

## FOCUSED PREPARATION AND INVOLVEMENT ENSURE SUCCESSFUL LOAN FOR BUYER

### Challenges:

- Property had extensive deferred maintenance and high vacancy.
- Out-of-area ownership and poor onsite management contributed to property's challenges.
- Property's condition disqualified it for best rates on stabilized properties.

### Results:

- MMCC loan officer was able to identify willing lender after buyer's mortgage broker declined to participate.
- Loan officer worked with buyer to create detailed improvement and management plans to prepare for meetings with lender.
- Buyer received necessary acquisition financing as well as time and flexibility needed to improve and re-tenant the property.

An MMCC loan officer contacted the buyer interested in Gilcrest Apartments to offer his services in arranging financing for the property. The property had extensive deferred maintenance, high vacancy and poor onsite management. The buyer, who had a history of successfully turning around troubled properties, had an existing relationship with a California-based mortgage broker and wanted to first pursue the transaction through this relationship. When the mortgage broker declined to participate, the MMCC loan officer contacted the buyer again and arranged for him to meet with the head of commercial lending at a local bank.

The first meeting convinced the lender that the buyer's plans for improving and managing the

property were feasible and a second meeting was scheduled. In the interim, the MMCC loan officer worked closely with the buyer to prepare detailed improvement and management plans. When the buyer met with the lender again the lender was convinced by the plans and agreed to make the loan. The loan provided the buyer with the necessary acquisition financing and gave him the time and flexibility required to improve and re-tenant the building without the pressure of a bridge loan or the demands a stabilized property lender would have placed on him.

The MMCC loan officer's focus on preparation, creativity and intensive involvement with the buyer led to the successful close of this transaction.