

Deal Summary



Winter Garden Business Park

1218-1232 Winter Garden Vineland Road | Winter Garden, FL 34787

Property:	Winter Garden Business Park
Location:	Winter Garden, FL (Orlando)
Property Type:	Office/Warehouse/Quasi-retail
Size:	92,226 square feet
Purchase Price:	\$5,750,000 (\$62.35/sf)
Acquisition Date:	June 2010
Proforma Hold Period:	7 years
Acquisition Cap Rate:	9.7%
IRR/Equity Multiple:	16.55%/2.4x
Average Cash on Cash:	9.8%
Occupancy at Acquisition:	76.3%
Total Required Equity:	\$3.0 million

Description

- Purchase of REO from a national lending institution
- Built in 2007 and situated adjacent to a Publix shopping center
- Fronts a major thoroughfare leading to some of Orlando's most affluent communities to the south and ultimately Lake Buena Vista
- Diversified tenant risk with some national companies and other local tenants in various industries

Business Plan

- Acquisition price is less than 50% of the prior loan balance and well below replacement cost
- Small bay property caters to small business which should lead the economy out of recession
- Strong and steady cash flow during the investment period with conservative underwriting of lease and occupancy rates
- Conservative valuation upon sale in seven years (still 30% below prior loan balance)