CORE
ADVISORY PARTNERS

Why Hire CORE Advisory Partners as Your Mortgage Broker

1. CORE's Principals bring a rigorous Investment Banking-style approach to the execution of the transaction

2. CORE provides thoughtful guidance on terms to the Principals to align expectations before marketing, informed by experience in similar transactions and ongoing participation in the Capital Markets

3. CORE creates institutional-quality materials including Investment Summaries, Offering Memorandums, and Financials Models that elevate the Sponsor in the Capital Markets

4. CORE runs a bespoke marketing process to specific lenders / investors for each transaction type across its network of hundreds of institutional capital providers

5. CORE's goal is to always source multiple Term Sheets to create a competitive process and procure best-in-market terms; from there, CORE negotiates on behalf of the Principals on hard and soft terms in the Term Sheet

6. CORE creates a detailed side-by-side analysis of the alternatives including the financial impact and other attributes of the transaction to help the Principals make the best decision for the Project and stakeholders

7. CORE leads the closing process on behalf of the Principals including:
(a) leading the creation of the data room & managing the definitive due diligence process
(b) management of third party reports and other long-lead items to ensure a timely execution, and
(c) management of the definitive documentation process by driving the business and legal teams from all sides towards a closing while also providing thought leadership and detailed analysis of all business documents

8. CORE is especially experienced in raising construction financing, transitional financing, and engaging in complex situations where the capital strategy and structural terms of the loan/investment are critical to the execution of the business plan

9. CORE is available for ongoing thought leadership and CFO/CIO capabilities, pre and post-transaction

10. CORE has an affiliate investment company that can be a source of capital for select projects and properties