KW COMMERCIAL · CHRISTIAN SWANN GROUP

Financing Summary & Loan-Sizing Request

1510 Highway 85 N · Fayetteville, GA 30214 · Fayette County

Purpose. Prepared to support a preliminary (soft) quote on a ±30,080 SF, three-building industrial property with a ±1-acre IOS yard on State Route 85. The asset has one occupied building (available as an NNN leaseback) plus two vacant buildings and the yard to lease up — so loan sizing is requested on both **in-place** and **stabilized** income, and for both **investor** and **owner-user** borrower profiles. This is a broker financing summary; figures are estimates pending the executed leaseback and tenant leases.

PROPERTY

Snapshot

Address	1510 Highway 85 N, Fayetteville, GA 30214
Parcel	0545 036 (Alt 20373)
Type	Industrial / multi-tenant warehouse
Building Area	±30,080 SF · 3 buildings
Land	±5.00 AC (217,799 SF) · ±1 ac IOS yard
Frontage / Traffic	±313 ft on SR 85 · ±30,873 VPD
Zoning	I-M2 General Industrial (City of Fayetteville)
Built	1984 (eff. 1994) · substantially rehabbed 2024–25
Flood	Zone X — minimal
Clear Height	20'8" · multiple drive-in + dock · 3-phase

PRICING

Basis & Request

Target Price	**$4,100,000** (±$136 / SF)
List Price	$4,295,000 (±$143 / SF)
Loan Purpose	Acquisition (purchase money)
Structure	Sale w/ NNN leaseback (≤12 mo) or vacant delivery
Existing Debt	≈$2.1M (BofA + SBA 504) — payoff/ prepay available for refi
Owner / Affiliate	Anokhee Ventures LLC · Showtech Stone Inc. (occupant)
Borrower	TBD — investor or owner-user (prior contract was owner-user)

Environmental: prior site use included building-materials / lumber (McLain). A Phase I ESA is anticipated and can be ordered to support diligence.

INCOME

Rent Roll & NOI Build

COMPONENT	±SF / UNIT	STATUS	RATE (NNN)	ANNUAL
Building B — Showtech leaseback *(in place at closing)*	13,910	Occupied	$0.95/mo	$158,574
Building A — warehouse + office	11,870	Lease-up	$0.95/mo	$135,318
Building C — warehouse	4,300	Lease-up	$1.00/mo	$51,600
IOS / truck-parking yard	±1 ac	Lease-up	$0.25/mo	$130,680
Gross Potential Rent (Stabilized)				**$476,172**
Less: Vacancy & Credit Loss (8%)				($38,094)
Effective Gross Income				$438,078
Less: Operating Expenses (~25%, net of NNR recoveries)				($109,520)
Net Operating Income — Stabilized				**$328,558**

IN-PLACE NOI · DAY ONE

±$145,000

Showtech NNN leaseback at closing, net of carry on vacant A, C & yard. The number a lender will size the going-in loan against.

STABILIZED NOI · LEASE-UP COMPLETE

$328,558

A & C leased and yard monetized. Implies ≈8.0% cap at target price / ≈7.6% at list. The target for a fund-up or stabilized refi.

THE ASK

Scenarios to Quote

Please indicate preliminary terms for the scenarios below — **rate, max LTV, amortization, min DSCR / debt yield, recourse, prepay, and any lease-up holdback or interest reserve.** Illustrative sizing shown for reference (25-yr am; current market rates).

SCENARIO	BASIS (NOI)	ILLUS. LOAN	LTV	DSCR / DY	NOTES
1 · Investor — Conventional sized on stabilized income	$328,558 *stabilized*	~$2.87M	70%	1.29 / 11.4%	Fund-up/earn-out as A & C lease; ~7.5% rate
2 · Investor — Conventional sized on in-place income	±$145,000 *in-place*	~$1.3M	~32%	1.25 / —	Going-in constraint; interest reserve / recourse likely
3 · Owner-User — SBA 504 / 7a buyer occupies ≥51%	Business + rent *n/a (occ.)*	~$3.69M	90%	per SBA	~10% down (±$410K); ~6% blended; strongest fit
4 · Seller Refi / Perm *(optional)* hold scenario, stabilized	$328,558 *stabilized*	~$2.87M	70%	1.29 / 11.4%	Cash-out proceeds vs. ≈$2.1M existing payoff

Scenarios 1 & 4 size the same on stabilized income; the difference is acquisition vs. refinance of the current owner. Scenario 2 illustrates why a pure-income investor is equity-heavy until lease-up. Scenario 3 (owner-user) is the profile the prior contract represented.

REFERENCE

Illustrative Sources & Uses

Investor acquisition at target price, stabilized-basis sizing.

USES	AMOUNT
Purchase price	$4,100,000
Closing & financing costs (~3%)	$123,000
Lease-up reserve (TI/LC + carry, A&C)	$150,000
Total Uses	**$4,373,000**

SOURCES	AMOUNT
Senior loan (~70% LTV)	$2,870,000
Sponsor equity	$1,503,000
Total Sources	**$4,373,000**

REFERENCE

Value by NOI & Cap Rate

Value supported by stabilized NOI of $328,558.

CAP RATE	SUPPORTED VALUE	$ / SF
7.5%	$4,380,773	$146
8.0% (midpoint)	**$4,106,975**	**$137**
8.5%	$3,865,388	$129

*NOI required to justify price: **$328,000** supports $4.10M @ 8% · **$343,600** supports $4.295M @ 8%. The stabilized pro forma is built to this target; achieving it depends on A/C lease-up and the yard.*

SUPPORT

Comparables (Abbreviated)

Industrial sales — Fayette / South Atlanta (per SF)

ADDRESS	DATE	$/SF
7365 Graham Rd · Fairburn	3/26	$296
5237 Jones Rd · Forest Park	12/24	$249
335 1st St · Forest Park	3/25	$147
1550 Senoia Rd N · Tyrone	5/24	$124
Subject @ target	—	**$136**

Lease asking rents — submarket ($/SF/mo NNN)

ADDRESS	±SF	NNN
140 Etowah Trce	12,000	$1.00
115 Industrial Way	9,467	$0.99
116 Bethea Rd (Lee Ctr 200)	19,250	$0.92
135 Bethea Rd (Lee Ctr 500)	19,600	$0.89
Subject A & C (asking)	**16,170**	**$0.95–1.00**

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