

# Presenting The Full Range Of Financing Options

Today, commercial real estate borrowers can select from a wide range of funding sources to get their deals done.

This month, *Commercial Mortgage Insight* presents its annual Directory of Commercial Lenders - an extensive list of funding companies that can meet the evolving needs of borrowers. The directory is a handy tool for brokers' reference, as well as that of finance managers involved in the business of real estate investment.

We invite you to hold onto this list and refer to it when looking for specific financing and investment partners. The directory can also be used to educate oneself about the variety of debt and equity financing products available in this ever-changing business of real estate investment.

### ACCESS COMMERCIAL MORTGAGE

701 N. Green Valley Pkwy., #125,  
Henderson, NV 89074

☎ (702) 734-1549

☎ (702) 967-6892

✉ *Andy Hantges, senior vice president*

✉ ah@accesscm.com

Web site: www.accesscm.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Self Storage; Mobile Home Parks. **PROGRAMS:** Construction; Land Acquisition; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Correspondent Lender.

### AFFINITY BANK

625 E. Santa Clara St., Ste. 101,  
Ventura, CA 93001

☎ (877) 862-7245

☎ (805) 585-1269

✉ *James Barnett, senior vice president,  
national sales manager*

✉ productioninfo@affinitybank.com

☎ www.affinitybankloans.com

**LENDING REGIONS:** Western U.S.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Self Storage;

Mobile Home Parks. **PROGRAMS:** Construction; Small Loan (under \$1.5m); Loans \$3-10M; Non-recourse; Fixed Rate; Loans from \$500,000 to \$15M. **TYPE OF FIRM:** Direct Lender.

### AMERLENDER FINANCIAL

19501 W. Country Club Dr.,  
Ste. 2612, Aventura, FL 33180

☎ (703) 738-4224

☎ (201) 215-2222

✉ *Lam Tran, managing partner*

✉ loans@amerlender.com

☎ www.amerlender.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Gas Stations, Restaurants, Special Use. **PROGRAMS:** Small Loan (under \$1.5m); Fixed Rate; Variable Rate; Up to 97% LTV. **TYPE OF FIRM:** Direct Lender.

### APEX MORTGAGE

185 Commerce Dr., Fort Washington, PA  
19034

☎ (800) 262-2739

☎ (215) 283-8885

✉ *Ken Markizon, business development  
manager*

✉ kmarkizon@apexmtg.com

☎ www.apexmtg.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Mixed Use; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Self Storage; Mobile Home Parks; Student Housing; Golf Courses; Car Washes; Marinas. **PROGRAMS:** Small Loan (under \$1.5m); Fixed Rate. **TYPE OF FIRM:** Direct Lender.

### ARCS COMMERCIAL MORTGAGE

26901 Agoura Rd., #200, Calabasas Hills, CA  
91301

☎ (800) 275-2727

☎ (818) 880-3330

✉ *Holli Leon, executive vice president,  
loan production*

✉ info@arcscommercial.com

☎ www.askarcs.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing. **PROGRAMS:** Construction; Mezzanine; Equity; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender; Mortgage Banker.

### BEACON REALTY CAPITAL INC.

549 W. Randolph St., Ste. 700,  
Chicago, IL 60661

☎ (312) 207-0060

☎ (312) 207-1827

✉ *Jim Ablan, Bill Johnson, Neal Gussis,  
principals*

✉ info@beaconrealtycapital.com

☎ www.beaconrealtycapital.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Golf Courses; Airports; Vacation Timeshares; Agriculture; Car Washes; Marinas; Condominium, Land. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Venture Capital; Tax Credit; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; SBA/Small Business; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker; Mortgage Broker.

### BLACKBURNE & BROWN MORTGAGE CO.

4811 Chippendale Dr., Ste. 101,

# Directory

## OF COMMERCIAL LENDERS

### Commercial Mortgage Insight®

Sacramento, CA 95841

☎ (916) 338-3232

☎ (916) 338-3814

👤 *Mike Thurman, senior loan representative*

✉ [thurman@blackburne.com](mailto:thurman@blackburne.com)

🌐 [www.blackburne.com](http://www.blackburne.com)

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Golf Courses; Agriculture; Car Washes; Marinas. **PROGRAMS:** Construction; Equity; Land Acquisition; Small Loan (under \$1.5m); Loans \$3-10M; Large Loan (over \$50m); Non-recourse; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

#### BLUESTONE REAL ESTATE CAPITAL

The Bell Atlantic Tower, 1717 Arch St., Ste. 4120, Philadelphia, PA 19103

☎ (215) 717-2227

☎ (215) 717-1080

👤 *Matthew McManus, chairman*

✉ [mmcmanus@bluestonecap.com](mailto:mmcmanus@bluestonecap.com)

🌐 [www.bluestonecap.com](http://www.bluestonecap.com)

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Golf Courses; Airports; Vacation Timeshares; Agriculture; Car Washes; Marinas. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Venture Capital; Tax Credit; Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender; Mortgage Banker.

#### BRIDGER COMMERCIAL FUNDING

100 Shoreline Hwy., Ste. 100B, Mill Valley, CA 94941

☎ (866) 331-3220

☎ (415) 332-8679

👤 *Peter Grabell, executive vice president, relationship management*

✉ [pgrabell@bridgerfunding.com](mailto:pgrabell@bridgerfunding.com)

🌐 [www.bridgerfunding.com](http://www.bridgerfunding.com)

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Full Service Hotels; Limited Service Hotels; Self Storage. **PROGRAMS:** Mezza-

nine; Loans \$10-25M; Non-recourse; Fixed Rate. **TYPE OF FIRM:** Conduit.

