SEQUOIA
MORTGAGE CAPITAL

**Deliver to**: _____

**Email:** _____

# SCENARIO FORM

**Submitted/Referred by**: (Name/Company/Phone/Email):

**Borrower Name:** _____ **Co-Borrower:** _____

**Phone:** _____ **Email:** _____

**Current Address:** _____

| **Property #1** | **Property #2** (if multiple properties) |
|---|---|
| **Prop. Address:**<br><br>ASK: Property type (what is it?) | **Prop. Address:**<br><br>ASK: Property type (what is it?) |
| **(Check if you've mapped property (street view)?**: Yes □ No □ | **(Check if you've mapped property (street view)?**: Yes □ No □ |
| **Property Value / Purchase Price**: $<br>(Circle one) | **Property Value / Purchase Price**: $<br>(Circle one) |
| **Mtg Balance** (if refinance)**:**<br>1st: $ _____ Company/Rate:<br>2nd: $ _____ Company/Rate: | **Mtg Balance** (if refinance)**:**<br>1st: $ _____ Company/Rate:<br>2nd: $ _____ Company/Rate: |

**Are any of these loans behind or coming due?:**
(**ASK:** If loan coming due, when? If behind, why, what happened?)

**Any other collateral we can use to make the loan work?**

**Amount Requested**: $_____ **Payoff 1st** ☐ **LTV:** _____

**Purpose of funds requested** (what is $ for) _____

**Credit:** ☐**Good** ☐ **Fair** ☐ **Poor** **Score(s)** _____

**Notes on credit situation:** _____
**ASK**: why are the scores low? Recent late pmts or older late pmts?, cards maxed out? Is anything currently behind or are the items older?

**Employer** (What do they do): **Borrower**: _____ **How long there**: _____
(What do they do): **Borrower**: _____ **How long there**: _____

**Monthly Income**: **Borrower**: _____ **Co:Borrower**: _____

**Liquidity**: (**ASK** "How much would you say you have in the bank right now?"): _____

**Exit Strategy** (**ASK** How do they plan to get out from under our loan? Sale? Refi?): _____

**Notes** (Loan story: Why do they need us? / Why can't they go conventional? What's an underwriter going to see later on refi?):