



## WHEN IT COMES TO REAL ESTATE FINANCING...

Exclusive deliverability, certainty of execution and a proven process have allowed Mansfield Equities to achieve a closing ratio that exceeds 90% on transactions Mansfield Equities takes to the Capital Markets. As such, our clients consistently return to access our expertise for all of their financing requirements while capital providers rely on our thoroughness, our control of transactions and most importantly, our integrity.

### Transaction volume translates into knowledge.

With knowledge comes certainty. Consistently ranked as one of the top producing financial intermediaries in the nation, your transactions benefit from the experience gained only through closing a substantial number of complex assignments.

As your finance department, Mansfield allows you to leverage this knowledge into your business plan, along with providing a high degree of closing certainty.

Mansfield does not act as a correspondent agent for any capital providers and is completely neutral with respect to where a transaction is placed. Our only objective is to secure the best possible financing solution at the lowest cost of capital.

6404 Wilshire Boulevard, Suite 1200  
Los Angeles, CA 90048



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## ...YOU'VE GOT OPTIONS

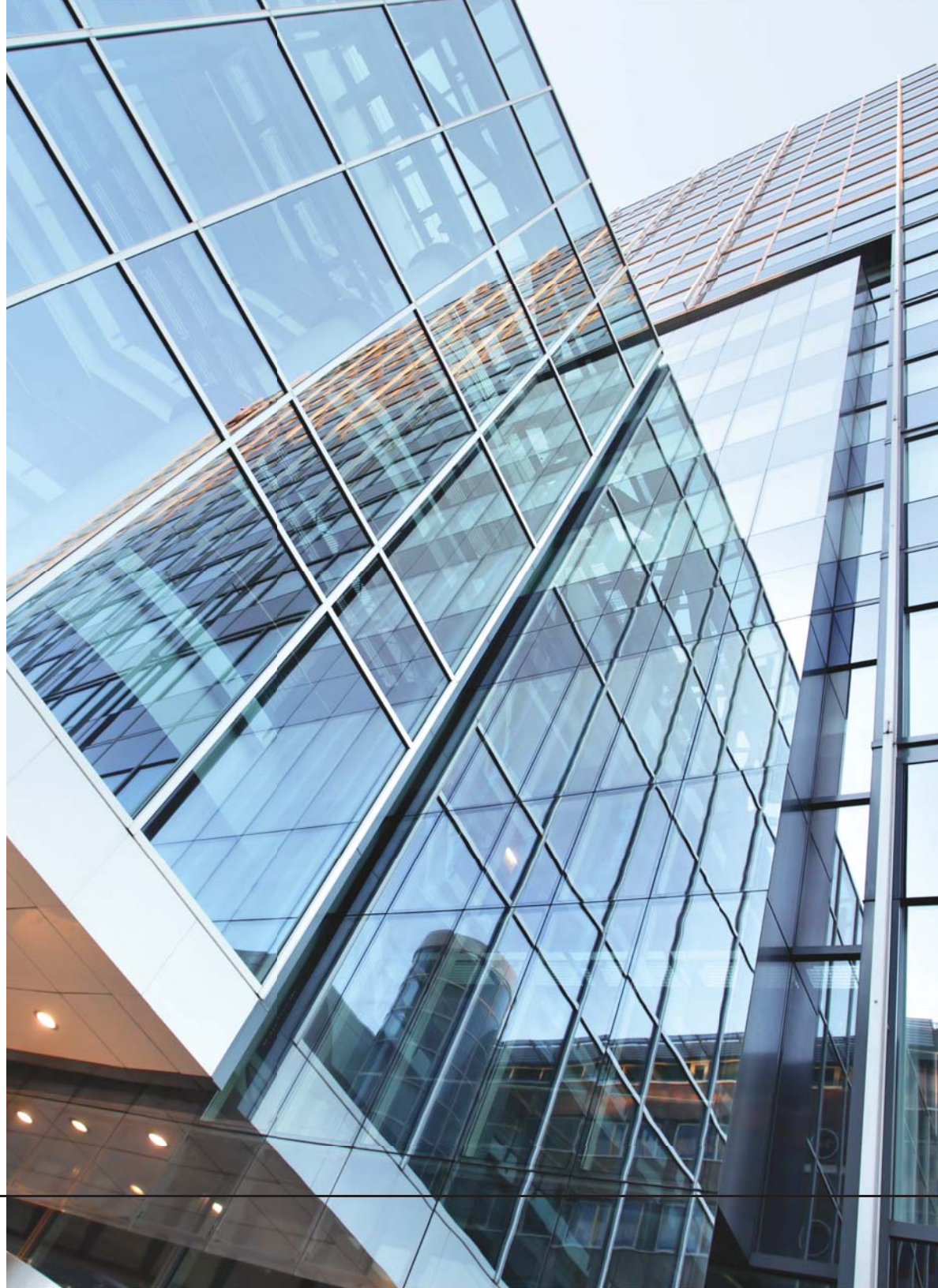
With Mansfield Equities, you gain a highly experienced in-house finance department for all of your real estate capital requirements: Retail, Office, Multifamily, Industrial. Whether an assignment is ground-up construction, acquisition financing or the capitalization of an entire transaction, Mansfield Equities will solve your capital requirement needs.

