



**We proudly present the following exclusively financed transaction!**

**Value Add Retail Purchase in Phoenix  
8210 W. Indian School Rd  
PHOENIX, ARIZONA**



**PROPERTY HIGHLIGHTS**

- Property was located in the heart of a great community.
- Exterior remodel and interior renovations to begin for build to suit leases.
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**DEAL CHALLENGES**

- There was a vacancy for 100% of the retail space
- We had a short escrow period in which to close the loan.
- Procuring a relatively high LTV loan with construction financing to follow on a speculative project in 1<sup>st</sup> quarter 2008 market.
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**FINANCING STRATEGY**

- We expedited the 3<sup>rd</sup> party reports to assure a timely closing.
- We include a year of Interest Reserve for the build out.

**FINANCING SUMMARY**

|                    |               |
|--------------------|---------------|
| Appraised Value    | \$2,000,000   |
| Loan Amount        | \$1,233,000   |
| Loan to Value      | 70%           |
| Amortization       | Interest Only |
| Term               | 12 months     |
| Prepayment Penalty | None          |
| Interest Rate      | 6.5%          |
| Indices            | Prime rate    |

**ADDED VALUE TO THE CLIENT**

- Client was able to waive impounds by signing recourse
- Took away the burden of loan preparation
- Negotiated valuable terms that fit their immediate and future needs.