



Real Estate Finance Group arranges \$30 million

July 30, 2012 - Financial Digest

The Real Estate Finance Group (TREFG) has arranged \$30 million in financing for net-leased properties over the past several months. In the face of ever stringent underwriting criteria for net-leased properties and their owners, Properties funded include:

- * 245,000 s/f business park;
- * 15,000 s/f retail center in the city of Industry, Ca., with an adult entertainment major tenant;
- * 143,000 s/f single tenant Industrial outside of Dallas, Tex.;
- * 10,000 s/f neighborhood retail center in Reseda, Ca., with month-to-month local tenants and 7-Eleven; and
- * 60,000 s/f retail center near Norwalk, Ca., with vacancy and pending lease terminations.

Adam Petriella and Gianni Novo, partners at TREFG, arranged the financing.

"Prior to TREFG's success in financing these transactions, the owners attempted to finance the assets themselves or had offers direct from commercial banks, which, in the final analysis, were not the right fit for the property or the goals of the property owner," said Petriella. "We demonstrated to the owners that our involvement would not only save them money, but also time and stress."

"We sourced a long-term relationship lenders for our borrowers the old fashioned way, by making dozens of relationship-based calls and personally presenting our clients and their properties in the best light," Novo said.

Through its network of national and regional lenders, TREFG provides capital markets products for a variety of properties, including multi-family, retail, office, industrial, single-tenant net-lease properties, seniors housing, hotels/motels, manufactured home communities and self-storage facilities. The REFG is based in West Los Angeles and New York City.

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