AMERICA MORTGAGES

U.S. Real Estate Financing

CASE STUDIES

Foreign Nationals 01

U.S. Expats 02

Refinance 03

Commercial, Portfolio & Bridge 04

AMERICA MORTGAGES

01 | Foreign National – Canadian

The Client

Canadian Real Estate Investors eye California for higher-yield returns.

Our client is a Canadian attorney looking to shift his real estate portfolio for multi-family U.S. property in California for retirement income. The properties are three SFR homes in Venice Beach (2) and Newport (1), California with net yields of 16%.

How we helped

To secure the yield needed, our client required a mortgage below 5%. Although he earned excellent income as an experienced real estate investor, the lack of U.S. credit created issues whenever he approached a California bank for financing. As AMFNLite Program allows the borrower to use a "local" credit report, it solved the issue of not having U.S. credit. The rate required was an adjustment in LTV, giving the borrower a fixed rate on each property below 5%.

Nationality	Purpose	Loan Type	Property Value	Loan Amount
Canadian Citizen	Purchase	Residential	$4,200,000	$2,520,000

Loan to value	Rate	Term	Property Details
60%	4.35%	3/1 ARM	Single-Family-Residences, Venice Beach, Newport California

01 | Foreign National – United Kingdom

The Client

U.K. Marketing VP buys investment condo in Philadelphia to boost passive income.

Our client had read about the tight housing supply in major university towns. He did some research and found Philadelphia to have the best value.

How we helped

Our client wanted to purchase a duplex very close to a university where he could rent to students. He had no U.S. credit, and to add to the complexity, he was self-employed and didn't show his true ability to service the debt. We were able to get him 75% financing using his U.K. credit, and the debt servicing was structured solely around the projected rental income of the property he was buying.

Nationality	Purpose	Loan Type	Property Value	Loan Amount
U.K. Citizen	Purchase	Residential	$260,000	$195,000

Loan to value	Rate	Term	Property Details
75%	6.125% Interest servicing only	5/1 ARM	Duplex Residence, Philadelphia, Pennsylvania

01 | Foreign National – Australia

The Client

Australian Family buys a home in Detroit for investment income.

Our client from Australia wanted to look for low-cost residential housing to earn investment income. They like the Midwest cities due to their low entry point.

How we helped

Our client purchased a 3-bedroom property, which would give them the benefit of both yield and capital appreciation. They had no U.S. credit and a lumpy income from being self-employed, but we were able to structure a foreign national 30 year fixed loan. The entire transaction from loan application to closing was completed within 40 days, and the client never left Australia.

Nationality	Purpose	Loan Type	Property Value	Loan Amount
Australian Citizen	Purchase	Residential	$150,000	$105,000

Loan to value	Rate	Term	Property Details
70%	5.99%	30 year fixed	Single-Family Residence, Detroit, Michigan

01 | Foreign National – Hong Kong

The Client

Hong Kong Family buys a home in Dallas to earn USD yield. Our client saw our ads in the local papers and reached out to enquire about a mortgage. We were told that the current political climate in Hong Kong has made many locals look into overseas options.

How we helped

Our client wanted to get pre-approved before making any offers on the property. We were able to provide the client with a pre-approval letter. Once he identified a property, he supplied the pre-approval letter giving both himself and the seller the confidence he had his mortgage financing worked out in advance.

Nationality	Purpose	Loan Type	Property Value	Loan Amount
Hong Kong Citizen	Purchase	Residential	$375,000	$262,500

Loan to value	Rate	Term	Property Details
70%	4.875%	30 year fixed	Single-Family-Residence, Dallas, Texas

01 | Foreign National – Singapore

The Client

Singapore high-tech Manufacturing Company identifies Texas as a manufacturing hub. The beneficial owner has had a connection to Texas having studied Electrical Engineering at the University of Texas. He has a modest portfolio of investment property in which he paid historically 100% with cash because of the lack of financing options.

How we helped

Given his affinity towards Texas and the tax breaks it offers value-added manufacturers, our client chose Dallas as his U.S. headquarters. This would allow him to use leverage to purchase a larger building than he originally had the cash to purchase. The building provides a positive cash-flow and is in a market with a very positive real estate outlook. We were able to secure a non-recourse 7-year commercial real estate loan for the purchase with 65% leverage.

Nationality	Purpose	Loan Type	Property Value	Loan Amount
Singaporean Company	Purchase	Commercial	$5,150,000	$3,347,000

Loan to value	Rate	Term	Property Details
65%	5.5%	7 year fixed loan	Commercial – Industrial, Texas

AMERICA MORTGAGES

01 | U.S. Expat – Newark, New Jersey

The Client

U.S. Advertising Executive in Manila refinances apartment in Newark, New Jersey.
The client wanted to take advantage of buying out his business partner but didn't have the cash on hand. He lived in Manila for over ten years and no longer had a credit score or U.S. footprint.

