

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 UST 10 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



CREXI AUCTION RESULTS FOR:

4331 Communications, Dr Dallas, TX 75211

AT&T PINNACLE PARK









4331 COMMUNICATIONS DR

- DATE OF AUCTION: 12/13/23
- LOCATION: DALLAS, TX

1/26/24

- 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

SAMPLE FOOTER TEXT 2

















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

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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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