CARLTON LANE
CAPITAL

Transcript

How should I know if I should be concerned if my project is extended?

When projects get extended, it could be for a lot of reasons. Some good, some bad.

How do you know which is which? And that's really where we try to come into play. But if you're on your own, you don't necessarily know. And so a lot of times you have to understand why was it extended. What's the remedy. Do I agree with why it was extended?

And how is this going to affect my return

It's not as if one sponsor did it right and another did it wrong when interest rates moved the way they do. A lot of real estate is sitting waiting to be sold. So then, as your question is, should I be concerned? How do I know if there's an issue? How do I know if there's not?

And managing and understanding that risk and understanding, if that developer sponsor is being truthful, is a challenge for some folks. That's one of our arguments about why to work with Carlton Lane, by being the full equity partner on a real estate development. They have to take our phone calls. They have to open up their books. They have to tell us everything. If you're a single investor alongside 100 other investors, you're just going to get the company line.

And so by working with Carlton Lane, we are the equity partner. They have to show us everything and then we show it to you.