

# Case Study

## Mission Street Lofts

### Site Location

1401 S. Mission St.  
South Pasadena, CA 91030

### Sales Price

JV Structure

### Site Specs

- Size: 18,980 Sq. Ft.
- Zoning: CG
- Entitlements: Condo Subdivision
- Use at Sale: Partial Construction
- Proposed Use: Mixed-Use Condo



## Transaction Background

At or very close to the bottom of the real estate market in 2009, Evanisko Realty & Investment, Inc. was retained to market and sell a fully entitled 22 unit live-work condo development site in Downtown South Pasadena. Our Client had invested nearly \$3.2M into the project at the time of listing between site acquisition, entitlements, plans, permits, and construction which included the digging and shoring of the subterranean garage. No debt or liens existed on the site though the physical appearance of the property coupled with the state of the market painted a picture of distress which attracted low ball purchase offers well below the list price of \$2.5M.

## Transaction Outcome

Since no debt existed on the property, we saw an opportunity to take the project to the market as a potential JV opportunity. Our Landowner would contribute the site (as their equity contribution) to a partnership entity controlled by a new builder cable of guaranteeing a construction loan. After project completion, sell-out, payback of the construction loan, and payback of the the initial landowner equity contribution, profits were split between the partners. Our client, the initial land owner, was successful in making back his full \$3.2M investment in the property between profits and negotiated land-equity contribution.

