

HEALTHCARE LENDING

FHA/HUD Section 232

Top Ten HUD
Healthcare Lender*

REPRESENTATIVE TERMS

Eligibility:

- New construction or substantial rehabilitation of healthcare properties, including skilled nursing, assisted living, and memory care facilities
- Borrower must be a single asset owner (corporation, general partnership, limited partnership or limited liability company)

Property Types	Licensed skilled nursing facilities, assisted living, memory care, intermediate care facilities, board and care and combinations thereof.
Program Description	Financing for new construction or substantial rehabilitation, including both purchase and refinancing. Commercial space permitted as long as up to 10% of the gross floor area of the project and commercial activity are compatible with the use of the facility. (Day care space is not considered commercial.)
Program Name	232.
Location	United States, U.S. Virgin Islands, Puerto Rico and Guam.
Loan Amount	Program has no minimums.
Interest Rate	Fixed, determined by market conditions at time of rate lock.
Recourse	Non-recourse except for fraud.
Loan Term	Construction term plus 40-year (fully amortizing) permanent loan.
Maximum Mortgage	New Construction: Least of: 1) 80% of appraised value (75% for ALF's), including major moveables; or 2) 90% of the HUD estimated replacement cost; or 3) 1.45 debt service coverage. Substantial Rehabilitation: Least of the three criteria above; or 4) 90% of the estimated rehabilitation cost plus the lesser of: a) 90% of the actual purchase price of the property; or b) 90% of the "as is" value before rehabilitation.
Program Features	Program can be used to provide a AAA rating of tax exempt bonds.
Prepayment	Negotiable.

ABOUT US

M&T Realty Capital Corporation is a full-service mortgage banking company that specializes in providing competitive financing nationwide for commercial properties, including multifamily, healthcare facilities, office, industrial, retail, and student, senior, and military housing.

As a wholly-owned subsidiary of M&T Bank – one of the 20 largest US headquartered commercial bank holding companies – we have direct access to commercial/multifamily mortgage capital markets, and are a fully accredited Fannie Mae DUS® lender, a Freddie Mac Multifamily Approved Seller/ Servicer for Conventional Loans, and an approved FHA MAP and LEAN lender.

For more information contact:

Paula Quigley
410-545-2494
pquigley@mtb.com

1-800-737-2344
mandtrcc.com

Continued on next page >



*Based on fiscal year 2017 origination data provided by U.S. Department of Housing and Urban Development (HUD). HUD's FY 2017 began October 1, 2016 and ended September 30, 2017.

All loans, lines of credit and all terms referenced herein are subject to receipt of a completed application, credit approval and other conditions. Other terms, conditions, fees and restrictions may apply.

©2018 M&T Realty Capital Corporation. Member FDIC. Equal Opportunity Lender. CS11299 (11/15) "DUS®" is a registered trademark of Fannie Mae.

HEALTHCARE LENDING

FHA/HUD Section 232

Top Ten HUD
Healthcare Lender*

REPRESENTATIVE TERMS (CONTINUED)

Agency Fees	<ul style="list-style-type: none"> • FHA Application Fee: A non-refundable fee of 0.3% of the requested mortgage amount is payable to HUD at the time of application, plus estimated underwriting costs for market study, appraisal, architectural/engineering report, cost analysis, environmental assessment, and other loan processing costs. • FHA Inspection Fee: 0.5% of the mortgage amount/cost of improvements is payable to HUD at Initial Endorsement.
Other Requirements	<ul style="list-style-type: none"> • Professional Liability Insurance: Required in all cases. The minimum requirement is \$1 million per occurrence and \$3 million aggregate. Further information regarding this requirement is available upon request. • Wages: Adherence to Davis-Bacon prevailing wage laws is required. • Escrows: Monthly escrows for real estate taxes, property insurance, reserves for replacement, and mortgage insurance premiums (MIP). Other escrows are required as cash or letters of credit. Further information regarding this requirement is available upon request. • Annual MIP: During the construction period, the MIP is paid annually in advance, based on a rate established by HUD. The rate is fixed at initial endorsement. After commencement of amortization, the MIP is escrowed monthly based on the average principal balance. • Environmental Issues: Special rules apply for properties that are located in Flood Hazard Zones as designated by FEMA. • State Licensure: A Certificate of Need and an operating license must be submitted if required by state or local law. An assisted living or board and care facility must be regulated by the state or political subdivision in which the facility is located.

For more information contact:

Paula Quigley
410-545-2494
pquigley@mtb.com

1-800-737-2344
mandtrcc.com



*Based on fiscal year 2017 origination data provided by U.S. Department of Housing and Urban Development (HUD). HUD's FY 2017 began October 1, 2016 and ended September 30, 2017.

All loans, lines of credit and all terms referenced herein are subject to receipt of a completed application, credit approval and other conditions. Other terms, conditions, fees and restrictions may apply.

©2018 M&T Realty Capital Corporation. Member FDIC. Equal Opportunity Lender. CS11299 (11/15) "DUS®" is a registered trademark of Fannie Mae.