



"MAGIC Questions" – Commercial REAL ESTATE Loan Price Quote Request (12/17/11)

Originator Name: _____ E-Mail: _____
 Broker Co. Name: _____ Phone: _____
 Address: _____ City: _____ State: _____ Zip: _____

Ref.	Our Questions for OWNER-OCCUPIED/OPERATED Transactions:	Your Answers
1.	IF PURCHASE – Purchase Price	
2.	If Purchase – Targeted Closing Date	
3.	IF REFINANCE – Purchase Price when Bought by BORROWER (Purchase Date??)	
5.	If Refinance – Approximate Current Value	
6.	If Refinance – Total Amount of ALL Current Liens on Subject Property	
7.	Property TYPE – Office; Warehouse; Retail Store/Strip Center; Industrial; SFR Conversion; Mixed-Use (comm./retail with apts.above); School; Day-Care; Auto.Service; Funeral Home; Convenience Store (NO Gas); Salon; Spa; Laundromat; Dry-Cleaner; Metal Building; Bowling Alley; Restaurant; Vehicle Dealer	
8.	Approximate AGE of Building/Subject Property	
9.	Property City/State – NO Loans in AL,FL,IN,LA,ME,MA,MI,MS,NJ,OH,OK	
10.	<u>Loan Amount</u> in dollars (See Rate Sheet for LTV/LTC Guidelines)	
11.	Nature of Business Using the Property (Owner of Property Controls Business)	
12.	Gross Company Revenue (Owner Occupied Tenant) as Reported on 2010 Taxes	
13.	Net Company Profit (Owner Occupied Tenant) as Reported on 2010 Tax Return	
14.	Experian (only) FICO of ALL Guarantors (675 Minimum/720 for Construction)	

Ref.	Our Questions for NON-OWNER-OCCUPIED Transactions:	Your Answers
1.	IF PURCHASE – Purchase Price	
2.	If Purchase – Targeted Closing Date	
3.	IF REFINANCE – Purchase Price when Bought by BORROWER	
4.	If Refinance - Purchase Date for this BORROWER	
5.	If Refinance – Approximate Current Value	
6.	If Refinance – Total Amount of ALL Current Liens on Subject Property	
7.	Property TYPE – Office; Warehouse; Retail Store/Strip Center; Industrial; SFR Conversion; Mixed-Use (comm./retail with apts.above); School; Day-Care; Auto.Service; Funeral Home; Convenience Store (NO Gas); Salon; Spa; Laundromat; Dry-Cleaner; Metal Building; Bowling Alley; Restaurant; Vehicle Dealer	
8.	Approximate AGE of Building/Subject Property	
9.	Prop.Location (State) NOT in AL,AR,AZ,CA,FL,GA,IN,LA,MA,ME,MI,MS,NJ,NV,OH,OK	
10.	<u>Loan Amount</u> in dollars (65% for Multi-Use -or- 60%-55% for Special-Use)	
11.	Nature of Business of Primary Tenant – IF one Tenant Occupies OVER 45% of Space	
12.	Gross Annual Rents as Collected in 2010 (and verified on 2010 Tax Return)	
13.	Owner-Paid OPERATING Expenses for 2010 (do NOT include depreciation/interest)	
14.	Approximate VACANCY Ratio (Percentage - %)	
15.	Experian (only) FICO of ALL Guarantors (675 Minimum/720 for Construction)	

Ref.	Our "Add-On" Questions for CONSTRUCTION/REHAB Projects (55% to 80% LTC)	Your Answers
1.	Original Cost of Land or Property when Purchased by Borrower	
2.	Actual Costs of Capital Improvements made (and paid) since Purchase	
3.	Estimated Costs of Pending Improvements (and unpaid Improvements)	

PLEASE fill out COMPLETELY and then e-mail (or fax) to FreedomCapital@msn.com