Mansfield Equities, through its relationships with a variety of leading lending sources, can offer a whole host of financing alternatives:

- Hospitality
- Student Housing
- Self-Storage
- Land
- Mobile Home Parks
- Assisted Living

Since 2001, Mansfield Equities has specialized in arranging debt and equity capital for commercial real estate on behalf of developers, investors and owners. Our firm is committed to the exclusive representation of our clients as a financial intermediary, clearly positioned to provide you with unbiased recommendations and solutions. As your focused representative, we will seek out the most cost-effective capital structure regardless of transaction size or complexity.

**Call us today to learn more.**  
**310.551.2903**







\$7,000,000  
Grocery Anchored Retail Center  
Refinance  
Covina, CA

## DEAL SPOTLIGHT: COVINA RETAIL REFINANCE

Permanent Life Company financing on a stabilized retail Center with dark leased space and borrower with significant credit issues

### Property

111,000 square foot grocery anchored retail center with a new credit tenant anchor grocer, three credit junior box tenants and small inline retail spaces. Located in Covina, CA at a prominent and high traffic intersection

### Challenges

Owner had significant credit issues. The Property also had 11% vacancy with a lot of short term rollover. Another challenge was that a 25,000 square foot pharmacy was dark (but still paying rent).

### Solution

Mansfield Equities found long term, fixed rate debt from a nonrecourse life company. Lender was able to maneuver past the credit issues with borrower and underwrite on the loan based on debt yield and debt service coverage.



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# DEAL SPOTLIGHT: SAN DIEGO LAND BRIDGE

Bridge loan on a land deal with some cash flow

## Property

Parcel of land entitled for mixed use in Downtown San Diego with a parking structure

## Challenges

Developer wanted a high leverage, bridge loan for the purchase of the property in a quick time frame. The property was encumbered with an ambiguous easement issue and had only a small cash flow from parking income.

## Solution


Mansfield Equities found a lender that understood the local market and development trend. They were able to look past the easements and cash flow issues to loan on the basis of the value of the land and the ability to get taken out by a construction loan.

Call us today to learn more.  
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\$8,500,000  
Land Loan  
Purchase Financing  
San Diego, CA







\$33,000,000  
Office  
Refinancing  
Washington, DC

## DEAL SPOTLIGHT: WASHINGTON, DC OFFICE REFINANCE

Lender with no structure and no reserves

### Property

190,000 square foot class A office building with two government agencies comprise of 82% of the gross leasable area.

### Challenges

One of the government tenant's lease (ten years) was 5 years short of the loan term and the other government tenant's lease (newly signed) has almost two years of rent concessions.

### Solution

Mansfield Equities was able to use its vast network of life company lenders to find the ones who were interested in providing 15 year fixed rate debt without reserves or extra structures. We then created an auction between them to extract the best terms for our client.



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# DEAL SPOTLIGHT: FOOTHILL MARKETPLACE BRIDGE LOAN

Bridge loan on a ~70% leased power center with a land lease component

## Property

9 buildings shadowed anchored by Walmart with the anchor tenant on a 25 year ground lease. Extra collateral for the loan was an obsolete mall in palm springs with less than 10% tenancy, and with value only in the land.

## Challenges

The center was ~70% leased. A 50,000 sf tenant was on land lease with ~50 years left on the lease. The center needed \$1,000,000 CapEx to make center competitive with neighboring centers, but had no cash in reserves and low cash inflow. The extra collateral was cash flow negative with low occupancy and a \$3,000,000 loan coming due. The property owner was foreign national with no cash in the U.S.

