

Originator Name:		Email:	
Broker Co. Name:		Phone:	
Address:		City & State:	Zip code:

Name of Borrower:		Phone:		Email:	
Address:		City & State:		Zip code:	

	<b>Questions for OWNER–OCCUPIED/OPERATED Transactions</b>	
1	IF <b>PURCHASE</b> – What is the purchase price	
2	If Purchase – What is targeted closing date?	
3	If <b>REFINANCE</b> – Purchase <b>PRICE</b> when bought by current Borrower	
4	IF Refinance – Purchase <b>DATE</b> for current borrower	
5	If Refinance – Approximate Current Value	
6	If Refinance – <b>TOTAL</b> amount of <b>ALL</b> liens on the Subject Property	
7	<b>Property Type:</b> Office, Warehouse, Retail Store,/Strip Center, Industrial, SFR Conversion, Mixed-Use (comm., /retail with apartments above), School, Day-Care, Auto Service, Funeral Home, Convenience Store (No Gas), Salon, Spa, Laundromat, Dry Cleaner, Metal Building Bowling Alley, Restaurant, Vehicle Dealer, Self-Storage	
8	Approximate <b>AGE</b> of Building/Subject Property	
9	<b>Property Location</b> (City and State)	
10	<b>Loan Amount</b> in Dollars	
11	<b>Nature of Business</b> Using the Property (owner of property controls business)	
12	Gross <b>Company Revenue</b> (owner occupied tenant) as reported in 2015 taxes)	
13	Net <b>Company Profit</b> (owner occupied tenant) as reported in 2015 taxes)	
14	Experian (only) FICO of <b>ALL</b> Guarantors (675 Minimum/720 Construction)	
	<b>Questions for NON OWNER – OCCUPIED/OPERATED Transactions</b>	
1	IF <b>PURCHASE</b> – What is the purchase price	
2	If Purchase – What is targeted closing date?	
3	If <b>REFINANCE</b> – Purchase Price when bought by Borrower	
4	IF Refinance – Purchase Date for this Borrower	
5	If Refinance – Approximate Current Value	
6	If Refinance – TOTAL amount of all liens on the Subject Property	
7	<b>Property Type:</b> Office, Warehouse, retail Store,/Strip Center, Industrial, SFR Conversion, Mixed-Use (comm.,/retail with apartments above), School, Day-Care, Auto Service, Funeral Home, convenience Store (NO Gas), Salon, Spa, Laundromat, Dry Cleaner, Metal Building Bowling Alley, Restaurant, Vehicle Dealer, Self-Storage	
8	Approximate AGE of Building/subject Property	
9	<b>Property Location</b> ( City and State)	
10	<b>Loan Amount</b> in Dollars (65% for Multi-Use or 50-60% for Special use)	
11	<b>Nature of Business</b> of Primary Tenant- if one tenant occupies over 45% of space	
12	Gross <b>Annual Rents</b> as collected in 2015 (and to be verified by Tax Return)	
13	Owner–paid Operating Expenses for 2015 (do not include depreciation/interest)	
14	Approximate <b>Vacancy Ratio</b> (percentage-%)	
15	Experian (only) FICO OF ALL GUARANTORS ( <b>675 Minimum</b> /720 Construction)	
	<b>Add-On questions for Construction/Rehab Projects (50 to 80%LTC)</b>	
1	Original cost of land or property when purchased by the borrower	
2	Actual costs of capital improvements made (and paid) since purchase	
3	Estimated costs of pending improvements (and unpaid improvements)	