#### BRT REALTY TRUST

60 CutterMill Rd., Ste. 303, Great Neck, NY 11021

☎ (516) 446-3600

☎ (516) 773-2770

👤 *Mitch Gould, executive vice president*

✉ [mitchg@brtrealty.com](mailto:mitchg@brtrealty.com)

🌐 [www.brtrealty.com](http://www.brtrealty.com)

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Mixed Use. **PROGRAMS:** Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Bridge; Hard Money. **TYPE OF FIRM:** Direct Lender.

#### BULLS CAPITAL PARTNERS LLC

8330 Boone Blvd., Ste. 800, Vienna, VA 22182

☎ (703) 848-8001

☎ (703) 848-8006

👤 *Herman Bulls, chief executive officer*

✉ [herman.bulls@bullscapitalpartners.com](mailto:herman.bulls@bullscapitalpartners.com)

🌐 [www.bullscapitalpartners.com](http://www.bullscapitalpartners.com)

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily. **PROGRAMS:** Mezzanine; Tax Credit; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Variable Rate. **TYPE OF FIRM:** Direct Lender.

#### CAMBRIDGE REALTY CAPITAL LLC

125 S. Wacker Dr., Ste. 1800, Chicago, IL 60608

☎ (312) 357-1601

☎ (312) 357-1611

👤 *Katie Trice, loan officer*

✉ [info@cambridgecap.com](mailto:info@cambridgecap.com)

🌐 [www.cambridgecap.com](http://www.cambridgecap.com)

**LENDING REGIONS:** National.

**PROPERTIES:** Medical/Healthcare; Seniors Housing. **PROGRAMS:** Construction; Equity; Land Acquisition; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Bridge; Fixed Rate. **TYPE OF FIRM:** Direct Lender.



#### CAPITAL LEASE FUNDING

1065 Avenue of the Americas, New York, NY 10018

☎ (212) 217-6300

☎ (212) 217-6301

👤 *William Pollert, president*

✉ [wpollert@caplease.com](mailto:wpollert@caplease.com)

🌐 [www.caplease.com](http://www.caplease.com)

**LENDING REGIONS:** National.

**PROPERTIES:** Office; Retail; Industrial; Medical/Healthcare. **PROGRAMS:** Mezzanine; Equity; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Net Leases; Bridge. **TYPE OF FIRM:** Direct Lender.

#### CAPITALSOURCE FINANCE

4445 Williard Ave., Chevy Chase, MD 20815

☎ (212) 321-7215

☎ (212) 506-5715

👤 *Davi Tserpelis, business development officer*

✉ [dtserpelis@capitalsource.com](mailto:dtserpelis@capitalsource.com)

🌐 [www.capitalsource.com](http://www.capitalsource.com)

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Vacation Timeshares; Credit Facilities for Mortgage Lenders, Warehouse. **PROGRAMS:** Construction; Land Acquisition; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Net Leases; Bridge; Variable Rate. **TYPE OF FIRM:** Direct Lender; Warehouse Lender.

#### CENTERLINE CAPITAL GROUP

625 Madison Ave., 5th Fl., New York, NY 10022

☎ (212) 317-5700

☎ (212) 751-3550

👤 *Patrick Martin, senior managing director*

✉ [shester@centerline.com](mailto:shester@centerline.com)

🌐 [www.centerline.com](http://www.centerline.com)

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Full Service Hotels; Limited Service Hotels; Seniors Housing; Student Housing. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Tax Credit; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

#### CIBC WORLD MARKETS

300 Madison Ave., 8th Fl., New York, NY 10017

☎ (212) 667-5653

☎ (212) 667-4690

👤 *John Sawyers, executive director*

✉ [john.sawyers@us.cibc.com](mailto:john.sawyers@us.cibc.com)

# Directory

OF COMMERCIAL LENDERS

Commercial Mortgage Insight®

www.cibcwm.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Seniors Housing; Self Storage; Student Housing. **PROGRAMS:** Construction; Mezzanine; Land Acquisition; Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

## CITIGROUP COMMERCIAL MORTGAGE FINANCE

388 Greenwich St., 19th Fl., New York, NY 10013

(212) 816-7530

(212) 816-8306

Steven Roberts, director

loans.steven.roberts@citigroup.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Self Storage; Mobile Home Parks. **PROGRAMS:** Mezzanine; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

## COLLATERAL

### COLLATERAL REAL ESTATE CAPITAL LLC

3000 Riverchase Galleria, Ste. 1020, Birmingham, AL 35244

(800) 366-1840

(205) 978-1852

John W. Davis, executive managing director

loans@collateral.com

www.collateral.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Golf Courses; Land. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Tax Credit; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; SBA/Small Business; Bridge; Fixed Rate; Variable Rate; Sales, advisory services. **TYPE OF FIRM:** Mortgage Banker with Proprietary Capital.

### COMMERCIAL CAPITAL RESOURCE GROUP INC.

340 W. Passaic St., Rochelle Park, NJ 07662

(877) 290-2500

(201) 843-8817

Frederick B. Karl, senior managing director

fkarl@commercialcapitalresourcegroup.com

www.commercialmortgage-usa.com

**LENDING REGIONS:** National and International.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Golf Courses; Vacation Timeshares; Agriculture; Marinas; Oil & Gas Exploration and Development, Land Finance. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender; Mortgage Banker.

### COMMERCIAL FUNDING CORP.

157 Prospect St., Passaic, NJ 07055

(973) 471-2229

(973) 471-2266

Enrique Gomez, president

gomez@commercialfundingcorp.com

www.commercialfundingcorp.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Self Storage; Mobile Home Parks; Car Washes; Marinas. **TYPE OF FIRM:** Direct Lender.

