

I. PERSONAL OR BORROWING ENTITY INFORMATION

Complete this section for all guarantors and spouse or non-spouse, if applicable. (Attach additional sheets if needed.)

Additional guarantors must complete sections I, V - XI

Borrower is an: ☐ Individual(s) ☐ Entity

Borrowing entity is a: ☐ Corporation (C Corp) ☐ LLC ☐ LP/LLP ☐ S Corp ☐ Other:

Borrowing Entity Name: Date Formed: Tax ID:

Any individual who owns 25% or more of the borrowing entity is required to be a guarantor of the loan.
Please list ALL additional owners below or attach organization chart.

Name	Ownership	On Title	Is the structure of the entity changing as part of the loan transaction? ☐ Yes ☐ No
	%	☐ Yes ☐ No	If yes, please describe:
	%	☐ Yes ☐ No	
	%	☐ Yes ☐ No	
	%	☐ Yes ☐ No	

Borrower Name:	Co-Borrower Name:
Social Security #: Date of Birth:	Social Security #: Date of Birth:
Marital Status: Married Single Divorced	Marital Status: Married Single Divorced
Address 1:	Address 1:
Address 2:	Address 2:
City: State: Zip:	City: State: Zip:
Phone Number:	Phone Number:
Email Address:	Email Address:

II. LOAN REQUEST

Commercial Mortgage Type Applied For: ☐ Investor ☐ Owner-Occupied

Loan Purpose: ☐ Purchase ☐ Refinance ☐ Cash-out Refinance Amortization: 15 Years 20 Years 25 Years 30 Years

Requested Loan Amount: Requested Interest Rate %: _____

Loan Program 5 Year 7 Year Prepayment Type: 5% for 5 Years 5% for 3 Years

<u>If a Purchase:</u>	<u>If a Refinance:</u>	<u>Subject Property Cash Flow:</u>
Purchase Contract Expires:	Original Purchase Date:	Actual Rents in Place (annualized): \$
Purchase Price: \$	Original Purchase Price: \$	Less Actual Expenses (annualized): \$
Amount of Down Payment: \$	Cost of Improvements Made*: \$	Equals Net Op. Income (annualized): \$
	Current Lender:	Gross Annual Rent of Largest Tenant: \$
	Interest Rate %:	(*Please do not include mortgage payment or depreciation as a part of the Actual Expenses above.)
	Monthly Payment: \$	
	Pay-Off Mortgage 1: \$	
	Pay-Off Mortgage 2: \$	
	Pay-Off Outstanding Taxes/Others: \$	
	Cash Out: \$	
	Cash Out Description:	
	Is the property subject to any additional liens, encumbrances or restrictions? ☐ Yes ☐ No	
	If yes, please explain:	

