



# **Atlantis Towers Real Estate Acquisition, Financing and Investing Case Study & Workbook: Your Roadmap to Understanding Real Estate Finance and Secured Debt Financing (How to Make the Deal Book 21)**

*Arthur VanDam, Joe Gelb*

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This real-world guide is Your roadmap to understanding real estate investing, acquisition and finance. You'll learn how to analyze and arrange a financing, put a deal together, invest smartly and protect yourself. We'll analyze the key issues, terms and conditions, what they mean and more.

From the late 1980s through 2005, I worked at Citibank, JP Morgan Chase Bank and a division of Fortress Investment Group hedge fund.

During my investment banking career I have closed over \$5 Billion in transactions.

I financed a 42-story headquarters building in Houston that cost \$281 million. A 38-story office tower in downtown Manhattan that cost \$725 million. A \$193 million hotel in Boston. A 47-story office tower near Grand Central Station at \$760 million.

This Case Study is based on these transactions and my experiences when I was a Citibank Vice President. We've changed the names and all, but the concepts are "real," points you'll see in a real estate transaction today.

We're buying "Atlantis Towers", a \$700 million skyscraper in New York City. There's even a rent roll with tenants and debt covenants. You'll gain a working knowledge of the "Summary of Indicative Terms and Conditions" that describes the acquisition, construction and secured debt financing, and the major factors and considerations that play into a real estate acquisition (investment) and financing. The term sheet is written in legalese so you'll become familiar with legal language and documents.

This Case Study is designed for professionals and newcomers alike. The discussion and analysis are in plain English. You don't need any specific knowledge, an MBA or law degree.

This Case Study includes three sections:

1. The term sheet is a legal document. It's similar to a term sheet you might use or see in an actual real estate transaction.
2. Seventy-seven (77) detailed questions that capture the concepts and theory ? the nuts and bolts of the transactions from beginning to funding, A to Z. The Q&A highlight the importance and impact of the events, facts and circumstances, terms and conditions. There's blank space so you can answer the questions and take notes.

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3. Detailed answers, discussion and analysis of the 77 questions. What the issues, facts and circumstances mean. This explains how to think through issues that may arise and put the pieces together. You'll understand the thought process and underlying theory involved in making such an investment and putting such a real estate financing/deal together.

Regardless of whether you are a financial professional, real estate lender, investor, owner or manager, banker, student or the curious sort, this comprehensive, real-world guide can help you develop smart, new know-how, analytical skills and improve your on-the-job performance.

The deal is closed when you solve all the issues AND the wire transfers clear. In other words, when the money moves, changes hands. This Case Study will show You the way.

This valuable information will triple your understanding of banking and finance, real estate financing and investing, secured lending, legal documents, insurance and investing in mortgages. And how to analyze and close a deal.

You will build professional skills and insight, gain working knowledge of real estate finance and investing and become more familiar with business, financial, real estate and legal concepts, jargon and terms and conditions. Enhance your business and finance know-how and problem-solving skills. How to identify the key issues and risks to lookout for and the questions to ask.

In my 25+ years of finance and business experience, I find that case studies offer one of the most interesting and valuable ways to master new concepts. This especially applies to a complex financing transaction ? a "deal" if you will. And this Case Study Delivers. Let's get started now.

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#### **Carolyn Rodriguez:**

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