

# **SALE ANNOUNCEMENT**

\$39,500,000 NON-PERFORMING LOAN SALE WASHINGTON D.C. SUBURB (MARYLAND)

CLASS A OFFICE (SCIF)
~120,000 SF

INDICATIVE BID DATE: JUNE 7, 2018
BEST & FINAL BID DATE: JUNE 26, 2018



# \$39,500,000 NON-PERFORMING LOAN SALE WASHINGTON D.C. SUBURB (MARYLAND)



| Sale:        | \$39,500,000 Non-Performing Loan Sale |  |  |  |
|--------------|---------------------------------------|--|--|--|
| Collateral:  | Class A Office (SCIF)                 |  |  |  |
| Location:    | Washington D.C. Suburb (Maryland)     |  |  |  |
| Performance: | Non-Performing                        |  |  |  |

#### **Overview**

\$39,500,000 (approximate) commercial mortgage loan sale (the "Loan Sale") conducted by Mission Capital Advisors, LLC ("Mission Capital" or "Asset Sale Advisor") on behalf of an unidentified seller ("Seller"). The Loan Sale offers bidders the opportunity to acquire a non-performing \$39,500,000 commercial loan (the "Loan"), secured by a first-lien mortgage on a class A office property in suburban Washington D.C. (the "Property").

#### **Sale Structure**

Mission Capital has been retained as the exclusive Asset Sale Advisor to the Seller for the sale of a non-performing \$39,500,000 commercial loan secured by a first-lien mortgage on a class A office property located in suburban Washington D.C. (Maryland). The Loan is being offered on a sealed bid basis.

On behalf of the Seller, Mission is initially soliciting indicative bids from prospective bidders (the "Prospective Bidders") for the purchase of the Loan pursuant to the Loan Sale timeline attached below.

Mission, in conjunction with the Seller, and at the sole and absolute discretion of the Seller, will then invite multiple bidders (the "Final Bidders") to complete due diligence and submit noncontingent final bids for the Loan.

The sale must be completed according to the timeline below; investors will be required to provide comments to the Loan Sale Agreement prior to the final bid date.

### **Loan Sale Timeline**

The transaction contemplated herein has been scheduled as follows:

| Event  | Date   |  |  |  |
|--|--|--|--|--|
| Sale Announcement Distributed                          | Friday, May 18, 2018                             |  |  |  |
| Initial Data Distribution                              | Friday, May 18, 2018                             |  |  |  |
| Indicative Bid Date                                    | Thursday, June 7, 2018                           |  |  |  |
| Best & Final Bid Date                                  | Tuesday, June 19, 2018                           |  |  |  |
| Winning Bidder Selected                                | Wednesday, June 20, 2018                         |  |  |  |
| 10% Non-Refundable Deposit Due                         | Thursday, June 21, 2018                          |  |  |  |
| Closing Date on or Before                              | Wednesday, June 27, 2018                         |  |  |  |
| Winning Bidder Selected 10% Non-Refundable Deposit Due | Wednesday, June 20, 2018 Thursday, June 21, 2018 |  |  |  |

### **Sale Summary**

- Collateral for the loan is a 4-story, ~120,000 SF LEED Gold Certified Class A office building constructed in 2008 on 9 acres.
- The improvements are fit out to SCIF (Secure Compartmented Information Facilities) standards servicing the classified needs of the defense/intelligence industry.
- The Property has 496 surface parking spaces resulting in a 4.22 parking spaces/1000 NRSF.
- Demographics of the surrounding area are outlined in the table below:

| Population              | 1 Mile    | 3 Mile   | 5 Mile   |
|-------------------------|-----------|----------|----------|
| 2018 Total Population   | 4,211     | 57,277   | 176,715  |
| Average Age             | 36.0      | 34.9     | 35.4     |
| 2018 Total Households   | 1,716     | 18,856   | 63,782   |
| Median Household Income | \$124,010 | \$91,384 | \$90,796 |

Source: CoStar



| Loan Information |                  |                         |                  |               |           |              |              |           |
|------------------|------------------|-------------------------|------------------|---------------|-----------|--------------|--------------|-----------|
| Status           | Original Balance | Original Balance<br>PSF | Origination Date | Maturity Date | IO Period | Amortization | Current Rate | Rate Type |
| Non-performing   | \$42,250,000     | \$352                   | 3/31/11          | 3/31/18       | 12        | 72           | 7.32%        | Floating  |

#### **Loan Sale Process**

Prospective Bidders are subject to qualification by Mission and/ or Seller (qualification process will be initiated by Mission as deemed necessary). Access to the Due Diligence Materials will be provided to Prospective Bidders solely at the discretion of Mission and/or the Seller and may be withheld for any reason.

The Seller, in conjunction with Mission, have prepared a comprehensive array of due diligence data (the "Due Diligence Materials"), which will be made available to Prospective Bidders that have executed, and are subject to the terms of, the Confidentiality Agreement (the "Confidentiality Agreement"), which can be accessed on the transaction offering email or by visiting <a href="market.missioncap.com">market.missioncap.com</a>. Included in the Due Diligence Materials will be an Offering Memorandum for the Asset (the "Offering Memorandum") prepared by Mission, comprehensive bidding instructions, the terms of sale and the Seller's required form of Agreement for Sale and Purchase of the Loan (the "Loan Sale Agreement").

