



Performance Equity Partners, Inc.
“Your Funding Specialist”

This information is intended for the use of park owners and their staff
and is not suitable for distribution to consumers.

LOOKING FOR A COMPANY TO PROVIDE FINANCING TO YOUR CUSTOMERS?

Performance Equity Partners, Inc.-

- **Can provide loans as sales are made**
- **Can help you convert rentals and rent-to-own contracts to purchases**
- **Can buy your existing loan portfolio**

COMMON SENSE APPROVALS

Loan Criteria

- **No limit on credit score; some good credit references must exist; proof of on time lot rent payments is a great reference!**
- **No restrictions on age of the manufactured home; the home must be in move-in condition with no repairs required**
- **Loan amounts of \$11,875 to \$49,999 have interest rates that fall in the low-to-mid 13% range; loan amounts \$50,000 or more have interest rates that fall in the mid-to-high 11% range.**
- **Loan amounts up to \$75,000**
- **The term of loans is typically 7 to 15 years**
- **Amortizations up to 25 years is available; amortizations longer than 13 years will have a 10-year balloon**
- **Minimum 3% down on applicants new to your community**
- **No down payment needed for current tenants with at least 12 months of good payment record to the park**
- **Maximum 43% debt to income ratio (to gross income)**
- **All income must be verified**
- **Letters of explanation concerning job situation or credit issues written by the applicant are encouraged**
- **Quality cosigners accepted for borrowers lacking good credit references**
- **No loan or closing fees charged to the park owner**
- **All loans are made with a repurchase provision should the customer default and/or vacate the unit; recourse is required from the company and owner(s)**



HOW WILL YOUR CUSTOMERS BENEFIT BY USING PEP'S FINANCING PROGRAM?

- **Our specialty is approving loans for applicants with prior credit problems allowing more people to own their own home**
- **We make common sense loan decisions that will put buyers into a loan program with the best chance of future success**
- **New loans will have an escrow for homeowners insurance and property taxes (if applicable)**
- **PEP reports all loans to the credit reporting agencies – our customers like getting credit for their good payment record**
- **Customers can make monthly payments via auto debit from their checking or savings account**
- **Customers can make a payment over the phone, debiting a checking, savings or credit card account**
- **1098 interest statements are sent**
- **Past due accounts will receive late notices and calls at 10 days past due; phone calls are emphasized since they develop relationships and solve problems**
- **PEP works with the park management if either our loan account or the lot rent is past due**

Experienced Lenders – Just Call Us!

R. Scott MacNeil, Chief Executive Officer

smacneil@peplending.com

Office (708) 253-6010

Performance Equity Partners, Inc. NMLS #296804

WWW.PEPLENDING.COM

**CURRENTLY LICENSED IN 14 STATES
CO, IA, IL, IN, KS, KY, MI, MN, MO, NE, OH, OK, TX, UT, WI
and WY**