



818 Capital Partners

THE RELATIONSHIP BEHIND THE CAPITAL

110 Wall Street, New York, NY 10005 · 818capitalpartners.com

PRINCIPAL

Ravi Punn

(917) 993-9194

deals@818capitalpartners.com

BROKER ONBOARDING GUIDE

Bring the deal. Keep the borrower. Keep the fee.

Quote your borrower in 60 seconds. Close in 10–21 days.

818 Capital funds as principal and prices your scenario across a panel of institutional capital partners — ranked by best execution, handed back as a branded term sheet on the first pass.

FOR BROKER USE ONLY

Issued June 2026 · Indicative — not a commitment to lend

PROGRAMS	TERM SHEET	TYPICAL CLOSE	COVERAGE
5 DSCR · bridge · flip · ground-up · CRE	Same day indicative terms on a complete scenario	10–21d residential bridge & flip	48 states · NMLS #2832335

This guide is written operator-to-operator. It covers what we fund, how we price it, the platform your borrower never has to learn, and how a broker gets paid — with their client protected — on every file. **How many deals could you do, with the right partner?**

Ravi Punn · Founder & Principal
ravi@818capitalpartners.com · (917) 993-9194

Broker Partnerships
deals@818capitalpartners.com · apply in the Dealroom



01 BRAND OVERVIEW

Built by an operator who lived inside the deal.

Not a balance sheet that learned about construction from a spreadsheet.

818 Capital Partners was founded by **Ravi Pun** — a developer, builder, and capital allocator who has sourced equity, managed day-to-day construction, run sales and marketing, and handled financing, draws, and secondary debt across the full real-estate stack.

He has built single-family product from **\$2.0M to \$3.5M**, executed a **\$6M** and a **\$24M** multifamily build-out, acquired apartment buildings, wholesaled contracts, lent capital individually, and syndicated mortgages. Rezoning and ground-up timelines, municipal delays, friends-and-family money, sophisticated investors, disputes — he has been on every side of it.

The hardest part was never sourcing the deal or executing the work. It was the **operational clamps**: high-coupon capital that came boxed, with little flexibility and few options, bleeding a good project while a city took its time.

That capital had one dimension — its own return. It was built to serve the lender, not the project. When a municipality stalled a rezoning or a build ran long, rigid, expensive debt turned a sound deal into a margin problem.

818 was built from the other chair. We underwrite, price, and structure the way an operator would if the operator also controlled the capital — to **forge the best path forward on the deal**, not to extract the most from a borrower in a tight spot.

The recurring question we built the firm to answer

“How many deals could you do, with the right partner?” — one that treats every file like an operator on day one, and sends the borrower a full investment package up front, so they understand the deal not just from a lender’s seat, but from an operator’s.

WHAT THAT MEANS ON A FILE

YOU BRING	818 BRINGS	THE BORROWER GETS
A live scenario — address, numbers, exit	Best-execution pricing across our capital panel, same day	A branded term sheet that reads like it was built for the deal
The relationship and the client	Principal capital and an operator’s read on the path	Certainty of structure, and a partner who has built it before
The next deal	A locked fee and a signed non-circumvent	One relationship across five programs



02 BRAND OVERVIEW

Keep every lender you have. Add the one that quotes in 60 seconds.

A direct principal lender with a best-execution panel behind it.

818 is a direct investment-property lender — we fund directly and place for best execution. We also price your scenario against a panel of institutional capital partners and rank them by best execution, so a single entry returns the sharpest number *and* the runners-up on one screen. You stop calling four lenders to find the best quote.

FOUR ADVANTAGES A BROKER SHOULD FEEL IN THE FIRST 60 SECONDS

ADVANTAGE	WHAT IT DOES
Ranked best execution	One scenario priced across the capital panel and ranked — you see the winning quote next to the runners-up, e.g. +185 bps separating the top two on a 1.20x DSCR file.
One quote → branded term sheet	Turn the winning quote into a white-label-ready term sheet in a click. Quote-to-LOI collapses from days to seconds.
Co-branded marketing	A just-funded card and financing one-pager rendered with your name and logo the moment a deal closes — yours whether or not the next deal comes to us.
Proactive status push	Milestone updates pushed to you, title, and your borrower — no black-hole between submission and clear-to-close.

