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Abstract:

Commercial Mortgage Financing Increases While New Investment By Shopping Center Companies Declines In Response To Reduced Credit Availability From Banks

**The author reveals what was discovered following
a review of recent financial filings by a large group
of real estate investment trusts.**

Commercial mortgage financings increased by 21.8 percent as of the end of the third quarter of 2008, in comparison to the same period of pre-financial crisis 2007, according to financial disclosures made by publicly traded real estate companies. Large real estate companies are accomplishing financing objectives through increased use of commercial mortgages and are less reliant upon bank lines of credit for growth.

Demand for commercial mortgages is likely to continue to increase. Companies will have to compete for the attention and resources of mortgage lenders who will utilize triage type techniques to determine where to invest their scarce time. Strategic planning to enhance the sourcing-prospectus-closing process of successful commercial mortgage finance is critical.

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