III. SUBJECT PROPERTY INFORMATION				
Subject Property Address:				
City:	State:	Zip:	Year Built:	
Description of Subject Property (attach description if necessary):				
Commercial Property Type: ☐ Multifamily ☐ Mixed Use (>50% Residential) ☐ Warehouse ☐ Retail ☐ Restaurant ☐ Mobile Home Parks ☐ Mixed Use (<50% Residential) ☐ Light Industrial ☐ Office ☐ Bar ☐ Automotive ☐ Self Storage ☐ Daycare Center ☐ Other				
Does the property have? ☐ Underground or above ground storage tanks ☐ Automotive repair uses ☐ Ongoing environmental remediation ☐ Hazardous material handling/Licensing ☐ On-site dry cleaner ☐ A prior Phase 1 report available ☐ N/A				
Estimated Value of Real Estate: \$				
Source of Value Estimate: ☐ Appraisal ☐ Estimate ☐ Sales Price (if purchase)				
Owner Occupied: ☐ Yes ☐ No		Owner Occupancy %:		
Yrs. of Investor Experience:		Number of Buildings:		
Number of Units:		Building Sq. Footage:		
Number of Units Occupied:		Land Sq. Footage:		
IV. BUSINESS INFORMATION				
Please complete if you are Self-Employed or the Borrower is a Business Entity.				
Business Name:				
Address:				
City:	State:	Zip:		
Years as Business Owner:				
Will this business occupy the subject property? ☐ Yes ☐ No				
Type of Business: ☐ Corporation (C Corp) ☐ LLC ☐ LP/LLP ☐ S Corp ☐ Other				
Tax Year 1 20__ Business Income		Tax Year 2 20__ Business Income		
a. Annual Revenues: \$		a. Annual Revenues: \$		
b. Annual Expenses: \$ (Exclude depreciation)		b. Annual Expenses: \$ (Exclude depreciation)		
Net Operating Income (A-B) \$		Net Operating Income (A-B) \$		
V. EMPLOYMENT INFORMATION				
Self Employed: ☐ Yes ☐ No		Self Employed: ☐ Yes ☐ No		
Years on the Job:		Years on the Job:		
VI. ANNUAL INCOME AND COMBINED HOUSING EXPENSE INFORMATION				
Net ANNUAL Income:	Borrower	Co-Borrower	Combined MONTHLY Housing Expenses (for Primary Residence only)	
Total Income:	\$	\$	Total Monthly Housing:	\$
VII. ASSETS AND LIABILITIES				
<u>Assets</u>		<u>Liabilities</u>		
Total Assets: \$		Total Liabilities: \$		
Total Cash Available: \$ (Savings and Checking)		Net Worth: \$		