OUR MISSION

Private lending should be a growth engine, not a gatekeeper. The technology streamlines what used to be slow, opaque, and relationship-dependent — while restoring the human element institutional lending lost. The numbers move fast so the judgment can be human.

STRUCTURE

Direct lender + best-execution panel

CAPITAL PARTNERS PRICED TODAY

Anonymized capital-partner panel

LOAN RANGE

\$75K–\$25M+ by program

BORROWER

Business-purpose / investment only

Best-execution pricing is indicative and quoted across capital partners with live rate sheets on file; additional partners are added as sheets are confirmed. Pricing is subject to credit approval, market conditions, and program guidelines.



03 QUICK DEAL SHEETS

The product menu, at a glance.

Five programs. The ranges below are the boxes we lend inside of.

PROGRAM	MAX LEVERAGE	TERM	RATE FROM	TYPICAL CLOSE
DSCR — Long-Term Rental	80% purchase / 75% cash-out	30-yr fixed (40-yr, IO)	~6.50%	21–30 days
Fix & Flip / Rehab Bridge	90% LTC / 100% rehab / 75% ARV	12–24 mo, IO	~9.00%	10–21 days
Ground-Up Construction	~85% LTC / 75% ARV	12–24 mo, IO	~9.50%	21–30 days
Bridge / Transitional	Up to 80% (deal-driven)	12–24 mo + ext., IO	~8.00%	21–45 days
Commercial & Multifamily	Up to 75–80%	Bridge 12–24 mo; Perm 5/7/10-yr	Quoted	30–90 days

Leverage and rate are determined by credit, experience, property, market, and exit. Maximum leverage requires a strong borrower profile. Rates and terms are subject to credit approval, market conditions, and program guidelines — contact us for current pricing.

BROKER QUICK-WIN

Lead with the **exit**. The fastest path to a same-day term sheet is three lines — **the address, the numbers, and the exit** (sale or refinance). With those, the pricer ranks the panel and we hand back indicative terms before your borrower has called the next lender.

HOW A QUOTE READS**RANKED BEST EXECUTION • BR-2026-0422**

18-month interest-only • 65% LTV • 10.25% • close in 10 days • your fee 1.50 points

Runner-up: next best +185 bps. One screen, the whole field, and why one wins.



04 · A DEALS WE FUND

DSCR — Long-Term Rental Financing

Qualify on the property's cash flow. No tax returns, no W-2s.

Built for buy-and-hold investors holding stabilized rentals in an entity. We underwrite the asset's income — not the borrower's tax return — so a strong rental qualifies without personal income documentation.

PROPERTY TYPES	SFR, 2–4 unit, condo / condotel, warrantable & non-warrantable, small multifamily (5–10 units), mixed-use
LOAN AMOUNT	\$100,000 – \$3,500,000+ (larger considered case-by-case)
MAX LEVERAGE	Up to 80% LTV purchase · up to 75% rate-and-term · 70–75% cash-out refinance
DSCR REQUIREMENT	1.00x standard · No-Ratio / sub-1.00 (down to 0.75x) available at reduced leverage and higher FICO
CREDIT	From 640 FICO (660+ for cash-out and No-Ratio programs)
TERM / AMORTIZATION	30-yr fixed (fully amortizing), 40-yr, and interest-only options
PREPAYMENT / RESERVES	Structured step-down (e.g. 1% within first 12 months) · 2–6 months PITIA reserves
VESTING / DOCS	LLC or corporate vesting standard; no tax returns or W-2s — qualify on rent
RATE FROM / TIMELINE	~ 6.50% · indicative terms same/next day · close in 21–30 days

RECENTLY FUNDED

DSCR Cash-Out · 4-Unit
St. Petersburg, FL

\$825,000

55% LTV · 30-yr fixed @ **6.624%** · 1.28x DSCR · escrows waived
· fully amortizing

