

Total Income & expenses

Total Monthly Storage Units	\$ _____		
Other Income	\$ _____		Operating Expenses
Ancillary Income	\$ _____		
Outside Parking	\$ _____		Real Estate Taxes \$ _____
Facility Total Monthly / Average	\$ _____		Insurance \$ _____
Total Annual Scheduled Income	\$ _____		Maintenance \$ _____
Less Vacancy & Concession Loss	\$ _____	% _____	Administration \$ _____
Total Effective Gross Income (EGI)	\$ _____		On-Site Mgt \$ _____
Total Operating Expenses	\$ _____	% _____	Off-Site Mgt \$ _____
Net Operating Income (NOI)	\$ _____		Utilities \$ _____
			Advertising \$ _____
Total Storage Units	_____		Misscellaneous \$ _____
Net Rentable Area	_____		Reserves \$ _____
Gross Building Area	_____		
Year Built	_____		Total Expenses \$ _____
Manager's Apt	_____		Expense Ratio % _____
Security Gate	_____		Expense / Sq Ft \$ _____
Avg Unit Size	_____		
Construction Type	_____		

Comments: _____

PRELIMINARY SUBMISSION CHECKLIST

1. For initial discussion and preliminary underwriting, deal structure, etc., please complete this form as best as you can excluding all math calculations, or provide alternative documentation.

2. After preliminary discussion, if you wish to get conditional approval or a letter of interest, you will need:

Copy of current rent roll.

Copy of prior years income & expense operating history (2005, 2006 & YTD 2007)

Copy of borrowers (all principals included) financial statement or 1003 loan application.

Copy of borrowers (all principals included) credit report, or our signed credit authorization.

Copy of borrowers (all principals included) prior two years tax returns.

Copy of borrowers (all principals included) schedule of real estate owned.