



NEWS RELEASE
For Immediate Release

Lucent Capital Arranged \$11.5 Million Cash Out Refinance for Two Palm Springs Retail Centers

BEVERLY HILLS, CA – Real estate finance advisory firm Lucent Capital has arranged \$11.5 million in first mortgage debt cross-collateralized by two class A retail centers in Palm Springs, announced Lucent VP Ethan Schelin.

Prominent Palm Springs-based Wessman Development engaged Lucent to refinance the 42,434- square-foot Plaza Mercado and 34,010-square-foot Plaza las Flores, both located on Palm Springs' famed S. Palm Canyon Drive. According to Schelin, the new loan carries a fixed rate of 5.35 percent for the entire 10-year term.

"Balance sheet lenders typically won't do a cash out refinance at a fixed rate for 10 years, especially on unanchored retail" said Schelin. "However, we were able to demonstrate Wessman Development's strength and track record in the Coachella Valley market as well as the successful history of both properties. The lender also was willing to give credit to a new restaurant at one of the properties that will open in the coming months. This is uncharacteristic of most lenders in this market, but we were able to get them comfortable that the new restaurant will drive considerable traffic to the center."

Built in 1999, Plaza Mercado is located at 155 S. Palm Canyon Drive. The center, which has won numerous awards including the Gold Nugget Grand Award in 2001, is 94 percent occupied. Built in 1987, Plaza Las Flores is located at the corner of Tahquitz Canyon and S. Palm Canyon and is 97 percent occupied. Both centers feature a tenant mix of boutique retail and restaurant space.