

# SECURITY MORTGAGE GROUP LLC

## Income Property Specialists

810 Crossroads Building • Two State Street • Rochester, NY 14614  
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### MULTIFAMILY FINANCING -BORROWER QUESTIONNAIRE-

Dear Borrower,

We are pleased that you have contacted us about financing your project. Please take a few minutes to complete this questionnaire in order to speed up the processing of your loan.

### Loan Request

Reason for financing: \_\_\_\_\_  
Loan amount requested: \_\_\_\_\_ Term: \_\_\_\_\_ Amortization: \_\_\_\_\_  
Estimated value of property: \_\_\_\_\_ Last appraisal: \$ \_\_\_\_\_ Appraisal date: \_\_\_\_\_  
Appraiser: \_\_\_\_\_

### Apartments

Property Name: \_\_\_\_\_  
Address (Including zip code) \_\_\_\_\_  
Building age \_\_\_\_\_ Acreage \_\_\_\_\_  
Number of units \_\_\_\_\_ Average rent \$ \_\_\_\_\_

Tenant Profile			Occupancy		
	_____	% families		_____	% current
	_____	% adult		_____	% 2007 average
_____	% retired adults	_____	% 2006 average		

Does this property have plans for expansion?  Yes  No

Nearest Town/City (include closest city with population over 100,000): \_\_\_\_\_  
Population of Town/City: \_\_\_\_\_

What are the largest area employers and approximately how many tenants are employed by each:

Is any of the property on a land lease?  Yes  No  
Is your project under rent control?  Yes  No If so, please explain: \_\_\_\_\_  
How many tenants have signed leases? \_\_\_\_\_ Annual increase: \_\_\_\_\_  
How many tenants are on Section 8? \_\_\_\_\_  
Do you have any commercial tenants?  Yes  No How many? \_\_\_\_\_  
When is the rent going to be increased, and by how much? \_\_\_\_\_ \$ \_\_\_\_\_

Historical rent increases for the last 5 years (date and amount): \_\_\_\_\_

Are there any rent concessions?  Yes  No

If so, please explain: \_\_\_\_\_

**Amenities**

- |  |                                  |  |
|--|----------------------------------|--|
| <input type="checkbox"/> Clubhouse     | <input type="checkbox"/> Lake    | <input type="checkbox"/> RV Storage    |
| <input type="checkbox"/> Shuffleboard  | <input type="checkbox"/> Jacuzzi | <input type="checkbox"/> Exercise Room |
| <input type="checkbox"/> Tennis Courts | <input type="checkbox"/> Golf    | <input type="checkbox"/> Other: _____  |
| <input type="checkbox"/> Pool          | <input type="checkbox"/> Laundry |  |

Is the sewer connected to a municipal system?  Yes  No If no, please explain: \_\_\_\_\_

Is the water connected to a municipal system?  Yes  No If no, please explain: \_\_\_\_\_

Who is responsible for maintaining the property? \_\_\_\_\_

What utilities are included in the rent?

- |                                      |                                |                                      |
|--------------------------------------|--------------------------------|--------------------------------------|
| <input type="checkbox"/> Water       | <input type="checkbox"/> Sewer | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Electricity | <input type="checkbox"/> Trash | _____                                |
| <input type="checkbox"/> Internet    | <input type="checkbox"/> Cable | _____                                |

What utilities do tenants pay directly? \_\_\_\_\_

Are the streets paved?  Yes  No Of what material? \_\_\_\_\_

How many cars can park at each unit (off of the street)? \_\_\_\_\_

Is there guest parking?  Yes  No How many spaces? \_\_\_\_\_

What would you consider this facility? Five ★★★★★ Three ★★★  
 Four ★★★★ Two★★

List 4-5 competitors nearest to your building:

	Business Name	Rent Range	Occupancy %
1			
2			
3			
4			
5			

What is the overall market vacancy?

**Borrower**

What is the borrowing entity?  Individual  Corporate  Partnership  LLC

Is this a single-asset entity?  Yes  No If no, please explain: \_\_\_\_\_

What is the name and address of the entity?  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Who are the principals? (major stockholders, general partners, etc.)

	Name	%	Address
1			
2			
3			
4			
5			

Who is the on-site manager? \_\_\_\_\_ Telephone number: \_\_\_\_\_

**Other Information**

Do you have an environmental report?  Yes  No

When was it completed and who is it by? \_\_\_\_\_

Do you have any oil or gasoline tanks on the property?  Yes  No

Do you currently have any outstanding judgments, suits, or liens?  Yes  No

If so, please explain with an attachment.

Have you ever been affiliated with an entity that filed for bankruptcy?  Yes  No

If so, please explain with an attachment.

Do you have any other negative credit information? (Deed in Lieu, late payments, etc.)  Yes  No

If so, please explain with an attachment.

What is the current debt for the facility? \_\_\_\_\_

Owed to whom? \_\_\_\_\_ Monthly payments: \_\_\_\_\_

Interest rate: \_\_\_\_\_ Mortgage term: \_\_\_\_\_

Date acquired: \_\_\_\_\_ Original purchase price: \_\_\_\_\_