

ROBERT T. GIBNEY & ASSOCIATES COMMERCIAL REAL ESTATE FINANCE

NEWSLETTER

3/10/08

Recent Loan Closing - Eugie Terrace Apartments



Sales Price \$1,851,800 (\$74,000/Unit) - 25 Units

Loan Amount \$1,200,000 (65% LTV)

The property was leased-up during an extended escrow period of nine months. The lender underwrote the property based on stabilized occupancy of 90%.

Broker Testimonial – “Mr. Gibney provided a valuable service by obtaining the best loan for us during tumultuous times in the real estate market. Once again, he performed the service of a mortgage broker beyond our expectations. This transaction was complicated by many factors, including a historically high vacancy rate, owner-management issues, and a challenging lending environment. Bob never lost track of the big picture while he focused on the details needed to underwrite this loan request. He communicated with all parties during the loan application to ensure a satisfactory conclusion to this purchase.” Thom Khaler, Designated Broker – Merico Properties International

Wall Street Journal Article -3/10/08 – “Malls, Offices May Slump Less Steeply Than Houses”

Even optimistic commercial-property developers are stacking sandbags to hold back a financial deluge in the market for office towers, hotels, shopping malls and other commercial real estate. The consolation is that it looks like commercial property in the U.S. faces a once-every-25-year flood, not the once-a-century inundation facing the nation's housing market...Losses by commercial-building owners, lenders and investors are likely to be tempered by the lack of overbuilding in recent years and the ability of most office buildings and other commercial ventures to keep current on their mortgages. That's partly because commercial properties typically produce income... "Fundamentally the markets are in pretty good shape," says James Duca, managing director of Moody's Investors Service.

Cash Flow Summary Worksheet – This worksheet is designed for use as a sales tool and for “what if” analysis to measure the effect of changes in cap rate, NOI, etc. Click on this link to access the Forms page of my website – look for the Cash Flow Worksheet.

<http://www.azcommercial.biz/forms.htm>

CURRENT INTEREST RATES...New Rate Reductions!!

Refer to website for complete rate sheet and other market information: www.azcommercial.biz

MULTI-FAMILY

3 YR FIXED	5.40%	7 YR FIXED	6.00%
5 YR FIXED	5.75%	10 YR FIXED	6.40%

COMMERCIAL

Non-Recourse with Carve-Outs*

5 YR FIXED	6.00%	7-Year Fixed	6.2%
\$500,000 to \$7,000,000	Flexible Prepayment Options	25-30 year amortization	1% Origination Fee
Max LTV 75%	No Replacement Reserves	Low Up-Front Cost	

*Lender may require full or limited personal recourse based on LTV or other factors

Robert T. Gibney & Associates
4300 N. Miller Road, Suite 212
Scottsdale, Arizona 85251

Phone (480) 429-3642

Mobile (602) 315-5671

Fax (480) 422-7377

Email rgibney@AzCommercial.Biz

www.AzCommercial.Biz

Mortgage Broker Lic. MR0904411