

WINTER & COMPANY

COMMERCIAL REAL ESTATE FINANCE

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

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:**

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?

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

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