

ANOTHER 504 LOAN SUCCESS STORY...

Ford of Sebastopol buys its building

SEBASTOPOL — Ford of Sebastopol has announced the purchase of its existing Sebastopol Avenue location to accommodate its growing business and operations, owner Larry Winkler said last week.

Purchase of the \$840,000 dealership at 6791 Sebastopol Avenue was financed through an SBA 504 loan from **Capital Access Group**, a commercial real estate lending company. Steve Prandini of Coldwell Bank acted as broker for both the buyer and the seller, said Winkler.

Ford of Sebastopol has occupied the 10,260-square-foot Sebastopol Avenue location for more than 53 years.

Winkler purchased the business in 1999 and has tripled revenues since that time. Acquiring the property will save more than \$50,000 in rent expense and will guarantee a permanent business location, said Winkler.

Winkler said he opted to acquire the property this year in order to take advantage of current low interest rates and the competitive finance incentives provided to small businesses through the SBA 504 program.

“Capital Access Group was able to offer 90



Frank Robertson

TRANSITION — Ford of Sebastopol owner Larry Winkler last week announced the acquisition of the Ford property on Sebastopol Avenue.

percent financing and offer long-term, fixed rates,” said Winkler. **“The 504 loan provided by Capital Access is the only loan of its kind that allows the buyer to put only 10 percent down. This is a terrific business opportunity and Capital Access Group made the**

process extremely easy. I would encourage anyone buying a building to use the 504 loan program.”

Ford of Sebastopol is a retailer of new and used cars and the sale of service and parts associated with Ford products. It operates as an independent franchise of Ford Motor Company.

Sebastopol Chamber of Commerce President Teresa Ramondo said the purchase is another indicator of Winkler’s hard work.

“Larry is doing a phenomenal job,” said Ramondo. “It’s exciting to see that kind of energy and enthusiasm for the community.”

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