



FANNIE MAE DUS[®] Student Housing

Arbor's DUS[®] Student Housing product provides attractive terms and competitive prices for the purchase or refinance of properties that, because of construction and location, specifically cater to a student tenant base that may or may not be readily convertible to conventional multifamily housing.

LOAN AMOUNT	\$750,000 minimum
TERM	5-30 Years
AMORTIZATION	Up to 30 years
MINIMUM DSCR	1.30x for Fixed Rate 1.05x for Variable Rate
MAXIMUM LTV	Up to 75%
RATE STRUCTURE	Fixed and adjustable rate options available
ELIGIBLE PROPERTIES	<p><u>Student Housing</u> – Must be 40% or greater student tenancy</p> <p><u>Dedicated Student Housing</u> – Specifically catered to a student tenant base; not readily convertible to conventional multifamily housing; must be 80% or greater student occupied; 20% of tenants are allowed to have lease terms of less than 12 months; requires 12-month leases and parental guarantees; food services not permitted; the property must be within 2 miles of campus boundary line or on a college/university-owned transportation line; property has to have operated for at least 1 full school year (i.e., August/September through April/May)</p> <p>A Dedicated Student Housing Property may be located on university-owned land if the Key Principal has had a minimum of 5 years of Dedicated Student Housing experience, and operates at least one other Dedicated Student Housing Property located on college- or university-owned land.</p>
OCCUPANCY REQUIREMENT	Minimum 90%
TAX AND INSURANCE ESCROWS	Monthly deposits required; may be waived if certain criteria are met
REPLACEMENT RESERVES	Underwritten at a minimum \$250 per unit per annum; must be funded
RECOURSE	Non-recourse with standard exceptions for fraud and misrepresentation
COMMERCIAL SPACE	Eligible
STUDENT POPULATION REQUIREMENT	Minimum 10,000 students for dedicated student housing
REQUIRED REPORTS	Appraisal, Property Condition Assessment, Phase I Environmental
PREPAYMENT	Yield Maintenance
ASSUMABLE	Subject to approval and 1% fee



SUBORDINATE FINANCING	Not allowed
SUPPLEMENTAL LOANS	Eligible for secondary financing after 12 months
PRICING	Tiered Pricing Matrix; more favorable terms available for higher DSC and lower LTV
RATE LOCK	30- to 180-day commitments; early/extended rate lock options available
APPLICATION DEPOSIT	\$20,500. Covers estimated processing and legal fees.
ORIGINATION FEE	Minimum 1%; par pricing available
GOOD FAITH DEPOSIT	2% of loan amount, refundable at closing