# SBL Portfolio Request

|  |  |
| --- | --- |
| Portfolio Name | Enter Portfolio Name |
| Lender | Enter Lender |
| Producer | Enter Producer Name |
| Exclusivity | Confirm Exclusivity |
| Brokerage Firm | Enter Brokerage/Broker |

## Transaction Summary

**Transaction Summary Narrative**

* Discuss the following items at a minimum:
  + If a refinance, discuss the following:
    - Previous lenders
    - If refinance of existing Freddie Mac loans, include loan numbers
    - Discuss the cash out and use of proceeds
    - Discuss acquisition dates/length of ownership
    - Discuss recent capital improvements
  + Discuss any commercial component or concentration
  + If applicable: Discuss rent regulation/restrictions, abatements, regulatory agreements, unusual easements, etc.
  + Discuss the anticipated timeline and any hard closing dates
  + Any other pertinent transaction specific items

|  |  |  |  |
| --- | --- | --- | --- |
| Portfolio Name | Enter Name | Purpose | Enter Acquisition/Refinance |
| Properties | Enter # of Properties | **Requested Loan Amount** | Enter Total Loan Amount |
| Loans | Enter # of Loans | **Loan Term** | Enter Loan Term |
| Market | Enter City, State | **I/O Term** | Enter # of Years |
| Market Tier | Enter Market Tier | **Weighted Avg. DCR** | Enter DCR |
| Total Units | Enter # of Units | **Weighted Avg. LTV** | Enter LTV |
| Uncapped % | Enter Uncapped % | **Prepayment** | Enter Prepayment Option |
| VLI % | Enter VLI % | **Cash Out** | Enter Cash Out, if applicable |

## Exception Requests

|  |  |
| --- | --- |
| Credit Exception | Enter Credit Exception |
| Discussion of Exception Request:  Enter discussion of credit exception. | |

[**FOR ADDITIONAL CREDIT EXCEPTION, ADD A NEW CREDIT EXCEPTION TABLE**]

## Borrower and Sponsorship

**Borrower/Sponsorship Narrative**

* Discuss the sponsors behind the transaction
* Discuss experience
* Discuss ownership structure, proposed changes to the ownership structure, etc.
* Include an organizational chart if available

|  |  |  |  |
| --- | --- | --- | --- |
| Enter Sponsor Name | | | |
| Sponsor Name | Enter Name | **Net Worth** | Enter Net Worth |
| % Ownership | Enter % | **Liquidity** | Enter Liquidity |
| Roles | Manager/Member | **Searches Conducted** | Yes/No |
| Guarantor | Yes/No | **Type of Searches** | Discuss Searches Conducted |
| Borrower Principal | Yes/No | **Material Derogatory Credit History** | Yes/No – Discuss below |
| FICO Score | Enter FICO Score | **Web Search Hits** | Yes/No – Discuss below |

**Sponsor Narrative**

[**FOR ADDITIONAL SPONSOR, ADD A NEW SPONSOR TABLE AND NARRATIVE**]

## Property Management

**Property Management Narrative**

* Enter property management summary.
* Discuss principals/control of the management company.
* If a refinance, describe how the property manager handles the management of the subject portfolio, number of employees assigned, etc.
* If an acquisition, describe how the property manager will handle the management of the subject portfolio, number of employees assigned, etc.

|  |  |
| --- | --- |
| Management Company | Enter Company Name |
| Units Under Management | # Units Managed |
| Units in Subject Market | # Units Managed in Subject Market |
| Management Type | Borrower-Affiliated, Third Party, Self |
| Office Location | Enter City, State |
| Company Formation | Enter Year |

## Sources and Uses

**Sources and Uses Narrative**

* If the information is available, complete the below table.
* If loan is a refinance, provide cash-out details.
* Discuss any pertinent data points related to the sources and uses of funds.

|  |  |  |  |
| --- | --- | --- | --- |
| Sources | | Uses | |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
| Total Sources: |  | **Total Uses:** |  |
|  |  | *Cash To/From Borrower:* |  |

## Strengths and Weaknesses

|  |  |
| --- | --- |
| Strength | Enter Strength |
| Discussion | Enter Strength Narrative |

[**FOR ADDITIONAL STRENGTH, ADD A NEW STRENGTH TABLE**]

|  |  |
| --- | --- |
| Weakness | Enter Weakness |
| Discussion | Enter Weakness Narrative |
| Mitigant | Enter Weakness Mitigant |

[**FOR ADDITIONAL WEAKNESS, ADD A NEW WEAKNESS TABLE**]

## Market Overview

**Market Narrative**

* Enter market fundamentals and summary.
* Provide largest employer information.

|  |  |  |  |
| --- | --- | --- | --- |
| Market | Enter Market | Source | Enter Source |
| Date | Enter Source Date | **Unemployment** | Enter % |
| Asking Rent (current quarter) | Enter $ | **Asking Rent (previous quarter)** | Enter $ |
| Vacancy (current quarter) | Enter % | **Vacancy (previous quarter)** | Enter % |
| Population | Enter # | **Estimated Population** | Enter Estimated # |
| Population Year | Enter Year | **Estimated Population Year** | Enter Estimated Year |

**Submarket Narrative**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Submarket | Enter Submarket | Source | Enter Source | Date | Enter Source Date |
| Asking Rent (current quarter) | Enter $ | **Asking Rent (previous quarter)** | Enter $ | **% Change** | Enter % |
| Vacancy (current quarter) | Enter % | **Vacancy (previous quarter)** | Enter % | **% Change** | Enter % |
| Source Submarket Rents | | **Portfolio In-Place Rents** | | **Rent Roll Date** | Enter Date |
| Studio | Enter $ | **Studio** | Enter $ |  |  |
| 1BR | Enter $ | **1BR** | Enter $ |  |  |
| 2BR | Enter $ | **2BR** | Enter $ |  |  |
| 3BR | Enter $ | **3BR** | Enter $ |  |  |

## Pricing Request

**Pricing Request Narrative:** Discuss the pricing request as outlined in the roll-up.

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| --- |
| Enter pricing request |

## Competition

**Competition Narrative:** Provide an in-depth summary of the competition and include terms.

|  |
| --- |
| Enter in-depth summary of competition. |

## Portfolio Approvals

|  |  |
| --- | --- |
| Approved Items | Enter Approved Items |
| Approval Authority | Enter Approval Authority |
| Date | Enter Date |
| Conditions | Enter Conditions |