DSCR Cash-Out · SFR
Sedona, AZ

\$759,750

30-yr DSCR @ **7.74%** · 75% LTV cash-out · qualified on rental
income

LIVE IN THE DEALROOM

WHAT YOU SEE LIVE

SCENARIO DESK · BROKER

- DSCR scored on the rent the moment the numbers land
- Ranked best execution with the optimal program highlighted
- Term-sheet estimate in seconds — rate, LTV, amortization

WHAT YOUR CLIENT SEES

BORROWER PORTAL

- Qualifies on the property's cash flow — no tax returns requested
- DSCR calculation shown plainly against the rate and term
- A clean, short doc list keyed to the program



04 • B DEALS WE FUND

Fix & Flip / Rehab Bridge

Acquisition-plus-renovation capital for value-add residential.

Rehab funds sit in a lender-controlled holdback, released by draw against completed, inspected work. Non-Dutch interest is available — your borrower pays interest only on funds advanced, not the full facility.

PROPERTY TYPES	SFR and 2–4 unit residential; light to heavy rehab
LOAN AMOUNT	~\$75,000 – \$5,000,000
MAX LEVERAGE	Up to 90% of total cost (95% for strong profiles) · up to 100% of rehab budget · up to 75% of ARV
TERM / INTEREST	12–24 months, interest-only · Non-Dutch available (interest accrues only on funds advanced)
CREDIT / EXPERIENCE	From ~660 FICO; first-time investors considered at adjusted leverage
REHAB DRAWS	Reimbursement basis, lender-inspected; 10% contingency reserve required
PREPAYMENT / RECOURSE	Open — no prepayment penalty · full personal guaranty standard
RATE FROM / TIMELINE	~9.00% · indicative terms same/next day · close in 10–21 days

FUNDED — FEATURED & RECENT



Colleyville, TX · full rebuild

\$1,380,000

SFR Fix & Flip · Washington, DC

\$486,000

90% LTC · 70% max ARV · 12-mo IO @ **9.105%** · \$100K reno holdback

SFR Fix & Flip · Colleyville rebuild

\$1,017,700

Second DFW flip · 12-mo IO @ **9.75%** · \$200K rehab holdback · funded to close

BROKER QUICK-WIN

Send the **line-item scope of work** with the contract. It lets us size the 100%-of-rehab holdback and the ARV on day one — and gets your borrower a term sheet the same day instead of a week of back-and-forth.



04 • C DEALS WE FUND

Ground-Up / New Construction

Vertical construction financing, released on a milestone draw schedule.

For ground-up builds, tear-down/rebuilds, and build-to-rent. Funds release on milestone draws with interest charged only on the drawn balance — a structure an operator who has run a build schedule designed on purpose.

PROPERTY TYPES	Vertical SFR, small multifamily, build-to-rent; tear-down / rebuild
MAX LEVERAGE	Up to ~85% of total cost (land + vertical) · up to ~75% of completed / ARV
TERM / INTEREST	12–24 months, interest-only on the drawn balance
EXPERIENCE	Required — prior ground-up, general-contractor, or fix & flip track record
LAND STATUS	Must be properly zoned with municipal utilities lateral-ready
LIQUIDITY	Documented liquidity to support the build required
RATE FROM / TIMELINE	~9.50% · term sheet in 1–2 days · close in 21–30 days

IN EXECUTION

Ground-Up SFR
Scottsdale, AZ

~\$2.07M

Plans approved · construction facility structured for an experienced builder entity

How we charge

Drawn balance only

Interest accrues on funds released at each milestone — not the full facility — protecting margin while a city takes its time.

LIVE IN THE DEALROOM

WHAT YOU SEE LIVE

SCENARIO DESK · BROKER

- LTC and completed-value leverage scored against the budget
- Experience and liquidity surfaced as conditions early, not on day 28
- Indicative term sheet keyed to the draw schedule

WHAT YOUR CLIENT SEES

BORROWER PORTAL

- Milestone draw schedule mapped before the first pour
- Interest shown on the drawn balance, not the commitment
- Doc checklist for plans, zoning, and GC package



04 • D DEALS WE FUND

Bridge / Transitional Capital

Short-term capital for when timing or condition rules out conventional debt.

