



### FINANCIAL SUMMARY

FINANCIAL SUMMARY	%	PER GSF	COST
Construction Loan	63.01%	\$246.035	\$12,668,000
New Market Tax Credit B-Note	25.23%	\$98.51	\$5,072,014
Mezzanine Equity - Cash	5.88%	\$22.97	\$1,182,627
Sponsor Equity - Cash	5.88%	\$22.97	\$1,182,627
<b>TOTAL</b>	<b>100%</b>	<b>\$390.48</b>	<b>\$20,105,267</b>

### FINANCIAL SUMMARY

FINANCIAL SUMMARY	%	PER RSF	COST
Acquisition Costs	4.67%	\$18.25	\$939,722
Hard Costs	46.03%	\$179.74	\$9,254,479
Soft Costs	34.68%	\$135.41	\$6,972,156
Tenant Improvements	14.64%	\$57.08	\$2,938,910
<b>TOTAL</b>	<b>100%</b>	<b>\$390.48</b>	<b>\$20,105,267</b>

### DEVELOPMENT SUMMARY

PROGRAM SUMMARY	
Location	6025 Liberty Road, Gwynn Oak, MD
Proposed Program	Two-story building with office over retail
Zoning	BL, BLR, and DR 5.5

### PRO FORMA SUMMARY

MARKET RATE	BASE YEAR
Gross Potential Rent	\$1,469,455
Parking Revenue	\$0
CAM + Pass-Throughs	\$278,077
Less Vacancy and Uncollectible	10% (\$174,753)
Total Effective Gross Income	\$1,572,778
CAM + Pass Throughs	\$493,874
Net Income Before G&A	\$1,078,904
Accounting, Legal, and Miscellaneous	\$25,745
Tenant Improvement & Lease-Up Reserve	\$25,745
Total Operating Expenses - G&A + Reserves	\$51,489
Net Operating Income	\$1,027,415
Debt Service (First Mortgage)	\$863,130
Debt Service (CDBG)	\$1,078,904
Cash Flow After Debt Service	\$164,285

### INVESTMENT ANALYSIS

RATIO SUMMARY (STABILIZED YEAR)	10-YEAR HOLD
Operations	
Return on Cost (Unlevered)	5.11%
Levered Cash on Cash (ROE)	6.95%
Investment	
Project IRR (Pre-Tax)	15.5%
Equity Multiple	2.58
Leverage	
Loan-to-Value	68.33%
Loan-to-Cost	63.01%
Debt Yield	8.11%
Calculated Permanent DSCR	1.19

### EXIT STRATEGY

REFINANCE ANALYSIS	
Year of Refinance	2033
NOI in Year of Refinance	\$1,431,947
Value	5.82% \$24,607,344
Interest Rate	5.50%
Amortization	360
DSCR	1.25
Refinanced Loan Principal	\$16,813,000
Less Cost of Refinancing	2% \$336,250
Less Remaining Mortgage	\$11,251,196
Net Refinance Proceeds	\$5,225,543



# MRED

Fall 2018

## Liberty Center

### Medical Offices and Retail

Nick Finelli

**East Beach Partners**

Real Estate Development and Advisory Services

East Beach Partners is excited to present a new mixed-use project located at 6025 Liberty Road, comprised of 18,266 SF of medical office space above 33,223 SF of retail space. The Project will deliver Class A+ office, prime retail space and

a refurbished streetscape to a currently underserved community in need of neighborhood medical and dental care.

The Project site is situated on a 40,000 SF parcel of land located along Liberty Road in Gwynn

Oak, Maryland, in between the City of Baltimore limits and Interstate 695. The site benefits from superb street frontage with access along Tulsa Road, which will provide ingress/egress to a surface parking lot planned to be located behind the future building.

Acquisition of the Project site is anticipated for mid-2019 with construction scheduled to start at the beginning of 2020. The new building is scheduled to deliver in 2021.

