

# Case Study

## Hubbard Construction Loan

### Site Location

13389 Hubbard St.  
Sylmar, CA 91342

### Sales Price

Construction Loan Transaction

### Site Specs

- Size: 1 Acre
- Zoning: (T)(Q)RD1.5-VL
- Entitlements: TTM – 21 Condo
- Use at Sale: Vacant Land
- Proposed Use: Market Rate Condo



FRONT ELEVATION  
1/8"=1'-0"

HUBBARD 21 HOMES [CONDOMINIUMS]

## Transaction Background

In late 2011, Evanisko Realty & Investment, Inc. was retained by DB Companies on an exclusive basis to market sell an entitled 21 unit condo development site in Sylmar, CA. Evanisko was the second broker in a one-year period to assume the listing assignment at a price of \$1.4M.

## Transaction Outcome

Early in the marketing process we recognized that due to market conditions meeting our client's valuation threshold through a straight sale transaction was probably less likely than finding a construction lender willing to fund the project. Without any existing debt on the site and a seller who happened to be an experienced licensed general contractor, we looked to the debt market for an alternative angle. With David Melaugh at the helm, Evanisko communicated the loan request to several lending contacts.

We were able to broker an SBA –guaranteed construction loan to our client with a 5.5% interest rate. The project was completed and sold-out in 2012.

