

Documentation Requirements



Northwind is a direct private capital provider for commercial real estate assets. We fund debt and/or equity structured transactions. In order for us to provide you with the best service and prompt consideration of your loan financing request, please refer to the following guidelines:

Initial Requested Information:

In order to initially evaluate your request, we must receive the following information:

Executive Summary – This should be a complete, concise, extensive overview of the project that includes:

Description of Property – Address, project name, estimated value, number of units, occupancy, etc.

Legal Owner – Entity which owns the property or to be created.

Loan Amount & Use of Funds – Debt owed, other liens on the property, uses of cash.

Date of Purchase & Price – How much cash does the borrower have invested?

Debt Service – Current debt on property (including terms and if current), current NOI, 5-yr pro forma NOI and any stabilization notes or key events.

Sources & Uses – Explain how and where the funds will be used, including source of your investment funds and funds already invested in project.

The Story – Give us a clear picture of what is going on – good, bad and ugly. What is the situation, and why should we finance the project?

Color Photos – provide a picture or two of the current condition of the property. We will ask for more later.

Sponsor Resume and Bios – We need to know about each and every Principal in the transaction. We want to know about their background, level of experience, position and connection relative to this project.

Sources & Uses of Funds – We need a complete financial picture if not included in ES above:

Sources – we are required by Federal and International law to account for the sources of funds in every transaction. We need to know where they funds are coming from, that they are in the control/possession of the Principal(s), and that they are derived from “good, clean, and non-criminal” origin.

Uses – provide a detailed breakdown of ALL costs of the transaction, and how our loan proceeds are going to be used.

Financial Statements – We need a complete financial picture of the project:

Current NOI – provide current Net Operating Income statement with breakdown of expenses. If this is a new development with no operating history, please note that. For existing properties/projects, a 2-year financial history is required.

Pro Forma NOI – Provide a minimum 5-year projection of expected performance after the new loan is put in place. Show us that the property will perform to certain standards, and is a good investment. Include any value-adds as well.

Exit Strategy – Detail the plan for loan payoff and exit strategy for the project financing. Our exit strategy requirements are between 1-5 years depending on the loan program.

Supporting Documentation – Provide us with any supporting documentation that you believe would be helpful during our review of your request. This will vary greatly based upon the type and scope of the project.

Upon receipt of the above items, Northwind can issue a Letter of Intent/Term Sheet within a few days. Email the info to Submissions@NorthwindFinancial.com.

PLEASE NOTE:

Submissions which are not complete, or not within our lending parameters will be ignored! Do NOT call us to evaluate a transaction or new submission over the phone!

