

## MARKET INTELLIGENCE | MIXED-USE PERMANENT FINANCING

In our role as an advisor we believe one of our responsibilities is to create a market for our clients projects and structure the most accretive solution. In this report we want to share our findings on one of our latest assignments and hopefully impart market intelligence that will shed some light on what lenders are willing to do.

### PROJECT OVERVIEW:

- Permanent Financing on Mixed-Use Property
- Recently acquired and renovated
- Bronx
- Cash-out
- Sub \$20MM loan
- Seasoned owner and operator

### OVERVIEW:

SCP was tasked with identifying a lender willing to finance a mixed-use property that only recently completed renovations and leasing.

Given the size and location of the Asset we decided to focus on local banks and credit unions.

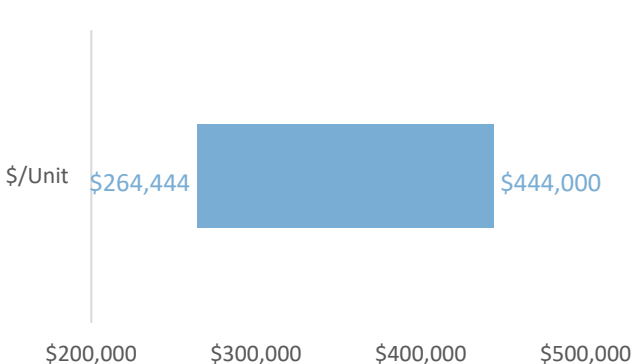
### INSIGHTS:

In a challenging environment like the one we are currently operating in, we were pleasantly surprised to find lenders willing to entertain a cash-neutral deal, let alone a cash-out. However, during the marketing period, pricing moved and credit committees were less inclined to offer cash-outs on newer vintage acquisitions/repositioning's; despite the attractive cash flow profile of this particular property.

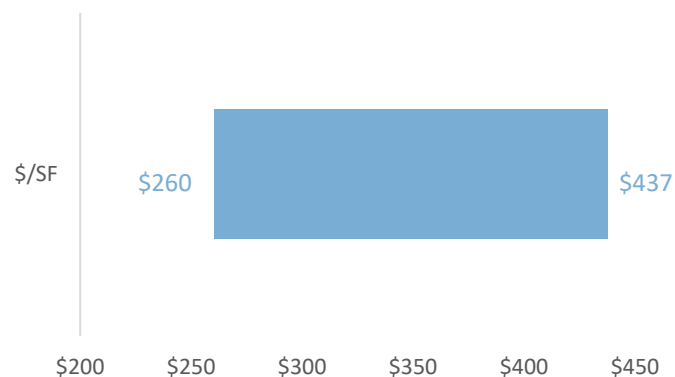
**Reach out to us to discuss your next project and how we can help you navigate the debt and equity markets.**

Below are some more statistics from our ongoing assignment:

