



# Underwriters Preferred Commercial Lending Trust

Form 1003(c)

Commercial Mortgage Application

Property Type: **HOTEL**

~~CE-322~~ \_\_\_\_\_  
Application Date \_\_\_\_\_  
~~CE-322~~ AD \_\_\_\_\_

PAGES 2 & 3 MAY BE PROVIDED BY BORROWER  
Fill out & email to app@upltrust.com or fax to (224) 955-2748

## Loan Information

Loan Name/Description \_\_\_\_\_

Recourse Preference      Recourse      Non-Recourse      Negotiable

Loan Purpose      Purchase      Refinance      Construction

If Purchase, Purch Price      \$ \_\_\_\_\_      Closing Date \_\_\_\_\_

If Refinance, Loan Balance      \$ \_\_\_\_\_      Interest Rate \_\_\_\_\_%      Type: Fixed\_\_\_ Variable\_\_\_

Cost of Recent Improvements      \$ \_\_\_\_\_      Improvements Documented?      Yes\_\_\_ No\_\_\_ Unknown\_\_\_

If Constr, Constr Cost+Land      \$ \_\_\_\_\_      Completion Date \_\_\_\_\_

## Borrower Information

Borrower Name \_\_\_\_\_

Borrower Type      Individual      Corp      LLC      Trust      Ltd or Gen Prtnrsh      Other\_\_\_\_\_

Primary Contact \_\_\_\_\_      Contact Email \_\_\_\_\_

Address \_\_\_\_\_      City \_\_\_\_\_      State \_\_\_\_\_      Zip \_\_\_\_\_

Phone      ( ) \_\_\_\_\_      Fax ( ) \_\_\_\_\_

Net Worth      \$ \_\_\_\_\_      FICO Score \_\_\_\_\_      Bankruptcy? Yes\_\_\_ No\_\_\_

## Property Information

Property Name \_\_\_\_\_      No. of Bldgs \_\_\_\_\_

Property Subtype: Full Service: Luxury\_\_\_ Resort\_\_\_ Midscale\_\_\_      Limited Service: Midscale\_\_\_ Economy\_\_\_ Extended Stay\_\_\_

Franchise Affiliation: \_\_\_\_\_      Food & Bev. Operations managed separately? Yes\_\_\_ No\_\_\_

Land Area \_\_\_\_\_      Resort Area? Yes\_\_\_ No\_\_\_

Last Appraised Value      \$ \_\_\_\_\_      Last Sale Price \$ \_\_\_\_\_

Last Appraisal Date \_\_\_\_\_      Date of Last Sale \_\_\_\_\_

Property Attributes: Hwy Access\_\_\_ Hwy Visibility\_\_\_      Guest Corridors: Interior\_\_\_ Exterior\_\_\_ Both\_\_\_

Rooms w/Kitchen\_\_\_%      Fitness Centers\_\_\_      Outbuildings\_\_\_      Meeting Rooms\_\_\_      Pools\_\_\_      Restaurants\_\_\_      Tennis Courts\_\_\_

Primary Guest Type: Business\_\_\_ Govt\_\_\_ Traveler\_\_\_ Business/Vacation\_\_\_ Business/Economy\_\_\_ Extended Stay\_\_\_ Other\_\_\_

Surrounding Land Use      Class A Office\_\_\_      Class B Office\_\_\_      Class C Office\_\_\_      Medical Office\_\_\_      Industrial\_\_\_      Retail\_\_\_

## Building Information

Building Address \_\_\_\_\_      City \_\_\_\_\_      State \_\_\_\_\_      Zip \_\_\_\_\_

Number of Stories \_\_\_\_\_      Year Built \_\_\_\_\_      Year Renovated \_\_\_\_\_      Overall Appearance: Avg\_\_\_ Above\_\_\_ Below\_\_\_

**No. of Guest Rooms** \_\_\_\_\_      **No. of Elevators** \_\_\_\_\_      **Gross Building Area (GBA)** \_\_\_\_\_      **SF**

**Market Avg. Daily Occupancy (ADO)** \_\_\_\_\_%      **Market Avg. Daily Rate (ADR)** \$ \_\_\_\_\_

## Income & Expenses

Building Name \_\_\_\_\_

No. of Guest Rooms \_\_\_\_\_

Item	3rd Preceding Year	2nd Preceding Year	Preceding Year	YTD No of Months____	Trailing 12 Months	Notes
Avg. Daily Rate (ADR)						
Room Revenue						
<b>Occupancy (ADO) %</b>						
Food & Beverage Revenues						
Telephone Revenue						
Other Departmental Revenue						
Other Income						
<b>Departmental Revenue</b>						
Room Expenses						
Food & Bev. Expenses						
Telephone Expenses						
Other Dept. Expenses						
<b>Total Dept. Expenses</b>						
<b>Departmental Income</b>						
Real Estate Taxes						
Property Insurance						
Utilities						
Repairs and Maintenance						
Franchise Fees						
Management Fees						
Payroll and Benefits						
Advertising and Marketing						
Professional Fees						
General and Administrative						
Other Expenses						
Ground Rent						
<b>Total General Expenses</b>						
<b>Total Expenses</b>						
Operating Expense Ratio						
<b>Net Operating Income</b>						
FF&E / Cap. Ex.						
Extraordinary Capital Exp.						
<b>Total Capital Items</b>						
<b>Net Cash Flow</b>						