

Life Company Loan Terms

A10 has developed relationships with life insurance partners domestically and outside of the United States to provide sponsors with various fixed-rate lending options.

Life-of-Loan Relationship	A10 is a rated primary servicer and special servicer that will service the loan over its entire life through payoff
Streamlined Process	Submission Package → Soft Quote → LOI → Term Sheet → Close/Fund → Servicing
Eligible Markets	Nationwide with focus on primary and secondary markets
Loan Amount	\$10MM - \$50MM, larger on a case-by-case basis
Property Types	CORE: Multifamily, Industrial, Self-Storage, Single-Tenant Investment Grade CORE+: Student Housing, Mixed Use (Multifamily), and Essential Retail NON-CORE: Hotel
Asset Class	Class A and B
Vintage	2000 vintage and newer (case-by-case vintage < 2000)
Rate Type	Fixed Rate
Loan Terms	3, 5, 7 and 10-Year
Amortization Term	Typically, 30-year amortization. Interest only periods available based on LTV
Loan Sizing	25-Year Amortization; 1.0x DSCR
Max LTV	65.0%
Max LTC	65-70.0% (> 70.0% LTC available case-by-case)
Min DSCR	Min 1.0x DSCR (25-Year Amortization)

Cash Out (Refinance)	Lesser of (i) 85.0% LTC and (ii) 1.20 x Existing Loan Balance
Prepayment Penalty	Flexible Prepay 3-Year: 1-18 (>18 months interest, 1.0%); 19-33 - 1.0%; 34-36 – Par 5-Year: 1-30 (>30 months interest, 1.0%); 31-57 - 1.0%; 58-60 – Par 7-Year: 1-60 (>60 months interest, 1.0%); 61-81 - 1.0%; 82-84 – Par 10-Year: 1-96 (>96 months interest, 1.0%); 97-117 - 1.0%; 118-120 – Par
Reserves	Real estate tax, insurance, replacement reserves, and tenant improvement/leasing commissions (TI/LCs) (if applicable)
Origination Fee	1.0%
Recourse	Non-recourse, subject to industry standard “bad boy” carve outs
Assumable	No
Earnouts	Earnouts based on pro forma; Performance Trigger: T3 Collections, T12 Expenses <= 3 Month Advance from Origination: Sponsor pays negative carry > 3 Month Advance from Origination: Sponsor will not pay negative carry *Earnouts (case-by-case basis). 12 months max tail on earnouts
Stabilizing	UW Revenue: T1 collections, close on a T3 (TS not issued without T1 collections) UW Expenses: Budgeted stabilized expenses

For more information, please email: info@a10capital.com

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800 W. Main Street, Suite 1100 Boise, ID 83702