**Private Lender Risk Profile Preference Questionnaire**

**Borrower Related**

**Credit Score** **Income** **RE Experience**
 Not a Factor Not a Factor 0 Experience
 600-639 Additional W-2 1-4 Flip/Rental
 640-679 Self-Employed 5-10 Flip/Rental
 680-699 Full Time RE Investor 10+ Flip/Rental
 700 +

**Assets/Liquidity** **Background/Public Records**
 Interest to cover loan No BK Filings
 6 Mos Interest No F/C or DIL Filings
 Interest + Construction + Contingency Criminal Record (Exceptions?)
 Rental Properties No Public Record Judgements or Liens
 Compensating Factors (Income/Experience) Compensating Factors Case by Case

 **None of this Matters- Asset Based Lending Only!**

**Loan Type & Term Preferences**

**Loan Type** **Loan Term** **Interest & Payments**
 Flip 6 Mos Monthly
 BRRR 12 Mos Quarterly
 Bridge 12-18 Mos Bi-Annual
 Construction 18-24 Mos Deferred
 Long Term (3-5 Yrs +) 24+ Mos Up-Front
 Dutch Int.?

**Contract Assignment Fees** **LTV/LTARV** **Property Type**
 Not Accepted 90% LTP/70% ARV SFR
 1-5% of Purchase Price 90% LTC/70% ARV SFR (2-4 Unit)
 6-10% of Purchase Price 100% LTC/70% ARV Condo
 11-15% of Purchase Price 80% LTP Townhome
 16-20% of Purchase Price 70% LTP Mobile/MFG
 Don’t care if deal works 65% LTP Multi 5+ Units
 Other:\_\_\_\_\_\_\_\_\_\_ Commercial

**Renovation Funds** **Loan Size Requirements Flood Zone**
 Not Included ($0 Holdback) $0-$75,000 Zone X
 Hold Back w/ Draw Insp $75,001- $100,000 Zone A
 Hold Back w/Draw Schedule $100,001- $150,000 Zone AE
 Disburse Reno Funds @ COE $150,001-$250,000 Zone V
 Allow 2nd Lien for Reno Funds $250,000 +
 Require Permits & Lien Releases

**Additional Considerations**

**Insurance Requirements** **Property Zoning**
 Property Coverage Only Residential Only
 Property with Liability Commercial/Residential (CRO)
 Minimum Liability Required Commercial
 Flood Insurance Required Other

**Exit Strategy** **Multiple Lenders Combined**
 Flip Allow Multiple Lenders
 Other Lend Only My Funds
 Rental (BRRR) DSCR Allow 2nd Liens
 < 1.0 Cross Collateralize
 1.00-1.15
 1.16-1.25
 1.25 +

**Personal Guarantees** **State Foreclosure Process**
 Not Required Judicial
 Required (Main Principal) Non-Judicial
 Required (All Members) Either is Fine

**Borrower Type** **Occupancy @ Close of Escrow**
 Personal Vacant
 Entity Leaseback from Seller (Short-term)
 Allow Existing Tenant In Place

**Geographic Property Location** **Borrower Proximity to Project**
 MSA (Metropolitan Statiscal Area) Local Development
 Rural(Lower Pop Density/Demand) Remote Development Allowed

**Rehab Type Allowed** **Property Valuation Preferences**
 Light, Cosmetic Rehab CMA- Realtor Market Analysis
 Moderate Renovation BPO- Certified Realtor Market Analysis- Interior Photos
 Heavy Renovation Required AVM- Automated Valuation Modeling
 Full Appraisal- Licensed, Certified Appraiser