

A Comprehensive Guide To Lender

You can use this **2001 Directory of Commercial Lenders** as a resource when seeking funding for deals.

If you're seeking construction or mezzanine financing, look under the programs listings. Looking for warehouse or medical facility financing? Scan through the properties section. You can even find someone who finances car washes.

The directory includes detailed contact information from mailing addresses to e-mail addresses and Web pages.

Keep it handy to use throughout the year.

Information was compiled from timely responses to a fax solicitation of commercial lenders, using the **CMi** database. If you'd like to be added to our database for future directories, contact us at: **Commercial Mortgage Insight**, P.O. Box 2180, Waterbury, CT 067220-2180; (800) 325-6745, (203) 755-0158; fax: (203) 755-3480.

To learn more about **CMi**, contact us by e-mail at info@cmi-online.com or visit our Web site: www.cmi-online.com/cmi.

ACE MORTGAGE CORP.

4770 Kent St., Ste.100, Montreal, Quebec, CANADA H3W-1H2; (514) 731-8585; fax (514) 731-8632. Lending Regions: National. E-mail: acefin@netcom.ca

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use. **PROGRAMS:** Equity; Land Acquisition; Bridge; Fixed Rate; Variable Rate.

ADVANTAGE CAPITAL FUNDING

7322 Southwest Freeway, #430, Houston, TX 77074; (713) 981-4747; fax (713) 981-0555. Contact: *Don McClain, president*. Lending Regions: National.

E-mail: dmcclain@adcapfunding.com
Web site: www.adcapfunding.com

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; Small Loan (under \$1.5m); Large Loan (over \$10m); Bridge; Hard Money; Fixed Rate.

AEGON USA REALTY ADVISORS INC.

4333 Edgewood Rd. NE, Cedar Rapids, IA

52499; (319) 398-8888; fax (319) 369-2283.

Lending Regions: National.

Web site: www.aegonrealty.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mobile Home Parks; Agriculture. **PROGRAMS:** Tax Credit; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Fixed Rate.

AFFINITY BANK

101 S. Chestnut St., Ventura, CA 93001; (805) 804-8381; fax (805) 804-8389. Contact: *James Barnett, vice president*. Lending Regions: CA, CO, OR, WA.

E-mail: jbarnett@affinitybank.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Self Storage; Owner/User and Single tenant. **PROGRAMS:** Construction; Small Loan (under \$1.5m); Nonrecourse; Fixed Rate; Variable Rate; Construction to perm and tract construction.

AGFIRST FARM CREDIT BANK

1401 Hampton St., Columbia, SC 29201; (803) 799-5000; fax (803) 254-4219.

Contact: *Thomas C. Griffin Jr., vice president*.

Lending Regions: National.

E-mail: tgriffin@agfirst.com

Web site: www.agfirst.com

PROPERTIES: Mixed Use; Agriculture. **PROGRAMS:** Fixed Rate; Variable Rate; Agricultural Real Estate loans.

AMERICAN INTERNATIONAL MORTGAGE

380 Boston Post Rd., Orange, CT 06477; (203) 795-1306; fax (203) 795-1403. Contact: *Tony or Sam, manager*. Lending Regions: National.

E-mail: aimbctmortgages@aol.com

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. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Venture Capital; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Bridge; Hard Money; Fixed Rate; Variable Rate.

AMERICAN NATIONAL BANK

8990 West Dodge Rd., Omaha, NE 68118; (402) 399-5052; fax (402) 399-5057.

Contact: *Michael Phelps, vice president*.

Lending Regions: NE, IA, KS, MO.

E-mail: mphelps@anbank.com

Web site: www.anbank.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Full Service Hotels; Limited Service Hotels; Seniors Housing; Self Storage; Agriculture; Car Washes. **PROGRAMS:** Construction; Land Acquisition; Small Loan (under \$1.5m); SBA/Small Business; Variable Rate.

ANCHOR CAPITAL CORP.

514 Via De La Valle, Ste. 203, Solana Beach, CA 92075; (866) 229-2467; fax (858) 720-1915. Contact: *Debbie Mobley or Bob Burks, asset development officers*.

Lending Regions: National.

