



Grzebinski and Wagner of Gantry secure \$70 million in real estate financing

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Buffalo, NY Gantry, one of the largest independent commercial mortgage banking firms in the U.S., has secured more than \$70 million in recent commercial real estate financings through the firm's Upstate New York production team. Transactions range across acquisition, construction, and refinancing loans for multifamily, medical office, retail, and self storage assets in local markets throughout Upstate New York as well as nationally.

Gantry's Tom Grzebinski, senior director, and Zach Wagner, associate, with the firm's Upstate New York production office represented the borrower in each transaction. The loans were secured through Gantry's roster of vetted commercial mortgage lenders, including the firm's correspondent life companies along with bank, debt fund, and agency sources.

The financed properties and developments include:

- Multifamily/55-units/construction/Hamburg, N.Y. – regional bank;
- Multi-tenant medical office/28,800 s/f/refinance/national – life company;
- Multifamily/39-units/acquisition/Rochester, N.Y. – agency;
- Multifamily/112-units/refinance/Saratoga County, N.Y. – life company;
- Multifamily/20-units/refinance/Rochester, N.Y. – agency;

- Mixed-use portfolio/retail and multifamily/acquisition/Buffalo, N.Y. – life company;
- Mixed-use portfolio/self storage and flex/refinance/Buffalo, N.Y. – regional bank;
- Condo development/28 units/construction/national – debt fund;
- Multifamily/60 units/refinance/Rochester, N.Y. – agency; and
- Multi-tenant office park/53,000 s/f/refinance/national – life company.

According to Grzebinski, “While the past two years have been defined by persistent rate volatility weighing on commercial real estate, Gantry has proven itself capable of optimizing debt capital solutions for a wide range of clients working across diverse business plans and investment structures. Our team’s depth of experience in the Upstate New York markets provides us with a working knowledge of the lenders who are comfortable with the long-term fundamentals of this dynamic region with ready capital to deploy. We have also worked tirelessly for our clients to identify the programs that can maximize proceeds with favorable terms in a debt service constrained marketplace. Gantry’s national reach facilitates us serving client interests throughout the country wherever they do choose to do business and brings new lenders to our home region through time-tested relationships, a win-win for our local clients here in the Northeast.”

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