



WELCOME!

**Bring New Life and New
Purpose to Your Aging
Commercial Office**



Tom Metcalfe



Tom Metcalfe is a seasoned commercial real estate broker based in Plano, TX, recognized for his innovative and results-driven approach in navigating competitive markets. With a wealth of experience, he has demonstrated exceptional leadership in developing high-performance brokerage teams, consistently prioritizing client satisfaction.

Tom excels in structuring, restructuring, and closing development opportunities across the risk spectrum. His analytical prowess and negotiation skills have played a crucial role in successful transactions, making him a trusted professional in the industry.

As a collaborative communicator, Thomas is dedicated to building lasting relationships and promoting synergy across business lines. His commitment to driving positive change and implementing comprehensive business approaches has contributed to enhanced profitability for his clients and partners.

Tom's expertise spans a wide range of areas, including sourcing and due diligence, acquisitions, negotiation strategy, financial management, revenue and profit growth, transaction closing, sales planning and marketing, asset management, investment evaluation, relationship building, project management, and effective problem resolution.

Julianna Brooks

Julianna Brooks is the VP of Strategy & BD for Bradford Companies, a long-standing institution within the Dallas CRE marketplace. In addition to her roles at Bradford, Julianna founded CivitasPACE in 2022 in an effort to aid developers and investors in understanding and navigating the C-PACE financing landscape.



Bradford Companies

VP Strategy & BD

CivitasPACE Finance

President, Founder



CivitasPACE: How to Finance my Redevelopment?

Ratified in Texas in 2013

Why?

“Commercial and industrial buildings in Texas consume approximately 63% of all energy consumed in the state.”

Designed to help owners overcome financial barriers to updating their building equipment.

Energy efficiency as a public good – allows private lenders to place assessment on the tax bill.



Terms:

- How much: typically 25% of total project cost less land
- Min: \$1M – Max: NA
- Term: 350-425 over UST10 Year
- Am: up to 30 Years
- All “Energy Efficiency” Scope: HVAC, Elevator Modernization, Roof, BMS, BAS, Efficiency Windows, doors, lighting + electrical
- “Exceed code”



Pros:

- Inexpensive replacement for Mezzanine debt
- Available capital
- Simple to qualify
- Quick turnaround – ~60 days to fund
- NNN leases – debt service can be passed through to tenants
- 100% assumable loan – auto-transfer at sale
- No covenants post construction

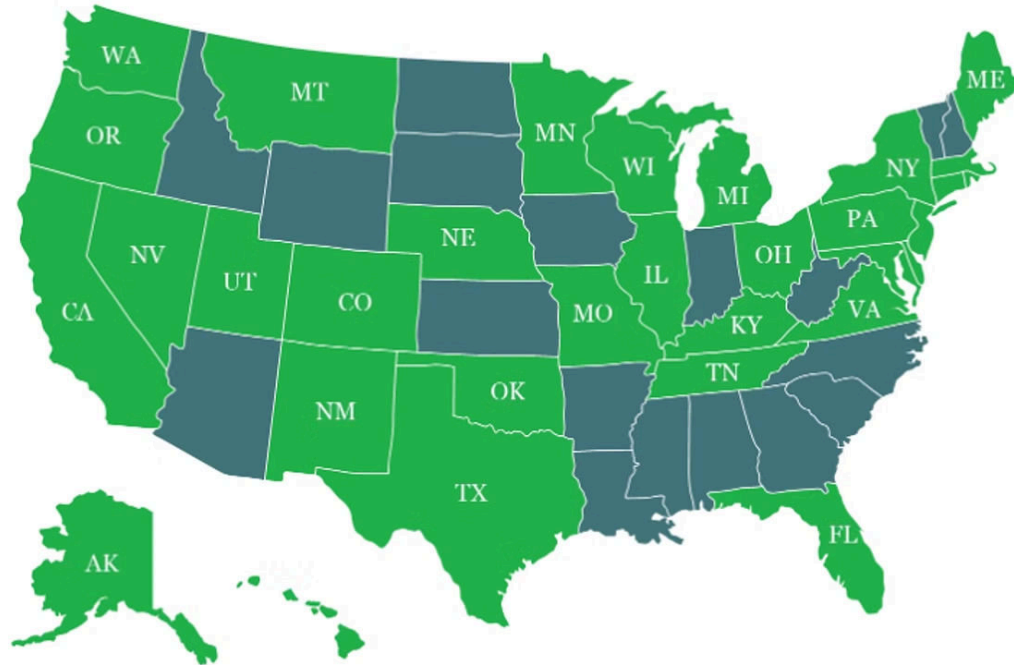


Cons:

