

## **COHEN FINANCIAL SECURES MORE THAN \$10 MILLION FINANCING FOR TWO INDUSTRIAL PROPERTIES**

**Dallas** (January 20, 2011) – Cohen Financial, a national real estate capital services firm, today announced that it has arranged two loans totaling \$10.2 million for the refinancing of two industrial properties. The properties are located in Alabaster, Alabama, a suburb of Birmingham, and Lebanon, Pennsylvania, a suburb of Harrisburg. Each regional distribution facility totals 121,500 square-feet and is fully leased to Fresenius Medical Care, the largest dialysis service provider in the world.



Alabaster, Alabama

Joseph N. Hevey, Jr., Managing Director, and Justin Engler, Vice President, of Cohen Financial in the Dallas office, secured a \$5 million loan for the Alabama property and a \$5.2 million loan for the Pennsylvania property. Each is a fixed-rate, non-recourse 15-year term loan with 15-year amortization schedules priced at a rate in the low five percent range. The lender is a correspondent life insurance company. The borrower is an Ohio-based preferred developer of Fresenius Medical Care distribution facilities. The transaction closed during the last week of December 2010.



Lebanon, Pennsylvania

“Both facilities are newly constructed with long-term leases in proven markets,” said Mr. Hevey. “Before engaging Cohen Financial, the borrower already had secured a lender. However, we elected to take the assignment with the understanding that Cohen Financial would attempt to negotiate more favorable deal terms. Due to our strong lender relationships, we were able to significantly improve upon both transactions. The borrower was quite pleased and has engaged Cohen Financial on additional financing assignments.”

### **About Cohen Financial**

Cohen Financial is a diversified, commercial real estate capital services firm offering debt and equity placement, investment brokerage, loan administration and advisory services. Marking 33 years of capital markets experience in 2011, the company 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. Cohen Financial serves clients throughout the U.S. from offices in 8 major markets.

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