



Spearhead Commercial Capital Brokered an Acquisition Loan for a \$26 Million Retail Center in Provo, Utah.

Spearhead Commercial Capital arranged an \$18.2 million loan for a \$26 million retail center acquisition in Provo, Utah. Working with a mortgage broker was a huge advantage to our client because the property had multiple maturing leases (viewed as opportunities by the borrower team) and several pad sites that could be sold off for profit in the near future, which created a very specific loan structure request. The client was seeking maximum leverage, interest-only, flexible prepayment for the potential sale of pad sites, a loan term that exceeded lease maturity, and non-recourse to one of the majority partners in the complex TIC structure.

Connecting clients to creative lending solutions is the basis upon which Spearhead Commercial Capital was founded. Our ability to work with a vast network of lenders with whom we have deep working relationships sets us apart from other lenders. This deal closed with a six-year term (12 months of interest-only payments, followed by five years of principal and interest payments) at a 4.25% fixed rate. In addition, the loan allows for the sale of the pad sites with no penalties and a 3/2/1 prepayment structure, which provides the ability to sell after three years with no penalties if desired.

"We are very pleased to have assisted a repeat client with another transaction. While the market uncertainty and the rising interest rate environment made it challenging to execute on the initial terms set forth on this deal, we are proud to say that this deal was closed with the original terms set forth. Many thanks to our lending partner and the client for weathering the conditions and seeing this deal through to close! We look forward to assisting on future acquisition activity for this client and sending more relationships to the lender."

- William Foy, Partner

About:

Spearhead Commercial Capital is a commercial mortgage brokering firm in Denver, Colorado. We aim to connect investors to the best financing structure based on investors' specific goals. We have access to a deep network of local, regional, and national lenders. From conventional bank lending to GSEs and private debt funds, our network includes lenders interested in all asset classes: office, industrial, self-storage, and retail. Let us search the marketplace to bring you solutions that save you time and effort and meet your desired loan structure and priorities.

Connecting Clients to Creative Solutions