



# LONG-STANDING RELATIONSHIPS AND MARKET KNOWLEDGE SECURE DIFFICULT FINANCING

## Issue/Challenge

- Client wanted nonrecourse loan with secondary debt
- Loan was previously rejected by a mortgage brokerage firm
- Client needed a mortgage banker that represented the client's interests

## Resolution

- Marcus & Millichap research supported finding a local lender
- MMCC represented the borrower
- Marcus & Millichap's partnership with the lending bank led to a timely close

Marcus & Millichap Capital Corporation (MMCC) was approached to obtain financing for the purchase of a Dave & Buster's, a restaurant and bar featuring interactive games, located in Houston. The client previously had been turned down for a loan after applying with another mortgage brokerage firm that could not deliver what it promised. In addition, the client requested specific financing requirements, including a nonrecourse loan that would allow secondary debt to be placed behind the first loan.

Due to Dave & Buster's non-investment-grade credit rating, MMCC realized it would be difficult to place a loan with a national lender. The solution involved finding a local bank willing to originate a

nonrecourse loan to accommodate the borrower's needs.

MMCC was able to find a local lender and closed the deal promptly. The bank made a \$5 million nonrecourse loan and allowed the secondary financing, which took the total loan-to-value ratio to 90 percent. Through our partnership with the bank, every term of the deal was delivered as promised. MMCC's national presence gives clients access to the resources of financing institutions with which we have long-standing relationships. Furthermore, we are extremely responsive to borrowers' needs as a result of our local market knowledge, access to up-to-date capital market information and daily interaction with Marcus & Millichap agents nationwide.