

**[DOC ID: 004 | DEAL: Riverview Logistics Park – Phase 2 | TYPE: Underwriting Notes (Team Chat Export)]**

**Excerpt – Analyst Chat Log**

**R. Lin:**

starting new model from phase 1 template. cost input tab still has 2023 steel pricing (\$112/sf), should be closer 124 now.

**K. Barnes:**

yea just bump 10%. total build ~ 260k sf = \$32.2M give or take. sponsor says “value 40M stabilized” but that’s assuming 7 cap on NOI 2.8M. doesn’t reconcile.

**R. Lin:**

right.  $2.8M / 0.07 = 40M$  but we’re at 2.6M realistically → 37M. still high leverage. they’re asking 30M loan = 90% LTC.

**K. Barnes:**

Lender term sheet came in this morning – SOFR+375, 2yr IO, then amort. DSCR calc gives 1.05 yr1, 1.18 stabilized if rent hits 9.25/sf.

**R. Lin:**

market rents around 8.50. maybe ok but not great. exit 2027 assumed 6.75 cap, same as phase 1 but that asset newer shell.

**K. Barnes:**

lease-up 9 months per model. but absorption report shows avg 14mo in corridor. if slip 5mo, IRR drops from 11.3 to like 8.8.

**R. Lin:**

include sensitivity tab. also tenant improvement line missing 250k for truck court lighting. I’ll patch.

**K. Barnes:**

ok just don’t reupload yet—committee Monday, want version clean. Sponsor already sending new budget “rev2” tonight. check formulas first; E45 still dividing by 0.

**R. Lin:**

yep, saw that. spreadsheet yelling “#VALUE!”.

**K. Barnes:**

lol classic. anyway, we’re leaning “conditional approve – reprice or reduce proceeds.” Put that in comment column.

**R. Lin:**

done. DSCR barely covers, but location strong. will note "marginal coverage, acceptable sponsor."