



HILLSDALE

FINANCIAL SERVICES, L.L.C.

CONDO DEVELOPMENT QUICK-RESPONSE CHECKLIST

Please complete the following form & fax to (813) 712-5237 or email to info@hillsdalefinancial.com so that we will be able to give you prompt feedback.

1. Contact Information:

First name: _____ Email: _____
Last name: _____ Phone: _____
Address: _____ Cell: _____
City/State: _____ Fax: _____
Zip: _____

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.

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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? _____

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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:

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