



If you are a commercial lender, you are faced with a multitude of borrower and site characteristics to consider. One key factor is the real estate itself. So, when you need an independent real estate valuation, look no further than ZENGEL & Associates. We deliver client-centered, MAI-quality real estate appraisals that are accurate, professional, on time, and competitively priced. Regardless of your underwriting location, count on us to give you the most current, on-market information you need to make the right lending decisions for properties in Central, Northern, and now extending to the Central Coast areas including Santa Barbara and Ventura Counties.



Lender Clients Near and Far

Today, many of our lenders finance projects located beyond the city, county or even the state where their underwriting is located. Whether you are near or far, we will insure that our appraisal supplies you with the most relevant site and market information that you need about your subject and its neighborhood, locality and region. Our clients include:

- Regional and Local Banks
- Investment Banks
- Industrial, Specialty and Gas Station Lenders
- Car Dealership Lenders
- Credit Unions
- Insurance Companies
- Mortgage Companies
- Private Lenders

Partial List of Our Lender Clients

We serve many lender clients with underwriting located throughout California and the US:

- Bank of the West
- Bank of the Sierra
- California Bank & Trust
- Farm Credit West
- Federal Land Bank
- First Community Bank
- Fresno First Bank
- Fresno Madera Farm Credit
- Golden State Farm Credit
- LaSalle Bank (now Bank of America)
- Rabobank
- State Center Credit Union
- US Bancorp
- Valley Business Bank (now Citizens Business Bank)
- Wells Fargo Bank
- Westamerica Bank

A Proven Partner for Lenders

Since we began in 1982, ZENGEL & Associates has supplied over 50 different lenders with independent, high-quality real estate appraisals. Yes, lenders do have common valuation requirements that many appraisers can satisfy. But, our client-centered approach distinguishes us from our competitors – we tailor our services to your organization's particular needs and the purpose of your valuation. We will:

- Deliver an MAI-prepared product for a competitive fee
- Take only those assignments where we can satisfy your delivery deadlines
- Work within your web-based, appraisal bid and scheduling process
- Provide your choice of appraisal formats: restricted or appraisal

Lenders engage us to complete real estate appraisals for assorted reasons:

- Single Site to Portfolio Acquisitions & Divestitures
- Real Property Financings & Refinancings
- Site Modification or Rehab
- New Construction
- Site Contamination & Stigma
- Leasehold & Leased Fee
- Probate/Estate/Trust
- Periodic Asset Review
- Market Rent Studies

Market Wise – With Special Use Capability

With over 45 years of experience in professional real estate appraisals, ZENGEL & Associates brings to your engagement unsurpassed market knowledge and integrity. We combine this expertise with an excellent support staff, modern, web-based research

tools, and our extensive, proprietary in-house database to form an extremely efficient valuation capability. For lenders like you, this translates into superior deliverables and cost savings – wherever your sites may be in California. Our lender practice generally covers the following areas:

- Apartments
- Auto Dealerships
- Business Valuation
- Commercial Land
- Condemnation
- Distribution Centers
- Farmland – Improved & Transitional
- Food Packaging & Cold Storage
- Gas Stations & C-Stores
- Government Buildings
- Hotels & Motels
- Manufacturing – Light/Heavy
- Mixed Use Developments
- Neighborhood, Strip and Power Retail Centers
- Offices
- Restaurants and Franchised Fast Food
- Schools
- Self Storage
- Supermarkets
- Truck Terminals
- Warehouses
- Special Use Properties

Sample Engagements

- To collateralize a multi-million dollar line of credit, a money center bank engaged us to conduct an appraisal of the corporate borrower's world headquarters in the Central Valley – a six-building combination of office/manufacturing/R&D space that occupied over 400,000 square feet.
Valuation: in excess of \$30 million.
- For a Northern California bank underwriting a refinancing, we issued a summary appraisal on a multi-location medical complex in Central California, including six office buildings and a convalescent facility.
Valuation: over \$27 million.
- A publicly-traded ownership group seeking financing from a California bank and an auto manufacturer asked us to value six current and proposed dealerships at various sites in Northern and Central California, including metro Sacramento and Fresno.
Combined valuation: over \$26 million.
- For a SF Bay Area bank considering the financing of a leased fee interest, we valued a 2600 acre mixed-use ranch in Northern California with farmland, grazing land, orchards and an aggregate mine, along with structural improvements.
Valuation: over \$22 million.



- For a Chicago bank with a specialty refinancing, we appraised a Northern California industrial creamery operation.
Valuation: near \$11 million.
- For a Central Coastal California bank an asset review valuation was completed on a multi-retail complex including truck stop, signature hotel, retail store, restaurant, air strip and excess land property located in the Central Valley.
Valuation: in excess of \$50 million.

Take a Look – Contact Us

We kindly invite you to explore our web site at www.zengelassoc.com. View more on our service



ZENGEL & ASSOCIATES
Real and Special Use Property Valuation

Integrity is not a choice, it's our Business...

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