

COMMUNITY DEVELOPMENT BANKING PRESCREEN

CUSTOMER	
PROJECT TYPE	
LOCATION	
CURRENT CDHE	
PROPOSED AMOUNT	
PRESENTED BY	
TERRITORY/ MARKET	
PRESCREEN MEETING DATE	

TRANSACTION DESCRIPTION:

For example, describe if it is a purchase along with the sales price. If a refinance, would need to address any potential equity withdrawal. If there is a "history" with the property, relate it here.

BORROWER:

List the Borrower/sponsor/principals in the deal. Note any existing Bank relationship plus any experience they have with owning and managing commercial real estate and the type of project that is covered by the loan request. Can also include any information available about guarantor/borrower financial capacity including liquidity, net worth, recurring cash flow, etc.

RELATIONSHIP STRATEGY/CROSS SELL OPPORTUNITIES:

New or existing relationship. If an existing relationship, please include information about experience with customer including exposure, outstanding and maturities on existing facilities. Information (e.g., MRE report) can be attached for inclusion in the prescreen information. List other opportunities for PNC products and services and related profitability.

PROJECT DESCRIPTION:

List the project condition, marketability and other factors. For example, for an apartment deal, would want to know how many units and, if available, the unit mix between one- two- and/or three bedroom units. Would also want to describe vacancy and occupancy factors, and know if there were any significant lease maturities coming (e.g., a small strip center where a store that occupies 40% of the space has a lease maturing next year).

POTENTIAL STRUCTURE:

Outline proposed project financing structure. Identify and discuss policy exceptions. Address the following items:

Transaction Type	<i>(Term loan, Construction loan, Loan-like investment, etc.)</i>
Borrower/Owner	<i>(Legal name of each, if different)</i>
Amount	
Term	
Amortization	
Fees	
Interest rate	<i>(Proposed Index and Spread, fixed or floating, Swap, etc)</i>
Collateral	<i>(First Mortgage, Assignment of Rents/Leases, etc.)</i>
LTV Maximum	
DSC Minimum	
Other Covenants	

Guaranty	<i>(Construction Completion, Full Repayment)</i>
-----------------	--------------------------------------------------

SOURCES AND USES:

Fill in lines as they apply.

Sources:		Uses:	
PNC Loan		Debt Refinance	
Equity		Purchase	
Other		Renovation/Construction	
Other		Closing costs	
Other		Other	
Total Sources		Total Uses	

PROJECT ECONOMICS:

Give a basic evaluation of the project cash flow and the capacity of the project to support the proposed debt. This would be a simple operating statement that would generate a net operating income that would then be evaluated to give a preliminarily estimated DSCR.

Note: The below table is an embedded excel spreadsheet set up for an income producing property. Double-click on the spreadsheet to access. When finished, click outside of the spreadsheet. If the project is other than an income producing property (e.g., for-sale condo or single family residential housing), please contact your appropriate Community Real Estate Group credit officer if you need assistance.

Rental Income	0		
Other income/reimb.	0		
Vacancy Factor	0	5%	
	=====		
Total Rental Income	0		
Expenses		Principal	0
Utilities	0 #DIV/0!	Int. Rate	7.50%
Maintenance & Repairs	0 #DIV/0!	Amortization	20 years
Management Fees	0 #DIV/0!		
Marketing	0 #DIV/0!		
Administrative	0 #DIV/0!		
Insurance	0 #DIV/0!		
Taxes	0 #DIV/0!		
Reserves	0	5%	
Other	0 #DIV/0!		
Other	0 #DIV/0!	Fill in RED numbers.	
	=====	===	
Total expenses	0 #DIV/0!		
	=====		
NOI	0		
Debt service	0		
	=====		
Net income	0		
DSCR	#DIV/0!		
Estimated cap rate	10%		
Estimated value	0		
Estimated LTV	#DIV/0!		

ITEMS TO DISCUSS DURING PRESCREEN:

Appraisal (status and timing)	Legal (if to be done by outside counsel)	
Environmental (transactions ≥ \$1MM)	Real Estate Administration (renovation/construction only)	
Building Condition/Structural Inspection (transactions ≥ \$1MM)	Timeline for closing	

ISSUES:

Relate any issues with the project, borrower, guarantor or market and preliminary mitigants with any major or specific (to borrower, guarantor or project) risks.

ATTACHMENTS:

If needed or appropriate, attach additional information to the prescreen form, if it will help in clarifying the proposed opportunity.

Post Prescreen Information**Term note**

Sales Agreement	Historical operating stmts. – 3 yrs. + YTD	
Borrower and Guarantor Financials	Current and historical rent rolls	
Borrower and Guarantor Tax Returns (2 years)	Lease copies and letters of intent	
Organizational documents	Borrower proforma/budget	
Property and environmental due diligence including property inspections	Hazard and liability insurance required	
Property management agreement		

In addition to the above, for facilities including renovation/construction:

Contractor proposal or proposed contract	Architect's and engineer's agreements	
Plans and specifications	Soils or subsurface reports	
Notice and/or proof of permits or approvals required to perform the work	Construction budget	
Requirement for builder's risk insurance and workman's comp	Construction sources and uses	