- Senior lender consent
- Prepays (not conducive to short hold-periods unless guaranteed assumption)Not compatible with SBA 504, can be challenging to pair with CMBS, HUD
- Limited to individual properties – must be structured per property



Where is C-PACE



- 32 States + DC
- \$5.2B placed since 2011
- 3,100 Commercial projects
- \$407MM in Texas
- Largest PACE deal in TX to date: *Hotel SWEXAN, \$40M*

*Nuveen Green Capital C-PACE map

CREXI AUCTION RESULTS FOR:
4331 Communications, Dr Dallas, TX 75211

Dallas, TX

AT&T PINNACLE PARK



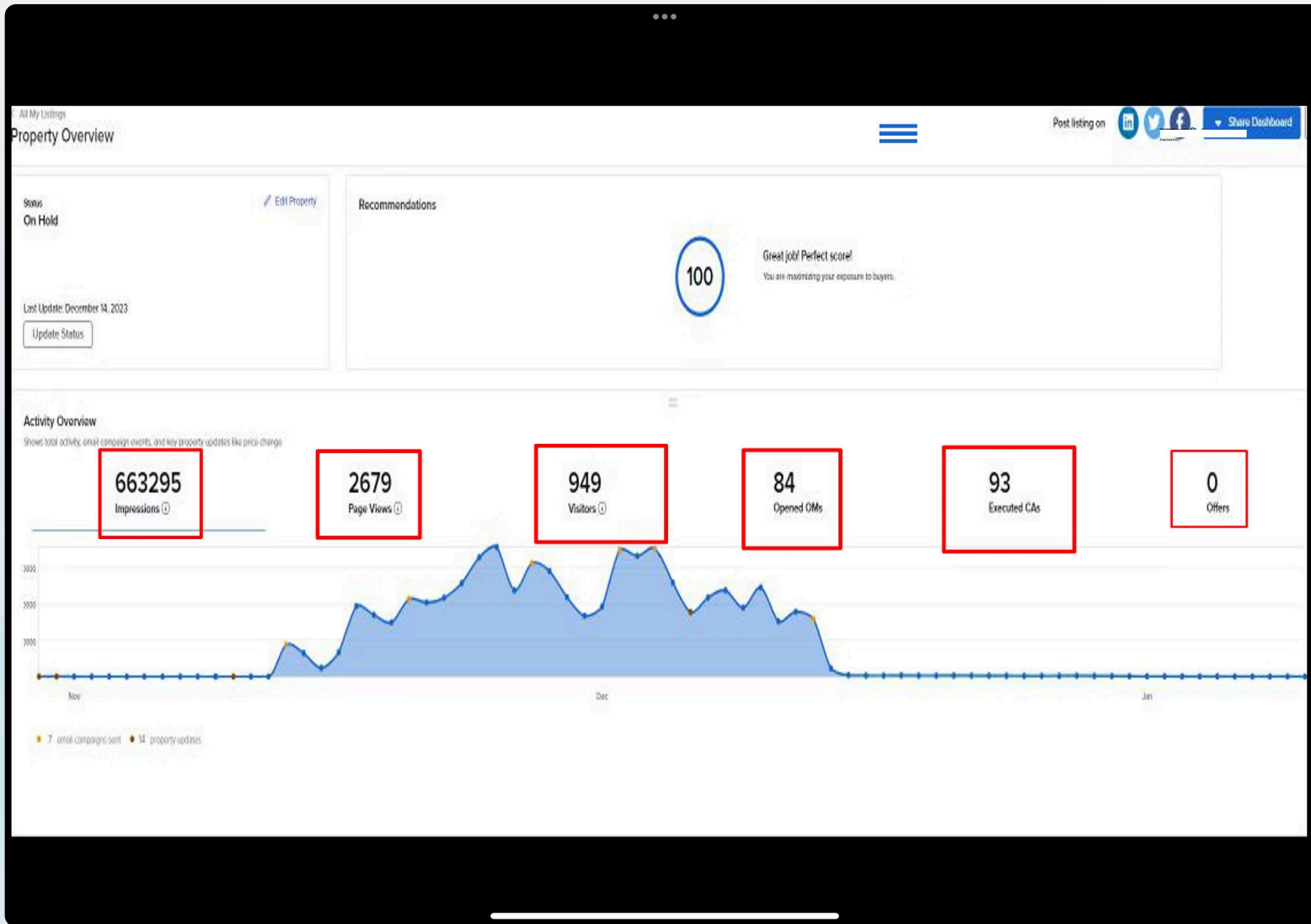
1/26/24

4331 COMMUNICATIONS DR

- DATE OF AUCTION: 12/13/23
- LOCATION: DALLAS, TX
- PROPOSED USE: WRAP STYLE MULTIFAMILY (shown)
- CREXI AUCTION SERVICES UTILIZED