E-mail: billmiklos@anchorcapitalcorp.com

Web site: www.anchorcapitalcorp.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Self Storage; Mobile Home Parks; Car Washes. **PROGRAMS:** Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; SBA/Small Business; Net Leases; Bridge; Fixed Rate; Variable Rate; Fixed/Variable combos.

APARTMENT LENDING CORP.

10232 S. Jill Ave., 1st Fl., Highlands Ranch, CO 80130-8034; (303) 771-1031; fax (303) 290-6491. Contact: *Mike Kidwell, president and chief executive officer*. Lending Regions: National.

E-mail: mike@aptlending.com

Web site: www.aptlending.com

PROPERTIES: Multifamily; Mixed Use. **PROGRAMS:** Small Loan (under \$1.5m); Fixed Rate; Variable Rate.

APEX MORTGAGE CORP., A SUBSIDIARY OF FIRSTRUST BANK

185 Commerce Dr., Unit 102, Fort Washington, PA 19034; (215) 283-8880; fax (215) 283-8885. Lending Regions: East of the MS.

E-mail: apexmtg@apexmtg.com

Web site: www.apexmtg.com

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

ARCHON FINANCIAL LP

600 E. Las Colinas Blvd., Ste. 800, Irving, TX 75039; (800) 710-7616; fax (972) 830-7698. Contact: *Benjamin Glatzer, marketing director*. Lending Regions: National.

E-mail: ben.glatzer@archongroup.com

Web site: www.archonfinancial.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Self Storage; Mobile Home Parks. **PROGRAMS:** Large Loan (over \$10m); Nonrecourse; Fixed Rate; Variable Rate; First mortgage financing.

ARCS COMMERCIAL MORTGAGE CO. L.P.

26901 Agoura Rd., Ste 200, Calabasas Hills, CA 91301; (800) ASK-ARCS; fax (818) 880-3330. Contact: *Holli Leon, senior vice president*.

Lending Regions: National.

E-mail: info@arcscommercial.com

Web site: www.askarcs.com

PROPERTIES: Multifamily; Retail; Mixed Use; Full Service Hotels; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing. **PROGRAMS:** Mezzanine; Tax Credit; Large Loan (over \$10m); Bridge; Fixed Rate; Variable Rate.

ARIES CAPITAL

220 W. Huron, Ste. 500W, Chicago, IL 60610; (312) 642-0100; fax (312) 642-9291.

Contact: *Theresa Maria, marketing director*.

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. **PROGRAMS:** Mezzanine; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Net Leases; Bridge; Fixed Rate; Variable Rate.

ARTESIA MORTGAGE CAPITAL CORP.

1180 N.W. Maple St., Ste. 202, Issaquah, WA 98027; (425) 313-4600; fax (425) 313-1005. Contact: *Doug Clyde, vice president*.

Lending Regions: National.

E-mail: doug@artesiarmortgage.com

Web site: www.artesiarmortgage.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Self Storage; Mobile Home Parks; Student Housing. **PROGRAMS:** Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Fixed Rate.

DAVID L. BABSON & COMPANY INC.

1295 State St., Springfield, MA 01111-0001; (413) 744-3181; fax (413) 744-6123.

Contact: *David Brasser, managing director*.

Lending Regions: National.

E-mail: sedson@dlbabson.com

Web site: www.dlbabson.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Student Housing. **PROGRAMS:** Construction; Mezzanine; Tax Credit; Large Loan (over \$10m); Fixed Rate.

BAIRD & WARNER REAL ESTATE CAPITAL LLC

150 S. Wacker, Ste. 950, Chicago, IL 60606; (312) 201-8000; fax (312) 201-1882.

Contact: *Jeff Chermer/Mike Miller, principals*.

Lending Regions: Midwest.

E-mail: mhunding@bwrecapital.com

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

Directory OF COMMERCIAL LENDERS

Commercial Mortgage Insight

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PROGRAMS: Mezzanine; Equity; Land Acquisition; Venture Capital; Large Loan (over \$10m); Nonrecourse; Net Leases; Bridge; Fixed Rate; Variable Rate.



