

# RIA Case Study

## Commercial Real Estate (CRE) Term Loan

RIA Client Profile | **Physician's Office Practice Seeking to Refinance Medical Office**

Leveraging the **Creative Planning Loan Marketplace, powered by Community Capital**, the CP Lending Team assisted a Physician's Practice by validating market terms for a medical office financing.



### THE CHALLENGE

Validating market terms for the financing of an Office Building associated with a Doctor's Practice



### THE RESULTS

Validated Market Terms

- ✓ Secured a second competitive term sheet
- ✓ Found additional banks & credit unions interested in the financing opportunity
- ✓ Provided peace of mind for the client in their financing decision

A Creative Planning client in Florida needed help to find a competitive terms for the refinance of a Medical Office Building ("MOB") in Florida. Proceeds from the financing would be used to buy-out the interests of two physicians in the practice who were planning for retirement. The managing partner of the practice, a Creative Planning client, had a term sheet from the practices' local bank, but wanted to ensure the terms offered by the local bank were "at market". The client is very busy day-to-day and had little time to invest in meeting with other potential financiers.

The Creative Planning wealth manager connected the client to the Lending Team. In one 30-minute meeting with the client, the CP Lending Team and Community Capital ("CCT") were able to gather the details of the client's financing need and understand the lending terms from the client's local bank.

The requested MOB financing opportunity was listed on the Creative Planning Loan Marketplace powered by CCT. The listing requires about 25 data points on a lending opportunity and is shown to 1,100 potential financiers. All financing opportunities on the platform are listed anonymously to both the borrower and any other underlying companies or individuals.

An east coast private bank on the CCT Marketplace indicated interest in the MOB financing opportunity and the CP client agreed to a Zoom call with the private bank. In less than three days, the private bank provided a term sheet to the client.

The term sheet from the private bank was in-line with the terms that the client received from their local bank. The client decided to move forward with their local lender with the peace of mind that that the local bank terms were competitive with the local market

Additionally, over a half-dozen other CCT member banks and credit unions indicated interest in the MOB financing in only a few days. While the client ultimately decided move forward with their local lender, the CP Lending Team and CCT demonstrated value to the client by simplifying the process for selecting a competitive loan for their partner buy-out need.

*The Lending Team leveraged the CP Loan Marketplace to identify multiple financiers for our medical office building. This work made us comfortable to make a decision and accept financing terms from a local bank.*

 *Managing Partner,  
Medical Practice*