

Crescent Gateway Bridge Loan – Internal Underwriter Notes (OCR Extract)

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“Crescent Gateway – request 48.0M brdg loan (6 mo extendable to 12).
Prop type: mixed retail/office (Phoenix metro). Borrower: Kellen Holdings LLC
(repeat client).
Proceeds repay existing mezz (21.0M) + fund 6.8M TI/LC + fees.”

Section 1 – Quick Table (partial)

Metric	As-Is	Stabilized	Note
Value (appraisal)	60.2M	66.4M	optimistic
Loan	48.0M	—	80 % LTV
NOI	2.55M	3.10M	model assumes 3 leases sign Q1
DSCR	0.93×	1.08×	preleasing risk
Exit Cap	=NOI×1.07 (?)	n/a	broken cell

Section 2 – Analyst Handwritten Margin Notes (OCR)

“tenant ‘Veridian Health’ term 5yrs @ 18psf (opt 5 more) — LOI, not executed.”
“market rent 15.5–16.25psf not 18.”
“IRR = (EquityG / EquityIn) ^{^(1/yr)} – 1’ → ~9.1 % base but prob 7 % true.”
“sponsor using old OM (2019 comps).”
“borrower also owns Lakeside Center (cross-default).”

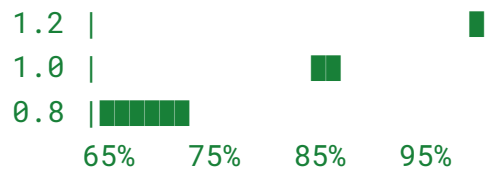
Section 3 – Observations (OCR partial loss)

- “Occ = 0.68 at closing; model uses 0.8.”
- “Expns growth 3.5% vs. lease escal 2.0% → squeeze margin.”

- “DSCR 0.88→1.1 if everything signs; else break even.”
- “Exit cap unrealistic. 6% → 7% more likely; revalue 44M not 66M.”
- “handwritten math: ‘Loan/Val = 0.80 = 48/60.2 ok?’ note ‘maybe 82 % true if adj.’”

Section 4 – Visual (text-generated diagram)

Occ% vs DSCR trend



Section 5 – Conclusion

Bridge relies on unexecuted leases; valuation overstated. Borrower has history of extensions and cross-collateral issues. Credit team notes minimal downside cushion; recommend partial approval ≤ 40 MM with mandatory prelease test.