For acquisition, value-add, lease-up, and bridge-to-permanent across residential and commercial assets — structured to get to a defined exit, not to trap a borrower in expensive paper.

USE CASES	Acquisition, value-add reposition, lease-up / stabilization, bridge-to-perm, recapitalization
PROPERTY TYPES	1–4 unit, small & large multifamily, mixed-use, commercial
MAX LEVERAGE	Up to 80% on acquisition; lower on stabilized / cash-out (deal-driven)
TERM	12–24 months plus extension options, interest-only
PREPAYMENT	Frequently open / none on bridge
RATE FROM / TIMELINE	~8.00% (profile- and asset-driven) · close in 21–45 days

IN EXECUTION

33-Unit Multifamily Bridge Fort Myers, FL

\$4.3M

Value-add bridge against the acquisition with a defined agency-permanent refinance exit

26-Unit Bridge-to-Perm Silver Spring, MD

\$4.2M → \$5.2M

\$4.2M bridge paired with a \$5.2M permanent take-out — full bridge-to-perm execution

BROKER QUICK-WIN

Bridge files price on the **exit, not just the entry**. Tell us the take-out — agency refinance, sale, or stabilized perm — and we structure the bridge and the extension to land it. A documented exit is what moves a deal-driven file to maximum leverage.



04 • E DEALS WE FUND

Commercial & Multifamily (5+ Units)

Our deepest leverage point — assets that fall outside standard residential boxes.

We structure and place institutional bank balance-sheet, bridge-to-permanent, and agency (Fannie Mae / Freddie Mac) permanent debt — the financing other lenders pass on because it does not fit a single box.



Royal Palms • 33-Unit • Fort Myers, FL

~\$3.2M

PROPERTY TYPES	5+ unit multifamily, mixed-use, retail, office, industrial, flex, select special-use
LOAN AMOUNT	\$1,000,000 – \$25,000,000+
MAX LEVERAGE	Up to 75–80% (bank / bridge); agency permanent sized to DSCR
DSCR (PERM)	~1.20–1.25x typical for permanent agency debt
STRUCTURES	Bank balance-sheet • bridge-to-permanent • agency (Fannie / Freddie) permanent
TERM	Bridge 12–24 mo; permanent 5 / 7 / 10-yr terms, up to 30-yr amortization
TIMELINE	30–90 days depending on structure and third-party reports

SIGNATURE TRANSACTIONS

33-Unit Multifamily Fort Myers, FL

~\$3.2M

2023 construction • value-add bridge at 75% LTV • agency-permanent exit • target close 30–35 days

Commercial / Multi-Tenant Fort Worth, TX

Credit Cmte

South Cherry Lane • structured for a multi-borrower investor entity with credit-committee submission

26-Unit Bridge-to-Perm Silver Spring, MD

\$4.2M→\$5.2M

Schuyler Rd • \$4.2M bridge + \$5.2M permanent • full bridge-to-perm execution

LIVE IN THE DEALROOM

WHAT YOU SEE LIVE

SCENARIO DESK • CAPITAL MARKETS

- Best-execution across bank, bridge, and agency structures on one screen — conditions and third-party reports surfaced up front, submission packaged for credit committee



05 UNDERWRITING

What we fund, what we don't, and what we need from you.

An honest box saves everyone a week. Here it is.

HARD NO

- Owner-occupied, primary-residence, or any consumer-purpose loan — we are **business-purpose only**.
- Raw or unentitled land with no construction plan (land banking / speculation).
- Horizontal land development — we fund **vertical construction only**.
- Any deal without a viable, documented exit (sale or refinance).
- Anything we cannot underwrite to a clean, verifiable value or title.

CASE-BY-CASE — TELL US THE STORY

- First-time investors (adjusted leverage and pricing).
- Sub-1.00 DSCR / negative-cash-flow rentals (No-Ratio).
- Foreign-national and ITIN borrowers.
- Short-term-rental / Airbnb exits.
- Tertiary or rural markets, and prior credit events with seasoning.

