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Presented by: Evan Williams | January 2020

# Capital One: Acquisition Rehabs

TEL Program

- Business Plan
- Problem Solve
- Execution

# Freddie Mac TEL Program

TEL Program

- Index Lock

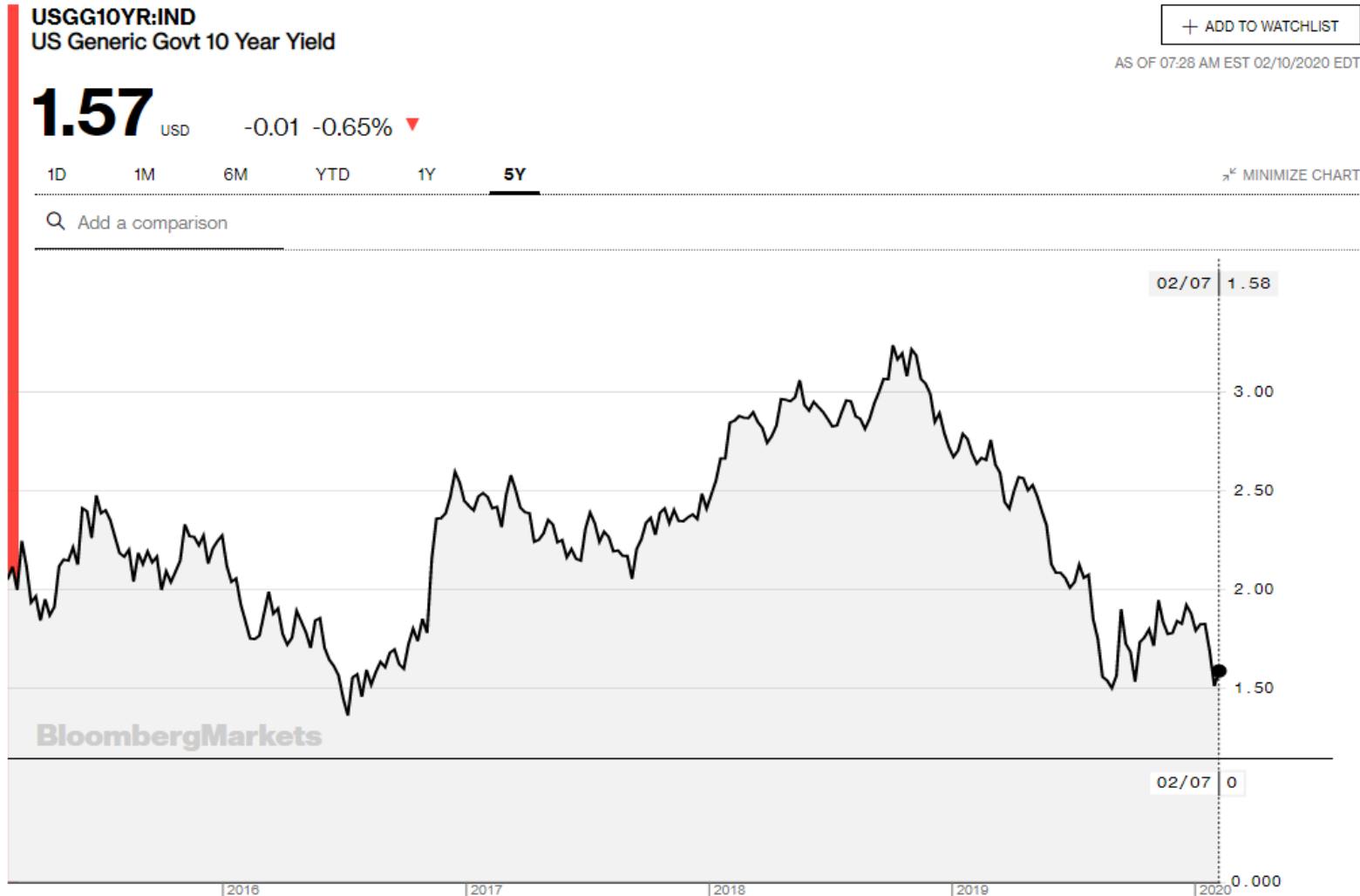
- Bridge to Re-Syndication

- Credit Terms

- Deal Highlights

# Interest Rate Risk

## TEL Program



# Index Lock

TEL Program

- Timing
- Terms
- Spread Hold vs. Rate Lock
- Term Sheet
- <https://mf.freddiemac.com/docs/product/index-lock-term-sheet.pdf>

# Bridge to Re-syndication

TEL Program

- Leverage

- Timing

- Flexibility

- Term Sheet

- [https://mf.freddiemac.com/docs/product/bridge\\_to\\_resyndication.pdf](https://mf.freddiemac.com/docs/product/bridge_to_resyndication.pdf)

# Credit Terms

TEL Program

- Relocation
- Green Improvements
- Earnouts / Conversion Resizing
- Guarantors
- Pricing



# Deal Highlights: Hayward, CA

TEL Program

- Timing
- Green Improvements/  
Earnouts
- Fund Guarantors
- Flexibility





# Deal Highlights: Richmond, VA

TEL Program

- Timing
- Guarantors
- Flexibility

