

Commercial Mortgage

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THE WEEKLY UPDATE ON REAL ESTATE FINANCE AND SECURITIZATION **ALERT**

Lender Seeks to Provide Gap Financing

A10 Capital is using a new debt platform to write short-term mortgages on transitional properties.

The Boise, Idaho, shop has earmarked nearly \$115 million of equity to originate first loans of up to \$10 million. A10 is targeting borrowers that need gap financing for properties struggling with below-market occupancies or rents. The firm is offering mostly 8-9% coupons with loan-to-value ratios of less than 65%. The debt platform also will provide financing to distressed-debt investors.

A10 launched the effort in recent months to take advantage of the broad pullback by traditional commercial real estate lenders. The firm initially is focusing on the West Coast and New York metropolitan area, but hopes to expand the platform nationally. A10 is now looking to hire a loan officer in Denver who would report to executive vice president **Ken Wilson**. The firm also has offices in Seattle, Salt Lake City and New York.

A10, founded in 2007, raises capital from a mix of institutional investors and wealthy individuals. The firm's management team includes chief executive **Jerry Dunn**, chief operating officer **Dale Conder** and Wilson. ♦