BORROWER PROFILE — WHAT WE NEED

ENTITY	LLC or corporation (business-purpose). We can guide formation if needed.
GUARANTY	Personal guaranty from the principal(s) is standard.
CREDIT	From 640 FICO (DSCR) / ~660 (bridge & rehab); higher scores qualify for maximum leverage.
LIQUIDITY	3–6 months of payments, plus closing liquidity and a contingency cushion.
EXPERIENCE	Not required to start — but it raises leverage. We document the full history.
PROPERTY	Comp-supported value in a viable market; a clear, realistic exit.

Where we go further than the box suggests

Many “case-by-case” files are exactly where an operator’s read matters. A DSCR cash-out in Sedona and a first-time GC in Burleson both funded because the **story underwrote**, not just the grid.



06 PLATFORM & DEALROOM

The platform your borrower never has to learn.

Institutional speed, with the human element restored.

Most lenders still run slow, manual underwriting behind a contact form and a “wait a few days” callback. The Dealroom collapses that — you enter a scenario, see the field ranked, and send a branded term sheet on the first pass.

IN THE DEALROOM	WHAT IT DOES
Scenario Desk ranked best-execution pricer	Price one scenario across the capital panel and rank by best execution — the winning quote next to the runners-up, with the optimal program highlighted and an instant term-sheet estimate.
Branded Term Sheet	Turn the winning quote into a white-label-ready term sheet in a click. Quote-to-LOI in seconds, carrying your logo if you white-label.
Real-Time Pipeline status push	Milestone updates pushed to you, title, and your borrower across email, SMS, and in-app — submission → doc-request → approval → clear-to-close.
Smart Checklist + Conditions	A per-product document checklist builds itself; uploads are auto-classified; underwriting conditions surface early , so a snag is a day-2 note, not a day-28 surprise.
Co-Branded Studio	A just-funded card and financing one-pager rendered with your brand the moment a deal closes — yours to use whether or not the next deal comes to us.
Proof of Funds	For realtor partners: a signed, address-specific POF, gated behind a one-click approval and an expiry. Available on request today; self-serve generation is in rollout.

LIVE INSIGHTS · BROKER

- Real-time deal scoring and lender-fit across the panel
- Best-execution comparison and a same-day term-sheet estimate
- Pipeline visibility and proactive milestone alerts

LIVE INSIGHTS · BORROWER

- A clean underwriting memo and DSCR / ARV math, plainly shown
- One document room, status on every item
- The bridge-to-perm or flip path mapped end to end

Pricing shown in the Dealroom is indicative and quoted across capital partners with live rate sheets on file. Final terms are subject to credit approval, market conditions, and program guidelines.



07 BROKER PROGRAM

You keep your client. You keep your fee. Both in writing.

The lender that quotes fast is worth nothing if it shaves your points or calls your borrower.

BE THE LENDER ON THE FILE

Present 818 capital under **your own brand**. White-label term sheets and the borrower portal carry your name and logo, so your borrower sees *you* as the lender — not a broker passing them to one. It elevates your market positioning and helps you close more deals as the principal, not the middleman.

BROKER QUICK-WIN

Turn on white-label **before your next offer**. A borrower who sees one brand from quote to close reads you as the lender — and a borrower who thinks you control the capital stops shopping you.

YOUR FEE, LOCKED. YOUR CLIENT, PROTECTED.

FEE	A locked field on the term sheet — set by you, visible to you, wired at closing.
NON-CIRCUMVENT	Signed before any term sheet issues; the system ties that borrower to you on every future submission.
NO POACHING	We fund as principal and do not court your borrower. We put our name on that.
COMP STRUCTURE	Up to 3 points — borrower-paid or YSP available. Volume tiers coming soon.
WHITE-LABEL	Available in all 48 states we lend (excl. North & South Dakota).

Said plainly

A locked fee and a signed non-circumvent are **written commitments**, not slogans. They are how a broker brings the second deal, and the tenth, without wondering whether the lender will be there next quarter.



08 SUBMISSION

One place for everything.

Email, the Dealroom app, the website portal, or WhatsApp — your choice.

