

# Royal Bank – Transaction 1

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**Loan Amount:** \$2.3 million

**Property Type:** Light Industrial/Warehouse

**Location:** Saskatoon

# RBC – Transaction 1



## Challenges:

- Client was looking to maximize their loan amount and leverage 75% of appraised value on a new build to suit property.
- Response was time sensitive and it was a competitive situation.
- The Borrower was not an existing RBC client.

## Solutions:

- The Bank's preference was to consider 70% LTV however this did not meet the financing amount requested by the prospective client.
- As an alternative the Bank was able to allow a significant amount of Developer Profit to be built in to the construction costs associated with the project which increased the value of the property based on cost.
- A deal sheet was issued in only a few days and with the most competitive pricing
- The client was very happy and took the RBC deal over the offer from their existing bank.

## Royal Bank – Transaction 2

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**Loan Amount:** \$2.5 million

**Property Type:** Retail Strip Mall

**Location:** Yorkton

# Royal Bank – Transaction 2



## **Challenges:**

- Out of province investor new to RBC.
- Smaller market.

## **Solutions:**

- We were able to leverage our understanding of the Yorkton market and match this with the client's requirements and provide 65% financing at a highly competitive price.
- The prospect identified RBC's discussion regarding ratios and tenant lease terms and the impact this had on loan amount and pricing as key to his decision on this and future deals.
- Through the Bank's due diligence we discovered the property was under-insured and informed the client, who advised no other lender provided this type of advice and they appreciated the value we added.