

## PREAPPLICATION QUALIFYING/PRICING QUESTIONS:

Affiliates & Originators: Don't waste your time, or mislead a customer, by submitting their application for funding for which they cannot qualify or afford. Ask & answer these questions & submit this sheet together with the initial funding inquiry, so that Quest Funding Services can prequalify customer for the most appropriate funding option.

Ref	QUESTIONS FOR OWNER OCCUPANTS/MANAGERS	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, Strip Center, Industrial, SFR Conversion, Mixed Use, School, Day Care, Auto Service, Funeral Home, Retail Store, Salon, Spa, Laundromat, Dry-Cleaner, Metal Building, Golf Club, Bowling Alley, Restaurant, Other	
8	Property Location (City and State)	
9	Loan Amount Request (75%-90% LTV for purchase or 55%-65% for REFI)	
10	Nature of Business Using The Property (Owner of property Controls Business)	
11	Gross Company Revenue (Owner Occupied Tenant) as Reported on Recent Tax Return	
12	Net Company Profit (Owner Occupied Tenant) as Reported on Recent Tax Return	
13	Experian (only) FICO of all Guarantors (650 MIN/720 for Construction)	
Ref	QUESTIONS FOR NON-OWNER OCCUPANTS/MANAGERS	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, Strip Center, Industrial, SFR Conversion, Mixed Use, School, Day Care, Auto Service, Funeral Home, Retail Store, Salon, Spa, Laundromat, Dry-Cleaner, Metal Building, Golf Club, Bowling Alley, Restaurant, Other	
8	Property Location (City and State) (NOO not available in all states)	
9	Loan Amount Requested (65% for multiuse or 55% to 60% for special use)	
10	Nature of Business of Primary Tenant--if one tenant occupies over 45% of space	
11	Gross Annual Rents as collected in current tax return and verified on tax return	
12	Owner Paid Operating Expenses for most recent tax year (do not include depreciation/interest)	
13	Experian (only) FICO of all Guarantors (650 MIN/720 Construction)	
Ref	QUESTIONS FOR CONSTRUCTION OR REHAB LOANS	ANSWERS
1	Original cost of land or property with purchased by borrower	
2	Actual costs of capital improvements made (and paid) since purchase	
3	Estimated costs of pending improvements (and unpaid improvements)	
Fill in & Email, with Initial Inquiry Form to: <a href="mailto:inbox@questfunding services.us">inbox@questfunding services.us</a>		

**Broker Contact Information:** \_\_\_\_\_

Affiliate/Originator: \_\_\_\_\_ Contact Info: \_\_\_\_\_

Applicant Name: \_\_\_\_\_ Property: \_\_\_\_\_