## Solution

Mansfield had lenders focus on the cash flow from the pro forma versus historical. This allowed more aggressive pricing and proceeds making room for enough proceeds to satisfy borrower's short-term needs and enough reserves to lease up the balance of the space. Through a competitive process, Mansfield was able to push lenders to extend term and lower their spreads.


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\$18,000,000  
280,000 SF  
Refinancing  
Rancho Cuckomonga, CA







\$21,000,000  
Skilled Nursing Facility  
Refinance  
Las Vegas

## DEAL SPOTLIGHT: LAS VEGAS SKILLED NURSING FACILITY

### Property

Skilled Nursing Facility in Las Vegas, NV with Tax Liens. Sponsors owned both the property and the business.

### Challenges

The owners of the property had \$7,000,000 of tax liens in short time period that needed to get paid off as well as a short term senior lender. We were able to use one of borrower's other assets as additional collateral so a lender would be comfortable paying off all debts. Owner had engaged multiple finance brokers before engaging Mansfield Equities. Deal was well shopped.

### Solution

Mansfield Equities, through its deep market knowledge, located a lender who specialized in the Nursing Facility property type and would look past the IRS issues. Through cross collateralizing with a separate property, Mansfield Equities was able to negotiate total loan proceeds that covered all of the IRS Debts as well as the loans on the two properties. We found a bridge lender that was very liquid and comfortable with their overall LTV which mitigated risk.



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# DEAL SHOWCASE



\$105,000,000  
Office/Retail Portfolio,  
Refinance  
Washington DC



\$18,000,000  
Refinance  
Shopping Center  
California



\$9,200,000  
Retail  
Bridge  
Ontario, CA



\$37,000,000  
Office Park  
Construction  
Arizona



\$6,000,000  
Retail  
JV/Equity  
California



\$25,000,000  
Hotel Portfolio  
Acquisition  
Chicago, IL

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# DEAL SHOWCASE



\$7,900,000  
NNN Retail Portfolio  
Construction Loan  
Missouri



\$4,000,000  
Apartment  
JV/Construction  
California



\$20,000,000  
Hotel  
Construction Loan  
Charlotte, NC



\$5,700,000  
Multifamily  
Purchase Financing  
Los Angeles, CA



\$7,900,000  
Office  
Construction  
Palm Springs, CA



\$15,500,000  
Multifamily  
JV/EQUITY  
Minneapolis, MN



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# DEAL SHOWCASE



\$800,000,000  
Special Purpose  
Construction/Permanent  
Las Vegas, NV



\$37,000,000  
Office  
Construction Loan  
Glendale, AZ



\$7,000,000  
Office  
Refinance  
Washington, DC



\$36,000,000  
Medical Office  
Construction Loan  
Germantown, MD



\$6,500,000  
Office Building  
Refinance  
Chicago, IL



\$25,000,000  
Hotel  
Acquisition  
Chicago, IL

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## DEAL SHOWCASE



\$19,000,000  
Office  
Perm  
Rockville, MD



\$9,200,000  
Retail  
Bridge  
Ontario, CA



\$15,200,000  
Apartments  
Refinance /Fannie Mae  
Lanham, MD



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# REAL ESTATE CAPITAL ALLIANCE



Over \$4.2 billion funded in 2015

Mansfield Equities is a founding partner of The Real Estate Capital Alliance (RECA), a group of boutique real estate capital advisory firms with 17 offices in major cities in the United States including NYC, Dallas, DC, Phoenix, Miami, San Francisco, and Los Angeles. In 2014 RECA firms collectively funded over \$3.7 Billion towards commercial real estate ventures.

RECA's 70 originators have arranged over \$40 billion in debt and \$4 billion in joint venture equity since 2005. Through the daily collaboration with RECA offices/members, we at Mansfield can uniquely leverage relationships and information nationwide to ensure that our clients have access to the most efficient capital in the market. Often the success of an assignment is an advisor's ability to secure funds from the right lender and the right moment. Along with our experience, the RECA marketplace augments that opportunity—as we are constantly building relationships with capital providers and increasing the certainty of execution.

## RECA offices

- Los Angeles, CA
- San Francisco, CA
- Orange County, CA
- San Diego, CA
- Las Vegas, NV
- Phoenix, AZ
- Denver, CO
- Dallas, TX
- Philadelphia, PA
- Chicago, IL
- Miami, FL
- Cleveland, OH
- Columbus, OH
- Bethesda, MD
- Boston, MA
- New York City, NY

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