

# SECURITY MORTGAGE GROUP LLC

## Income Property Specialists

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### MANUFACTURED HOUSING COMMUNITY FINANCING -BORROWER QUESTIONNAIRE-

Dear Borrower,

We are pleased that you have contacted us about financing your project. Please take a few minutes to complete this questionnaire in order to speed up the processing of your loan.

### Loan Request

Reason for financing: \_\_\_\_\_  
Loan amount requested: \_\_\_\_\_ Term: \_\_\_\_\_ Amortization: \_\_\_\_\_  
Estimated value of property: \_\_\_\_\_ Last appraisal: \$ \_\_\_\_\_ Appraisal date: \_\_\_\_\_  
Appraiser \_\_\_\_\_

### Community

Community Name: \_\_\_\_\_  
Address (Including zip code) \_\_\_\_\_  
\_\_\_\_\_

Community age \_\_\_\_\_ Acreage \_\_\_\_\_ Density: \_\_\_\_\_  
Average rent: Singlewide site \$ \_\_\_\_\_ Doublewide site \$ \_\_\_\_\_  
Total number of spaces \_\_\_\_\_ # of doublewides \_\_\_\_\_ # of singlewides \_\_\_\_\_  
How many spaces will accommodate doublewides? \_\_\_\_\_  
Are any of the park spaces occupied by RVs or park models?  Yes  No  
If so, how many: RVs \_\_\_\_\_ park models \_\_\_\_\_  
How many homes are park-owned? \_\_\_\_\_

<b>Tenant Profile</b>	_____ % families	<b>Occupancy</b>	_____ % current
	_____ % adult		_____ % 2007 average
	_____ % retired adults		_____ % 2006 average

Does this park have plans for expansion?  Yes  No  
Currently, how many homes are for sale? \_\_\_\_\_  
Who are the largest area employers and approximately how many tenants are employed by each? \_\_\_\_\_

Nearest Town/City (include closest city with population over 100,000): \_\_\_\_\_  
\_\_\_\_\_  
Population of Town/City: \_\_\_\_\_

What is the average age of the homes?     2000+     1990s     1980s     1970s     1960s

Is any of the park on a land lease?     Yes     No

Is your project under rent control?     Yes     No    If so, please explain: \_\_\_\_\_

How many tenants have signed leases? \_\_\_\_\_ Annual increase: \_\_\_\_\_

Are any model homes on the rent roll? (income from dealers)     Yes     No    How many? \_\_\_\_\_

Historical rent increases over the past 5 years (date and amount)? \_\_\_\_\_

When is the rent going to be increased, and by how much? \_\_\_\_\_ \$ \_\_\_\_\_

Are there any rent concessions?     Yes     No    If yes, please explain: \_\_\_\_\_

**Amenities**

- |                                       |                                  |  |                               |
|---------------------------------------|----------------------------------|--|-------------------------------|
| Clubhouse <input type="checkbox"/>    | Golf <input type="checkbox"/>    | Jacuzzi <input type="checkbox"/>       | Pool <input type="checkbox"/> |
| RV Storage <input type="checkbox"/>   | Lake <input type="checkbox"/>    | Tennis Courts <input type="checkbox"/> | Other: _____                  |
| Shuffleboard <input type="checkbox"/> | Laundry <input type="checkbox"/> | Exercise Room <input type="checkbox"/> | _____                         |

Is the sewer connected to a municipal system?     Yes     No    If no, please explain: \_\_\_\_\_

Is the water connected to a municipal system?     Yes     No    If no, please explain: \_\_\_\_\_

Who is responsible for maintaining the lots? \_\_\_\_\_

What utilities do tenants pay directly? \_\_\_\_\_

What utilities are included in the rent?  
 Water     Sewer     Electricity     Trash     Other: \_\_\_\_\_

What are the pads made of?     Asphalt     Concrete     Gravel     Dirt     Other: \_\_\_\_\_

Are the streets paved?     Yes     No    With what material? \_\_\_\_\_

Is there guest parking?     Yes     No    How many spaces? \_\_\_\_\_

How many cars can park at each site (off of the street)? \_\_\_\_\_ Number of sites with carports? \_\_\_\_\_

Do the streets have curbs?     Yes     No

What would you consider this community?

Five ★★★★★

Four ★★★★★

Three ★★★

Two ★★

List 4-5 competitors nearest to your park:

	Business Name	Rent Range	Occupancy %
1			
2			
3			
4			
5			

What is the overall market vacancy? \_\_\_\_\_ %

### Borrower

What is the current net worth of the borrower? \$ \_\_\_\_\_

What is the borrowing entity?  Individual  Partnership  LLC  Corporate

Is this a single-asset entity?  Yes  No If no, please explain: \_\_\_\_\_  
\_\_\_\_\_

What is the name and address of the entity? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Who are the principals? (major stockholders, general partners, etc.)

	Name	%	Address
1			
2			
3			
4			
5			

Who is the on-site manager? \_\_\_\_\_ Telephone number: \_\_\_\_\_

### Other Information

Do you have an environmental report?  Yes  No

When was it completed and who was it by? \_\_\_\_\_

Do you have any oil or gasoline tanks on the property?  Yes  No

Do you have any currently outstanding judgments, suits, or liens?  Yes  No

If so, please explain with an attachment.

Have you ever been affiliated with an entity that filed for bankruptcy?  Yes  No

If so, please explain with an attachment.

Do you have any other negative credit information? (Deed in Lieu, late payments, etc.)  Yes  No

If so, please explain with an attachment.

What is the current debt for the facility? \_\_\_\_\_

Owed to whom? \_\_\_\_\_

Monthly payments: \_\_\_\_\_

Interest rate: \_\_\_\_\_

Mortgage term: \_\_\_\_\_

Date acquired: \_\_\_\_\_

Original purchase price: \_\_\_\_\_