

# Loans

for Professional Residential Real Estate Investors

# Fix & Flip

## Bridge Loans

#### **RESIDENTIAL 1-4 UNITS**

| LOAN<br>AMOUNT        | • | Min: \$50,000<br>Max: \$3,000,000   |
|-----------------------|---|---|
| TERM<br>LENGTH        | • | 12 months, up to 18 at lender<br>discretion   |
| MAX<br>LTC            | • | Up to 90% of purchase price<br>Up to 100% of rehab costs  |
| MAX<br>LOAN TO<br>ARV | ٠ | Up to 75%   |
| FICO                  | • | 620 Min<br>Loans < 680 FICO are subject to<br>stricter underwriting guidelines<br>and additional IR |
| EXPERIENCE            | • | All levels considered<br>(leverage based on experience)   |
| RECOURSE              | • | Full Recourse   |



# Ground Up

### **Bridge Loans**

#### **RESIDENTIAL 1-4 UNITS**

#### **1-2 PROPERTIES**

#### SMALL DEVELOPMENTS 3+ SIMILAR PAST PROJECTS

|                    |  | 3+ SIMILAR PAST PROJECTS   |
|--------------------|--|--|
| LOAN<br>AMOUNT     | <ul><li>Min: \$50,000</li><li>Max: \$3,000,000</li></ul>   |  |
| PROPERTY<br>COUNT  | • Min 1, Max 2   | • Min 3, Max 10  |
| PROPERTY<br>TYPES  |  | <ul><li>Residential 1-4 Units</li><li>Townhomes</li><li>Condos</li></ul>   |
| TERM<br>LENGTH     | • 12-24 month  | options available  |
| MAX LTC            | <ul> <li>Up to 75% of the lower of land value or purchase price/60% if unpermitted, plus up to 100% of construction</li> <li>Max 85% of total project costs</li> <li>LTC Catch Up Draw to raise initial advance to 75% at approval of required plans/permits post-closing</li> </ul> | <ul> <li>Up to 75% of the lower of land value or purchase price/60% if unpermitted, plus up to 100% of construction</li> <li>Max 90% of total project costs with financed IR, 85% of total project costs without financed IR</li> <li>LTC Catch Up Draw to raise initial advance to 75% at approval of required plans/ permits post-closing</li> </ul> |
| MAX LOAN<br>TO ARV | • Up to  | 0 70%  |
| FICO               | • 680 N  | lidscore   |
| EXPERIENCE         | <ul> <li>Previous real estate experience<br/>required: 1-2 Ground ups</li> <li>GCs if experience if permits<br/>tie to Ground ups</li> <li>Guarantors with extensive fix<br/>and flip experience permitted<br/>on a case by case basis</li> </ul>                                    | <ul> <li>Previous real estate<br/>experience required: 3+<br/>similar Ground-up builds</li> <li>+ heavy rehabs with<br/>expansion. Professional<br/>deveopment / builder</li> </ul>  |

RECOURSE

**PROFIT TEST** 

• Minimum 30% ROI

Full Recourse

• 1.10 Exit DSCR



# Stabilized Bridge

**Bridge Loans** 

**RESIDENTIAL 1-4 UNITS** 

### DSCR EXIT

### NO DSCR

| permanent financing for sale  |         |
|---|---------|
| JRPOSEthat is currently rented<br>or soon to be rented,<br>but is not yet ready forrecently renovated or<br>constructed and is<br>currently/soon to be listed | PURPOSE |
| <ul> <li>To provide bridge</li> <li>To provide bridge financing</li> <li>on a property that was</li> </ul>  |         |

| TYPES          | • | Single Family/2-4 Unit/Townhomes/PUD/Warrantable Condos  |
|----------------|---|--|
| LOAN<br>AMOUNT |   | <ul> <li>Min: \$50,000</li> <li>Max: \$3,000,000</li> <li>Loans &gt; \$1MM Subject to lender discretion</li> </ul> |
| TERM LENGTH    |   | 12 months, up to 18 at Lender Discretion   |
| MAX LTC        | • | 85% of purchase price + verified completed capex if property<br>owned < 6 months                                   |
| ΜΑΧ LTV        |   | • 70% LTV  |
| FICO           |   | • Minimum 660  |
| MIN DSCR       | ٠ | C1-C2 condition properties have no exit DSCR requirement   |
|                |   |  |







