



## Investment and Commercial Loan Questionnaire

Please provide your best answers to the following questions so that we can better help you acquire the appropriate funding for your property and project needs. Put N/A where it is not applicable to your transaction.

### Property Information

Subject Property Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Type of Property: 1 to 4 Unit Residential  5 + Residential/Apartment  Mixed Use  Office   
Retail  Warehouse  Other Type (explain) : \_\_\_\_\_

Number of Residential Units: \_\_\_\_\_ Number of Retail Units: \_\_\_\_\_ Number of Office Units: \_\_\_\_\_

Number of Residential Units Currently Occupied: \_\_\_\_\_ Number of Retail/Office Space Occupied \_\_\_\_\_

Current Annual Rent Residential: \$ \_\_\_\_\_ Current Annual Rent Commercial/Retail: \$ \_\_\_\_\_

Current Property Taxes: \$ \_\_\_\_\_ Annual Insurance: \$ \_\_\_\_\_ Percent Owner Occupied: \_\_\_\_\_%

### Financial Transaction Request

New Purchase

Purchase Price Amount: \$ \_\_\_\_\_ Requested Amount: \$ \_\_\_\_\_ Purchase Date: \_\_\_\_\_

Refinance

Requested Amount: \$ \_\_\_\_\_ Existing Lien Payoff: \$ \_\_\_\_\_ Original Cost: \$ \_\_\_\_\_

Original Purchase Date: \_\_\_\_\_ Current As Is Value: \$ \_\_\_\_\_ Current Rate: \_\_\_\_\_

Rehab (Construction)

Construction Cost: \$ \_\_\_\_\_ Current As Is Value: \$ \_\_\_\_\_ After Repair Value: \$ \_\_\_\_\_

Ground Up Construction

Hard Construction Cost: \$ \_\_\_\_\_ Soft Construction Cost: \$ \_\_\_\_\_

Do you currently own the land/lot? Yes  No  If no, Land/Lot Purchase Price: \$ \_\_\_\_\_

If Yes, Land/Lot Original Cost: \$ \_\_\_\_\_ Current Value: \$ \_\_\_\_\_ Date of Purchase: \_\_\_\_\_

Is the land/lot construction ready? Yes  No  Construction Plans? Yes  No

Construction Permits? Yes  No  After Construction Value: \$ \_\_\_\_\_

Total Project Cost: \$ \_\_\_\_\_

### Income and Asset Verification

What type of income and assets documentation can you provide?

No Doc (based on property value asset, and may include some verifications) Yes  No

Lite Docs (sufficient documentation to establish cash flow, cash reserves, and debt servicing) Yes  No

Full doc (2 years tax returns, banks statement, P and L statement, balance sheets, etc) Yes  No

Are sufficient funds available for down payments, repair cost, reserves, and other required cost? Yes  No

Total verifiable funds currently available for project: \$ \_\_\_\_\_

### Property Conditions

What is the condition of property? Excellent  Average  Poor

If the property needs renovation or is in poor condition, please briefly describe cost and scope of work needed?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

For commercial properties are there any known environmental issues with the property? Yes  No  Unknown

Do you have a recent appraisal of the property? Yes  No  Date of appraisal \_\_\_\_\_

Appraised value \$ \_\_\_\_\_ Estimate current market value \$ \_\_\_\_\_

### Real Estate Experience

Experience for Purchase, Construction, or Rehabs (Documented with HUD-1/Settlement Statements)

New Real Estate Investor? Yes  No

Currently Own (1 to 4 unit) Residential Rental Properties? Yes  No  How Many Owned? \_\_\_\_\_

Currently Own Apartment Complex(4 more units) Properties? Yes  No  How Many? \_\_\_\_\_

Currently Own Mixed Use Properties ? Yes  No  How Many? \_\_\_\_\_

Recent Rehab "Fix and Flips" Experience? Yes  No  How Many Past 2 Years? \_\_\_\_\_ Past 3 Years? \_\_\_\_\_

Recent Ground Up Construction? \_\_\_\_\_ How Many Past 2 Years? \_\_\_\_\_ Past 3 Years? \_\_\_\_\_

Total Current Number of Investment Properties Owned? \_\_\_\_\_

### Credit Profile

Have any guarantors recently filed bankruptcy in the past 3 years? Yes  No

Do any of the principals/owners have any outstanding tax liens? Yes  No

Do any of the guarantors have any recent foreclosures or mortgage default in the past 3 years? Yes  No

Any outstanding tax liens, judgements, pending law suits, against the guarantor or property? Yes  No

## Guarantor Information

Please list each individual who owns at least 20% or more of the property or entity that owns the property. All owners of 20% or more will need to qualify for the specific loan program and guarantor the loan.

### Guarantor Information (Primary)

First Name: \_\_\_\_\_ MI: \_\_\_\_\_ Last Name \_\_\_\_\_

Home Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Own  Rent  Number of Years \_\_\_\_\_ Phone Number: \_\_\_\_\_

Email Address: \_\_\_\_\_

Estimate Credit Score \_\_\_\_\_

Percent (%) Owned: \_\_\_\_\_

### Guarantor Information (Additional)

First Name: \_\_\_\_\_ MI: \_\_\_\_\_ Last Name \_\_\_\_\_

Home Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Own  Rent  Number of Years \_\_\_\_\_ Phone Number: \_\_\_\_\_

Email Address: \_\_\_\_\_

Estimate Credit Score \_\_\_\_\_

Percent (%) Owned: \_\_\_\_\_

### Guarantor Information (Additional)

First Name: \_\_\_\_\_ MI: \_\_\_\_\_ Last Name \_\_\_\_\_

Home Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Own  Rent  Number of Years  Phone Number: \_\_\_\_\_

Email Address: \_\_\_\_\_

Estimate Credit Score \_\_\_\_\_

Percent (%) Owned: \_\_\_\_\_

### Primary Contact and Guarantor

Printed Name: \_\_\_\_\_

Date: \_\_\_\_\_