

## **Cohen Financial Secures More Than \$10 Million In Acquisition Financing For Office/Retail Property Outside Atlanta**

PHOENIX (July 18, 2016) – Cohen Financial, a national real estate capital services firm, today announced that Neal Churney, CCIM, Managing Director of Cohen Financial's Phoenix office, and Don C. Trossman, Managing Director in the Chicago office, secured a \$10.687 million acquisition loan for the Shoppes at Vickery Village in Cumming, Georgia.



This 77,794 square-foot mixed-use property features eight retail buildings that consist of 59,719 square feet of space and three office buildings totaling 19,075 square feet of space. The well-leased property was built in 2006 and is part of a live/work/play community located in Cumming just outside of Atlanta. The residential space was not part of the transaction.

Cohen Financial secured this 10-year fixed rate CMBS loan on a 30-year amortization schedule through Citigroup Global Markets for Vickery Village Community, LLC, a local CRE investor. The transaction closed on July 6.

“Because the office and retail buildings are part of a larger development and ownership association that includes residential properties, this transaction required a tremendous amount of coordination between all parties,” said Churney.

Cohen Financial secured the CMBS loan terms at closing that were initially quoted to the client. Churney added, “It is common in today’s market environment for the terms on CMBS loans to change at the closing table. Cohen Financial has a longtime relationship with Citigroup. Through our preliminary underwriting, due-diligence and market knowledge to analyze and present loan scenarios to the lenders across all of our transactions, we accurately portray the asset and market scenario before negotiating terms. Based on our loan underwriting, Cohen Financial successfully delivered the financing terms that our client initially applied for.”

## **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 Asset Advisory 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.

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