



## **Quantum Capital Secured 10 Year, Non-Recourse, \$32 Million Loan For Grocery Anchored Retail Center in Southern California**

**Beverly Hills, CA, April 20, 2016** | Quantum Capital Partners has secured \$32 million of long-term fixed rate debt to refinance a 175,000-square-foot retail shopping center in Southern California. The 10-year, non-recourse financing originated by a national bank is fixed at 3.63 percent

Originally constructed in 1982 and renovated several times over the past 10 years, the shopping center was 86 percent leased to major credit tenants and anchored by a grocery store with a lease set to expire in 2017.

While the borrower was looking for new 10-year fixed rate non-CMBS debt to replace a maturing CMBS loan, the volatile CMBS market and a conservative life company environment severely limited the universe of capital sources for that type of financing. The challenge was exacerbated by the center's low historic occupancy coupled with the lease roll of the anchor tenant.

"We were able to tell the 'unwritten' story of the asset and why it demanded such favorable financing terms," said Managing Director Jonathan Hakakha. "The historically high vacancy was the result of certain spaces being deliberately held vacant to allow for future development. With the anchor's strong sales and low occupancy costs, we were also able to demonstrate that the risk of it vacating the center was extremely low."

After marketing the loan to a variety of sources, Quantum Capital Partners placed the financing with a traditional bank lender willing to provide similar terms to the most aggressive life companies.

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### **About Quantum Capital Partners**

Quantum Capital Partners ([www.quantumcp.com](http://www.quantumcp.com)) is a boutique real estate capital advisory firm that provides creative capital solutions to real estate investors and developers.

We have more than \$4 billion of debt and equity financing experience nationwide across all major asset classes. With a diverse network of domestic and international capital providers and a comprehensive knowledge of the capital markets that encompasses the entire capital stack, Quantum consistently delivers executable advice and customized financing solutions on every assignment, regardless of size or complexity.