

Wells Fargo Bank / Wells Fargo Securities

FIRM

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WEBSITE

www.wellsfargo.com/com/securities

CONTACT INFORMATION

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DESCRIPTION OF PRODUCT/STRUCTURE

Structure and terms flexible and negotiable within the parameters established by the PACE program.

TARGET TRANSACTION SIZE/RATE

\$500,000 and larger
6-8%

TARGET PROJECT/TRANSACTION SIZE

- Energy efficiency measures
- Solar photovoltaic
- Other renewable energy generation
- Water efficiency measures
- Electric vehicle charging station

PROPERTY TYPES NOT FINANCED

- Faith-based

ORIGINATION PROCESS

Owner-arranged pilot programs initially, partnering with the program to identify property owners from Wells Fargo's existing portfolio that are eligible for energy efficiency retrofits and/or renewable generation.

UNDERWRITING GUIDELINES

- Proof of being current on all existing mortgages
- No delinquencies on property taxes
- No foreclosures or defaults filed
- Savings-to-investment ratio (SIR) > 1

TYPICAL TERMS

Terms will be negotiated on a case-by-case basis, and are subject to our normal due diligence, internal review, and credit approval process.

REQUIRED DOCUMENTS

- Copy of approved application submitted to the County
- Appraisal
- List of projects to be financed
- Historic utility bills
- Mortgage documents
- Other documents as may be applicable