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Pacific Financial Group
Real Estate Loans, Investments, Insurance

Insurance Newsletter

October 5, 2015

SPOTLIGHT ON PROPERTY INSURANCE (MASTER POLICIES)



Summary: Recently, while assisting a client refinance one of his apartment buildings, we uncovered the existence of over a dozen separate insurance policies with several different companies for his many apartment buildings and an office building located in Alameda County. We also found out it had been several years since an insurance professional had thoroughly reviewed his policies to see if the cost and/or coverage amounts could be improved, so when I told him that he might be overpaying for substandard coverage, he agreed to let us conduct a complimentary review and provided us with property schedules the following day. The findings of our review were startling. Under his existing policies he was paying a combined average of \$350/door x 250 units for a total of \$87,500 in annual insurance premiums for coverage between \$1 million and \$3 million per building. However, by rolling all of his policies under one master policy, with a coverage limit of \$300 million (which also included a \$25 million liability umbrella), he was not only able to obtain far superior coverage, but was able to reduce his annual premiums by almost \$25,000 per year. While he could have saved several thousands of dollars by having us obtain separate insurance policies as before, the savings and coverage under a master policy was just too good to pass up. More importantly, it would also save him a lot of time and hassle in dealing with separate policies and insurers.

Type of Insurance: Property (Master Policy)

Properties Covered: 14 Multifamily buildings and 1 office building

Location: Alameda County, CA

Coverage Amount: \$300 million & \$25 million in additional liability coverage

Annual Premiums (Existing Policies): \$87,500

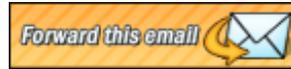
Annual Premium (New Master Policy): \$62,800

Annual Savings: **\$24,700**

If you, or someone you know, own one or more investment properties, contact us today to obtain a free policy review and comparison quote. Our associates are independent, non-captive insurance

brokers with over 25 years of industry experience and work with dozens of insurers. Whether you are seeking a master policy or individual coverage, our goal is to obtain the best coverage at the lowest price.

Ask us about our generous referral fee program 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

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
- 3% down payment (conventional) & 10% down payment (jumbo) loan programs
- Delayed purchase financing
- Unlimited cash out

Call us today to discuss your specific loan needs.

Samuel A. Shummon, J.D.

Principal & Managing Broker

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