

October sales show consumers are spooked

NEW YORK (MarketWatch)

For the most part, retailers' October sales missed expectations, and much of the blame for that falls to skittish consumers. At last count, 56% of retailers missed Wall Street's targets, according to Thomson Reuters.

The results are particularly chilling because they come just ahead of the holiday shopping season, which is the most important selling period for most retail-

ers and when people can usually be relied upon to shop until they drop.

Even Target Corp. which would seem well-positioned to take advantage of the slumping economy, called its October sales "very disappointing," with no end in sight.

"We expect the recent challenging sales environment to continue into the holiday season and beyond as a result of the economic factors currently affecting

consumer spending," said Target's Chief Executive Gregg Steinhafel.

One of the rare standouts was discount giant Wal-Mart Stores Inc, which extended its winning streak and announced plans for a sweeping series of price cuts over the next seven weeks.

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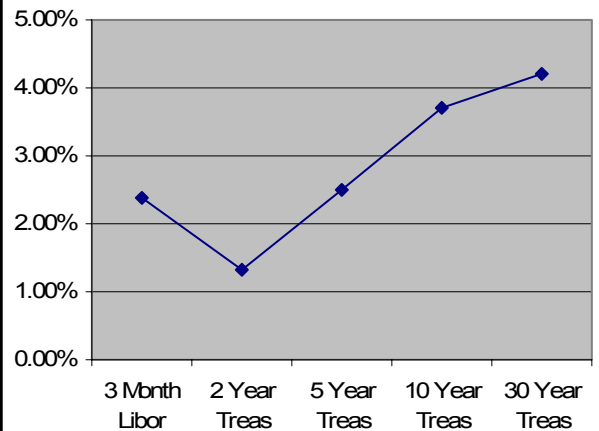
Market Indices

	November 6, 2008
Prime	4.00%
3 Month Libor	2.39%
5 Year Treasury	2.50%
10 Year Treasury	3.70%

Representative Spreads *

Project	Spread
Multi Family	180-225
Office	225-400
Industrial	225-400
Retail	225-400

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Paragon Arranges \$5,800,000 Permanent Loan on Retail Center

Paragon Prime Funding recently arranged \$5,800,000 in permanent financing on a 20,000 square foot retail center located on Wolf Road in Colonie, NY

The financing included two separate tranches of funds. At closing, the lender released \$4,600,000 in loan proceeds to refinance the existing 14,441 square foot plaza.

Upon completion of an additional 5,559 square feet, the

lender will release the remaining \$1,200,000 in proceeds.

The plaza contains a mixture of local and regional tenants including Panera Bread, InTouch Wireless, and AllCare Dental.

The loan features a 10 year fixed rate term, with payments amortized over 25 years at 80% loan to value. The loan also includes a limited re-



course provision that burns off over time.

Interest rates for both tranches were locked at commitment at no cost to the borrower.

* Representative spreads are indicative of class A properties with 75% loan to value on a 20 to 30 year amortization. Lower leveraged loans will result in a spread reduction.