Mission is soliciting non-contingent final bids for the Loan. Prospective Bidders are encouraged to complete final due diligence before submitting non-contingent offers on the Final Bid Date (the acceptance of which by Seller will require immediate execution of pre-negotiated Loan Sale Agreement by Prospective Bidder accompanied by a 10% non-refundable wire funds deposit).

Additional information will be provided to Bidders via Mission's online due diligence site. Such information may include detailed loan documents, pay histories, environmental reports, litigation documents (if applicable), and financial statements, in both computer file and imaged formats.

Please e-sign or return an executed Confidentiality Agreement to <a href="mailto:nda@missioncap.com">nda@missioncap.com</a>

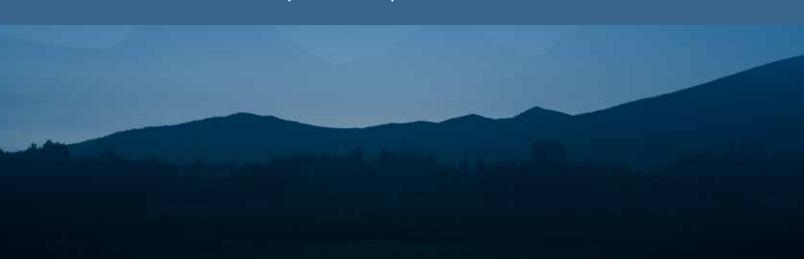
All inquiries should be directed through Mission Capital. Neither the Seller, Borrower, Borrower affiliates or Guarantors are to be contacted. Investors are required to strictly adhere to the terms of the Confidentiality Agreement.

### **Loan Sale Agreement**

The Seller will make its required form of Loan Sale Agreement available for review to Final Bidders. Pursuant to the Loan Sale Agreement, the Seller is selling its Loan subject only to those representations and warranties explicitly stated in the Loan Sale Agreement. No other representations or warranties, either expressed or implied, shall apply.

## \$39,500,000 NON-PERFORMING LOAN SALE WASHINGTON D.C. SUBURB (MARYLAND)





#### **Contact Information**

#### MISSION CAPITAL ADVISORS, LLC

Chad Coluccio

Managing Director

ccoluccio@missioncap.com
949 287 3910

**Kyle Kaminski** *Director*kkaminski@missioncap.com
212 925 6692

Michael Britvan
Managing Director
mbritvan@missioncap.com
212 925 6692

**Don Pavlov**Associate
dpavlov@missioncap.com
212 925 6692

Adam Grant
Director
agrant@missioncap.com
949 706 3001

Adam Kahn Analyst akahn@missioncap.com 212 925 6692

Due diligence information can be found in the data room at market.missioncap.com

#### Disclaimer:

NO OBLIGATION TO SELL SHALL BE BINDING ON SELLER UNLESS AND UNTIL A WRITTEN CONTRACT OF SALE OR ASSET SALE AGREEMENT IS SIGNED AND DELIVERED BY SELLER. THE SELLER RESERVES THE RIGHT, AT ITS SOLE AND ABSOLUTE DISCRETION, TO WITHDRAW THE ASSET FROM THE ASSET SALE, AT ANY TIME. THIS SALE ANNOUNCEMENT HAS BEEN PREPARED TO ASSIST THE RECIPIENT IN DECIDING WHETHER TO PROCEED WITH FURTHER INVESTIGATION OF THE ASSET. WHILE THE INFORMATION INCLUDED HEREIN IS BELIEVED TO BE ACCURATE AND RELIABLE, SELLER, MISSION AND THEIR RESPECTIVE SUBSIDIARIES, AFFILIATES, AGENTS, ASSIGNEES, OFFICERS, TRUSTEES, DIRECTORS, SERVICERS AND EMPLOYEES MAKE NO REPRESENTATIONS OR WARRANTIES, EXPRESS OR IMPLIED, AS TO THE ACCURACY OR COMPLETENESS OF SUCH INFORMATION, INCLUDING BUT NOT LIMITED TO THE VALIDITY OR PRIORITY OF ANY LIENS AND THE VALUE OF ANY COLLATERAL. ONLY THOSE REPRESENTATIONS AND WARRANTIES THAT ARE MADE BY THE APPLICABLE SELLER TO A PROSPECTIVE BIDDER IN A DEFINITIVE, EXECUTED ASSET SALE AGREEMENT SHALL HAVE ANY LEGAL EFFECT.

**NEW YORK** 

41 Madison Avenue 35th Floor New York, NY 10010 Tel: 212-925-6692 Fax: 646-607-8132 **CALIFORNIA** 

620 Newport Center Dr Suite 680 Newport Beach, CA 92660 Tel: 949-706-3001 Fax: 646-607-8132 ALABAMA

118 North Royal Street 7th Floor Mobile, AL 36602 Tel: 212-941-2269 Fax: 646-607-8132 FLORIDA

4741 Military Trail Suite 202 Jupiter, FL 33458 Tel: 561-622-7022 Fax: 561-622-9959 **TEXAS** 

1120 S. Capital Texas Hwy Suite 150 Austin, TX 78746 Tel: 512-327-0101 Fax: 512-327-0112