VIII. PERSONAL DECLARATIONS		
If you answer "Yes" to any questions A through F, please provide a separate explanation.	Borrower	Co-Borrower
A. Are there any outstanding judgments against you?	☐ Yes ☐ No	☐ Yes ☐ No
B. Have you declared bankruptcy within the last 4 years?	☐ Yes ☐ No	☐ Yes ☐ No
C. Have you had property foreclosed upon or given title in lieu thereof in the last 4 years?	☐ Yes ☐ No	☐ Yes ☐ No
D. Are you party to a lawsuit?	☐ Yes ☐ No	☐ Yes ☐ No
E. Have you directly or indirectly been obligated on any loan which resulted in foreclosure, transfer of title in lieu of foreclosure or judgment in the last 4 years?	☐ Yes ☐ No	☐ Yes ☐ No
F. Are you presently delinquent or in default on any Federal debt or any other loan, mortgage, financial obligation or loan guarantee?	☐ Yes ☐ No	☐ Yes ☐ No
G. Are you obligated to pay alimony, child support or separate maintenance?	☐ Yes ☐ No	☐ Yes ☐ No
H. If applicable, do you intend to occupy the property as your primary housing residence?	☐ Yes ☐ No	☐ Yes ☐ No
I. Have you been convicted of a felony within the past 10 years?	☐ Yes ☐ No	☐ Yes ☐ No
J. Are you a U.S. citizen?	☐ Yes ☐ No	☐ Yes ☐ No
K. Are you a permanent resident alien?	☐ Yes ☐ No	☐ Yes ☐ No
If you answered no to questions J and K, please provide visa status:		
IX. BUSINESS DECLARATIONS		
Please select N/A if you are closing as an individual and your business is not going to occupy the subject property.		
Neither my business, nor any principal of my business has declared bankruptcy in the last 4 years.	☐ True ☐ False ☐ N/A	
Neither my business, nor any principle of my business is a party to any lawsuit.	☐ True ☐ False ☐ N/A	
My business has never defaulted on any Federal debt including SBA loans.	☐ True ☐ False ☐ N/A	
No principle of my business has had a property foreclosed within the past 4 years.	☐ True ☐ False ☐ N/A	
The business has neither been denied a license, certification or ability to conduct business nor been suspended or administratively limited to its ability to conduct business.	☐ True ☐ False ☐ N/A	
Please explain any declaration with "false" response or provide documentation:		
X. GENERAL AUTHORIZATION		
I HEREBY AUTHORIZE WESTBROOK ADVISORS INC., TO VERIFY ANY AND ALL INFORMATION PROVIDED OR REQUESTED WITH THIS APPLICATION, INCLUDING BUT NOT LIMITED TO MY PAST AND PRESENT EMPLOYMENT, EARNING RECORDS, BANK ACCOUNTS, STOCK HOLDINGS AND ANY OTHER ASSET BALANCES NEEDED TO PROCESS MY LOAN APPLICATION. I UNDERSTAND THAT FALSE INFORMATION AND STATEMENTS MAY RESULT IN POSSIBLE PROSECUTION UNDER FEDERAL AND STATE LAWS. FURTHER, I UNDERSTAND THAT MY INFORMATION WILL BE SCRUBBED AGAINST THE OFAC, SDN LISTS, EXCLUSIONARY AND OTHER LISTS TO CONFIRM COMPLIANCE WITH THE US PATRIOT ACT, COUNTER-TERRORISM REGULATIONS AND BSA/AML REGULATIONS. I CERTIFY BY SIGNING BELOW THAT THIS IS NOT AN APPROVAL OR COMMITMENT TO LEND AND THAT I MAY BY DENIED AT ANY TIME DURING THE PROCESS FOR REASONS INCLUDING BUT NOT LIMITED TO CREDIT WORTHINESS SUCH AS; COLLATERAL ISSUES, BUSINESS PRACTICES OR UNSTABLE GOVERNMENT/POLITICAL CLIMATE WITHIN A COUNTRY. Applicant I AUTHORIZE WESTBROOK ADVISORS INC., TO MAKE ALL INQUIRES NECESSARY THAT VERIFY THE ACCURACY OF THE STATEMENTS MADE HEREIN AND TO DETERMINE MY CREDITWORTHINESS. I AUTHORIZE WESTBROOK ADVISORS INC.,TO MAKE ALL INQUIRES NECESSARY THAT VERIFY THE ACCURACY OF THE STATEMENTS MADE HEREIN AND TO ACCESS MY CREDIT REPORT FOR THE PURPOSE OF PRE-QUALIFYING ME FOR LOAN OPTIONS. Applicant Authorization/Signature: _____ Social Sec. #: _____ Date: _____ Co-Applicant I AUTHORIZE WESTBROOK ADVISORS INC., TO MAKE ALL INQUIRES NECESSARY THAT VERIFY THE ACCURACY OF THE STATEMENTS MADE HEREIN AND TO DETERMINE MY CREDITWORTHINESS. I AUTHORIZE WESTBROOK ADVISORS INC., TO MAKE ALL INQUIRES NECESSARY THAT VERIFY THE ACCURACY OF THE STATEMENTS MADE HEREIN AND TO ACCESS MY CREDIT REPORT FOR THE PURPOSE OF PRE-QUALIFYING ME FOR LOAN OPTIONS. Co-Applicant Authorization/Signature: _____ Social Sec. #: _____ Date: _____		

XI. INFORMATION FOR GOVERNMENT MONITORING PURPOSES

The following information is requested by the Federal Government for certain types of loans related to a dwelling in order to monitor the lender's compliance with equal credit opportunity, fair housing and home mortgage disclosure laws. You are not required to furnish this information, but are encouraged to do so. The law provides that a lender may not discriminate either on the basis of this information, or on whether you choose to furnish it. If you furnish this information, please provide both ethnicity and race. For race, you may check more than one designation. If you do not furnish ethnicity, race, or sex, under Federal regulations, this lender is required to note the information on the basis of visual observation and surname if you have made this application in person. If you do not wish to furnish the information, please check the box below. (Lender must review the above material to assure that the disclosures satisfy all requirements to which the lender is subject under applicable state law for the particular type of loan applied for.)

BORROWER ☐ I do not wish to furnish this information.

CO-BORROWER ☐ I do not wish to furnish this information.

