

MARKET INTELLIGENCE | MULTIFAMILY CONSTRUCTION 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.

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

PROJECT OVERVIEW:

- Ground-up multifamily financing
- Inclusionary housing
- Brooklyn
- Sub \$20MM loan
- Seasoned developer and builder

AREA OVERVIEW:

Area: **Greenpoint**

Median HH Income: **\$93,488**

of HH: **17,446**

% of Married-couple Families: **31.9%**

of Housing Units: **69,661**

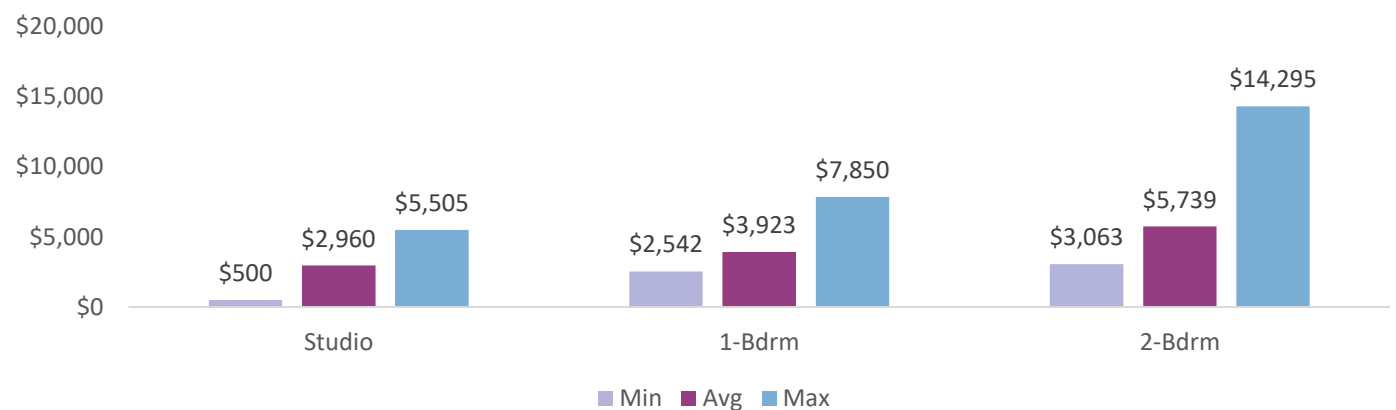
Apartments in Multi-Unit Structures: **94.8%**

% HH of Renters: **41.0%**

% of HH making more than \$75k: **59.9%**



COMPARABLE RENT ANALYSIS:



4.60%

LOWEST INTEREST RATE

500k

**HIGHEST LENDER
EXPOSURE PER UNIT**

\$378

**HIGHEST LENDER
EXPOSURE PER SQ.FT.**

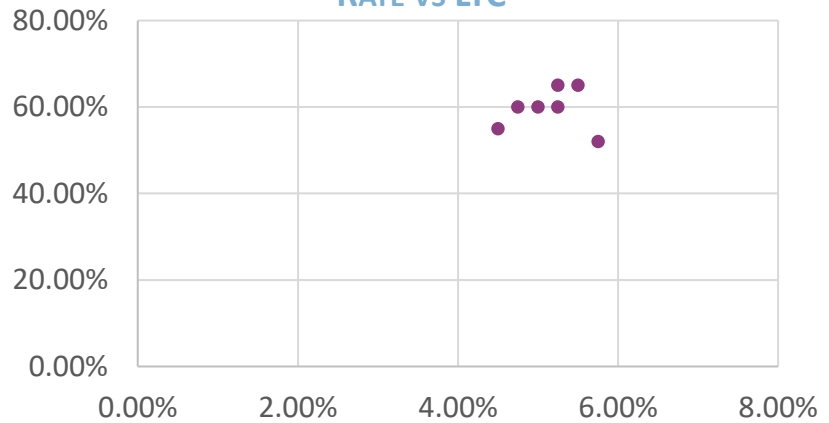
65.00%

HIGHEST LONE-TO-COST

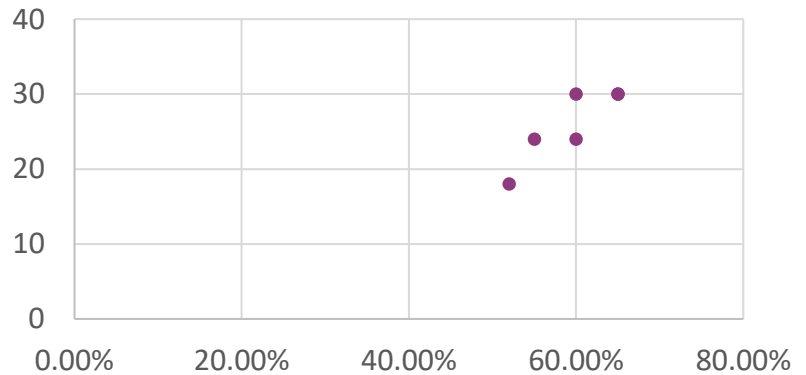
30 Months

MAXIMUM BASE TERM

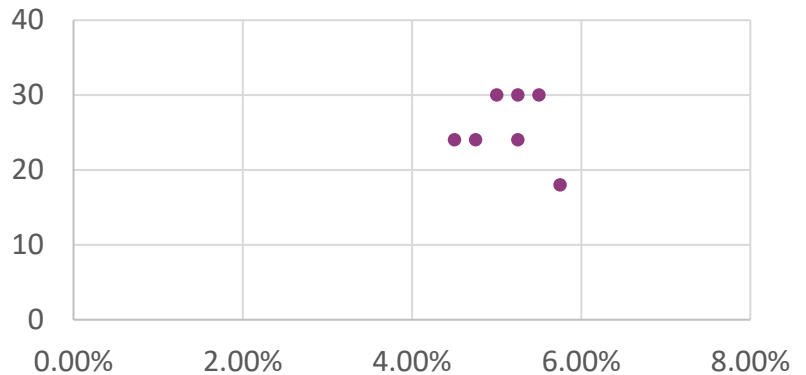
RATE VS LTC



LTC VS TERM



RATE VS TERM



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