



The Open-Door Loan Program is a secured lending product designed to be responsible and sustainable.

### **Basic Eligibility**

#### **✓ Property Type**

- Owner-occupied 1–3 family residential properties only
- Mixed-use properties will be considered on a case-by-case basis
- Applicant must have owned and resided in the property for at least 12 months

#### **✓ Loan Purpose**

- Home renovations
- Preservation repairs
- Energy efficiency upgrades
- Stabilization work

### **Loan Structure**

#### **Loan Amount**

\$10,000 – \$50,000

## **Loan Term**

5–15 years (60–180 months)

## **Interest Rate**

Interest rates are tied to the Prime Rate and will vary based on loan terms and underwriting review. Rates are structured to balance affordability with the long-term sustainability of the revolving loan fund.

Variable rate anticipated at **Prime + 3% to Prime + 6%**, depending on loan terms and underwriting.

## **Repayment**

Monthly principal and interest payments. All loans will be professionally serviced outside of WHALE, either with NBEDC or Rockland Trust directly.

## **Security & Collateral**

- Loans are secured by a subordinate mortgage lien on the property.
- Personal guaranty required

## **Loan-to-Value Guidelines**

Loans may be structured up to 110% of current appraised value or up to 100% of improved value, subject to underwriting approval. (Appraisal may be required.)

Loan-to-value guidelines are carefully reviewed to ensure responsible lending and long-term homeowner stability.

## **Financial Qualifications**

### **Income**

- 24-month household income average
- Rental income considered at 75% with leases and assignment of rents

### **Debt-to-Income Ratios**

- Maximum 40% housing ratio
- Maximum 50% total debt ratio

### **Credit**

- Minimum credit score of 620

- 600 may be considered by exception
- Strong recent mortgage payment history required

Applications are reviewed holistically. Exceptions may be considered in certain cases.

### **Fees**

- Possible origination fee
- Appraisal fees may apply

### **Additional Program Requirements**

Applicants must comply with all WHALE program requirements, which may include:

- Contractor approval
- Construction oversight requirements
- Direct payment to contractors
- Preservation compliance standards

### **How Applications Are Evaluated**

Applications are reviewed holistically, considering:

- Historic significance
- Preservation impact
- Financial feasibility
- Neighborhood balance
- Overall readiness of the project

Not all eligible projects can be funded. The program seeks to ensure responsible lending and long-term sustainability, so funds remain available to future homeowners. As additional capital and potential subsidy funding become available, the program may expand to increase accessibility.

Questions? Contact Erin Miranda at [emiranda@waterfrontleague.org](mailto:emiranda@waterfrontleague.org) or call 508-997-1776 x-102