



Land Financing

Income Property  
Loans

Hard Money

Equity Capital

Credit Tenant  
Financing

Mortgage Purchases

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## Financing Updates

IN GOD WE TRUST



December 2003

### BUYERS FOR CTL PROPERTIES

Grace Capital Group has two clients looking for Credit Tenant Lease acquisition opportunities of \$3 million or more nationwide with Absolute Triple Net leases!!!

### INCOME PROPERTIES

Fixed Rate Property Loans as of December 1, 2003:

Property Type	10 Year Rates*
Apartments	3.72 – 5.83%
MHP	5.99 – 6.51%
Commercial Properties	6.02 – 6.80%
Credit Tenant Leases	5.32 – 6.72%

### LAND FINANCING

Non-recourse land loans are still available, although the underwriting is tougher than recourse financing. Financing for single-family tracts, with or without entitlements, is still a very strong market with certain conditions allowing for up to 100% financing through value-added land plays. Pricing for financing on land can appear to be expensive but it nearly always is cheaper than the price for equity.

### HARD MONEY

Tired of hearing "NO" to your deal that doesn't fit the conventional box? Need a short term loan? Are Traditional lenders taking forever to close? Need it now? Need a financial partner? Consider using private capital.

### EQUITY CAPITAL STRUCTURES

Grace Capital has hard to find mezzanine equity for small projects requiring equity in the \$750,000 to \$3,000,000 range for commercial and residential projects nationwide.

### CREDIT TENANT FINANCING

Grace Capital Group provides competitive Credit Tenant Lease Financing (CTL) for commercial real estate properties leased to investment grade tenants for either existing or to-be-built properties. Up to 100% can be achieved under the right circumstances. Loan sizes from \$2 million up!

### RECENTLY CLOSED

\$41,500,000 was recently funded to provide capital for an Acquisition and Development loan on a 180,000 s.f. vacant Kmart Building. Kmart closed the store as part of their reorganization. Developer entered into a 60-day escrow with no tenant lease in place. Grace Capital structured bank financing for 93% of the cost to acquire and develop. No equity and no profit participation was required.

### ECONOMIC UPDATES

The U.S. Economy grew at an 8.2 percent annual rate in the third quarter, the fastest since 1984, as companies increased spending amid record profits. November's consumer confidence jumped to the highest in 14 months.

"The strength and breadth of the economy's growth are impressive," said former Federal Reserve Governor Lyle E. Gramley, now a senior economic advisor with Schwab Capital Markets LP. "We've got enough going on now so that it's clear that this recovery is sustainable at a growth rate of about 4 percent."

The economy added 286,000 jobs from August through October.

### INSPIRATION

"Rarely has any people enjoyed greater prosperity than we are now enjoying. For this we render heartfelt and solemn thanks to the Giver of Good; and we seek to praise Him -- not by words only -- but by deeds, by the way in which we do our duty to ourselves and to our fellow men."

--Theodore Roosevelt, Thanksgiving 1902

"Our strength lies in spiritual concepts. It lies in public sensitiveness to evil. Our greatest danger is not from invasion by foreign armies. Our dangers are that we may commit suicide from within by complaisance with evil, or by public tolerance of scandalous behavior."  
--President Herbert Hoover