EMAIL deals@ deals@818capitalpartners.com	APP / PORTAL Dealroom log in & upload directly	WEBSITE 818cap...com borrower portal upload	WHATSAPP Message document submission · (917) 997-8581
---	--	---	--

SUBMISSION CHECKLIST

Missing items don't stop us from quoting — they just become conditions.

ALL LOANS

- Borrower / deal application and contact info
- Entity docs — Articles, Operating Agreement, EIN letter
- Government ID for each guarantor · credit authorization
- Purchase contract or payoff statement / prior HUD
- Proof of liquidity — most recent 2 months bank statements
- Property photos and insurance binder (prior to close)

REHAB & CONSTRUCTION ADD

- Itemized scope of work and renovation / construction budget
- Builder / GC information and prior project list

RENTAL / COMMERCIAL ADD

- Rent roll and executed leases
- Trailing-12 operating statement / P&L
- PFS, tax returns, Phase I, estoppels (commercial, as applicable)

TYPICAL TIMELINES

PROGRAM	INDICATIVE	TO CLOSE
Fix & Flip / Bridge	Same / next day	10–21 days
DSCR Rental	Same / next day	21–30 days
Ground-Up	1–2 days	21–30 days
Bridge / Transitional	1–2 days	21–45 days
Commercial & MF	2–3 days	30–90 days

After you close

48-hour draw releases after inspection keep a rehab on schedule, and a repeat borrower's next file moves faster — the entity, the history, and the relationship are already in the Dealroom.



09 FEATURE → ADVANTAGE → BENEFIT

What it means for your business.

Every feature, traced to the deal you close because of it.

FEATURE	ADVANTAGE	BENEFIT TO YOU
Direct principal + best-execution panel	One entry prices the field and ranks it	The sharpest number without calling four lenders
Same-day indicative term sheet	Quote-to-LOI collapses to seconds	You look credible to your borrower in minutes, not days
White-label term sheets & portal	Borrower sees your brand as the lender	You close more as the principal, not the middleman
Locked fee + signed non-circ	Your points can't be shaved; your client can't be poached	You bring the next deal without fear of losing it
Real-time status push	No black-hole between submission and clear-to-close	You answer your borrower without chasing us
Conditions engine + smart checklist	An early no or doc-request, not a day-28 surprise	You protect your reputation and the close date
Co-branded just-funded studio	Marketing rendered for you the moment a deal closes	You market yourself on every close, at no cost
Operator underwriting	Structure built around the exit, not a rigid grid	High-leverage deals others decline get done

How to get started as a broker

One relationship covers all five programs. You get the AI pricing and term-sheet tools, white-label positioning, and broker compensation up to **3 points** (borrower-paid or YSP; volume tiers coming soon) through the **818 Broker Program**. Apply in the Dealroom and price your first scenario the same day.



10 GET STARTED

Five steps from first quote to funded.

No portal to learn. Price a deal, send the term sheet, get paid at closing.

1

Price your first scenario

Address, the numbers, and the exit — no login. The Scenario Desk ranks the panel and returns indicative terms.

2

Apply to the Broker Program

A 15-minute application. Signing the broker agreement enables branded term sheets and locks your fee.

3

Co-brand your profile

Add your name, logo, and headshot for white-label term sheets and co-branded marketing cards.

4

Submit your first deal

One click pre-fills the file. We surface conditions early and push milestones to you, title, and your borrower.

5

Get paid at closing

The terms we quoted are the terms that fund. Your locked fee wires at funding; your co-branded card is ready to download.

START HERE

Your borrower is waiting on a number. Give them one today.

Price the scenario, see the ranked partners, and send a branded term sheet — no login, no contract, no cost to find out what we would fund.

How many deals could you do, with the right partner?

Ravi Punn · Founder & Principal
ravi@818capitalpartners.com · (917) 993-9194

818 Capital Partners
deals@818capitalpartners.com · 818capitalpartners.com · NMLS
#2832335

CONFIDENTIAL — FOR BROKER USE ONLY · INDICATIVE — NOT A COMMITMENT TO LEND