ETHNICITY: ☐ Hispanic or Latino ☐ Not Hispanic or Latino

ETHNICITY: ☐ Hispanic or Latino ☐ Not Hispanic or Latino

RACE: ☐ American Indian or Alaska Native ☐ White
☐ Black or African American ☐ Asian
☐ Native Hawaiian or Other Pacific Islander

RACE: ☐ American Indian or Alaska Native ☐ White
☐ Black or African American ☐ Asian
☐ Native Hawaiian or Other Pacific Islander

SEX: ☐ Female ☐ Male

SEX: ☐ Female ☐ Male

Closing Notes: (1) IRS Form 4506T to be signed prior to underwriting for all borrowers and businesses related to the transaction. (2) Signatures on all tax returns may be completed at closing. This application is for a business purpose loan secured by commercial real estate. The undersigned specifically acknowledge and agree that (1) the loan requested by this application will be secured by a first mortgage or deed of trust on the property described herein; (2) the property will not be used for any illegal or prohibited purposes or use; (3) all statements made in this application are made for the purpose of obtaining the loan indicated herein; (4) occupation of the property will be as indicated above; (5) verification or reverification of any information contained in the application may be made at any time by the Lender, its agents, successors and assigns, either directly or through a credit reporting agency, from any source named in this application, and the original copy of this application will be retained by Lender, even if the loan is not approved; (6) the Lender, its agents, successors and assigns will rely on the information contained in the application and I/we have continuing obligation to amend and/or supplement the information provided in this application if any of the material facts which I/we have represented herein should change prior to closing; (7) In the event my/our payments on the loan indicated in this application become delinquent, the Lender its agents, successors and assigns, may, in addition to all their other rights and remedies, report my/our name(s) and account information to a credit reporting agency; (8) ownership of the loan may be transferred to successors or assigns of the Lender without notice to me and/or the administration of the loan account may be transferred to an agent, successor or assign of the Lender with prior notice to me; (9) the Lender, its agents, successors and assigns make no representations of warranties, express or implied, to the Borrower(s) regarding the property, the condition of the property, or the value of the property; and (10) I/we understand and hereby agree that all principals of the company have been identified to the Lender and will sign the note personally guaranteeing repayment of the obligation. I/we the undersigned certify that the information provided in this loan application and in all loan documents submitted to Lender is true and correct as of the date set forth opposite my/our signature(s) on this application and acknowledge my/our understanding that any intentional or negligent misrepresentation of the information contained in this application may result in civil liability and/or criminal penalties including, but not limited to, fine or imprisonment or both under the provisions of Title 18, United States Code, Section 1001, et seq. and liability for monetary damages to the Lender, its agents, successors and assigns, insurers and any other person who may suffer any loss due to reliance upon any misrepresentation which I/we have made on this application.

Creditor's name: WESTBROOK ADVISORS INC. Creditor's address: 110 N. Doheny Drive , Beverly Hills, CA 90211

If your application for business credit is denied, you have the right to a written statement of the specific reasons for the denial. To obtain the statement, please contact WESTBROOK ADVISORS INC. Creditor's address: 110 N. Doheny Drive , Beverly Hills, CA 90211 or by phone at 844-644-4700 within 60 days from the date you are notified of our decision. We will send you a written statement of reasons for the denial within 30 days of receiving your request for the statement.

Notice: The federal Equal Credit Opportunity Act prohibits creditors from discriminating against credit applicants on the basis of race, color, religion, national origin, sex, sexual orientation, marital status, age (provided the applicant has the capacity to enter into a binding contract); because all or part of the applicant's income derives from any public assistance program; or because the applicant has in good faith exercised any right under the Consumer Credit Protection Act. The federal agency that administers compliance with this law concerning this creditor is Federal Trade Commission, Equal Credit Opportunity, Washington, D.C., 20580.

