

COHEN FINANCIAL SECURES \$12.5 MILLION LOAN FOR A FOOD ANCHORED RETAIL CENTER IN JOLIET, ILLINOIS

Chicago (June 18, 2015) – Cohen Financial, a national real estate capital services firm, today announced that it has secured a \$12.5 million refinancing loan for Hillcrest Shopping Center, a Joliet, Illinois-based 246,000 square-foot food anchored retail property originally built in 1960. Hillcrest Shopping Center is anchored by a 65,000 square-foot Food4Less (Kroger) grocery store. The retail property features 40 tenants, such as Dollar Tree, Payless Shoes, Harbor Freight Tools, a T-Mobile and a Subway. Hillcrest Shopping Center was acquired by the sponsor in 1979 and was recapitalized 10-years ago.



Don C. Trossman, Managing Director of Cohen Financial in the Chicago office, secured the fixed-rate 10-year loan on a 25-year amortization schedule with a correspondent life insurance company. The interest rate was below 4 percent. The borrower is Joliet-Hillcrest, LLC. The sponsor is an experienced owner/manager of numerous retail and apartment properties. The transaction closed in May 2015.

“Historically this center has been almost fully leased until a T.J. Maxx store moved out prior to the time we started work on financing the property,” said Mr. Trossman. “When the store left, the center was 85 percent leased, however the borrower did possess a letter of intent from another tenant for the empty space. The borrower wisely anticipated rising interest rates and preferred to secure financing from a life insurance company because of their ability to lock interest rates at time of application. Even though the property was not fully tenanted, we were able to secure competitive terms because the loan-to-value (LTV) was approximately 50 percent, the property’s historical occupancy was excellent, it is located at a major retail intersection in Joliet and has undergone three renovations since our client acquired it in 1979. The last and most extensive renovation occurred in 2005 when Food4 Less signed on as a tenant,” added Mr. Trossman.

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.