

## RECENT FUNDINGS



### \$14,500,000 Permanent Loan for Acquisition of a Ground- Leased Shopping Center in Scottsdale, AZ

- Interest Rate: 5.6% Fixed
- Loan-to-Value: 62%
- Term: 7 Years
- Amortization: 25 Years

Tauro Capital Advisors helped diversify a real estate investor's portfolio by placing senior debt for the acquisition of a ground-leased multitenant shopping center in Scottsdale, AZ.

The Block at Pima Center is a Class A+ multitenant retail center comprised of 37,958 NRSF over four buildings on a 6.4 acre parcel, with 173 parking spaces. This trophy asset has a diverse mix of national and local tenants on long-term leases and is located within one of the premier entertainment destinations in the Southwestern U.S.

The assignment provided considerable challenges as the loan amount wasn't simple to fund due to the fact that the property is located in the Salt River Pima Indian Community. However, due to Tauro's considerable lender relationships, Tauro was able to identify one of the few lenders that had closed loans on the reservation land. Additionally, Tauro attempted to market the loan to lenders in a rising interest rate and deteriorating macro environment, along with the fact that lenders were wary of idiosyncrasies of the ground lease being that it was located on a Native American reservation.

## OUR CAPITAL ADVISORS



Richard Perry



Craig Hoebing



### \$4,000,000 Loan for the Refinance of an 82-Key Comfort Inn & Suites in Midwest U.S.

- Loan-to-Value: 70%
- Interest Rate: 5.50%
- Term: 7 Years Fixed
- Amortization: 25 Years



Tauro Capital Advisors assisted a sponsor seeking perm debt to takeout an existing loan by sourcing a cash out refinance for a Comfort Inn & Suites in the Midwest U.S.

This Comfort Inn & Suites consists of an 82-key hotel covering 53,544 square feet. Amenities include a fitness center, business center, pool, and a meeting event space.

Tauro marketed this funding request during a rising interest rate environment all while the sponsor's initial SBA loan spiked to 8%. Initially, the sponsor wanted to partner with its relationship bank. However, Tauro persevered by marketing the funding request to lenders in the local market. Ultimately, Tauro was able to source a loan at an interest rate well below the rate quoted by the sponsor's relationship bank.

## OUR CAPITAL ADVISOR



Garryn Laws



### \$2,500,000 Loan for the Construction of 155 Self-Storage Units in Southeast U.S.

- Loan-to-Value: 70%
- Interest Rate: UST3Y + 2.56% Fixed
- Term: 7 Years
- Amortization: 25 Years

Tauro Capital Advisors helped expand a self-storage construction company by placing a construction loan for the development of 155 self-storage units in the Southeastern U.S.

Although there was lender uncertainty about self-storage risks, Tauro sourced a cost consultant to help support higher appraisal results. Additionally, Tauro analysts researched the market to find proforma rents that were more than attainable with a growing interest in the product type post-Covid to secure a fair appraisal for the desired loan amount and terms.

## OUR CAPITAL ADVISORS



Anthony Johnston



Alisa Freundlich



Avi Youshaci



## LENDERSPOTLIGHT

Tauro Capital Advisors has fostered long-term relationships with financial providers that have arranged favorable financing for various property types. The following loan program is from a lender relationship which specializes in retail asset types.

### PROGRAM GUIDELINES

LOAN SIZE	\$500,000 - \$5+ million
LOAN TERM	Up to 18 months, extension available
INTEREST RATES	Starting at 8.99% (Fixed)
LOAN-TO-VALUE	Up to 70%, with no appraisal report required
MARKETS	Nationwide: primary, secondary and tertiary markets
LEASE PARAMETERS	Minimal rollover during loan term; replaceable rent on anchor tenants
YIELD MAINTENANCE	Flexible
PERSONAL GUARANTY	Non-recourse in most cases



## Tauro Capital Advisors, Inc.

Tauro Capital Advisors, Inc. is a fully integrated commercial real estate advisory services company with a diverse background in all aspects of commercial real estate. Tauro's advisory services provides clients with creative capital structuring solutions and placement services by making a market specific to a client's needs and priorities with a diverse but focused group of capital providers.

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