



**Borrowing Entity**

Is the borrower a private individual or an entity?

Private Individual

Entity

Type of entity \_\_\_\_\_

**Amounts and Values**

How much does the borrower want to borrow? \$ \_\_\_\_\_

How much does the borrower believe the property is worth? \$ \_\_\_\_\_

What objective support for value is being used?

Appraisal

Tax assessed value

Cost basis

Income approach

COMP approach

**Terms and Positions**

What term is the borrower looking for? \_\_\_\_\_

Is it a first position loan? \_\_\_\_\_

If second position or subordinate loan, amount of underlying lien(s)? \_\_\_\_\_

**Credit History**

What is the borrower's middle score? \_\_\_\_\_

**If Income Property**

What is the Gross Income for the property per year? \$ \_\_\_\_\_

What is the Net Income for the property per year? \$ \_\_\_\_\_

**If Lots and Acreage with Utilities**

Description of electrical utilities

Public

Generator

Other \_\_\_\_\_

Description of water utilities

Public

Well

Spring

Other \_\_\_\_\_

Description of sewage utilities

Public

Septic tank

Other \_\_\_\_\_

**If Construction, Renovation, or Subdivision Loan**

Who is overseeing the construction?

General contractor (separate from borrower)

Borrower acting as general contractor

What experience/credentials does the contractor have?

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What experience/credentials does the borrower have?

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### **Closing Date**

What is the required (desired) closing date?

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### **Plans for Payoff**

What is the borrower's exit strategy?

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