

## TIC FINANCING

Frequently Asked Questions

Q1

### Should I contact a lender before scheduling a showing?

No — tour the unit first. We cover loan options, rates, and what to expect at the showing. When you're ready to move forward, **contact us and we will personally connect you with the right loan officer**. There are only a small number of lenders in LA offering TIC fractional loans, so we coordinate introductions to keep response times fast. If pre-approval is still in progress when you submit an offer, qualification can be finalized during the counter phase.

Q2

### Are there really only a few lenders offering TIC financing in Los Angeles?

Yes. The primary lenders offering TIC fractional loans at competitive rates in Los Angeles are **NCB and Meriwest**. A third option exists but carries higher rates. If you're unable to qualify through NCB or Meriwest, reach out to us and we'll provide further guidance. Bay Area TIC lenders generally cannot extend financing to LA due to state and federal lending regulations — even if they're familiar with the product.

Q3

### Why aren't more banks offering TIC loans?

TIC fractional financing is still a niche product. It emerged in the early 2000s in San Francisco when Circle Bank pioneered individual fractional loans, replacing the older 'group loan' model. While the loan has proven high-performing, most banks simply haven't entered the market yet. **As TIC demand grows in Los Angeles, more lenders are expected to follow**. For now, working with these specialists ensures the strongest possible approval.

Q4

### My loan officer says they can do TIC loans — can I use them?


Potentially! TIC financing is expanding in Los Angeles and more loan officers now have access to this product. **Please reach out to our team to confirm your lender can close on a fractional TIC loan** before proceeding. We're always happy to verify — a smooth pre-approval through the right lender makes your offer as strong as an all-cash offer.

Q5

### Do TIC lenders offer 30-year fixed rates?

Yes. TIC lenders now offer **30-year fixed-rate mortgages** — a major development for the product. Down payment requirements vary: NCB requires a minimum of 20% down, while Meriwest can go as low as 10%. Each buyer obtains their own independent loan secured by their fractional ownership interest, so one co-owner's mortgage situation has zero impact on yours.

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<b>TITLE</b>	Senior Vice President	<b>EMAIL</b>	877-MERIWEST
<b>CELL</b>	(415) 238-5904	<b>NMLS</b>	#307473
<b>EMAIL</b>	Jmorgan@NCB.com	<b>DOWN PMT</b>	15% minimum
<b>NMLS</b>	#507536   Bank #422343	<b>ADDRESS</b>	5615 Chesbro Ave., San Jose, CA 95123
<b>DOWN PMT</b>	20% minimum		

 <b>ALIGN HOMES</b>	<b>JOHN FONTAMILLAS   Realtor®</b> Align Real Estate   Eagle Rock, CA jfontam79@gmail.com
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