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Pacific Financial Group
Real Estate Loans, Investments, Insurance

Finance Newsletter

December 15, 2015

LOAN SPOTLIGHT



Summary: Borrower sought acquisition financing for a two-story office building (23,676 sq. ft.) in San Diego County. Subject was previously occupied by a single tenant corporation that did not renew their lease. The challenge was that the building would be delivered 100% vacant. However, a few factors helped the lender become more comfortable with the property and the borrower: (1) property is in a highly visible location on a major street with a high traffic count, ample rear parking and close to 3 freeways; (2) borrower demonstrated an understanding of the local office market and put together a thoughtful, multiple tenant lease-up strategy requiring a 2 year time horizon; and (3) borrower and his equity partners had sufficient post-closing reserves to cover the cost of reconfiguring the building into smaller office spaces, an essential component to the lease up strategy. We were able to successfully negotiate a 2 year, interest-only bridge loan (plus a one-year extension) that provided the borrower with the funds needed to take advantage of this rare investment opportunity. The loan funded in less than 55 days from loan submission.

Loan Amount: \$1,860,000

Property Type: Office

Location: San Diego County, CA

Purpose: Purchase

Rate: 2-year fixed @ 4.25% (interest only) / 1 Year Option to Extend

Amortization: 30 Years

DSC: 1.50x (based on stabilized net operating income as per appraisal)

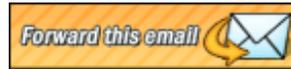
LTV: 60%

Prepay: None

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

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STAY CONNECTED