How we helped

Lucky for the client, he had enough credit to get into one of our bank programs, which gave him the ability to extract up to 80% equity out of the property giving him sufficient funds to buy out his business partner and expand into a new market.

Nationality	Purpose	Loan Type	Property Value	Loan Amount
U.S. Citizen	Refinance	Residential	$450,000	$360,000

Loan to value	Rate	Term	Property Details
80%	3.65%	30 year fixed	Apartment, Newark, New Jersey

02 | U.S. Expat - New York

The Client

American Research Professor in Singapore buys an apartment in New York.
Our client is a clinical research director at a top university in Singapore for the past 12 years, and his kids are all studying in the U.S. Being abroad for an extended period of time, he no longer had any credit history in the U.S. or FICO score.

How we helped

Although he tried with several local and international banks, he was unable to get a loan due to the lack of credit. With America Mortgages' Expat loan programs, he was able to get a great loan and begin to re-establish his U.S. credit again which is vital to him when he retires back in New York.

Nationality	Purpose	Loan Type	Property Value	Loan Amount
U.S. Citizen	Purchase	Residential	$3,400,000	$1,870,000

Loan to value	Rate	Term	Property Details
55%	5.125%	5/1 ARM	Apartment, New York City, New York

02 | U.S. Expat – Miami, Florida

The Client

U.S. Fashion Designer living in Sao Paulo buys a second home in Miami.
An up and coming fashion designer with dual Brazilian and U.S. passports wanted to buy a home in Miami, where she grew up. She is self-employed and therefore it doesn't show on her U.S. tax returns her true ability to service the loan.

How we helped

For self-employed clients, showing the ability to repay the debt can be challenging. Although the tax returns may not reflect her ability to repay the loan, her cash-flow is significant. We were able to find her a loan that did not require any tax returns and went strictly off the cash-flow (rental amount) from the property.

Nationality	Purpose	Loan Type	Property Value	Loan Amount
U.S. Citizen	Purchase	Residential	$1,725,000	$1,380,000

Loan to value	Rate	Term	Property Details
80%	4.50% interest-only payments	5/1 ARM	Single-Family Residence (SFR), Miami, Florida

03 | Refinance – Tampa, Florida

The Client

American Teacher in Singapore refinances home in Tampa, Florida.

International school Mathematics teacher purchased a home in 2019 with a high-interest rate. Since she had long term tenants and the rent was covering the mortgage, she hadn't thought about refinancing until one of her colleagues mentioned lowering their mortgage rate using America Mortgages.

How we helped

Although we gave her a very detailed report on the various options, including releasing up to $68,000 in cash out of her property, her priority was to get the lowest rate possible and maximize the rental yield.

Nationality	Purpose	Loan Type	Property Value	Loan Amount
U.S. Citizen	Refinance	Residential	$313,000	$181,450

Loan to value	Rate	Term	Property Details
58%	3.35%	30 year fixed	Single Family Residence, Tampa, Florida

03 | Refinance – Vail, Colorado

The Client

Couple in their 70s Refinances their existing investment property to release cash.

A Singaporean couple in their early 70s living in Singapore with a small portfolio of U.S. investment property. They were looking to reduce their credit card debt and needed to raise $300,000, thus requesting a five-year fixed rate on interest-only terms.

How we helped

They were not current on their U.S. tax filings for their rental property and had sufficient but not well-documented income. Significant amount of their income was based on future contracts, but their cash-flow was sufficient to service their debt, using our loan program, enabled them to qualify for a higher LTV based on the rental income from the property.

Nationality	Purpose	Loan Type	Property Value	Loan Amount
Singaporean Citizen	Refinance	Residential	$1,600,000	$323,000

Loan to value	Rate	Term	Property Details
20%	4.875% (interest only)	5/1 ARM	Single Family Residence, Vail, Colorado

04 | Commercial – San Jose, California

The Client

A Real Estate investor from Canada purchases a retail complex in California. The client had come to us from an online search and told us that he spent 4 months working with traditional commercial lenders with the hopes of obtaining financing for their retail purchase.

How we helped

Unfortunately, the lender always came back requesting more information, that our client did not have, due to not being a U.S. Entity or beneficial owners who are not U.S. Citizens. America Mortgages was able to provide financial solutions to accommodate international investors and can underwrite the loan with the information available. We were able to secure a non-recourse 5-year commercial real estate loan for the property with 60% leverage.

Nationality	Purpose	Loan Type	Property Value	Loan Amount
Canadian Citizen	Purchase	Residential	$4,100,000	$2,460,000

Loan to value	Rate	Term	Property Details
60%	4.99%	5 year fixed loan	Retail Complex, San Jose, California

04 | Bridge - New York

The Client

Chinese National closes US$5.6M purchase with GMG Bridge Loan.

A Chinese couple purchases a luxury condo for their five-year goal of having their children study in NYC. They were non-U.S. citizens with no U.S. credit looking for 65% LTV.