BANK OF AMERICA CMBS CAPITAL MARKETS

100 N. Tryon St., Charlotte, NC 28255; (704) 387-3112; fax (704) 387-0084.
Contact: *Murray Small, managing director.*
Lending Regions: National.
E-mail: murry.j.small@bankofamerica.com
Web site: www.bankofamerica.com
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Seniors Housing; Student Housing.
PROGRAMS: Large Loan (over \$10m); Nonrecourse; Fixed Rate; Variable Rate.

BAYVIEW FINANCIAL TRADING GROUP

2665 S. Bayshore Dr., 3rd Fl., Miami, FL 33133; (305) 854-8880; fax (305) 854-2418.
Contact: *Clayton Reese, senior vice president.*
Lending Regions: National.
E-mail: claytonreese@bftg.com
Web site: www.bftg.com
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; Car Washes; Marinas; Most income producing property types.
PROGRAMS: Small Loan (under \$1.5m); Nonrecourse; Bridge; Hard Money; Fixed Rate; Variable Rate.

BEAR, STEARNS & CO. INC

245 Park Ave., New York, NY 10167; (212) 272-7918; fax (212) 272-7047. Contact: *J. Christopher Hoeffel, senior managing director.*
Lending Regions: National.
E-mail: choeffel@bear.com
Web site: www.bearstearns.com
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Self Storage; Mobile Home Parks; Student Housing.
PROGRAMS: Large Loan (over \$10m); Nonrecourse; Fixed Rate; Variable Rate; Debt Financing.

BEER & CO.

2 University Plaza, Hackensack, NJ 07601; (201) 996-6000; fax (201) 489-1865. Contact: *M.L. Beer, president.*
Lending Regions: National.
E-mail: mlbeer@aol.com
PROPERTIES: Office; Industrial; Franchise.
PROGRAMS: Equity; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Net Leases; Hard Money; Fixed Rate; Variable Rate.

BERKSHIRE MORTGAGE FINANCE

One Beacon St., 14th Fl., Boston, MA 02108; (877) 526-3562; fax (617) 574-8338. Contact: *Michelle Nachreiner, national marketing manager.*
Lending Regions: National.
E-mail: mnachreiner@bmfloan.com

Web site: www.berkshitemortgage.com

PROPERTIES: Multifamily; Medical/Healthcare; Seniors Housing.
PROGRAMS: Mezzanine; Equity; Tax Credit; Large Loan (over \$10m); Nonrecourse; Bridge; Fixed Rate; Variable Rate; FHA, Tax exempt bond.

BRIDGE CAPITAL INC.

1055 E. Tropicana Ave., Ste. 700, Las Vegas, NV 89119; (702) 436-1000; fax (702) 434-1644. Contact: *Ken Merkey, managing director.*
Lending Regions: National.
E-mail: ken@bridgecapitalgroup.com
Web site: www.bridgecapitalgroup.com
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Self Storage; Mobile Home Parks; Golf Courses; Vacation Timeshares; Gaming and racing facilities.
PROGRAMS: Construction; Mezzanine; Land Acquisition; Small Loan (under \$1.5m); Large Loan (over \$10m); Bridge; Hard Money.

BRIDGER COMMERCIAL FUNDING

100 Shoreline Hwy., Ste. 100, Mill Valley, CA 94941; (415) 331-3220; fax (415) 331-3390.
Contact: *Peter S. Grabell, senior vice president.*
Lending Regions: National.
E-mail: pgrabell@bridgerfunding.com
Web site: www.bridgerfunding.com
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Self Storage; Mobile Home Parks; Student Housing.
PROGRAMS: Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Fixed Rate.



BRT REALTY TRUST

60 Cuttermill Rd., Great Neck, NY 11021; (516) 466-3100; fax (516) 773-2770.
Contact: *Mitchell Gould, vice president.*
Lending Regions: National.
E-mail: mitchellg@brtrealty.com
Web site: www.brtrealty.com
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Full Service Hotels; Self Storage.
PROGRAMS: Mezzanine; Equity; Small Loan (under \$1.5m); Net Leases; Bridge; Hard Money; Variable Rate.

CAPITAL ENHANCEMENT GROUP

601 S. Figueroa St., Ste. 1750, Los Angeles, CA 90017; (626) 577-6065; fax (626) 577-6014. Contact: *Michael Hajar, managing director.*
Lending Regions: CA, Others on a case-by-case basis.
E-mail: mhajarceg@aol.com
Web site: www.commercialrefi.com
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.
PROGRAMS: Construction; Mezzanine;

Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Net Leases; Bridge; Fixed Rate; Variable Rate.