### COMMERCIAL MORTGAGES

#### DIRECT

1548 N.E. 29th St., Lighthouse Point, FL 33064

(866) 372-3528

(954) 903-4391

Todd Davis, president

tdavis@commercialmortgagesdirect.com

com

www.commercialmortgagesdirect.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Self Storage; Mobile Home Parks. **PROGRAMS:** Construction; Mezzanine; Tax Credit; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; SBA/Small Business; Net Leases; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

## Deutsche Bank



### DEUTSCHE BANK COMMERCIAL REAL ESTATE

60 Wall St., 10th Fl., New York, NY 10005

(212) 250-2500

(212) 797-0286

Toby Cobb, managing director, co-head Americas

cre.marketing@db.com

www.db.com/cre

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing. **PROGRAMS:** Construction; Mezzanine; Venture Capital; Tax Credit; Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### EQUITY BANK

7058 Columbia Pike, c/o Classic Realty, Annandale, VA 22003

(703) 887-2214

(703) 997-2283

Shamoon Mahmood, mortgage banker

shamun@betterloansnow.biz

www.betterloansnow.biz

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Mobile Home Parks. **PROGRAMS:** Construction; Equity; Land Acquisition; Small Loan (under \$1.5m). **TYPE OF FIRM:** Mortgage Banker.

### EVERBANK

5555 Garden Grove, Westminster, CA 92683

(714) 908-5100

(714) 908-5133

William Sonsma, managing director

william.sonsma@everbank.com

www.everbankcommercial.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing. **PROGRAMS:** Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; SBA/Small Business; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### FAIRFIELD FINANCIAL SERVICES

2727 N.E. Hoyt St., Portland, OR 97232

# Directory

OF COMMERCIAL LENDERS

## Commercial Mortgage Insight®

☎ (503) 233-5092

☎ (503) 227-3467

✉ *Clay Sparkman, vice president*

✉ sparkman@privatemoneysource.com

🌐 www.privatemoneysource.com

**LENDING REGIONS:** OR, WA, CA, ID, CO, MT, AK, WY, TX, GA, OK, FL, NV, NY.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Single Family. **PROGRAMS:** Construction; Small Loan (under \$1.5m); Hard Money. **TYPE OF FIRM:** Hard Money Lender.

### FAIRVIEW COMMERCIAL LENDING

1932 N. Druid Hills Rd., Ste. 250, Atlanta, GA 30319

☎ (866) 634-0319

☎ (404) 634-0319

✉ *Andy Dimenstien, vice president*

✉ info@fairviewlending.com

🌐 www.fairviewlending.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Self Storage; Mobile Home Parks. **PROGRAMS:** Small Loan (under \$1.5m); Loans \$10-25M; Non-recourse; Bridge; Hard Money; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### FIDELITY MORTGAGE LENDERS

11952 Wilshire Blvd., Los Angeles, CA 90025

☎ (800) 752-9533

☎ (310) 447-5697

✉ *Joel Bagelman, senior associate*

✉ jbagelman@fidelityca.com

**LENDING REGIONS:** CA and Las Vegas.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Golf Courses; Car Washes; Marinas. **PROGRAMS:** Land Acquisition; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Bridge; Hard Money; Fixed Rate. **TYPE OF FIRM:** Direct Lender.

### FIRST COMMERCIAL MORTGAGE INC.

45 Rockefeller Plaza, 20th Fl., New York, NY 10111

☎ (888) 844-7220 x11

☎ (888) 844-7230

✉ *Kevin P. Meehan Sr., president*

✉ kevin@firstcommercialmortgage.com

🌐 www.firstcommercialmortgage.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Full Service Hotels; Limited Service Hotels; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing. **PROGRAMS:** Construction; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Net Leases; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.



### FIRST CREDIT COMMERCIAL CAPITAL CORP.

1503 W. Smith St., Orlando, FL 32804

☎ (407) 373-6161

☎ (407) 843-9473

✉ *Gary L. Johnson, loan officer*

✉ info@firstcreditusa.com

🌐 www.fchardmoney.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Self Storage; Mobile Home Parks; Student Housing; Marinas. **PROGRAMS:** Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender; Mortgage Banker.

### FORMAN CAPITAL LLC

75 N.E. 6th Ave., Delray Beach, FL 33483

☎ (561) 588-0132

☎ (561) 588-0133

✉ *Brett Forman, president*

✉ info@formancap.com

🌐 www.formancap.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Medical/Healthcare; Self Storage; Marinas. **PROGRAMS:** Construction; Mezzanine; Loans \$3-10M; Loans \$10-25M; Bridge; Hard Money. **TYPE OF FIRM:** Direct Lender.

### FRANKLIN BANK

9800 Richmond, Ste. 680, Houston, TX 77042

☎ (713) 339-8814

☎ (713) 343-8160

✉ *Stephen Alaniz, assistant vice president, commercial real estate*

✉ salaniz@bankfranklin.com

🌐 www.bankfranklin.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Student Housing. **PROGRAMS:** Construction; Loans \$3-10M; Loans \$10-25M; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### GOLDMAN, SACHS & CO.

85 Broad St., New York, NY 10004

☎ (212) 902-1000

☎ (212) 902-3000

✉ *Michael Graziano, managing director*

✉ info@gsmortgage.com

🌐 www.gs.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Medical/Healthcare; Self Storage; Mobile Home Parks. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Net Leases; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### GREAT LAKES FINANCIAL GROUP L.P.

