

COHEN FINANCIAL SECURES \$11 MILLION LOAN FOR RETAIL PROPERTY IN LAKE GENEVA, WISCONSIN

Chicago (February 17, 2015) – Cohen Financial, a national real estate capital services firm, today announced that it has secured an \$11 million refinancing loan for Geneva Square, a retail center located at Interchange N and US-12 on the north end of Lake Geneva, Wisconsin. Geneva Square is a 169,692 square-foot property, is 98 percent leased and has shown historical occupancy of 97 percent for the last five years. Anchor tenants include a 50,000 square-foot Piggly Wiggly and Aurora Health Center, a 63,000 square-foot health care provider.

Don C. Trossman, Managing Director of Cohen Financial in the Chicago office, secured the fixed-rate, 7-year term loan on a 25-year amortization and 65 percent loan-to-value (LTV) with a sub four percent interest rate. Mr. Trossman secured a CMBS loan with Cantor Commercial Real Estate. The borrower is Lake Geneva Investors, LLC and the property is managed by Schermerhorn Commercial Real Estate of Illinois. The transaction closed on February 2, 2015.

“The borrower is an estate and the trustees have not been actively involved in the commercial real estate market so we worked closely with them to ensure they achieved their desired outcome for this refinancing,” said Mr. Trossman. “Although Lake Geneva is a very small market, in general, well located retail properties remain highly desirable for financing.”

Geneva Square was built in 1980. The current owner purchased the property in 1999. Aurora Health Center became a tenant in 2005, and the Piggly Wiggly franchisee has been a tenant in the property since it was built.

About Cohen Financial

Cohen Financial is a diversified, commercial real estate capital services firm offering debt and equity placement, loan administration and advisory services. Cohen Financial is well recognized as one of the nation's leading loan servicers and special servicers, as well as an originator of commercial and multifamily real estate financing. Known for finding innovative solutions to meet client needs, the company maintains an Equity Practice to help borrowers complete their capital needs and an enhanced Capital Advisory and Valuation Services to assist financial institutions and investors to better evaluate assets and investment opportunities. Cohen Financial serves clients throughout the U.S. from offices in 10 major markets.

