

LAND DEVELOPMENT QUESTIONNAIRE

APPLICANT #1's INFORMATION				APPLICANT #2's INFORMATION					
Applicant's Name:				Applicant's Name:					
Address:				Address:					
Phone :		Fax:		Phone :		Fax:			
Email:				Email:					
Contact Name:				Contact Name:					
Type of Ownership/Company:				Type of Ownership/Company:					
Is this the sole asset of the borrowing entity? If no, what other assets are there?		<input type="checkbox"/> Yes <input type="checkbox"/> No		Is this the sole asset of the borrowing entity? If no, what other assets are there?		<input type="checkbox"/> Yes <input type="checkbox"/> No			
Net Worth:		Liquidity:		Net Worth:		Liquidity:			
# of Development Projects Completed:				# of Development Projects Completed:					
LOAN REQUEST INFORMATION									
Amount Requested:									
Term:		Amortization:		Acquired Land?:	Yes <input type="checkbox"/>	Purchase Date:		Price:	
Interest Rate:		Cash Invested:			No <input type="checkbox"/>	Contract Date:		Price:	
Current Value of Property:									
Use of Funds:									
Reason for Financing:									
PROPERTY INFORMATION									
Property Name and Address:									
Estimated Absorption: 2008:		2009:		2010:					
Total Square Footage Proposed:				Estimated Value:					
Current Balance of Existing Debt:				Total Land Area:					
Current Lender				Balance of 2nd & 3rd Mortgages:					
Current Interest Rate:				Current Payment:					
Current Loan Maturity Date:				Current Amortization:					
Estimated Market Absorption Rate:				# of Units Currently Available in Market Area:					
Comparables for Lots/Land Tracts:				Comparables for Proposed Units:					
Estimated Market Occupancy:				Estimated Market Expense/Sq. ft.:					
Will it be Professionally Managed?				By Whom:					
Select all that apply:		<input type="checkbox"/> Master-Metered		<input type="checkbox"/> Sub-Metered		<input type="checkbox"/> Ground Lease			
		<input type="checkbox"/> Anchored		<input type="checkbox"/> National Tenants		<input type="checkbox"/> Local Tenants			
PROPOSED PROPERTY TYPE									
Type	# of Units	# Pre-Leased/ Pre-Sold	Subtype	Type	# of Units	# Pre-Leased/ Pre-Sold	Subtype		
<i>Multifamily</i>				<i>Healthcare</i>					
<i>Office</i>				<i>Gas Station</i>					
<i>Retail</i>				<i>Golf Course</i>					
<i>Industrial</i>				<i>Residential</i>					
<i>Hospitality</i>				<i>Other</i>					

DEVELOPMENT INFORMATION

TYPE OF IMPROVEMENTS	<input type="checkbox"/>	Demolition	DESCRIPTION OF DEVELOPMENT:		
	<input type="checkbox"/>	Preliminary Map			
	<input type="checkbox"/>	Plat Map			
	<input type="checkbox"/>	Entitled and Permits			
	<input type="checkbox"/>	Horizontal Infrastructure			
	<input type="checkbox"/>	Common Area Construction			
DEVELOPER DESCRIPTION	<input type="checkbox"/>	Commercial General Contractor/Developer	Contractor License #:		
	<input type="checkbox"/>	Residential General Contractor/Developer	Contractor License #:		
	<input type="checkbox"/>	Owner/Builder	Contractor License #:		
	<input type="checkbox"/>	Commercial Remodeler/Developer	Contractor License #:		
Developer's Name:		Any Losses in Past 5 Yrs?:	Yes <input type="checkbox"/> No <input type="checkbox"/>	Amount: \$	
Total # of Developments:	2004	2005	2006	2007	
Development Soft Costs:		Start Date of Project			
Development Hard Costs:		Estimated Length of Project			
Land Costs:		If Development/Construction has begun, indicate % completed:			
Total Costs:		# of Structures:	Units Per Structure:	Distance Between Structures:	
Total Cash Into Project:					
Total Equity In Project:		Start Date(s) of Each Structure:			
LEGAL DESCRIPTION			ENTITLEMENT STATUS:		
			Entitlements Granted:		
			Permits Granted:		
			Current Zoning:		
TO SUBMIT YOUR REQUEST			FOR A PRELIMINARY REVIEW, PLEASE SEND THE FOLLOWING ITEMS		
Please type the answers to the requested information and submit this Questionnaire via email at: andrew@westcapitalfunding.com Please also forward the requested documents on the checklist provided via email to: andrew@westcapitalfunding.com Name of Person Submitting Request: <input type="text"/> Company of Person Submitting Request: <input type="text"/> Phone # of Person Submitting Request: <input type="text"/> Email of Person Submitting Request: <input type="text"/>			<input type="checkbox"/>	Brief Project Description (Executive Summary, Business Plan and/or Project Pro Forma)	
			<input type="checkbox"/>	Property Location Maps, Plat Maps and Site Maps	
			<input type="checkbox"/>	Color Photographs of Property	
			<input type="checkbox"/>	Development Schedule	
			<input type="checkbox"/>	Development Budget Breakdown (Soft and Hard Cost Breakdown)	
			<input type="checkbox"/>	Marketing Plan	
			<input type="checkbox"/>	Cash Flow Pro Forma	
			<input type="checkbox"/>	General Contractor's Resume	
			<input type="checkbox"/>	Resume of Owner(s)/ Applicant(s) and Management	
			<input type="checkbox"/>	Recent Financial Statement of Owner(s), Partner(s), Applicant(s), Investor(s)	
			<input type="checkbox"/>	Purchase Agreement (if applicable) and Escrow Instructions for Land	
<input type="checkbox"/>	Appraisal and/or Feasibility Study				
<input type="checkbox"/>	Exit Strategy				