1020 Huron Rd., Ste. 100, Cleveland, OH 44115

☎ (216) 861-1300

☎ (216) 443-9533

✉ *Carl E. Corrado, executive vice president*

✉ ccorrado@greatlakesfg.com

🌐 www.greatlakesfg.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Student Housing. **PROGRAMS:** Construction; Mezzanine; Equity; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

### GREEN PARK FINANCIAL

7501 Wisconsin Ave., Ste. 1200, Bethesda, MD 20814

☎ (301) 215-5500

☎ (301) 634-2151

✉ *Ted Patch, senior vice president and chief production officer*

✉ info@greenparkfinancial.com

🌐 www.greenparkfinancial.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Mixed Use; Seniors Housing; Mobile Home Parks; Student Housing. **PROGRAMS:** Small Loan (under

# Directory

OF COMMERCIAL LENDERS

Commercial Mortgage Insight<sup>®</sup>

\$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Fixed Rate. **TYPE OF FIRM:** Direct Lender.

## HALL STRUCTURED FINANCE

6801 Gaylord Pkwy., Ste. 100, Frisco, TX 75034

☎ (972) 377-1100

☎ (972) 377-1175

✉ *Mike Jaynes, president*

✉ mblocher@hallfinancial.com

🌐 www.hallfinancial.com

**LENDING REGIONS:** National.

**PROPERTIES:** Office; Mixed Use; Full Service Hotels; Limited Service Hotels.

**PROGRAMS:** Construction; Mezzanine; Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Bridge; Hard Money; DIP. **TYPE OF FIRM:** Direct Lender.

## HALLOCK RYNO INVESTMENTS INC.

999 Third Ave., Ste. 4240, Seattle, WA 98104

☎ (206) 447-0222

☎ (206) 447-0227

✉ *Gary Ryno, principal*

✉ gary@hallockryno.com

🌐 www.hallockryno.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Golf Courses; Agriculture; Car Washes. **PROGRAMS:** Equity; Land Acquisition; Small Loan (under \$1.5m); Loans \$3-10M; Hard Money; Fixed Rate. **TYPE OF FIRM:** Direct Lender.

## HOMESTREET CAPITAL

2000 Two Union Square, 601 Union St., Seattle, WA 98101

☎ (888) 999-7909

☎ (206) 389-7751

✉ *Dan Ross, vice president, capital production manager*

✉ ip@homestreetcapital.com

🌐 www.homestreetcapital.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Seniors Housing; Self Storage; Student Housing; Affordable Housing. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Non-recourse; Net Leases; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender; Mortgage Banker.

## HREC INVESTMENT ADVISORS

230 Park Ave., 10th Fl., New York, NY 10169

☎ (212) 551-1775

☎ (212) 551-1779

✉ *Geoff Davis, president*

✉ gdavis@hrec.com

🌐 www.hrec.com

**LENDING REGIONS:** National.

**PROPERTIES:** Full Service Hotels; Limited Service Hotels; Golf Courses. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Net Leases; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.



## IMPAC COMMERCIAL CAPITAL CORP.

19500 Jamboree Rd., Irvine, CA 92612

☎ (888) 797-8302

☎ (949) 252-2353

✉ *Doug Weeks, senior vice president, correspondent production manager*

✉ newbrokerinquiry@impacompanies.com

🌐 www.impaccommercial.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Self Storage; Mobile Home Parks. **PROGRAMS:** Small Loan (under \$1.5m); Loans \$3-10M. **TYPE OF FIRM:** Direct Lender.

## IMPERIAL CAPITAL BANK

888 Prospect St., Ste. 110, La Jolla, CA 92037

☎ (800) 818-1753

☎ (858) 551-0625

✉ *lending officers*

✉ lending@imperialcapitalbank.com

🌐 www.imperialcapitalbank.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Seniors Housing; Self Storage; Mobile Home Parks. **PROGRAMS:** Construction; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.



## INTERBAY FUNDING LLC

1301 Virginia Dr., Ste. 403, Ft. Washington, PA 19034

☎ (866) 468-3722

☎ (215) 504-9344

✉ *Tom Brubaker, vice president, marketing*

✉ tbrubaker@interbay.com

🌐 www.interbay.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Car Washes. **PROGRAMS:** Small Loan (under \$1.5m); Stated Income/Asset. **TYPE OF FIRM:** Direct Lender.

## IRISHAWK FINANCIAL GROUP

32 Alexander Ave., Merchantville, NJ 08109

☎ (856) 663-2841

☎ (856) 663-2388

✉ *Jeffrey Babb, president*

✉ irishawk70@yahoo.com

🌐 www.irishawk.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Golf Courses; Agriculture; Car Washes. **PROGRAMS:** Construction; Mezzanine; Equity; Venture Capital; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Non-recourse; SBA/Small Business; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

## JCR CAPITAL

999 18th St., 23rd Fl., Denver, CO 80202

☎ (720) 264-2425

☎ (720) 264-2438

✉ *Tara Eisler, executive assistant*

✉ jayrollins@jrcapital.com

🌐 www.jrcapital.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Small Loan (under \$1.5m); Large Loan (over \$50m); Non-recourse; Bridge; Hard Money; Variable Rate. **TYPE OF FIRM:** Direct Lender.

