



## CHROMA COMMERCIAL CAPITAL

### 1) PROPERTY IDENTIFICATION:

- A. NAME:
- B. ADDRESS (STREET, STATE, ZIP):
- C. PROPERTY TYPE:
- D. UNITS:
- E. YEAR BUILT (INCLUDE REHAB DATES):
- F. QUALITY ASSESSMENT: BASED ON PICTURES / MY SITE VISIT I WOULD RATE THE PROPERTY AS A \_\_\_ ASSET.
- G. HOW MUCH HAS BEEN SPENT IN CAPITAL IMPROVEMENTS SINCE PURCHASED AND WHAT IMPROVEMENTS HAVE BEEN MADE?
- H. IS THERE CURRENTLY ANY DEFERRED MAINTENANCE?                      DOWN UNITS?

### 2) REQUESTED LOAN AMOUNT (LTV/TERM/AMORT):

### 3) ACQUISITION OR REFINANCE:

- A. ACQUISITION -WHAT IS THE ACQUISITION COST?
- B. REFINANCE - WHAT IS THE EXISTING DEBT & WHEN DOES IT MATURE?
- C. HOW LONG HAVE YOU OWNED THE PROPERTY?
- D. WHAT WAS THE ORIGINAL PURCHASE PRICE?

### 4) TIMING CONSIDERATIONS:

- A. CLOSING DATE UNDER CONTRACT OR LOAN MATURITY:

### 5) BORROWER / SPONSOR IDENTIFICATION:

- A. NAME(S) AND DESCRIBE.
- B. WHAT IS THE ORGANIZATIONAL STRUCTURE OF THE BORROWING ENTITY (MEMBERS, OWNERSHIP PERCENTAGES, WHO IS MANAGING MEMBER)?

## **6) BORROWER / SPONSOR QUALIFICATIONS:**

- A. LOCATION: IS THE BORROWER LOCAL OR NON-LOCAL?
- B. OVERALL MULTIFAMILY EXPERIENCE: DESCRIBE OWNERSHIP AND OPERATING/ MANAGEMENT EXPERIENCE.
- C. CURRENT MULTIFAMILY PORTFOLIO:  
HOW MANY PROPERTIES / UNITS (ATTACH REO IF AVAILABLE)
- D. IS THE BORROWERS MIDDLE CREDIT SCORE ABOVE 680?
- E. WHO WILL MANAGE THE PROPERTY?

## **7) BORROWER SPONSOR NET WORTH & LIQUIDITY:**

- A. \$MM NET WORTH / \$MM LIQUID (ATTACH PFS IF AVAILABLE)

## **8) TRANSACTION SUMMARY:**

- A. WHAT ARE THE DEAL ISSUES FOR THE ANALYST TO CONSIDER?
- B. ARE THERE ANY TENANT CONCENTRATIONS (AFFORDABLE, STUDENTS, MILITARY, EMPLOYER, ETC)?
- C. ARE THERE ANY RESTRICTIONS (HAP CONTRACT, USE AGREEMENT, DEED RESTRICTIONS, ETC)? WHAT ARE THE FACTORS THAT MAKE THIS A GOOD DEAL AND WHAT ARE THE CONCERNS/ ISSUES?

## **ITEMS NECESSARY TO ISSUE TERMS:**

- 1) DETAILED CURRENT RENT ROLL (MOVE IN/OUT DATES, UNIT TYPE, SF ETC)
- 2) OPERATING STATEMENTS
  - A. BUDGET
  - B. 2010 OR T12 INCLUDING YEAR TO DATE
  - C. 2009
  - D. 2008
- 3) 5-10 EXTERIOR & INTERIOR DIGITAL PICTURES
- 4) PFS/REO
- 5) PURCHASE CONTRACT (IF APPLICABLE)