





"Investor CRE Construction is difficult to get done! You can become your client's hero by knowing the options available in the marketplace!"



#### Victor Castillo @



## Financing Options

#### Land Acquisition & Construction

 Land acquisition up to 65% of cost & ground-up construction up to 85% of cost

#### Project Recapitalization

Up to 115% of construction budget

- Build-To-Suit, Build-To-Sell or Build-To-Sell
  - Up to 85% of ground-up construction cost
  - Build-To-Suit with signed credit tenant 100% of cost
- Permanent Financing &

### Refinancing

Up to 75% of appraised value

### **Approval Characteristics:**

#### Previous Development Experience

 1st time developers must have very strong general contractor

#### Good Location

 Project should be supported by market rent & sales comps

### • Experienced General Contractor

• GC experience with developing similar projects

#### Good Liquidity & Net Worth

Borrower must show ability to inject capital into the project

# Who Can Finance **Investor CRE Projects?**

**Banks are not likely to finance investor** construction projects! You can become your client's hero by referring them to an experienced team that will help them get their investor construction project funded fast! Learn how you can help your clients by

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