Applicant's Initials: _____

Co-Applicant's Initials: _____

I. PERSONAL OR BORROWING ENTITY INFORMATION – continued.				
Co-Borrower 3 Name:		Co-Borrower 4 Name:		
Social Security #:		Date of Birth:		Social Security #:
Date of Birth:		Date of Birth:		
Marital Status:		Married	Single	Divorced
Marital Status:		Married	Single	Divorced
Address 1:		Address 1:		
Address 2:		Address 2:		
City:		State:	Zip:	
City:		State:	Zip:	
Phone Number:		Phone Number:		
Email Address:		Email Address:		
V. EMPLOYMENT INFORMATION – continued.				
Self Employed:		Self Employed:		
☐ Yes ☐ No		☐ Yes ☐ No		
Years on the Job:		Years on the Job:		
VI. ANNUAL INCOME AND COMBINED HOUSING EXPENSE INFORMATION – continued.				
Net ANNUAL Income:	Co-Borrower 3	Co-Borrower 4	Combined MONTHLY Housing Expenses (for Primary Residence only)	
Total Income:	\$	\$	Total Monthly Housing:	\$
VII. ASSETS AND LIABILITIES – continued.				
<u>Assets</u>		<u>Liabilities</u>		
Total Assets:	\$	Total Liabilities:	\$	
Total Cash Available: (Savings and Checking)	\$	Net Worth:	\$	
VIII. PERSONAL DECLARATIONS – continued.				
If you answer “Yes” to any questions A through F, please provide a separate explanation.		Co-Borrower 3	Co-Borrower 4	
A. Are there any outstanding judgments against you?		☐ Yes ☐ No	☐ Yes ☐ No	
B. Have you declared bankruptcy within the last 4 years?		☐ Yes ☐ No	☐ Yes ☐ No	
C. Have you had property foreclosed upon or given title in lieu thereof in the last 4 years?		☐ Yes ☐ No	☐ Yes ☐ No	
D. Are you party to a lawsuit?		☐ Yes ☐ No	☐ Yes ☐ No	
E. Have you directly or indirectly been obligated on any loan which resulted in foreclosure, transfer of title in lieu of foreclosure or judgment in the last 4 years?		☐ Yes ☐ No	☐ Yes ☐ No	
F. Are you presently delinquent or in default on any Federal debt or any other loan, mortgage, financial obligation or loan guarantee?		☐ Yes ☐ No	☐ Yes ☐ No	
G. Are you obligated to pay alimony, child support or separate maintenance?		☐ Yes ☐ No	☐ Yes ☐ No	
H. If applicable, do you intend to occupy the property as your primary housing residence?		☐ Yes ☐ No	☐ Yes ☐ No	
I. Have you been convicted of a felony within the past 10 years?		☐ Yes ☐ No	☐ Yes ☐ No	
J. Are you a U.S. citizen?		☐ Yes ☐ No	☐ Yes ☐ No	
K. Are you a permanent resident alien?		☐ Yes ☐ No	☐ Yes ☐ No	
If you answered no to questions J and K, please provide visa status:				

X. GENERAL AUTHORIZATION – continued.

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I UNDERSTAND THAT FALSE INFORMATION AND STATEMENTS MAY RESULT IN POSSIBLE PROSECUTION UNDER FEDERAL AND STATE LAWS. FURTHER, I UNDERSTAND THAT MY INFORMATION WILL BE SCRUBBED AGAINST THE OFAC, SDN LISTS, EXCLUSIONARY AND OTHER LISTS TO CONFIRM COMPLIANCE WITH THE US PATRIOT ACT, COUNTER-TERRORISM REGULATIONS AND BSA/AML REGULATIONS.

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Applicant
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Applicant Authorization/Signature: _____ Social Sec. #: _____ Date: _____

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☐ American Indian or Alaska Native ☐ White

RACE: ☐ Black or African American ☐ Asian

RACE: ☐ Black or African American ☐ Asian

☐ Native Hawaiian or Other Pacific Islander

☐ Native Hawaiian or Other Pacific Islander

SEX: ☐ Female ☐ Male

SEX: ☐ Female ☐ Male

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Co-Applicant 3 Initials: _____

