



## CONDO DEVELOPMENT QUICK-RESPONSE CHECKLIST

Please complete the following form and fax to 212-532-1222 so that we will be able to give you prompt feedback.

### 1. Contact Information:

First name: \_\_\_\_\_ Last name: \_\_\_\_\_  
Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
Email: \_\_\_\_\_  
Primary Phone: \_\_\_\_\_ Mobile: \_\_\_\_\_ Fax: \_\_\_\_\_

### 2. Project Information:

A) Property address: \_\_\_\_\_  
B) Loan request amount: \_\_\_\_\_  
C) Loan type (check one):  
 First Mortgage Construction Loan  
 Mezzanine Loan (*if Mezzanine, please provide the amount of the first mortgage* \_\_\_\_\_)

### 3. If new construction, conversion, or a significant renovation, please select from below:

The developer is in contract to acquire the property and the required closing date is \_\_\_\_\_.  
 The developer already owns the property.  
 The developer neither owns, nor is in contract to buy the property

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4. **What is the size of the project:**

A) above-grade, GROSS buildable SF? \_\_\_\_\_

B) total NET, sellable SF? \_\_\_\_\_

5. **Has a zoning analysis been done?** Yes \_\_\_ No \_\_\_ If yes, please provide.

6. **What is the LAND COST:**

A) per above-grade, GROSS buildable SF? \_\_\_\_\_

B) per NET, sellable SF? \_\_\_\_\_

7. **What are the projected HARD costs:**

A) per GROSS buildable SF? \_\_\_\_\_

B) per NET sellable SF? \_\_\_\_\_

8. **What are the projected SOFT costs:**

A) per GROSS buildable SF? \_\_\_\_\_

B) per NET sellable SF? \_\_\_\_\_

9. **Provide relevant sales comps (CLOSED sales over the past 6 – 12 months) in the area:**

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10. What is the total projected ALL-IN-COST of the project per SF (land acquisition, hard costs and soft costs) of the project?

A) per GROSS buildable SF \_\_\_\_\_

B) per NET sellable SF \_\_\_\_\_

11. What is the average gross pro-forma projected SALES REVENUE per NET sellable SF? \_\_\_\_\_

12. What is the developer's previous experience/track record/deal history in this type of project? (i.e. condo, ground-up construction) Has he/she previously built/sold any condo projects before, if so, please provide details. Has he/she ever built and sold in this neighborhood/area before?

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13. If condo renovation or construction, developer's previous deal history includes: (completed projects, built and sold out)

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14. Please provide any additional unique or advantageous information regarding the cost basis of the land:

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