

SBA 7(A)

Resourceful Borrower Purchases a New Space to Grow

LOAN AMOUNT

\$3,244,500

LOAN PURPOSE

SBA 7(a) Real Estate Purchase / International Trade

THE SMALL BUSINESS

Strategic Sourcing International / Farmers Branch, TX

THE FINANCING CHALLENGE

A trusted client had an opportunity to purchase a new property that would help his business expand. His company provides sourcing for large international companies. He overcame financial challenges in 2020 and quickly turned things around. With a high-growth business, he needed more warehouse space. Everything on the market was incredibly expensive until they found the perfect space. The property had been significantly damaged in a fire and needed major renovations, which made the purchase price more desirable to our borrower. Usually repairs of this caliber are extremely pricey, but since our borrower has a sourcing business, he was able to source many of the key components needed to make improvements of the property.

We were met with a tight timeline to execute, so we made the decision to split this deal into two loans. The first included the purchase of the building so we could secure the property quickly and the second was for renovations. The second loan took slightly longer given that permits were involved with the building improvements.



Here's what our borrower brought to Ready Capital:

- Tight timeline to close the purchase of the property.
- Collateral shortfall.
- Strong business growth and future projections.

CREATIVE SOLUTION

By splitting the loan into two, we were able to execute the purchase of the property quickly and then move on to the renovation portion. This would require more time due to the necessary permits. We required a low down payment and looked at the future projections and growth of the business in order to get the deal done.

Reliable results

- **The borrower was able to get a great deal on the perfect property as well as use company resources to renovate within the budget.**
- **The purchase of the property was smooth and well within his timeline.**
- **The borrower was very happy with the execution of their loans, is loving their new space, and has referred clients to us based on his success story.**

HAVE A DEAL YOU WOULD LIKE TO DISCUSS? SEND US AN EMAIL. 