

The background of the slide features a photograph of a green field with scattered autumn leaves in shades of red, orange, and yellow. A large, solid red rectangular box is positioned on the right side of the slide, partially overlapping the photograph. The title "DIFFICULT DEALS" is written in white, uppercase, sans-serif font within this red box.

DIFFICULT DEALS

The Newman Court Apartments deal was complicated in nature. A non-profit entity had to sell the 210-unit apartment building property to our for-profit entity client's holding entity, while using the equity of the property only (our client did not have a down payment) and not having to repay a grant that had been previously provided to the non-profit Seller, and with our client having limited credit. We structured the deal, arranged and executed the financing, worked with state officials to eliminate unnecessary liens that were on the property, and closed the multi-million transaction.

NEWMAN COURT



The Candy Shop Strip Club was a very lucrative enterprise that was experiencing a change of ownership. The ownership group that wanted to sell was composed of businessmen and elected state government officials (who wanted to remain anonymous). Many of the Sellers bickered over the details of how to sell the the business and the real estate and how to divide the money involved. Additionally, the elected officials wanted their involvement and ownership to remain confidential. The Buyer group had limited funds, which made a down payment and closing costs difficult, but had a lot of management expertise in that industry. We arranged and executed a structured finance deal and divided the sale into the sale of the real estate and the sale of the business. All parties were satisfied and confidentiality was maintained. This was a successful multi-million dollar transaction.

THE CANDY SHOP STRIP CLUB



Dr. Hopkins wanted to purchase the medical building in which his practice was located. However, this transaction was difficult. The doctor's credit was not the greatest, a down payment did not exist, and there were no other assets to tap for funds. Our company was able to use the doctor's payment history on the building in order to establish more credit history, structured the deal as a purchase of the entity that owned the building (rather than the real estate directly), and arranged a corporate refinance loan to the ownership entity, and was able to get the Sellers to hold a seller-held second mortgage against the property, in order to make the transaction work. The deal was an \$800,000 range transaction and our company was happy to close it everyone's satisfaction.

HOPKINS OFFICE BUILDING

