



Dear Prospective Client,

You are applying for a real estate mortgage for investment purposes. We require an **Exit Strategy Letter** to evaluate your request. The Exit Strategy Letter should be signed and dated and address *all* of the following:

What is the purpose of your request? Does the subject property require rehab? Who will complete the work? If you're using a contractor, have you used the contractor before? How long will it take to complete the work? What do you estimate the After Repair Value (ARV) of the property will be? How did you arrive at your estimate of the ARV? Do you have comparable sale data to support your ARV estimate? Do you plan on selling the subject property? (If yes, please answer the following: What will the listing price be? What do you expect the selling price will be? How long do you estimate it will take to sell? What are your alternative plans if you can't sell the property?) How do you plan to repay the loan? Please be as specific as possible.