## Single Property Rental

#### Term Loans

#### RESIDENTIAL 1-4 UNITS

| LOAN AMOUNT           | • | Min: \$75,000<br>Max: \$2,000,000   |
|-----------------------|---|---|
| PROPERTY<br>TYPES     | • | Single Family Residences (SFR)<br>2-4 unit properties<br>Warrantable condos<br>Townhomes<br>PUD   |
| TERM LENGTH           | • | 30 Years<br>Various Prepay Penalty Options  |
| LOAN TYPES            | • | Fixed rate and Adjustable rate<br>options available<br>Partial IO and Fully Amortizing<br>options available   |
| MAX<br>LTC            | • | If owned < 3 months, 80% of<br>Total Cost Basis   |
| MAX LOAN<br>TO ARV    | • | Up to 80% on Purchase, Rate &<br>Term Refiance<br>Up to 75% on Cash Out   |
| EXPERIENCE            | • | Not Required  |
| FICO                  | • | 660 Minimum   |
| RECOURSE              | • | Full Recourse only  |
| LEASE<br>REQUIREMENTS | • | Leased Units: Lower of (i) In-Place<br>Rent & (ii) Market Rent<br>Unleased Units: 100% of market<br>rent on purchase. On a refinance,<br>1 unit of a 2-4 unit can be vacant |





## Rental Portfolios

## Term loans

#### **RESIDENTIAL 1-4 UNITS**

| LOAN<br>AMOUNT        | <ul><li>Min Property Value: \$72,000</li><li>Max Loan Amount: \$2,000,000</li></ul>   |
|-----------------------|---|
| PROPERTY<br>TYPES     | <ul> <li>Non-Owner Occupied:</li> <li>Single Family Residences (SFR)</li> <li>2-4 unit properties</li> <li>Warrantable condos</li> <li>Townhomes</li> <li>PUD</li> </ul>  |
| TERM<br>LENGTH        | <ul><li> 30 Years</li><li>Various Prepay Penalty Options</li></ul>  |
| LOAN<br>TYPES         | <ul> <li>Fixed rate and Adjustable rate options available</li> <li>Partial IO and Fully Amortizing options available</li> </ul>   |
| MAX<br>LTC            | <ul> <li>If owned &lt; 3 months, 80% of<br/>Total Cost Basis</li> </ul>   |
| MAX<br>LOAN TO<br>ARV | <ul> <li>Up to 80% on Purchase, Rate &amp; Term Refinance</li> <li>Up to 75% on Cash Out</li> </ul>   |
| FICO                  | • 660 Minimum   |
| RECOURSE              | <ul> <li>Full Recourse with Pledge of<br/>Equity of Borrowing Entity</li> <li>Non Recourse options available<br/>with Bad-Boy Carveouts</li> </ul>  |
| LEASE<br>REQUIREMENTS | <ul> <li>Minimum Occupancy Rate of<br/>100% by Unit Count</li> <li>Leased Units: Lower of (i) In-<br/>Place Rent &amp; (ii) Market Rent</li> <li>Unleased Units: 100% of Market<br/>Rent (Purchase Loans only)</li> </ul> |



# Our services



#### WHITE LABEL TABLE FUNDING

We fund your borrower at the closing table in your entity name so that you can focus more on origination and less on raising capital.



#### **FULL BACK OFFICE SUPPORT**

From underwriting, closing, and funding to loan servicing, Roc Capital's platform dramatically increases your business operations capacity, enabling you to become a lending powerhouse.



#### FULL TECHNOLOGY SUITE

Our portal allows you to securely submit and price deals, check your borrower's credit and background, and follow the status of your loans throughout their lifecycle.



#### **CONCIERGE SERVICE**

Dedicated relationship managers and chat rooms attended by underwriters to provide you instantaneous feedback and support.



#### **360 EXPERIENCE**

We are vertically integrated offering property insurance, appraisals, and preferred pricing at national home improvement retailers to help streamline the loan funding process and offer benefits to your borrowers.





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At this time, we are unable to lend in North Dakota, Oregon, South Dakota, Utah, and Vermont.

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