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

*Finance Newsletter*  
September 2018

## LOAN SPOTLIGHT



**Summary:** Borrower purchased land a year ago to build his primary residence and sought a construction loan from several different relationship banks. All of the banks he spoke to were coming in \$200K - \$500K short of his target construction loan of \$3 million and only offering 5-year or 7-year fixed construction-to-perm loans. In addition, borrower was concerned about the rising interest rate environment and preferred a longer fixed term - preferably 15 or 30 years. After trying unsuccessfully to obtain construction financing for several months, borrower was referred to us by a past client. After reviewing borrowers financials and project plans, we were able to successfully arrange a \$3 million dollar loan under a one-time close construction loan program. This unique program consisted of a 15 year fixed construction-to-perm loan with a 18 to 24 month interest-only construction term. The program came with a forward rate lock of up to 6 months prior to the expected construction start date and a 55% expanded qualifying debt to income ratio. We were able to close on his construction loan within 45 days of starting the process. This loan program makes loans up to \$4 million and lends up to 80% LTV (based on estimated value at completion; not cost to build). The process was very straightforward and hassle free with excellent support from an experienced team of underwriters.

**Loan Amount:** \$3,000,000

**Property Type:** SFR

**Location:** Contra Costa County, CA

**Purpose:** Construction to Perm Loan

**Rate:** 4.375%

**Term/Amortization:** 15 years fixed / 28-28.5 years upon completion of construction

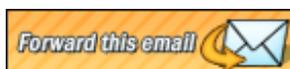
**Interest Only:** for first 18-24 months (construction component)

**LTC:** 70% (based on estimated value at completion)

**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. [Click here to sign up for our newsletter.](#)*

***Ask us about our CRE loan programs for cannabis tenants! We also offer 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. **We also finance commercial properties with cannabis tenants and offer both conventional bank loans and private funds.** 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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STAY CONNECTED