## JOHNSON CAPITAL

18101 Von Karman Ave., Ste. 1050, Irvine, CA 92612

☎ (949) 660-1999

☎ (949) 660-1998

✉ *Quyen Nguyen, marketing director*

✉ quyennguyen@johnsoncapital.com

🌐 www.johnsoncapital.com

# Directory

OF COMMERCIAL LENDERS

Commercial Mortgage Insight®

**LENDING REGIONS:** National.  
**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Golf Courses; Airports; Car Washes; Marinas. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Venture Capital; Tax Credit; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; SBA/Small Business; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker

## KENNEDY FUNDING

2 University Plaza, Ste. 402, Hackensack, NJ 07601

☎ (800) 342-8500

☎ (201) 342-8373

✉ *Gregg Wolfer, co-chief executive officer*

✉ info@kennedyfunding.com

🌐 www.kennedyfunding.com

**LENDING REGIONS:** National.  
**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Student Housing; Golf Courses; Airports; Vacation Timeshares; Agriculture; Car Washes; Marinas; Gaming/Casino Property, Working Capital. **PROGRAMS:** Construction; Land Acquisition; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Bridge; Hard Money; Land Development, Bankruptcy Workouts, Refinancing. **TYPE OF FIRM:** Direct Lender.

## KEYBANK NA

66 S. Pearl St., Albany, NY 12207

☎ (518) 257-9405

☎ (866) 809-5456

✉ *Patrick Mucci, vice president*

✉ patrick\_mucci@keybank.com

🌐 www.key.com/sba

**LENDING REGIONS:** National.  
**PROPERTIES:** Franchise; Recreation Facilities; Limited Service Hotels; Car Washes; Marinas. **PROGRAMS:** Construction; Small Loan (under \$1.5m); Loans \$3-10M; SBA/Small Business; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

## KEYBANK REAL ESTATE CAPITAL

127 Public Square, Cleveland, OH 44114

☎ (888) 539-2221

☎ (216) 689-5462

✉ *John E. Case, executive vice president, national sales manager*

✉ john\_e\_case@keybank.com

🌐 www.key.com/realestatecapital

**LENDING REGIONS:** National.  
**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Recreation Facilities; Medical/Healthcare; Seniors Housing; Self Storage; Student Housing. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Venture Capital; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Net Leases; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

## KEYSTONE CAPITAL

### GROUP INC.

P.O. Box 802, Milford, MI 48381-0802

☎ (248) 685-0509

☎ (248) 685-0518

✉ *Jason Brown, president/owner*

✉ jbrown@keystone-capital.com

**LENDING REGIONS:** National.  
**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Golf Courses; Car Washes; Marinas. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

## LA JOLLA BANK

4029 Northwest Pkwy., Dallas, TX 75225

☎ (214) 528-9130

☎ (214) 528-9128

✉ *Sean Bushe, loan officer*

✉ sbushe@lajollabank.com

**LENDING REGIONS:** National.  
**PROPERTIES:** Multifamily; Office; Retail; Mixed Use; Full Service Hotels; Limited Service Hotels; Self Storage; Mobile Home Parks; Student Housing. **PROGRAMS:** Construction; Mezzanine; Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Net Leases; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

## LANDMARK REALTY CAPITAL LLC

15333 N. Pima Rd., Ste. 265, Scottsdale, AZ 85260

☎ (480) 219-6209

☎ (480) 219-5828

✉ *Dan Harach, underwriter*

✉ info@lrcapital.com

🌐 www.lrcapital.com

**LENDING REGIONS:** AZ.  
**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Airports; Car Washes. **PROGRAMS:** Construction; Land Acquisition; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Non-recourse; Bridge; Hard Money; Fixed Rate. **TYPE OF FIRM:** Direct Lender.

## LEHMAN BROTHERS SMALL BUSINESS FINANCE

2825 E. Cottonwood Pkwy., Ste. 500, Salt Lake City, UT 84121

☎ (801) 990-3477

☎ (801) 990-3476

✉ *Eric Wadley, vice president*

✉ ewadley@lehman.com

🌐 www.lehmansbf.com

**LENDING REGIONS:** National.  
**PROPERTIES:** Office; Retail; Industrial; Mixed Use; Limited Service Hotels; Medical/Healthcare. **PROGRAMS:** Small Loan (under \$1.5m); Loans \$3-10M; SBA/Small Business; Fixed Rate; Variable Rate; Stated Income Commercial Loans. **TYPE OF FIRM:** Direct Lender.

## LOVE FUNDING

1250 Connecticut Ave. N.W., Ste. 550, Washington, DC 20036-2603

☎ (202) 887-8475

☎ (202) 887-5286

✉ *Thomas E. O'Brien, senior vice president, managing director of conventional lending*

✉ tobrien@lovetesting.com

🌐 www.lovetesting.com

**LENDING REGIONS:** National.  
**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Tax Credit; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; SBA/Small Business; Net Leases; Bridge; Fixed Rate. **TYPE OF FIRM:** Mortgage Banker.

## MARTIN CAPITAL GROUP LLC

1620 Walnut St., Benton, KY 42025

☎ (270) 527-5382

☎ (270) 398-0040

✉ *Craig Williams, president*

✉ craig@martin-capital.com

# Directory

OF COMMERCIAL LENDERS

Commercial Mortgage Insight®

🌐 www.martin-capital.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing. **PROGRAMS:** Construction; Mezzanine; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

## MEECORP CAPITAL MARKETS

2115 Linwood Ave., Ste. 301, Fort Lee, NJ 07024

📞 (201) 944-9330

📠 (201) 944-9332

👤 *Daniel Edrei, director*

✉ daniel\_edrei@meecorp.com

🌐 www.meecorp.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Golf Courses; Airports; Vacation Timeshares; Marinas. **PROGRAMS:** Construction; Mezzanine; Land Acquisition; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Net Leases; Bridge; Hard Money. **TYPE OF FIRM:** Direct Lender.

