

## **HOTELS REFINANCE QUESTIONNAIRE**

- 1) Flagged or Non Flagged hotel?
- 2) Interior or exterior corridor hotel?
- 3) Number of rooms?
- 4) Size of land that the property sits on?
- 5) Age of the improvements?
- 6) Any significant renovations over the years?
- 7) Gross Revenues for the past 3 years and through Current Month?
- 8) ADRs (Average Daily Rate) and Occupancy Rates for the past 3 years?
- 9) Original reason for obtaining the loan that we are refinancing? Provide closing statement from the loan origination.
- 10) When did you buy the property?
- 11) How much did you put down on the property since then? Can you document your injection with canceled checks, closing statements, and/or invoices?
- 12) What was the original purchase price?
- 13) What is the expected value of the hotel? How did you come up with this value? (if an appraisal is available, please provide)
- 14) Do you own any other hotels?
- 15) Do you have any other sources of outside income (w2, spouse w2 income, interest, rental income, other businesses)?
- 16) How much cash do you have in the bank right now, liquid?
- 17) Do you have any significant equity in any other pieces of real estate?
- 18) Have you ever been late on the loan that we are refinancing? If so, when, how many times, and what were the reasons (in as much detail as possible)?