must meet bank guidelines
- Exit - There must be an approved and realistic exit strategy
- Experience - Borrower must have sufficient experience in project type to qualify
- Income Documentation - Tax returns, Profit and Loss, project financials, proformas, etc.

If you have all of these things, banks are ready to give you a loan. No problem!

But what if you don't? What if one of the above is missing? What if three are? What if they all are?

Now what? What if you see a great opportunity and you want to take advantage of it? What if you have a property and you need some quick cash? What do you do?

Alternatives to Bank Lending

In recent years, there has been a proliferation of non-bank funds and sources of capital that have entered the market. These range from private money, friends and family, to hard money and the like. There are definitely alternative sources of capital out there now. Sources that were not there even a few short years ago.

If banks are out of the picture, what do you do? There are alternatives - Private Money, Non-Institutional Money and "Hard" money are a few.

Private Money - This is typically "friends and family" type funds. They are lending for a great deal for sure, but it is also relationship based. They know someone who knows someone who knows about a deal. They can usually move fast and the cost of capital is generally inexpensive. Terms are whatever can be negotiated. The challenge is that this source of capital is fairly unstable. It is finite. They are generally limited in size, scope, time, etc.

Non-Institutional Money - This is a little more stable and can be a more consistent source of capital. Loan amounts generally start around \$250,000 and can go in to the mid-seven or even eight figures. Underwriting is a little more diligent than private money, but not nearly as rigid as bank financing. Loans generally only need an appraisal to show value, a bit of a track record, and that's pretty much it. Loans can close in as little as ten days. Limitations are on property type, exit strategy, and location. Most need a population of at least 50,000 in the county where the property is located. Rates can start in the high 7% range and loan-to-values can go up to 80%. Terms can generally go up to four years. Not bad for a bridge loan. It depends on several factors, but this can be a good source of capital.

Hard Money - Hard money has been around for years. This is supposed to be pure asset-based lending in its most basic sense. Loans are based on the value of the property and pretty much nothing else. In theory, that sounds great! But, rates are 12% and up and LTVs are 70% and under.

This space has been very pressured lately as more and more funds come to the market. And, depending on the source of capital for the hard money provider, they may want tax returns, profit and loss statements, decent credit, etc. Not really the hard money of days gone by. However, there are a lot of hard money providers in the market today and they do offer an additional solution for capital when needed, if you can handle the additional finance and carry costs.

Uses of Non-Bank Financing

There are many situations where a non-bank lender may be a good source of capital. The possibilities are as endless as the number of deals in the market. Some examples for non-bank financing that can be done are:

- Single Family Portfolios with a blanket mortgage
- Construction Loans that either borrower or property does not qualify
- Investor fix/flip loans
- Cash out
- Blanket mortgages
- High leverage loans
- Development
- Low credit score

- No documentation of income
- Lack of experience
- Builder Bailout Loans
- Close in days, not weeks

Conclusion

There are many alternatives for capital in the market. As the old saying goes, “If the deal is good, the money will be there.” The key is to have good deals, in good areas with demand, and a decent exit strategy. By working with a competent capital provider, a good deal can get capital.

America's Loan Source

By offering solutions for borrowers who need to close very quickly, and by serving these niches, America's Loan Source (ALS) is the go-to lender for getting a deal done fast. ALS can provide conventional financing as well. No matter the situation, America's Loan Source is the lender who can make deals happen quickly.

ALS offers loans from \$100,000 and up with terms up to four years. The preferred loan amount is \$250,000 - \$10,000,000, but all loan sizes are considered.

Real estate brokers, investors and borrowers now have a capital provider option who can tailor fit their needs to accommodate almost any situation. Some examples of where America's Loan Source can help quickly are:

- Lender fall out at the last minute
- Title issues that need resolved
- Property condition does not meet conventional lenders guidelines
- Non-cash flowing properties
- Renovations
- Cross collateralization of properties
- Properties in multiple states
- Unique situations
- Super Fast Closings

America's Loan Source has proven to provide solutions to even the most challenging commercial real estate transactions. Brokers are welcome and always protected.

America's Loan Source is based in Austin, Texas and is aggressively providing fast real estate loans on investment property Nationwide. With direct funding ability, ALS can close a deal in a matter of days, not weeks. Further, by providing lending to properties and borrowers who may be overlooked by traditional financing, ALS is proving to be the lender of choice for owners and investors with niche properties.

Based in Austin, Texas with offices in Jacksonville, Florida, America's Loan Source can offer non-bank financing services in residential and commercial property Nationwide. Additionally, ALS can close deals in every state in the country, including Hawaii, and the US Territories such as the US Virgin Islands

America's Loan Source can step in where other lenders fail.



www.AmericasLoanSource.com
info@americasloansource.com

600 Congress Avenue
14th Floor
Austin, TX, 78701
833-CALL-ALS
833-225-5257