

# TRIANGLE ORTHOPAEDIC ASSOCIATES

*Durham, North Carolina*

## THEIR STORY

Triangle Orthopaedic Associates, a group of twenty-four physicians, built a 65,000 square foot state-of-the-art facility to consolidate several smaller locations. The project was financed by a major national bank at a very competitive rate. Even so, Triangle had further reduced that rate through intensive negotiations. Triangle doubted that there would be room for improvement since they just completed their negotiations. With no downside, Triangle hired CMAC to see if they could improve their rate.

## THEIR SOLUTION

CMAC produced a reduction in the rate by introducing taxable bonds as a financing alternative. In response, the bank lowered the conventional rate in order to be competitive with the CMAC bonds. The group benefited of the new low rate of 1% over 30-day Libor, generating savings of over \$450,000 over the life of the loan.

## THEIR RESPONSE

"I would highly recommend using CMAC to any group that owns their real estate. We had already negotiated a very competitive interest rate with our bank. Still, CMAC met with our bank and used the leverage of their bonds to improve the rate substantially. They saved us over \$450,000 and we are using them again on another project."

– George Sheasley  
*CEO*



## PROJECT SUMMARY

- \$10,626,000 financed
- Conventional bank financing
- Refinance
- 85% loan-to-value
- Fixed for 10 years
- 25-year amortization
- Reduced all-in rate to under 1.00% over 30-day Libor
- \$450,000 in savings

