ILLUSTRATIVE IC DECISION BRIEF

Riverside Commerce Center

Fictional Midwest industrial acquisition | Decision date: July 24, 2026

PURCHASE PRICE	GOING-IN CAP	HOLD	LEVERED IRR
$18.4M	**7.1%**	**5 years**	**Illustrative 18.6%**

RECOMMENDATION	PROCEED TO DILIGENCE - SUBJECT TO THREE CONDITIONS

Investment thesis

The illustrative opportunity combines an in-place industrial income stream with a basis that may support acceptable five-year returns. The decision depends less on headline IRR than on rollover exposure, environmental diligence, and whether executable debt terms preserve coverage under the downside case.

What must be true

#	Condition	Decision implication
01	Near-term rollover is absorbable	Tenant expirations and downtime must remain within the underwritten leasing reserve.
02	Environmental risk is bounded	Phase I findings and historical-use review cannot identify an unpriced material liability.
03	Debt remains resilient	Lender quotes must preserve acceptable DSCR and proceeds after fees, reserves, and rate changes.

SCENARIO FRAMEWORK

Returns are outputs, not evidence

Scenario	NOI growth	Exit cap	Interpretation
Upside	4.0%	7.25%	Stronger leasing and modest exit-cap compression.
Base	3.0%	7.75%	Illustrative operating plan and current underwriting assumptions.
Downside	1.0%	8.50%	Slower growth, wider exit pricing, and reduced refinancing flexibility.

Primary risks

Lease rollover. A concentrated expiration schedule can move both income and terminal value. Validate tenant intent, market rent, downtime, commissions, and improvement allowances.

Environmental history. Prior use should be reviewed through qualified environmental diligence. The model does not price unverified contamination exposure.

Debt execution. The illustrative model uses simplified debt service. Replace it with a lender term sheet, complete amortization schedule, reserve requirements, covenants, and closing costs before reliance.

Diligence priorities

Priority	Evidence required	Owner	Gate
High	Tenant estoppels, leases, rollover schedule	Acquisitions	Before final IC
High	Phase I ESA and historical-use materials	Counsel	Before non-refundable deposit
High	Executable lender quote and reserves	Capital markets	Before final IC
Medium	Roof, paving, and deferred-maintenance review	Engineering	During diligence

METHODOLOGY AND LIMITATIONS

How to read this sample

This document demonstrates the structure of an Aimhi Deal Desk decision brief. The property, assumptions, metrics, risks, and recommendation are fictional. No transaction was completed, no client outcome is represented, and no return is promised.

Source discipline

A production engagement distinguishes source-document facts from analyst assumptions and derived calculations. Material facts should carry provenance, and assumptions should remain explicit and reviewable.

Scenario discipline

The base case is not treated as truth. Upside and downside cases should change identifiable economic drivers and preserve comparable definitions so the decision owner can see what moves the result.

Decision discipline

A recommendation is conditional. It identifies the evidence required, the owner of each open item, and the point at which the deal should stop or return for review.

Limitations

Models simplify reality and can contain errors. Users must independently verify source information, formulas, taxes, legal matters, engineering, environmental conditions, financing terms, and professional-advice requirements before acting.

ILLUSTRATIVE SAMPLE
Fictional property. Not client work. Not a forecast. Not investment, legal, tax, accounting, brokerage, securities, or lending advice.