

# 2019 TRANSACTION REPORT

27<sup>TH</sup> EDITION



**METROPOLITAN**  
CAPITAL ADVISORS





## A LOOK BACK AT 2019

### Welcome the New Normal

**Metropolitan Capital Advisors** completed its **28th** year in business during 2019, highlighted by completing over **\$600,000,000** of new debt and equity transactions. MCA completed **47 assignments** during the past year that were placed with **36** different capital providers. Closed transactions included a variety of property types such as mixed-use, multifamily, retail, industrial, government, office, hospitality, senior living, land development, medical, self-storage and single tenant real estate. Funding for many of our 2019 transactions were provided by regional banks, private book lenders and private equity capital which demonstrates our Clients required maximum flexibility to maneuver the ever changing matrix of interest rates, leverage and market cycles.

While interest rates spiked upward in early 2019, the majority of the year witnessed a significant narrowing of interest rate spreads and a decrease in the cost of borrowing long term debt capital. Borrowers have been rushing to lock up long-term, fixed rate along with a wide array of viable lenders has reinforced the downward pressure on cost of capital. The abundance of liquidity is forcing capital providers to accept lower returns for the same amount of risk as part of the "new normal".

With over **\$15 Billion** of closed commercial real estate finance transactions since 1992, our firm is committed to the exclusive representation of our clients as a financial intermediary, clearly positioned to provide unbiased recommendations and solutions. The quality of our service and our loyalty to our clients differentiates us from other advisory firms.

The Metropolitan Capital Advisors' Leadership Team is led by Principal Directors Todd McNeill and Sunny Sajjani, and Founding Chairman, Scott Lynn with offices in Dallas, Texas and Denver, Colorado. MCA is a member of the Real Estate Capital Alliance (RECA), a national association of 20 like-minded real estate finance companies with **over \$5 billion** of annual transaction volume. Our association with RECA gives our firm the capability to service our clients around the country for any type of project or capital requirement. During 2019, 60% of our transactions were closed outside of our home office markets in Texas and Colorado.

Success and longevity were not easily accomplished; our firm is extremely grateful to our clients who have entrusted us with their transactions, and to the many capital providers who have helped our clients achieve their goals. Moreover, we appreciate all the commercial real estate professionals, brokers, attorneys, title agents, appraisers, contractors, collaborators and friends who have worked with us over the past 28 years. Thank you for being a part of our history and our success!



TEP GOVERNMENT REAL ESTATE FUND | NATIONWIDE  
Debt Placement & Equity Advisory  
13 Property GSA Portfolio



THE FORUM AT LINCOLN | OKLAHOMA CITY, OK  
Historic Tax Credit Construction Loan  
310 Unit Apartment Complex

Gardner Architects



FRENCH VALLEY MARKETPLACE | RIVERSIDE, CA  
Interim Construction Loan  
115,000 s.f. Retail Power Center



REDBIRD REDEVELOPMENT PROJECT | DALLAS, TX  
Floating Rate Renovation Loan  
295,000 s.f. Mixed Use - Office & Medical



# OVER \$600,000,000 OF CLOSED TRANSACTIONS

**\$70,770,000**

Debt Placement & Equity Advisory  
13 Property GSA Portfolio  
TEP Government Real Estate Fund I  
Florida, Michigan and Ohio

**Undisclosed Amount**

Acquisition Loan & Preferred Equity  
348,877 s.f. Retail Power Center  
University Town Center  
Norman, Oklahoma

**\$40,380,000**

Business Recapitalization  
36 Locations  
Heart to Heart Hospice  
Texas, Michigan and Indiana

**\$39,360,000**

Historic Tax Credit Construction Loan  
310 Unit Apartment Complex  
The Forum at Lincoln  
Oklahoma City, Oklahoma

**\$37,175,000**

Interim Construction Loan  
115,000 s.f. Retail Power Center  
French Valley Marketplace  
Riverside, California

**\$28,150,000**

Permanent Financing & Mezzanine Loan  
5 Property Office Building Portfolio  
State of Kentucky Portfolio  
Frankfort, Kentucky

**\$28,050,000**

Interim Construction Loan  
161,608 s.f. Retail Power Center  
Epic East Towne Crossing  
Grand Prairie, Texas

**\$26,117,000**

Refinance & Line of Credit  
12 Property Retail Portfolio  
Dockside Threading  
Texas, Oklahoma and Florida

**Undisclosed Amount**

Permanent Financing  
206,874 s.f. Retail Power Center  
Wheatland Towne Crossing  
Dallas, Texas

**Undisclosed Amount**

Acquisition Loan  
141,081 s.f. Retail Power Center  
HEB Crossing  
San Antonio, Texas

**\$12,653,000**

Floating Rate Renovation Loan  
144,602 s.f. Mixed Use - Office & Medical  
Redbird - South Building  
Dallas, Texas

**\$12,330,000**

Redevelopment Loan & Common Equity  
50,675 s.f. Creative Office Property  
The Bogart on Ross  
Dallas, Texas

**\$12,325,000**

Floating Rate Bridge Loan  
116,861 s.f. Retail Shopping Center  
Valley Ranch Centre  
Coppell, Texas

**\$11,570,000**

Land Development Loan  
Pad Sites & Retail Development  
Southgate Marketplace  
Ft. Worth, Texas

**\$10,770,000**

Interim Construction Loan  
Mixed-Use Historic Redevelopment  
Reunion Center  
Tulsa, Oklahoma

**\$10,500,000**

Acquisition Loan  
4 Property Grocery Store Portfolio  
Missouri Grocery Portfolio  
Various Missouri Locations

**\$9,500,000**

Non-Recourse Term Loan  
74,583 s.f. Retail Shopping Center  
Enterprise Square & Central Center  
Plano, Texas

**\$8,690,000**

Acquisition & Construction Loan  
11,080 s.f. Free Standing ER  
Dignity Health  
Litchfield Park, Arizona

**\$8,303,000**

Joint Venture Equity Placement  
326 Unit Apartment Complex  
Windmill Ranch  
Odessa, Texas

**\$7,915,000**

Floating Rate Acquisition / Bridge Loan  
65,716 s.f. Office Building  
800 Adams Building  
Audubon, Pennsylvania

**\$7,666,000**

Acquisition Loan  
2 Property (793 Unit) Self-Storage Portfolio  
Guardian Storage  
Odessa, Texas

**\$7,100,000**

Land Acquisition Loan  
21 Acre Retail Development Site  
French Valley Marketplace  
Riverside, California

**\$7,050,000**

Fixed Rate Acquisition Loan  
150,000 s.f. Medical Center  
UT Southwestern Medical Center at Redbird  
Dallas, Texas

**\$6,660,000**

Term Loan  
299 Unit Self-Storage Facility  
More Space Self Storage  
Odessa, Texas

For the past 28 years, Metropolitan Capital Advisors has been a financial intermediary focused on the exclusive representation of developers, investors and property owners in the commercial real estate capital markets.

We thank our Clients and Capital Providers for a successful 2019 and look forward to working with you throughout the upcoming year.



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