## MEREDITH & GREW

160 Federal St., Boston, MA 02110

📞 (617) 330-8050

📠 (617) 330-8149

👤 *Kevin C. Phelan, executive vice president*

✉ kcphehan@m-g.com

🌐 www.m-g.com

**LENDING REGIONS:** National.

**PROPERTIES:** Office; Retail; Industrial; Mixed Use; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing. **PROGRAMS:** Construction; Mezzanine; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

## METLIFE REAL ESTATE INVESTMENTS

10 Park Ave., Morristown, NJ 07962

📞 (973) 355-4000

📠 (973) 355-4460

👤 *Brian J. Fox, head of global marketing*

✉ bjfox@metlife.com

🌐 www.metlife.com/realestate

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Medical/Healthcare; Seniors Housing; Student Housing; Agriculture. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Venture Capital; Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Bridge; Fixed Rate; Variable Rate; B-Notes, Forward commitments, Secured Revolvers. **TYPE OF FIRM:** Direct Lender.

## METROFUND GROUP

114 W. 47th St., Ste. 1725, New York, NY 10036

📞 (212) 983-1500

📠 (212) 983-1523

👤 *Emily Rowland, executive assistant*

✉ erowland@metrofundgroup.com

🌐 www.metrofundgroup.com

**LENDING REGIONS:** National.

**TYPE OF FIRM:** Direct Lender.

## METROVATION CAPITAL LLC

225 108th Ave. N.E., Ste. 520, Bellevue, WA 98004

📞 (425) 990-1205

📠 (425) 990-1203

👤 *David Beckerman, managing director*

✉ dbeckerman@metrovation.com

🌐 www.metrovationcapital.com

**LENDING REGIONS:** CA, OR, WA, NV, AZ, NY, NJ.

**PROPERTIES:** Office; Retail; Mixed Use.

**PROGRAMS:** Construction; Mezzanine; Land Acquisition; Small Loan (under \$1.5m); Loans \$3-10M; Bridge; Fixed Rate; Variable Rate.

**TYPE OF FIRM:** Direct Lender.

## MMA REALTY CAPITAL

3000 Bayport Dr., Ste. 1100, Tampa, FL 33607

📞 (800) 237-9946

📠 (813) 425-8000

👤 *Charlie Pinckney, executive vice president*

✉ amber.baylis@mmarealtycapital.com

🌐 www.mmarealtycapital.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Medical/Healthcare; Seniors Housing; Student Housing; Land. **PROGRAMS:** Construction; Mezzanine; Land Acquisition; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Bridge; Fixed Rate. **TYPE OF FIRM:** Direct Lender; Mortgage Banker.

## MONEY WISE COMMERCIAL

9932 Lorry Pl., Philadelphia, PA 19114

📞 (609) 209-7505

📠 (480) 247-5841

👤 *Nikia Breedlove, partner*

✉ mw.lending@gmail.com

🌐 www.moneywisecommercial.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Golf Courses; Airports; Vacation Timeshares; Agriculture; Car Washes; Marinas. **PROGRAMS:** Construction; Mezzanine; Land Acquisition; Venture Capital; Small Loan (under \$1.5m); Loans \$10-25M; Large Loan (over \$50m); Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

## NORTHMARQ CAPITAL INC.

3500 American Blvd. W., Ste. 500, Bloomington, MN 55431

📞 (952) 356-0100

📠 (952) 356-0088

👤 *Mike Myers, executive vice president*

✉ mmyers@northmarq.com

🌐 www.northmarq.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Golf Courses; Marinas. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Venture Capital; Tax Credit; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; SBA/Small Business; Net Leases; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

## PACIFIC MORTGAGE FUNDING CORP.

12631 E. Imperial Hwy., Ste. C-107, Santa Fe Springs, CA 90670

📞 (562) 864-4006

📠 (562) 864-4003

👤 *Greg A. Salter, director*

✉ info@pacificmortgage.com

🌐 www.pacificmortgage.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Golf Courses; Airports; Vacation

# Directory

Commercial Mortgage Insight®

## OF COMMERCIAL LENDERS

Timeshares; Agriculture; Car Washes; Marinas; Land. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Venture Capital; Tax Credit; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; SBA/Small Business; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate; Condo Conversion. **TYPE OF FIRM:** Mortgage Banker.

### PINNACLE CAPITAL GROUP

2929 Arch St., 17th Fl., Philadelphia, PA 19104

☎ (215) 243-9068

☎ (215) 243-9089

✉ *James P. Flynn, vice president*

✉ jflynn@raitft.com

🌐 www.raitft.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Full Service Hotels; Limited Service Hotels; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing. **PROGRAMS:** Mezzanine; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Net Leases; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender; Mortgage Banker.

### PINNACLE CAPITAL RESOURCES

7270 N.W. 12th St., Ste. 150, Miami, FL 33126

☎ (305) 477-6622

☎ (305) 477-2511

✉ *John Lage, president*

✉ pinnaclecap1@cs.com

**LENDING REGIONS:** FL.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Agriculture; Car Washes. **PROGRAMS:** Construction; Mezzanine; Land Acquisition; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); SBA/Small Business; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

### PMC COMMERCIAL TRUST

17290 Preston Rd., Ste. 600, Dallas, TX 75252

☎ (800) 486-3223

☎ (972) 349-3265

✉ *Laurie Ivy, director*

✉ livy@pmctrust.com

🌐 www.pmctrust.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail;

Mixed Use; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Student Housing; Car Washes; Gas Stations. **PROGRAMS:** Construction; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Non-recourse; SBA/Small Business; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### POINT CENTER FINANCIAL, INC.

