



General Requirements

Target Market

Target markets must demonstrate **positive economic development** and **demographic trends**

Management

All properties must be professionally managed.

Capital Request

Between \$250,000 - \$2,500,000

Target Leverage

Up to 85% LTV

Reporting

Investment updates must be submitted to **EQUITYMULTIPLE** at least **quarterly**

Property Types

Multifamily, Student Housing, Senior Housing, Hotel, Retail, Office, Industrial, Self-Storage

Development Stages

- Stabilized assets with predictable cash flow
 - Value-add, redevelopment, repositioning
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EQUITYMULTIPLE does not consider:

- Ground-up development projects
- Sponsors with less than \$5M in acquisition/development experience
- Sponsors with < 10% of equity in the deal
- Single family residential projects
- Land plays or blind funds



Review Process

EQUITYMULTIPLE requires that the following materials be with a capital request:

- Offering memorandum, executive summary, and/or deal overview
 - Excel pro forma and financial model
 - Sponsor qualifications and prior relevant recent transactions
 - Any third party reports (appraisal, environmental phase I, etc.)
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Within 48-72 hours, EQUITYMULTIPLE will respond with next steps. If accepted, you will receive the following:

- Engagement letter
 - Digital list of due diligence – materials must be uploaded directly to Smartsheet
 - Detailed timeline for launch and closing
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Preparing the offering for EQUITYMULTIPLE's platform takes 1-2 weeks. Within that time, the following materials must be submitted before launch:

- Signed Bank Term Sheet
- Operating Agreement
- Operating Financials
- Loan Documents
- Rent Rolls
- Purchase & Sale Agreement
- Org. Chart / Proposed Structure
- CapEx History & Budget
- Certificate of Formation
- Tax & Utility Bills
- Property Photos
- Site / Floor Plan
- All Leases & Abstracts
- Estoppels
- Lease/Sale Comps