CAPITAL LEASE FUNDING, L.P.

110 Maiden Lane, Fl. 36, New York, NY 10005; (212) 217-6300; fax (212) 217-6301.
Contact: *Bill Paylor, vice president, national accounts.*
Lending Regions: National.
E-mail: bill@caplease.com
Web site: www.caplease.com
PROPERTIES: Office; Retail; Industrial; Medical/Healthcare; All net leased to tenants rated BBB- or better.
PROGRAMS: Construction; Equity; Land Acquisition; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Net Leases; Fixed Rate.

CAPITAL RESOURCES LLC

9603 Wildbriar Ln., Richmond, VA 23229; (804) 747-7255; fax (804) 747-1122.
Contact: *Stuart Petree, president.*
Lending Regions: National & Canada.
E-mail: spetree@mindspring.com
PROPERTIES: Multifamily; Office; Retail; Mixed Use; Franchise; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Golf Courses; Car Washes; R.V. Parks.
PROGRAMS: Construction; Equity; Land Acquisition; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; SBA/Small Business; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate; Debt Financing.

CAPITAL SOURCE

1133 Connecticut Ave., NW, Washington, DC 20036; (202) 862-7323; fax (202) 862-4990. Contact: *Michael Sewaskowski, managing director.*
Lending Regions: National.
E-mail: msewaskowski@capitalsource.com
Web site: www.capitalsource.com
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Golf Courses; Vacation Timeshares.
PROGRAMS: Mezzanine; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Net Leases; Bridge; Hard Money.

CATALINA MORTGAGE CO. INC.

8655 E. Via De Ventura, #G200, Scottsdale, AZ 85258; (480) 346-1320. Contact: *Cliff DuBois, president.*
Lending Regions: Southwest, CA, AZ, NM, & TX.
E-mail: cdubois@catalinamortgage.com
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Medical/Healthcare; Self Storage; Mobile Home Parks.
PROGRAMS: Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Fixed Rate; Variable Rate; HUD MAP Lender.

CATALINA MORTGAGE CO. INC.

6810 E. Broadway, #203, Tucson, AZ 85710; (520) 885-3545. Contact: *Valerie Priser, chief executive officer.*
Lending Regions: Southwest Region - CA, AZ, NM, & TX.
E-mail: cmc@catalinamortgage.com
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; Equity; Land Acquisition; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate; HUD MAP Lender.

CDC MORTGAGE CAPITAL INC.

9 West 57th St., New York, NY 10019; (212) 891-5700; fax (212) 891-5777. Contact: *Scott Zucker, Jeff Williams, managing director, director.*
Lending Regions: National.
E-mail: s.zucker@cdcixis-cmna.com
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Self Storage; Mobile Home Parks; Student Housing; Golf Courses; Marinas.
PROGRAMS: Large Loan (over \$10m); Nonrecourse; Bridge; Fixed Rate; Variable Rate; Loans over \$20M only.

CENTENNIAL BANK

18837 Brookhurst, Ste. 100, Fountain Valley, CA 92708; (714) 964-9111; fax (714) 963-4445.
E-mail: centennialbank@earthlink.net
Web site: www.centennialrates.com
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Self Storage.
PROGRAMS: Small Loan (under \$1.5m); Variable Rate.

CENTER FINANCIAL

400 S. Beverly Dr., Beverly Hills, CA 90212; (310) 785-2353; fax (310) 785-2374. Contact: *S. Gold, president.*
Lending Regions: National.
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Seniors Housing; Self Storage; Mobile Home Parks; Golf Courses; Marinas.
PROGRAMS: Construction; Mezzanine; Equity; Venture Capital; Large Loan (over \$10m); Nonrecourse; Bridge; Fixed Rate; Variable Rate.



CIT SMALL BUSINESS LENDING

650 CIT Dr., Livingston, NJ 07039; (800) 713-4984; fax (800) 328-7420. Contact: *Chris Lebnis, vice president, business development.*
Lending Regions: National.
E-mail: leadsgen@cit.com
Web site: www.smallbizlending.com
PROPERTIES: Retail; Industrial; Mixed Use; Franchise; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Car Washes; Owner occupied commercial properties.
PROGRAMS: Construction; Small Loan (under \$1.5m); SBA/Small Business.