#### POINT CENTER FINANCIAL INC.

30900 Rancho Viejo Rd., Ste. 100, San Juan Capistrano, CA 92675

☎ (800) 670-6260

☎ (949) 276-6105

✉ *broker relations representative*

✉ brokerrelations@pointcenter.com

🌐 www.pointcenter.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Car Washes. **PROGRAMS:** Construction; Loans \$3-10M; Non-recourse; Bridge; Hard Money; Fixed Rate. **TYPE OF FIRM:** Direct Lender.

#### POTOMAC REALTY CAPITAL

75 Second Ave., Ste. 605, Needham, MA 02494

☎ (781) 972-6800

☎ (781) 972-0172

✉ *Daniel M. Palmier, president and chief executive officer*

✉ esarhaddi@potomacrc.com

🌐 www.potomacrc.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Golf Courses. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Bridge. **TYPE OF FIRM:** Direct Lender.

#### PREFERRED CAPITAL

300 Delaware Ave., Ste. 1380,

Wilmington, DE 19801

☎ (302) 299-1251

☎ (302) 428-0944

✉ *Rocco Perate, president*

✉ rperate@sbayes.com

🌐 www.sbayes.com

**LENDING REGIONS:** Northeast & Mid-Atlantic.

**PROPERTIES:** Office; Retail; Industrial; Franchise; Recreation Facilities; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Golf Courses; Agriculture; Car Washes; Marinas. **PROGRAMS:** Construction; Equity; Venture Capital; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; SBA/Small Business; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### PRINCIPAL COMMERCIAL MORTGAGE - EDGE

909 Lake Carolyn Pkwy., Ste. 1750, Las Colinas, TX 75062

☎ (214) 296-1950

☎ (972) 863-4118

✉ *Jim Going, managing director*

✉ going.james@principal.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Self Storage; Mobile Home Parks. **PROGRAMS:** Small Loan (under \$1.5m); Fixed Rate. **TYPE OF FIRM:** Direct Lender.

### PRUDENTIAL MORTGAGE CAPITAL CO.

100 Mulberry St., Newark, NJ 07102

☎ (888) 263-6800

☎ (973) 367-8210

✉ *Amy Rubin, director, marketing and promotions*

✉ pru\_mortgage\_capital@prudential.com

🌐 www.prumortgagecapital.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Agriculture; Affordable Housing, Healthcare. **PROGRAMS:** Construction; Mezzanine; Equity; Tax Credit; Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### RAVENEL INVESTMENT CO.

230 Lakeview Ridge E., Roswell, GA 30076-3205

☎ (770) 992-1515

☎ (770) 587-1122

✉ *Jim Ravenel, president*

✉ ravinvest@ravenel.net

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing;

# Directory

## OF COMMERCIAL LENDERS

### Commercial Mortgage Insight<sup>®</sup>

Self Storage; Mobile Home Parks; Golf Courses; Airports; Car Washes; Marinas; Mixed Use.

**PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Venture Capital; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

#### REAL ESTATE STRATEGIES

4609 Village Green, Ste. 201, Roswell, GA 30075

☎ (678) 427-3912

☎ (678) 427-3912

👤 *John Benton, principal*

✉ jwb.shawbay@gmail.com

**PROPERTIES:** Multifamily; Seniors Housing. **PROGRAMS:** Mezzanine; Land Acquisition; Tax Credit. **TYPE OF FIRM:** Mortgage Banker.

#### RED CAPITAL GROUP

Two Miranova Pl., 12th Fl., Columbus, OH 43215

☎ (800) 837-5100

☎ (614) 857-1660

👤 *William T. Hinga, senior managing director*

✉ financing@redcapitalgroup.com

🌐 www.redcapitalgroup.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing. **PROGRAMS:** Construction; Mezzanine; Tax Credit; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender; Mortgage Banker.

#### ROBERT FAUST MORTGAGE CO.

6060 N. Central Expy., Dallas, TX 75206

☎ (214) 691-1545

☎ (214) 891-0327

👤 *Robert Faust, president*

✉ robert.l.faust@gte.net

**LENDING REGIONS:** Sunbelt and Southwest.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing. **PROGRAMS:** Construction; Mezzanine; Equity; Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Net Leases;

Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

#### ROCKBRIDGE CAPITAL

4100 Regent St., Ste. G, Columbus, OH 43219

☎ (614) 246-2400

☎ (614) 246-2481

👤 *Lisa Maloney, analyst*

✉ lnmaloney@rockbridgecapital.com

🌐 www.rockbridgecapital.com

**LENDING REGIONS:** National.

**PROPERTIES:** Full Service Hotels; Limited Service Hotels. **PROGRAMS:** Construction; Mezzanine; Equity; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.



#### SILVER HILL FINANCIAL

4425 Ponce De Leon Blvd., 4th Fl., Coral Gables, FL 33146

☎ (888) 988-8843

☎ (305) 774-7599

✉ info@silverhillfinancial.com

🌐 www.silverhillfinancial.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Vacation Timeshares; Car Washes. **PROGRAMS:** Small Loan (under \$1.5m); Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

#### SMITH BARNEY

100 S. Bedford Rd., Mt. Kisco, NY 10549

☎ (914) 242-2147

☎ (914) 242-0492

👤 *Howard Hirsch, senior vice president, wealth management*

✉ howard.a.hirsch@smithbarney.com

🌐 www.fc.smithbarney.com

/goldman\_hirsch

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Full Service Hotels; Medical/Healthcare; Airports; Car Washes. **PROGRAMS:** Mezzanine; Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Bridge; Hard

Money; Fixed Rate; Variable Rate; Defeasance. **TYPE OF FIRM:** Direct Lender.

