



# ARCHWOOD REAL ESTATE

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## CONDO DEVELOPMENT QUICK-RESPONSE CHECKLIST

### 1. Contact information:

Name: \_\_\_\_\_  
Address (Street, City, Zip): \_\_\_\_\_  
E-mail: \_\_\_\_\_  
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) Above-grade, GROSS buildable SF? \_\_\_\_\_  
b) Total NET, sellable SF? \_\_\_\_\_

### 7. What are the projected HARD costs?

- a) Above-grade, GROSS buildable SF? \_\_\_\_\_  
b) Total NET, sellable SF? \_\_\_\_\_

### 8. What are the projected SOFT costs?

- a) Above-grade, GROSS buildable SF? \_\_\_\_\_  
b) Total NET, sellable SF? \_\_\_\_\_

9. Provide relevant sales comps (CLOSED sales over the past 6-12 months) in the area:

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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) Above-grade, GROSS buildable SF? \_\_\_\_\_
- b) Total 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? Has he/she ever built and sold in this neighborhood before?

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

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