COHEN FINANCIAL

2 N. LaSalle St., Ste. 800, Chicago, IL 60602; (312) 346-5680; fax (312) 346-6669.
Contact: *Don Meyer, managing director.*
Lending Regions:
Web site: www.cohenfinancial.com
PROPERTIES: Office; Retail; Industrial; Mixed Use; Franchise; Seniors Housing; Self Storage; Student Housing.
PROGRAMS: Construction; Mezzanine; Equity.

COLLATERAL MORTGAGE CAPITAL LLC

524 Lorna Square, Birmingham, AL 35216; (205) 978-1840; fax (205) 978-1852.
Contact: *Patricia Muse, director of marketing.*

Directory OF COMMERCIAL LENDERS

Commercial Mortgage Insight

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Lending Regions: National.
Web site: www.collateral.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Recreation Facilities; Full Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Golf Courses; Marinas.
PROGRAMS: Construction; Mezzanine; Equity; Tax Credit; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Bridge; Fixed Rate; Variable Rate.

COMERICA BANK

4309 Emperor Blvd., #100, Durham, NC 27703; (919) 932-8052; fax (919) 932-8080. Contact: *Mike Schwartz, vice president.*
Lending Regions: National.
E-mail: mischwan@imperialbank.com
PROPERTIES: Retail; Industrial; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Golf Courses; Car Washes; Marinas; Business acquisition. **PROGRAMS:** Construction; Small Loan (under \$1.5m); SBA/Small Business; Fixed Rate; Variable Rate.

COMMERCIAL CAPITAL RESOURCE GROUP INC.

340 W. Passaic St., Rochelle Park, NJ 07662; (877) 290-2500; fax (201) 843-8817. Contact: *Frederick B. Karl, president.* Lending Regions: National and International.
E-mail: fbk9156@juno.com
Web site: www.commercialmortgage-usa.com

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; Agriculture; Marinas; Churches. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Net Leases; Bridge; Hard Money; Fixed Rate.

COMMERCIAL CAPITAL USA INC.

4600 Holborn Ave., Annandale, VA 22003; (703) 848-1600; fax (703) 848-1650. Contact: *Ray Wolff, senior loan officer.*
E-mail: ray25mtg@adl.com
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Car Washes.
PROGRAMS: Construction; Mezzanine; Land Acquisition; Venture Capital; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Hard Money; Fixed Rate; Variable Rate.

COMMERCIAL FUNDING CORP.

335 Clifton Ave., Clifton, NJ 07011; (973) 471-2229; fax (973) 471-2266. Contact: *Enrique Gomez, president.*
Lending Regions: National.
E-mail: egomez@commercialfundingcorp.com
Web site: www.commercialfundingcorp.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Car Washes; Marinas. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Small Loan (under \$1.5m); Large Loan (over \$10m); Bridge; Hard Money; Fixed Rate; Variable Rate.

COMMERCIALFUNDING.COM INC.

15 Paoli Plaza, Ste. E, Paoli, PA 19301; (610) 640-9060; fax (610) 722-5568. Contact: *Stephen J. Schmid, president.*
Lending Regions: National.
E-mail: sjs@commercialfunding.com
Web site: www.commercialfunding.com
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Self Storage; Mobile Home Parks; Golf Courses; Airports; Vacation Timeshares; Owner occupied. **PROGRAMS:** Construction; Mezzanine; Land Acquisition; Venture Capital; Large Loan (over \$10m); Nonrecourse; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate.

CONTINENTAL WINGATE CAPITAL

63 Kendrick St., One Charles River Pl., Needham, MA 02494; (781) 707-9349; fax (781) 707-9398. Contact: *Steven Walker, commercial program director.*
Lending Regions: National.
E-mail: swalker@cwcapital.com
Web site: www.cwcapital.com
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks. **PROGRAMS:** Construction; Tax Credit; Large Loan (over \$10m); Nonrecourse; Fixed Rate; Variable Rate; Refinance.

