

Commercial PreQual Questionnaire

Date: _____

Broker Information:

Name: _____

Phone #: _____

Company Name: _____

Email: _____

Sponsor/Borrower Contact Information (Please include all information for each Sponsor/Borrower):

Name(s): _____

Phone #(s): _____

Company Name(s): _____

Email(s): _____

Loan Request: \$ _____ **Closing Deadline:** _____

Desired Loan Terms (Rate, Term, LTC, LTV, etc.): _____

Loan Purpose and Backstory: _____

Explain the challenges of this deal and why other lenders have turned it down: _____

Explain the exit strategy to pay off lender: _____

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Property Information:

Property Location: _____
(Street Address, City & State)

Property Type: _____

Project Description: _____

Third Party Property Reports:

Please mark the applicable reports with an "X" and provide those reports with this questionnaire.

The lender will determine what else is needed.

____ Existing Appraisal (if n/a, need improvement and location summary)

____ Existing Environmental Report

____ Existing Property Condition Report

____ Feasibility Study/Market Study

____ Current STR Report (hotels)

Property Valuations:

As is: \$ _____ As Completed: \$ _____ As Stabilized: \$ _____

Current Occupancy: _____ % Projected Occupancy: _____ %

Current Revenues: \$ _____ Projected Revenues: \$ _____

Current NOI: \$ _____ Projected NOI: \$ _____

Property Financial Data Reports:

Please mark the applicable reports with an "X" and provide those reports with this questionnaire.

The lender will determine what else is needed.

____ Current Rent Roll/Projected Rent Roll

____ 2018, 2019 and YTD 2020 Financials

____ 2020 and 2021 Monthly Proforma

____ Detailed Construction/Rehab Budget

____ Sources and Uses to Date, including Cash Invested and Source (see Combined Template)

____ Sources and Uses of New Loan, including Cash Invested and Source (see Combined Template)

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Has Sponsor or any member or affiliate had a past foreclosure or Bankruptcy? If so, please explain.

Has Sponsor had any criminal or civil convictions? If so, please explain.