- RESULT OF AUCTION-NO BIDDER WAS CHOSEN- 10 OFFERS OUTSIDE OF AUCTION
- REASON FOR LACK OF BIDDING-NO TIME IN CONTRACT GIVEN FOR ENETITLEMENT TO MFULTIFAMILY

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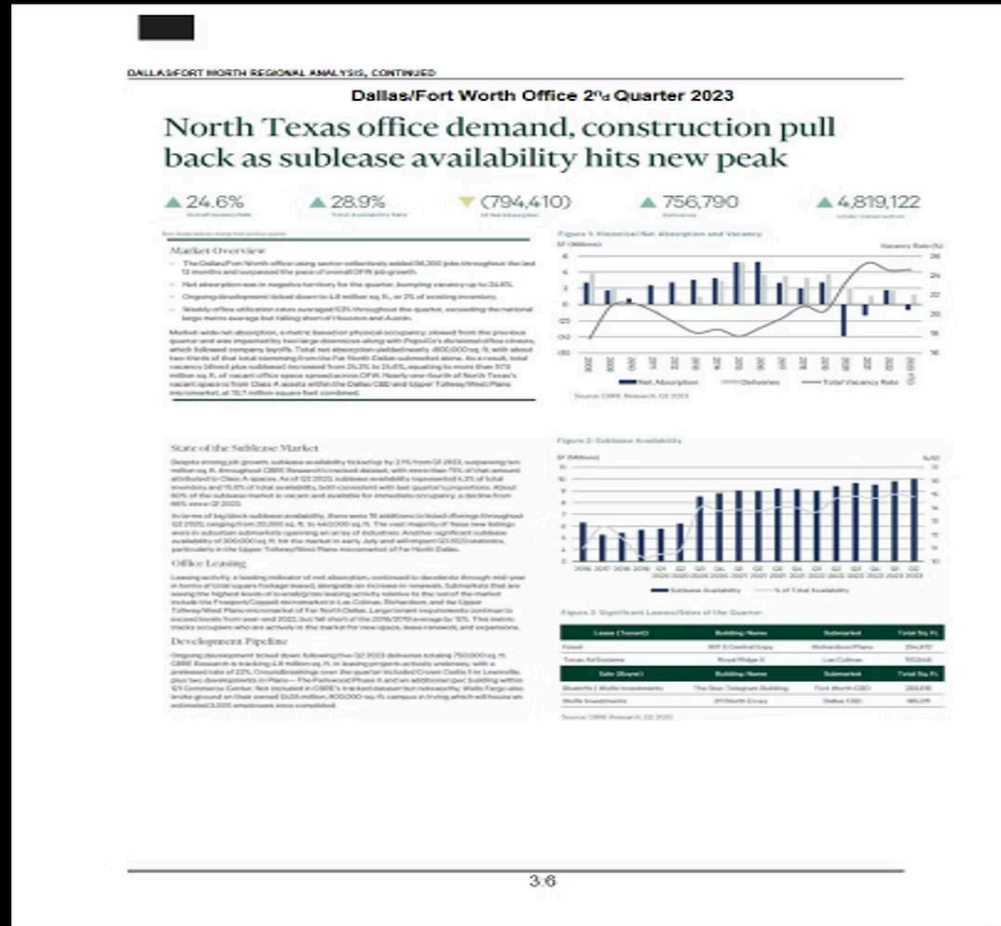
1/26/24

16 +/- acres, 950 units, Wrap Style, 4 buildings, plus 3,500 sf Clubhouse, 4 story.



Site	Multifamily	Parks	Parking	Master Plan
Acreage	16.72 Units	950 Load	215 Stalls	1,767 Stalls
FAR	1.43 Beds	1,373 Net	21,597.4 Average	323
DU/AC	56.8 Baths	1,366.0 Gross	21,597.4 Ratio	1.86 Ratio
	Stalls Req.	1,472 Stalls Req.	64	Parking Req. 467

More good news for B Class Office.... Lol



1/26/24

We do have solutions, it's what we do.....So don't go negative, get CRENext to help with your project



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