Co-Applicant 4 Initials: _____

Schedule of Real Estate Owned

Property Address (enter S if sold, PS if pending sale of R if rental being held for income)		Year Acquired	Type of Property	Present Market Value	Amount of Mortgages & Liens	Gross Rental Income	Mortgage Payments	Insurance, Maintenance, Taxes & Misc.	Net Rental Income
				\$	\$	\$	\$	\$	\$
				\$	\$	\$	\$	\$	\$
				\$	\$	\$	\$	\$	\$
				\$	\$	\$	\$	\$	\$
				\$	\$	\$	\$	\$	\$
				\$	\$	\$	\$	\$	\$
				\$	\$	\$	\$	\$	\$
				\$	\$	\$	\$	\$	\$
				\$	\$	\$	\$	\$	\$
			Totals:	\$	\$	\$	\$	\$	\$

Property Operating Statement

Date _____

Property Address: _____

		Trailing 12 Months	YTD
	20	20	
Annual Gross Rent			
Vacancy and Collection (Minimum 5%)			
Adjusted Gross Income (AGI)			
<u>Expenses:</u>			
• Real Estate Taxes			
• Insurance Premium(s)			
• Management Fee (Minimum 5%)			
• Management Fee			
• Utilities			
• Garbage Collection			
• Replacement Reserves (3%)			
• Replacement Reserves			
• Maintenance & Repairs			
• Supplies			
• Legal and Professional Fees			
• Other			
Total Annual Expenses			
Net Operating Income (NOI) (AGI - Total Annual Expenses)			

Signature

Date



Borrowers' Certification and Credit Authorization

CERTIFICATION

The Undersigned certify the following:

1. I/We have applied for a commercial mortgage loan through the consulting services of Westbrook Advisors Inc. In applying for the loan, I/We completed a loan application containing various information on the purpose of the loan, the amount and source of the downpayment, employment and income information, and the assets and liabilities. I/We certify that all of the information is true and complete. I/We made no misrepresentations in the loan application or other documents, nor did I/We omit any pertinent information.
2. I/We understand and agree that Westbrook Advisors Inc, its affiliates or representatives or lenders reserves the right to change the mortgage loan review processes to a full documentation program. This may include verifying the information provided on the application with the employer and/or the financial institution.
3. I/We fully understand that it is a Federal crime punishable by fine or imprisonment, or both, to knowingly make any false statements when applying for this loan, as applicable under the provisions of Title 18, United States Code, Section 1014.

CREDIT AUTHORIZATION AND INFORMATION

To Whom It May Concern:

1. I/We have applied for a commercial mortgage loan through the consulting services of Westbrook Advisors Inc. As part of the application process Westbrook Advisors Inc, its assignees, affiliates, representatives and lenders and the mortgage guaranty insurer (if any), may verify information contained in my/our loan application and in other documents required in connection with the loan, either before the loan is closed or as part of its quality control program. We consent to have our credit report pulled by Westbrook Advisors Inc.
2. I/We authorize Westbrook Advisors Inc. to provide our loan application package including any and all financial information to any lender or investor to whom Westbrook Advisors Inc. may sell my mortgage, any and all information and documentation that they request. Such information includes, but is not limited to, employment history and income; bank, money market and similar account balances; credit history; and copies of income tax returns.
3. Westbrook Advisors Inc. is our known consultant on this commercial mortgage request and as such will be compensated at closing for a determined agreed upon amount based solely on the successful closing of this commercial loan request. A broker demand letter will be placed into closing to ensure payment from Borrower and/or its entities.
4. A copy of this authorization may be accepted as an original.

PAYMENT METHODS

To continue with the loan approval process, you need to submit payment for the credit report, appraisal and underwriting fee at this time.

Name on Card: _____
Card Number: _____ Amount to Charge: \$ _____
Expiration date (MM/YY): _____ Verification number (3-digits on back of
CC): _____

Card Type: ☐ Visa ☐ MasterCard ☐ American Express ☐ Discover
Billing Address: _____ City: _____ State: _____
Zip Code: _____

Borrower: _____ Co-Borrower: _____

SS#: _____ SS#: _____

Signature: _____ Signature: _____

Thank you,
Westbrook Advisors Inc.