**Bank Name:**

**Down Payment:**

* **What loan terms and amortization periods do you offer?**
* **What are your current interest rates?**
* **What is the maximum loan to value (LTV) ratio you require?**
* **What is the minimum debt service ratio you require?**
* **Can you send me a list of required documents for the property and the borrower? If no, then ask:**
  + **Answer:**
  + What property financial information do you require (ex; net income statement, rent roll etc.) and minimum number of years?
  + **Answer:**
  + What other property information do you require, for example:
    - Sample of the current lease agreement
    - Map of the general surroundings
    - A site plan showing the layout and building configuration
    - Floor plans of the units to be rented
    - Photos of the property exterior and interior
  + **Answer:**
  + What borrower information do you require?
  + **Answer:**
* **Can you send me an underwriting guidelines list? If no, then ask:**
  + **Answer:**
  + What replacement reserve amount per unit do you require to set aside every year?
  + What is the max vacancy rate do you require?
  + What is the max property management fee rate do you require?
  + What is the max property age in years do require?
  + What are the loan provisions, recourse or non-recourse?
    - **Recourse:**Borrower is personally liable for the outstanding debt, for example; property loan is $6 million bank sells property for $5 million, lander can go after borrower’s personal assets for remaining $1 million.
    - **Non-Recourse:**Borrower is not personally liable for the outstanding debt.
* **Do you have a list of property structure items that will disqualify property from financing?**
  + For example, if the apartment building you are buying has aluminum wiring, you absolutely will not be able to get financing from some landers, as they consider this type of wiring to be a fire hazard.
  + **Answer:**
* **Do you impose any penalties for prepaying a loan before expiration of its term?**
  + **Answer:**
* **How much do you charge for the closing costs?**
  + **Answer:**
* **Do you arrange engineering and environmental inspection, or do I need to do it?**
  + **Answer:**
  + If lender, how much will it cost me, and what do engineering and environmental inspections include? Will they share a copy of that report with you?
  + **Answer:**
  + Can you give me a list of your preferred companies, and what third party-reports, ex; Environmental, PCA etc., do you require?
  + **Answer:**
* **Do you handle title inspection, or who must do it, ex; your attorney, title company?**
  + **Answer:**
* **Ask reference for the commercial property insurance broker.**
  + **Answer:**