



First Secure Bank simplifies commercial real estate due diligence with RADIUS

Palos Park, IL-based First Secure Bank & Trust prides itself on the premise that they are a “true” locally owned bank in Illinois. Those local roots drive a commitment to deliver the best financial services to their customers.

A big part of that is commercial lending, especially small balance loans typical of community banks. With five branch locations, the Bank’s commercial lending footprint extends throughout Illinois and into parts of Indiana, Wisconsin, and Michigan.

Chris Friis, the Bank’s senior vice president of commercial lending, says his team handles about 200 transactions annually and finances everything from retail plazas, mixed-use owner-occupied, and investment properties to multi-family, SBA 504 deals, and even transportation financing.

Friis says he likes working with CREtelligent for due diligence services for several reasons: ease of ordering and tracking projects, the quality of the reports, the expert support he gets, and the ability to order various due diligence reports on RADIUS.

“I am a big fan of using CREtelligent’s online service RADIUS. I know when you [CREtelligent] got my order and when I’m getting it back. I do not have to chase a vendor through email to track a project down,” he said.

CREtelligent provides the Bank with environmental reports like Phase IIs, RSRAAs, and Transaction Screen Assessments. “The completeness of the reports is great. They are packed with information, but it is easy to find what we need to support our credit decision. Our president was reviewing a



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— **Chris Friis**
*Senior Vice President
 of Commercial Lending*

closing package and was impressed with the level of detail of the supporting RSRA. And the cost,” said Friis.

Friis said he often relies on the CREtelligent team to help interpret report findings. “I am not an environmental expert, and CREtelligent has been great in helping me interpret certain situations,” said Friis, noting one project where there was some ambiguity about storage tanks that his client success team helped him resolve.

“Sometimes I need help determining the next steps when it comes to environmental. I get that with CREtelligent,” said Friis.

We’re glad to help!

