

COHEN FINANCIAL JOINS FORCES WITH COLLIERS INTERNATIONAL IN GRAND RAPIDS; RELATIONSHIP DRIVES NEW SOURCES OF CAPITAL

First Teaming Assignment Totals More Than \$4.8 Million Renovation Loan For Historic Office Property

Chicago (April 29, 2011) – Cohen Financial, a national real estate capital services firm, today announced that it is teaming with the Colliers International West Michigan office. The relationship gives Colliers Michigan-based commercial real estate clients a network of capital resources outside of the local and regional banks that have historically served the areas borrowers. Cathy Bronkema, Partner and Executive Vice President of Cohen Financial, is leading the relationship for the firm.



Speaking of its affiliation with Ms. Bronkema and Cohen Financial, Derek Hunderman, Managing Partner of Colliers International in West Michigan states, "Future teaming assignments between our companies will provide multiple CRE services to the Michigan borrower. I believe that Cohen Financial's national presence and the firm's 32 years of building longstanding capital relationships across the country will drive valuable new sources of capital into this market, which will ultimately accelerate the success of our clients."

The relationship's first assignment closed on April 26, 2011. Ms. Bronkema arranged a total of \$4.829 million, renovation and mini-perm loan for the Flat Iron building. This 31,139 square-foot historic office building is located in the Ledyard Block Historic District in downtown Grand Rapids, Michigan. The four-story property consists of street-level retail space and three floors of redesigned, functional office space fully leased to Smith Haughey Rice & Roegge, a Michigan based law firm.

The borrower, Locus Development, is a Grand Rapids based commercial real estate developer focused on revitalizing and redeveloping unique urban properties in Grand Rapids. Locus utilizes the Colliers Grand Rapids office for a number of commercial real estate strategic services, including leasing and property management.

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PAGE 2**

“Structuring these unique repositioning loans met Locus Development’s need for competitive terms and fit in perfectly with the community’s program to keep its city scape in tact,” said Ms. Bronkema.

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 9 major markets.

About Colliers International | West Michigan

With offices in Grand Rapids, Holland and Kalamazoo, we are the leading commercial real estate services firm in West Michigan. The Company provides a full range of services, including brokerage, valuation, consulting, project management, disposition and acquisition, site selection and development, property management and other financial and strategic services. For more information, visit www.colliers.com.

About Colliers International

Colliers International is the third largest commercial real estate services company in the world with over 15,000 professionals operating out of more than 480 offices in 61 countries. Colliers focuses on accelerating their clients’ success by seamlessly providing a full range of services to real estate users, owners and investors worldwide, including corporate solutions, brokerage, property and asset management, hotel investment sales and consulting, valuation, consulting and appraisal services, mortgage banking and research. The latest annual survey by the Lipsey Company ranked Colliers International as the second most recognized commercial real estate firm in the world.

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