#### STERLING COMMERCIAL LENDING LLC

35 White St., Danbury, CT 06810

☎ (203) 748-1212

☎ (203) 748-1208

👤 *Frank Borysiewicz, senior vice president*

✉ fjbory@sterlingcommercial.net

🌐 www.sterlingcommercial.net

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Self Storage; Gas Stations. **PROGRAMS:** Construction; Land Acquisition; Small Loan (under \$1.5m); Loans \$3-10M; SBA/Small Business; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender; Mortgage Banker.

#### TASK MORTGAGE GROUP INC.

1073 Willa Springs Dr., Ste. 1037, Winter Springs, FL 32708

☎ (407) 383-2264

☎ (866) 513-3907

👤 *Anthony Scott, chief executive officer*

✉ tonyscott@taskmrg.com

🌐 www.taskmrg.com

**LENDING REGIONS:** AL, AR, CA, ND, SD, WI.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Golf Courses; Agriculture; Car Washes; Marinas. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Venture Capital; Small Loan (under \$1.5m); Loans \$3-10M; Large Loan (over \$50m); Non-recourse; SBA/Small Business; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

#### TCRM COMMERCIAL CORP.

515 Madison Ave., New York, NY 10022

☎ (212) 371-3933

☎ (212) 371-4519

👤 *Leslie Agisim, president*

✉ tcrmadv@aol.com

🌐 www.tcrmcommercial.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Golf Courses;

# Directory

OF COMMERCIAL LENDERS

## Commercial Mortgage Insight<sup>®</sup>

Car Washes; Marinas. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Venture Capital; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; SBA/Small Business; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### TREMONT REALTY CAPITAL

800 Boylston St., Ste. 401, Boston, MA 02199

☎ (617) 867-0700

☎ (617) 867-0077

✉ *Richard Gallitto, executive director*

✉ rgallitto@tremontcapital.com

🌐 www.tremontcapital.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Land. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Bridge; Hard Money; Fixed Rate. **TYPE OF FIRM:** Direct Lender; Mortgage Banker.

### TURTLE GROUP CAPITAL INC.

11693 San Vicente Blvd., #220, Los Angeles, CA 90049

☎ (310) 989-8895

☎ (310) 471-1285

✉ *E-Ho Lim, president*

🌐 eholin@linkline.com

**LENDING REGIONS:** CA, HI, NV.

**PROPERTIES:** Multifamily; Office; Retail; Mixed Use. **PROGRAMS:** Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

### UNION BANK OF CALIFORNIA

350 California St., Ste. 780, San Francisco, CA 94101

☎ (925) 549-5000

☎ (925) 463-8702

✉ *Jeffery Shaddy, vice president*

✉ jeffery.shaddy@uboc.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Self Storage; Mobile Home Parks; Single Tenants, Credit and Non-credit. **PROGRAMS:** Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-

recourse; Fixed Rate; Variable Rate; Earnouts. **TYPE OF FIRM:** Direct Lender.



### UNITED CONDUIT SECURITIES

Meeting House Rd., P.O. Box 221, Sea Girt, NJ 08750

☎ (877) 817-1088

☎ (888) 449-2954

✉ *Tim Hughes, managing director*

✉ thughes@unitedconduit.com

🌐 www.unitedconduit.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing. **PROGRAMS:** Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Fixed Rate; Table-Funder. **TYPE OF FIRM:** Direct Lender; Table-Funder.



### VELOCITY COMMERCIAL CAPITAL

5716 Corsa Ave., Ste. 102, Westlake Village, CA 91362

☎ (866) 505-3863

☎ (818) 575-9005

✉ *Peter Wangerin, marketing director*

✉ info@velocitycommercial.com

🌐 www.velocitycommercial.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Full Service Hotels; Limited Service Hotels; Self Storage; Mobile Home Parks; Warehouse, Restaurants. **PROGRAMS:** Small Loan (under \$1.5m); Bridge; Fixed Rate; Variable Rate; Stated, Full-Doc. **TYPE OF FIRM:** Wholesale Lender.

### WAMU

1301 2nd Ave., WMC 3801, Seattle, WA 98101

☎ (888) 843-3459

☎ (206) 377-2269

✉ *David Williams, executive vice president, commercial real estate lending*

✉ creinquiries@wamu.net

🌐 www.wamu.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Mobile Home Parks.

**PROGRAMS:** Construction; Mezzanine; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Fixed Rate; Variable Rate.

**TYPE OF FIRM:** Direct Lender.

### WOODLAND HILLS CAPITAL

6351 Owensmouth Ave., Ste. 202,

Woodland Hills, CA 91367

☎ (818) 737-7040

☎ (866) 422-7642

✉ *Jeffrey Pirhalla, president*

✉ jpirhalla@woodlandcap.com

🌐 www.woodlandcap.com

**LENDING REGIONS:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Self Storage; Mobile Home Parks. **PROGRAMS:** Venture Capital; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender; Correspondent.



### WRIGHTWOOD CAPITAL

Two N. LaSalle, 9th Fl., Chicago, IL 60602

☎ (312) 324-5900

☎ (312) 324-5901

✉ *Tom Jaekel, chief investment officer*

✉ tjaekel@wrightwoodcapital.com

🌐 www.wrightwoodcapital.com

**Lending Regions:** National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Medical/Healthcare; Seniors Housing; Self Storage; Student Housing. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Loans \$3-10M; Loans \$10-25M; Non-recourse; Net Leases; Bridge; Fixed Rate. **TYPE OF FIRM:** Direct Lender.