DECISION SUMMARY

Can the borrower begin lender conversations for an 8-unit multifamily acquisition?

An anonymized public sample drawn from a larger readiness package. All names, figures, dates, and evidence references are fictionalized.

CURRENT READINESS

CONDITIONALLY READY

Begin a controlled broker or lender conversation. Do not represent approval, accept final terms, or commit until the critical evidence is resolved.

SELECTED LTV	MODELED LOAN	SELECTED DSCR
75%	$787,500	1.41x
Internal working case	Not a lender quote	Internal 1.35x screen

CASH REQUIRED	LIQUIDITY REMAINING	DOCUMENT READINESS
$328,153	$96,847	74%
Down payment + costs + reserves	Cash only; securities excluded	3 critical missing

WHY THE STATUS IS CONDITIONAL

The borrower profile and target economics are organized enough for preliminary sizing, but the personal financial statement, executed leases, insurance support, sponsor experience detail, and lender treatment questions remain incomplete.

MAY PROCEED NOW

Send the concise borrower snapshot and request lender-specific LTV, DSCR, reserve, guarantor, and experience requirements.

MUST WAIT

Final property-specific pricing, underwriting, and commitment until the missing evidence and lender assumptions are resolved.

SOURCE MAP

The file is organized enough for an initial conversation - not final underwriting.

The Source Map separates what is reviewed, partial, missing, and not yet requested so the borrower can disclose uncertainty instead of hiding it.

WEIGHTED DOCUMENT READINESS **74%**

9 RECEIVED | 5 PARTIAL | 4 MISSING | 2 NOT REQUESTED

REVIEWED / USABLE

- Business and personal tax returns
- Current P&L and balance sheet
- Debt and liability schedule
- Schedule of real estate owned
- Entity and ownership documents
- Offering memorandum and rent roll

Suitable for preliminary discussion.

PARTIAL / DISCLOSE

- Two months bank statements
- Sponsor experience resume
- Trailing-12 operating statement
- Marketable securities support
- Sources and uses schedule

Useful with explicit limitations.

CRITICAL MISSING

- Personal financial statement
- Executed leases
- Insurance estimate

Final property-specific process is blocked.

EVIDENCE LABELS USED IN THE PACKET

BOOK-BASED	Accounting reports or QBO records.	**CASH-INDICATED**	Supported by statements, not necessarily reconciled.
OPERATING-SUPPORTED	Supported by rent roll, leases, or operating detail.	**BLOCKED PENDING EVIDENCE**	Not enough support for a responsible conclusion.

Fictionalized example. Evidence labels communicate confidence; they do not convert incomplete records into certainty.

FIX-FIRST CHECKLIST

Five actions before a property-specific commitment.

The packet ends with owners, sequence, professional questions, and a clean handoff - not a giant report.

01 — CRITICAL

Complete the personal financial statement

Document sponsor assets, liabilities, liquidity, contingent obligations, and ownership interests.

02 — CRITICAL

Obtain executed leases and a full T-12

Replace the draft rent roll and partial operating statement with property-level support.

03 — CRITICAL

Confirm insurance and lender NOI adjustments

Update taxes, insurance, vacancy, management, replacement reserves, and any lender-specific expense assumptions.

04 — PROFESSIONAL REVIEW

Resolve the internal owner-note treatment

Ask the CPA and lender whether the $85,000 owner-funded note should be subordinated, reclassified, or separately disclosed.

05 — NEXT

Update loan sizing with actual lender terms

Replace illustrative rate, amortization, reserve, LTV, and DSCR inputs before any commitment.

QUESTIONS THE BORROWER SHOULD TAKE TO THE LENDER

Maximum LTV | DSCR definition | Post-close liquidity and reserves | Guarantors and recourse | Sponsor experience | Owner-note treatment

RECOMMENDED NEXT PATH | READY FOR AN INITIAL LENDER CONVERSATION AFTER DISCLOSURES; FINAL UNDERWRITING REMAINS BLOCKED PENDING EVIDENCE.