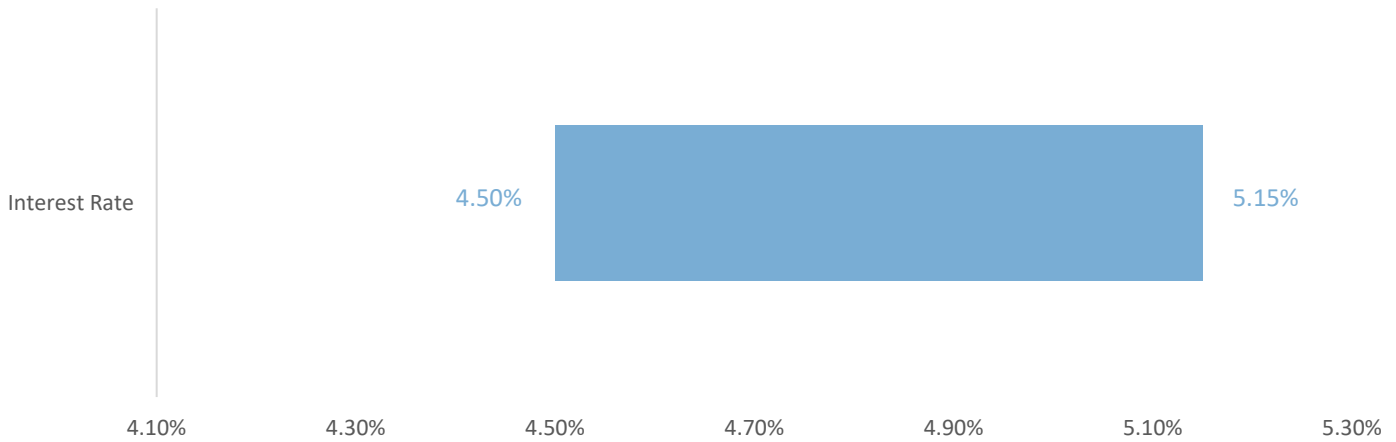
### LENDER EXPOSURE | \$/UNIT



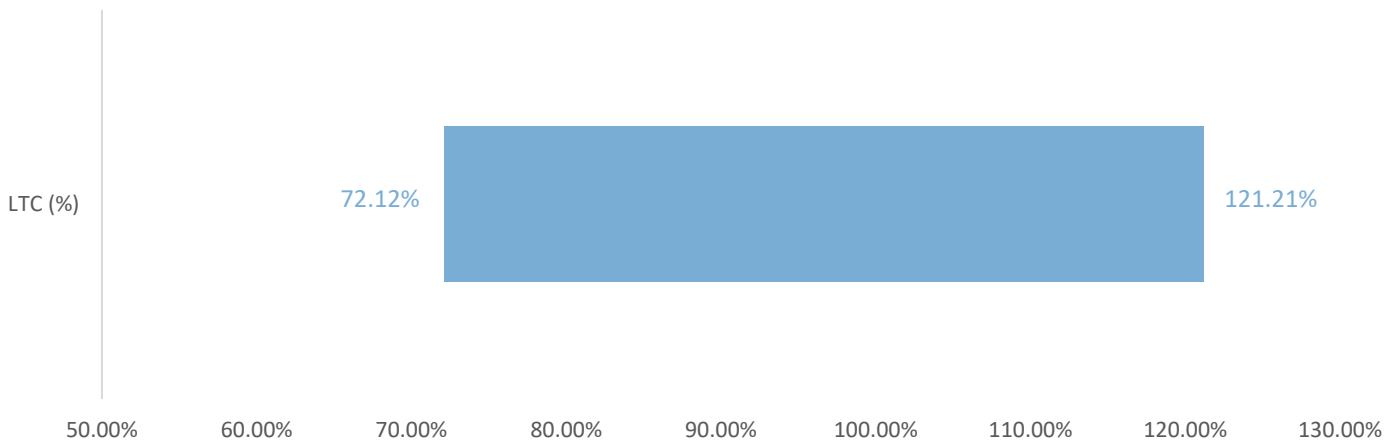
### LENDER EXPOSURE | \$PSF



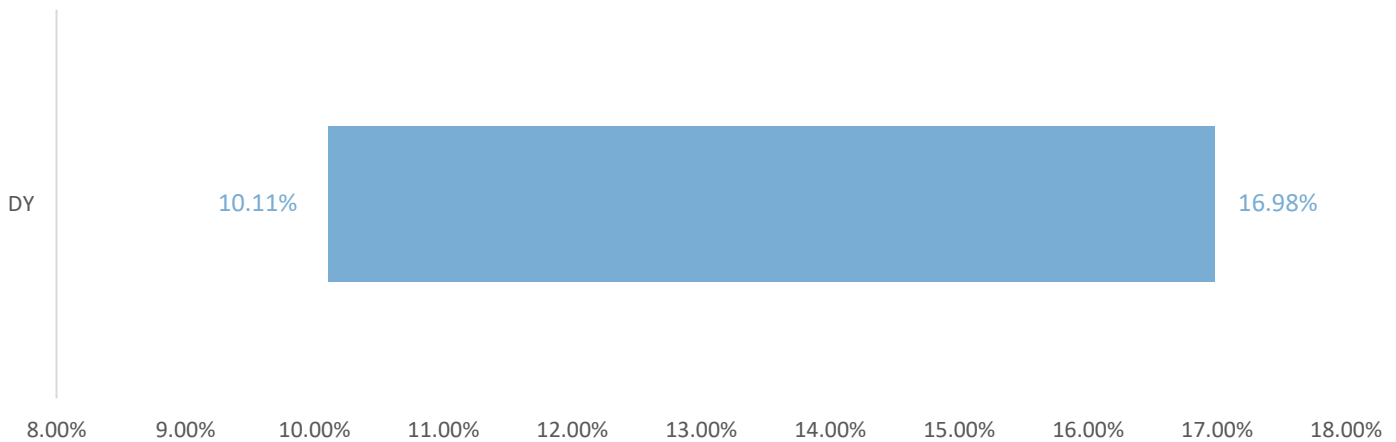
## INTEREST RATE RANGE



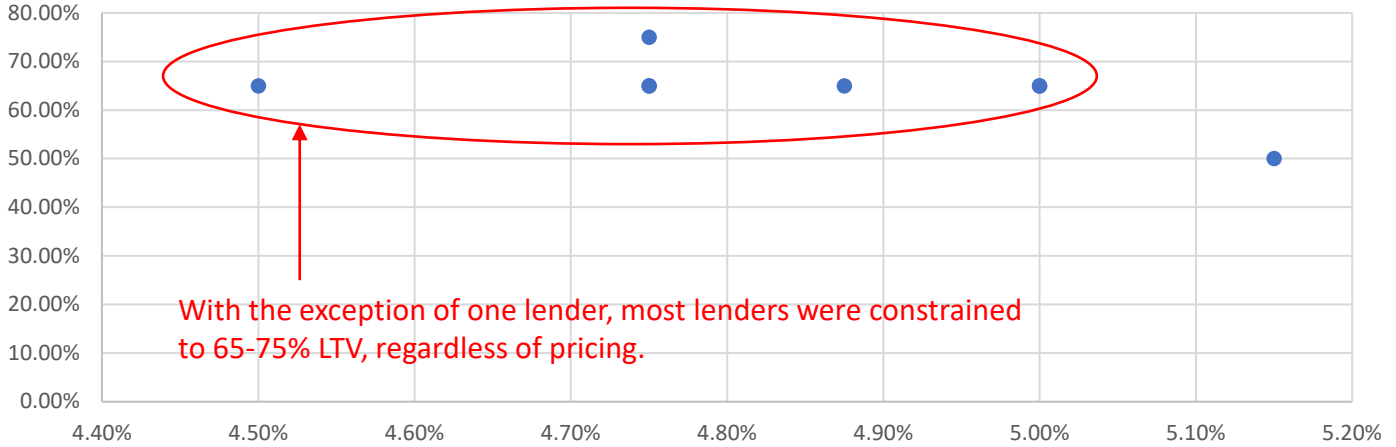
## LOAN-TO-COST RANGE



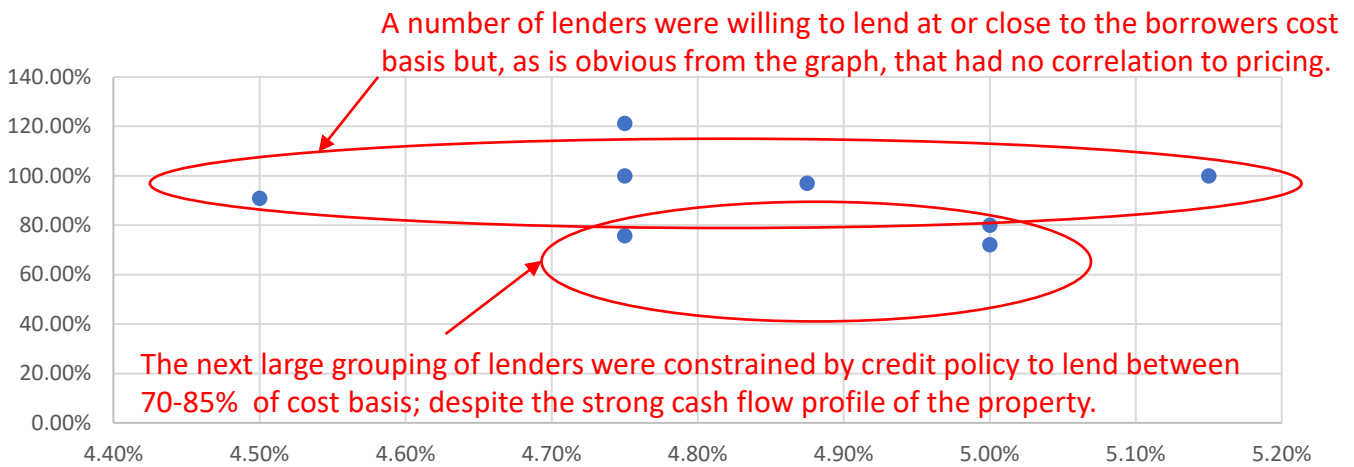
## DEBT YIELD RANGE



**RATE VS LTV**



**RATE VS LTC**



## ABOUT US

**Satori Capital Partners** (“Satori” or “SCP”) is a boutique real estate investment and advisory firm founded in 2018. SCP’s two primary business lines are (i) debt & equity placement for acquisition, development and value-add real estate projects across the United States and (ii) originating, structuring and managing debt and equity investments on commercial real estate assets primarily throughout the Northeast of the United States.

## SERVICES OFFERED

### CAPITAL MARKETS

- **Debt:** We offer clients market-leading access to private debt capital. Such as:
  - First-lien loans, unitranche, mezzanine debt, preferred equity, DIP financing etc.
  - Our priority is to understand a clients investment and create bespoke debt solutions which offer the greatest flexibility
- **Equity:** Similar to our debt advisory business, we strive to identify and structure the most accretive equity solution for your project.
- We leverage our relationships to identify the right equity partner that will facilitate your acquisition, development or recapitalization.

### ADVISORY

- **Financial Analysis:** SCP will provide on a standalone basis financial analysis and transaction modeling to its clients
- **Fairness Opinion:** SCP can provide an unbiased opinion on potential acquisitions or dispositions
- **Capital Structure:** We analyze and evaluate current capital structures and offer advice on strategies for improvement or future risk mitigation

### DATA SERVICES

- **Exploratory Data Analysis (EDA):** SCP can provide a deep statistical and rich visual analysis of public and/or private datasets related to investment opportunities
- **Predictive Analytics through Machine Learning (ML):** SCP can offer predictive analytics for future returns of target investments with the use of the latest machine learning and deep learning algorithms
- **Custom Data Analysis:** Clients can outsource their data analytic needs with security to SCP. We can derive insights from the customer’s datasets with the use of state of the art algorithms in combination with external data sources.

## CONTACT INFORMATION

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#### Important Information

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