



www.pacfigroup.com

**Pacific Financial Group**  
Real Estate Loans, Investments, Insurance

*Finance Newsletter*

*January 15, 2016*

## LOAN SPOTLIGHT



**Summary:** Borrower (a U.S. Investor living abroad) sought acquisition financing for a 7-unit apartment building in Santa Clara County. Built in 1974, subject property is a two-story 4,440 sq. ft. wood frame building and is located on a 9,281 sq. ft. lot. The unit mix consisted of three 2bd/1ba units and four 1bd/1ba units, all of which were occupied at the time of funding. All but one of the units had been newly remodeled and most of the tenants were paying under market rents. It was a very clean building with significant rent upside potential. The challenge was that the borrower, although a U.S. Citizen, had lived abroad for many years and did not have a credit score and needed to close escrow within 40 days or less. However, we pointed out a couple of factors that made the lender more comfortable with the borrower: (1) The borrower filed all of their taxes in the U.S.; and (2) borrower owned another commercial investment property in SF Bay Area that was financed by a local bank, from which we obtained a satisfactory mortgage payment history in lieu of a credit score. Despite having to undergo enhanced due diligence because of borrower's foreign domicile, we were able to successfully negotiate a 7 year fixed loan and diligently worked with the lender in providing the borrower with the funds needed to close within 35 days of loan submission.

**Loan Amount:** \$1,015,000

**Property Type:** 7-Unit Apartment

**Location:** Santa Clara County, CA

**Purpose:** Purchase

**Loan Program:** 7-Year Fixed

**Rate:** High 3's

**Amortization:** 30 Years

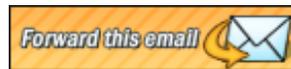
**DSC:** 1.15x (based on in place contract rents)

**LTV:** 65%

**Prepay:** Declining

*If you or someone you know might need our services, please forward this email to them or contact us for a loan quote specific to a property at (415) 680-0121.*

***Ask us about our [low cost apartment loans](#) and our generous referral fees for 5+ multifamily and commercial real estate loans!***



---

## ABOUT OUR SERVICES

Pacific Financial Group is a full-service brokerage firm dedicated to providing clients with real estate loans, investment advice, financial planning and insurance services. Our success is the result of our client-focused commitment, professional integrity, industry and market knowledge and unique private banking approach to understanding the financial needs of our clients and delivering specifically tailored solutions. **[Visit our website to obtain additional information about the types of investment advice and insurance services we offer.](#)**

---

## APARTMENT LOAN PROGRAMS

**[Hot Money: We now offer low cost apartment loans from \\$1MM & up in California. No origination fees, no lender fees and closing costs are capped at \\$2K or less!](#)**

We are pleased to provide access to a large selection of 5+ unit multi-family loan programs from which to choose so you are assured of finding one that is best suited to meet your particular investment objectives. Drawing from our diverse pool of capital sources, your loan program options are limitless. **[Visit our website to obtain additional information about available apartment loan programs and interest rates.](#)**

---

## COMMERCIAL LOAN PROGRAMS

We understand the importance of finding the best available financing to maximize your return on investment and have access to a large selection of commercial loan programs for office, retail, single tenant, self storage, industrial, hospitality, mixed use and owner-occupied commercial buildings, so you are assured of finding one that is best suited to meet your particular investment

objectives. Commercial loans are available from a diverse pool of capital sources which include local and regional banks, credit unions, life insurance companies, conduits, pension funds and private investors. [Visit our website to obtain additional information about available commercial loan programs and interest rates.](#)

## RESIDENTIAL LOAN PROGRAMS

We have access to over 30 lenders that offer a variety of loan program options for owner-occupied residences, 2nd homes or 1-4 investment properties. Why limit yourself and deal with one lender when you can have access to a diverse pool of lenders with much more loan program options from which to choose? Below are some of the loan program features currently offered:

- Loans to single member LLC's and revocable trusts
- Stated income and interest only loans
- Debt ratios up to 50%
- Loan amounts up to \$3,000,000
- 100% gift toward a purchase down payment
- No monthly M.I. options available
- No income verification for investor properties / unlimited # of properties financed
- Low down payment loan programs for first-time home buyers (conventional & jumbo)
- Delayed purchase financing
- Unlimited cash out

**Call us today to discuss your specific loan needs.**

**Samuel A. Shummon, J.D.**

Principal & Managing Broker

One Embarcadero Center, Ste 500 | San Francisco, CA 94111

415.680.0121 (O) | 415.302.1795 (M) | 888.988.9434 (F)

BRE #01295091 - NMLS #328979 - CA Insurance # 0149823

[sshummon@pacfigroup.com](mailto:sshummon@pacfigroup.com)

STAY CONNECTED