How we helped

The investment grade property was a luxury two-bedroom Washington Square condo within walking distance to NYU. It was being sold as "fire-sale," and they needed to act quickly as there were multiple back-up offers. As time was of the essence, America Mortgage suggested a quick close with a Bridge and then, within six months, refinance into a long-term, fixed mortgage at a significantly lower rate.

Nationality	Purpose	Loan Type	Property Value	Loan Amount
Chinese Citizen	Purchase	Bridge Loan	$8,600,000	$5,600,000

Loan to value	Rate	Term	Property Details
65%	7.99% (Interest only)	24 months	Condo, New York City, New York

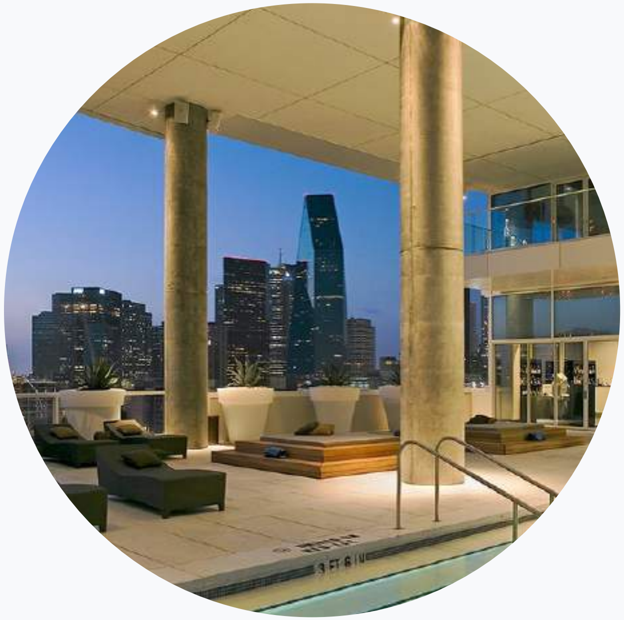
AMERICA MORTGAGES

04 | Bridge – Houston, Texas

The Client

Canadian Investment Fund purchases hotel in Texas.

The client is a Canadian real estate investment company looking to purchase a hotel in Houston, Texas. Due to the Covid-19 impact on the hotel industry, the borrower was able to secure a very competitive price on a non-flagged hotel property in the U.S.



How we helped

Almost all lenders are on pause with hospitality finance requests, attributed to the inherent risk of the hotel industry and the travel limits around the world. Our client was able to utilize a Bridge Loan to secure the purchase of the property. Once travel opens up, America Mortgages will help the borrower refinance with a traditional longer term commercial loan. With the discounted purchase price, the more costly bridge loan for a few years made sense.

Nationality	Purpose	Loan Type	Property Value	Loan Amount
Canada-based Investment Company	Purchase	Bridge Loan	$3,100,000	$1,550,000

Loan to value	Rate	Term	Property Details
50%	8.99%	24 months	Hotel – Non-Flagged, Houston, Texas

04 | Portfolio – Atlanta, Georgia

The Client

U.K. Citizen in Hong Kong expands his U.S. Real Estate portfolio with only 35% down payment using only the income generated from the property.

Our client is a British Marketing Director living in Hong Kong. He owns 15 small properties in the Atlanta area and wanted to add to his holding in U.S. real estate.

How we helped

The client needed to release equity from two of his existing Atlanta properties to get the down payment for the purchase of a new Orlando property. The client was already in contract, and the loan was declined by an international bank due to DTI (debt to income) issues. America Mortgages was able to structure the loan using only the rental income to service the debt. The existing two rental properties were refinanced in sync with the closing of the purchase.

Nationality	Purpose	Loan Type	Property Value	Loan Amount
U.K. Citizen	Purchase and Refinance	Portfolio	$1,690,000	$1,098,500

Loan to value	Rate	Term	Property Details
65%	4.875%	10 year fixed	Unit portfolio, Atlanta, Georgia

04 | Portfolio – Chicago, Illinois

The Client

U.S. Portfolio Manager refinances his Chicago properties to lower his payments.
He's been living in London for five years and has slowly accumulated a rental portfolio in the U.S. His thesis is that college towns offer the best rental yield opportunities. Our client did his MBA at the University of Chicago, so he was very familiar with the landscape.

How we helped

Finding mortgage options as a U.S. citizen living overseas can be challenging, especially if you have been away from home for an extended period. The good thing about our client is that he still maintained an almost-perfect credit score of 810 and was a very high (and stable) earner – exactly what a bank wants to lend to!

Nationality	Purpose	Loan Type	Property Value	Loan Amount
U.K. Citizen	Refinance	Portfolio	$1,050,000	$735,000

Loan to value	Rate	Term	Property Details
70%	3.35%	30 year fixed	Condo, Chicago, Illinois

AMERICA MORTGAGES

Contact Details

America Mortgages, Inc.

118 Broadway, STE 638,
San Antonio, TX 78205

hello@americamortgages.com
www.americamortgages.com
+1 830 217 6608

Wholly-owned subsidiary of GLOBAL MORTGAGE GROUP