



DATE: _____

Fax to 1-218-634-3273

Direct 218-634-1356

Requested Loan Amount \$ _____

REQUEST A COMMERCIAL LOAN:

Deal Name	
Broker Name	Marcia Vincent, Direct Capital Partners, LLC
Broker E-mail Address	mvincent@directcapitalpartners.com
Broker Office Number	218-634-1356
Broker Cell Number	218-634-9491
Broker Fax Number	218-634-3273
Broker Hours & Time-zone	9-7, M-Th; 9-5, F CST
Principal Name (Borrower)	
Principal E-mail Address	
Principal Office Number	
Principal Cell Number	
Principal Fax Number	
Principal Hours & Time-zone	

PURCHASE

Is the property under contract	
Purchase price	
Amount of deposit down	
Is the deposit refundable	
Amount seller will carry	
Contract expiration date	



REFINANCE

What is the existing mortgage	
Who is the existing lender	
What are the rate and terms	
Purchase price	
Purchase date	
Are existing mortgage payments current?	
How many square feet or acres is the property	
What additional collateral does the borrower have	
Will borrower allow cross collateralization	

DEAL QUESTIONS:

Property Type (Be Specific)	
Location (City, State (County))	
As is Value	
As Completed Value	
How values determined	
LTV	
Occupancy percentage	
Current Income	
Current Expenses	
Current NOI	
Can you provide current rent roll	
Are current rents below market rents	
What are the lease terms (brief explanation)	
Collateral position	
How much are they paying for the property	
How much cash are they coming into the deal with	
What is the market cap rate for this type of property	
Property under contract	
Credit Score	
Explain the time constraint	
Is this subordinate financing	



Why do you need bridge/hard money	
What are the use of these proceeds	
Borrower's exit strategy	
Other information about this deal we should know	

Here is the basic information that I need when reviewing a deal:

Shortlist: The Following Three Questions Need To Be Completed When Submitting A Package To Analyze:

1. To help quickly evaluate a scenario, please provide a brief narrative:

- Why is the sponsor (borrower) in default or wanting to sell?
- What is the story? We need a basic narrative.
- Why would we like this deal? What is the upside?
- Why would we not want this deal? What is the downside?
- If replacing the existing Sponsor, what is your experience?
 - i. Personal financials and schedule of real estate of new Sponsor.

2. The most recent Profit & Loss/Operating statements on the asset or entity.

- What is the LTV? How and when was that price evaluated?

3. Sources and Uses:

- If funding, how will the funds be disbursed?



- If cashing out an institution, what is the UPB?
- If it is a rehab loan, we need a cost breakdown of construction costs.

Needs:

- We need pictures.
- A narrative.
- Operating statements.
- Which bank holds the note? What is the UPB (unpaid principal balance)?
- Need a bio with 1003/PFS of borrower. What makes you qualified to purchase this asset?

Please do not leave items blank, put N/A where applicable.

Attach additional pages where needed.