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Pacific Financial Group
Real Estate Loans, Investments, Insurance

Finance Newsletter

October 12, 2015

LOAN SPOTLIGHT



Summary: Borrower sought a cash out refinance of a multi tenant industrial park which was purchased all-cash less than 18 months ago. Cash out proceeds were to reimburse the borrower for capital improvements made to the subject and to replenish cash reserves. The subject property was underperforming and 70% vacant at the time of sale, but borrower was able to lease up most of the vacant space within 12 months of acquisition. Most lenders typically require 85% occupancy levels, but we were able to successfully negotiate an 80% minimum occupancy level with this particular lender. We were also able to get the lender comfortable with a less than 12 month stable operating history and diligently worked with the environmental engineer and lender to ensure that a clean Phase I was obtained before ordering the appraisal. One final challenge was that the subject was located in a flood zone and the premiums being quoted by borrower's insurer were coming in very high. Fortunately, we were able to find an insurer in our network that provided the required flood coverage at a reasonable cost and were able to save the borrower several thousands of dollars per year in annual premiums.

Loan Amount: \$1,635,000

Property Type: Multi-tenant Industrial

Location: San Diego County, CA

Purpose: Cash out refinance

Rate: 5-year fixed @ 4.10%

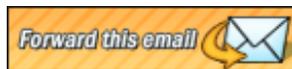
Term/Amortization: 10 years / 30 Years

LTV: 70%

Prepay: Declining for 3 years (3%, 2%, 1%, none thereafter)

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 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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