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FOR IMMEDIATE RELEASE

TERRA CLOSSES MEZZANINE LOAN ON APARTMENT PORTFOLIO IN KINGSPORT, TENNESSEE

NEW YORK, NY - Terra Capital Partners is pleased to announce the closing of a five-year, \$3.0 million mezzanine loan backed by four apartment communities totaling 925 units located in Kingsport, TN. The borrower is a commercial real estate investor with a strong track record of investing in apartment complexes, with 20 projects across five states containing nearly 4,000 units. The senior lender is Natixis Real Estate Capital, which provided a \$32.7 million first mortgage that, along with Terra's loan, is being used to purchase the properties.

"Although a tertiary market, the Tri-Cities Region in northeastern Tennessee where the portfolio is located is poised for continued growth," noted Dan Cooperman, Chief Originations Officer of Terra Capital Partners. "Eastman Chemical, a major employer, is based in Kingsport, and significant retail expansion expected to add 2,000 jobs is already underway in the area," Cooperman added. "With the borrower committing significant cash to the acquisition and an experienced third-party firm specializing in multifamily property management overseeing these assets, which historically have maintained high occupancy rates, this was an attractive opportunity."

Terra is a New York based non-bank lender that specializes in mezzanine and preferred equity investments in high quality commercial real estate. Terra fills the gap between the first mortgage and the borrower's equity by funding up to 85% of the value of the underlying property. Our firm lends on multifamily, hotel, office, retail and industrial properties throughout the United States. Since 2002, we have made 300 investments nationwide in approximately 41 million square feet of property valued at over \$5 billion.

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