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

*Finance Newsletter*  
June 2018

## LOAN SPOTLIGHT



**Summary:** While subject was on the market for sale, borrowers reached out to their lender for refinance options in the event they were unable to sell prior to the loan maturity date. Unfortunately, the relationship banker was unhelpful and unresponsive to their concerns and - after many weeks of not communicating with the borrowers - told them the bank would be unable to refinance their building and they would have to pay off their loan in less than 60 days. Needless to say, this came as a complete shock to the borrowers who were blind sided by their own bank, with whom they had a long standing relationship. Further complicating the matter was that the office building was owner-occupied and housed their respective law practices. Borrowers were referred to us and sought our assistance in obtaining a new loan. All of the refinance options with different banks came with significant prepayment penalties, so we reached back out to their bank and with a bit of effort had the matter re-assigned to a different relationship banker. Unlike the previous banker, we were able to establish a good working relationship with the new banker and agreed that it was not in anyone's interest to have the loan go into default (especially the bank's), so we crafted a loan modification agreement with only a minor principal pay down (less than 15% of the outstanding principal balance), no increase to rate, minimum bank fees and a 6 month extension with no prepayment! This enabled the borrowers to sell their property (which they eventually did, within ) without incurring the added cost of a prepayment penalty, thereby increasing their net sales proceeds. As Wintson Churchill once said, "Never, never, never give up."

**Loan Balance:** \$470,000  
**Property Type:** Office Building  
**Location:** San Bernardino County, CA  
**Purpose:** Loan Modification  
**Loan Program:** Principal & Interest  
**Rate:** 6.21%  
**Term/Amortization:** 6 Months  
**LTV:** 80%  
**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*

