

## Cohen Financial Secures \$6.25 Million Loan For Boutique Retail Center In Suburban Milwaukee

CHICAGO (September 16, 2016) – Cohen Financial, a national real estate capital services firm, today announced that Michael Hart, Managing Director of Chicago-based Cohen Financial, arranged a \$6.25 million loan to refinance Galleria West. Built more than 25 years ago, the boutique retail center is located at 18900 W. Bluemound Road in Brookfield, Wisconsin, a suburb of Milwaukee. The property is well leased by a number of high-end local anchor tenants.

Mr. Hart secured a 10-year, fixed rate loan with Morgan Stanley. Brayton Management Company, Inc. is the property manager and a principal in the sponsor's partnership entity. The transaction closed on August 31, 2016.

“Cohen Financial secured a 72 percent loan-to-value (LTV) nonrecourse loan, providing our client the necessary funds to refinance the existing loan,” said Hart. “Galleria West is a well-performing asset in a great location along the Bluemound Road retail corridor that consists of four million square feet of retail space in this submarket.”

“Lenders are selective about the markets and property types they will finance in light of the downsizing trend across many major retailers. The Brookfield submarket has a very strong demographic,” added Hart.



Cohen Financial tested the lender market, presenting the transaction to life companies and securitized lenders. Commenting on working with Morgan Stanley, Hart said, “Morgan Stanley was focused on the execution so we were able to secure the best loan structure.”

## **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.