



## Triad Financial Services Community Lending Solutions

Triad Financial Services has designed a suite of products and services with Communities in mind. With over 60 years of experience Triad Financial Services has the knowledge, experience, and team of industry experts that can help you achieve your goals. Here's our product line-up.

### **Community Origination Program (COP) - A customized consumer loan origination program designed to meet the needs of your community and residents.**

- Increases homeownership in your community to levels required by Fannie and Freddie for a borrow up or exit.
- Reduces legal exposure often created by Lease-to-purchase programs by converting to compliant notes owned by the community and serviced by Triad.
- Low monthly servicing fees.
- Option to earn interest income on Triad originated loans in addition to lot rent.
- Available in 47 states. (Inquire for your state.)

### **Chattel Financing - Loan made to the resident to purchase a manufactured home from the community retailer.**

- No financial obligation or Recourse to the community owner.
- Can advance up to 145% of the invoice price on new homes plus set up and aftermarket add-ons. (All proceeds go to community owner, no profit sharing with Triad.)
- Loans up to 95% LTV with competitive rates/terms.
- Rent credit programs accepted (subject to state/local laws)

### **Floorplan/Inventory Financing - For infill projects or replacement of older homes in your community.**

- Provides community owners with a line of credit to purchase new units directly from the manufacturer. (Community must have a retailer/dealer license)
- Advance up to 100% invoice plus up to an additional 25% for set up.
- Interest only payments for 12 months.
- Option to sell or rent the home to the occupant (no advance notice required).

### **Rental Financing - Loan made to the community to purchase new or used rental units**

- Receive immediate positive cash flow by renting the unit to the consumer.
- Advance greater of 100% of invoice or 80% of Appraised value.
- 1yr adjustable rate (**prime rate** + premium), 20-year amortization, No prepay penalty.
- Can be used as a bridge to homeownership in conjunction with a compliant rent credit program. (Subject to state/local laws).

### **Community Insurance Program - Coverage is available for all aspects of community ownership.**

- Homeowners coverage including flood for residents at point of sale or lease to own, tenant's rental coverage.
- Property Insurance for your vacant inventory held for sale within the community, on a monthly reporting form, provides coverage for all perils including flood, wind & hail.
- Property Insurance coverage for your occupied and vacant rental dwellings.
- Package policies including property, general liability, cyber liability and excess liability coverages for community owners.
- All coverage placed with AM Best A-rated carriers.
- Available in all states.

#### **Community Lending Contacts**

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