CORUS BANK

3959 N. Lincoln Ave., Chicago, IL 60613; (773) 832-3542; fax (773) 832-3540. Contact: *Michael Stein, executive vice president.*
Lending Regions: National.
E-mail: mstein@corusbank.com
Web site: www.corusbank.com
PROPERTIES: Office; Industrial; Hotel, condominium, apartment. **PROGRAMS:** Construction; Mezzanine; Land Acquisition; Large Loan (over \$10m); Nonrecourse; Fixed Rate; Variable Rate; mini-perms.

DAVID CRONHEIM MORTGAGE CORP.

205 Main St., P.O. Box 807, Chatham, NJ 07928; (973) 635-6800; fax (973) 635-6091. Contact: *Caryn Feldman.* Lending Regions: National w/ concentration of NJ, NY, CT & PA.
Web site: www.cronheimmort.com
PROPERTIES: Multifamily; Office; Retail; Industrial; Full Service Hotels; Limited Service Hotels; Seniors Housing; Self Storage; Mobile Home Parks. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Small Loan (under \$1.5m); Large Loan

(over \$10m); Nonrecourse; Net Leases; Bridge; Fixed Rate; Variable Rate.

DOMINION MORTGAGE CORP.

11355 West Olympic Blvd., Los Angeles, CA 90064; (310) 477-3041 x134; fax (310) 477-1601. Contact: *Paul S. Horvitz, president.*
Lending Regions: National.
E-mail: paulh@dominion.com
Web site: www.dominion.com
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Land. **PROGRAMS:** Mezzanine; Land Acquisition; Nonrecourse; Bridge; Hard Money; Fixed Rate; Variable Rate.



EASTERN SAVINGS BANK

11350 McCormick Rd., Executive Plaza 2, Ste. 200, Hunt Valley, MD 21031; (410) 568-6021; fax (410) 568-4598. Contact: *Rick Kovens, senior vice president.*
Lending Regions: National.
E-mail: rkovens@easternsavingsbank.com
PROPERTIES: Multifamily; Office; Retail; Mixed Use; Full Service Hotels; Limited Service Hotels; Self Storage; Large residential construction. **PROGRAMS:** Small Loan (under \$1.5m); Hard Money; Fixed Rate.

ELITE MORTGAGE

3609 Euclid St., Greensboro, NC 27407; (336) 297-1987; fax (775) 599-5196. Contact: *Rick Francis, production manager.*
Lending Regions: NC.
E-mail: rcfran@earthlink.net
PROPERTIES: Multifamily; Office; Industrial; Mixed Use; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Mobile Home Parks; Golf Courses. **PROGRAMS:** Construction; Land Acquisition; Small Loan (under \$1.5m); Hard Money; Fixed Rate.

FIDELITY FEDERAL BANK

9500 Toledo Way, Irvine, CA 92618; (949) 609-6584; fax (949) 609-6565. Contact: *Rick Davenport, senior vice president.*
Lending Regions: CA.
E-mail: ricketd@ffbinet.com
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Self Storage; Mobile Home Parks. **PROGRAMS:** Nonrecourse; Fixed Rate; Variable Rate.

FIDELITY MORTGAGE & INVESTMENT CORP.

1803 Hicks Rd., Ste. D, Rolling Meadows, IL 60008; (847) 358-7696; fax (847) 358-7634. Contact: *Tom Vincent, president.* Lending Regions: National/IL, So. WI & IN.
E-mail: fmic@cin.net
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Self Storage; Mobile Home Parks; Student Housing; Car Washes. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Venture Capital; Small Loan (under \$1.5m); Net Leases; Bridge; Fixed Rate; Variable Rate.

FIRST CREDIT COMMERCIAL CAPITAL CORP.

1503 W. Smith St., Orlando, FL 32804; (407) 812-5600; fax (407) 812-5606. Contact: *Gary Lind Johnson, president.* Lending Regions: National.
E-mail: glj@firstcreditusa.com
Web site: www.firstcreditusa.com
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; Golf Courses; Car Washes; Marinas. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Bridge; Hard Money; Fixed Rate; Variable Rate.

FIRST FIDELITY INVESTMENT & LOAN

3061 Edinger Ave., Tustin, CA 92780; (949) 936-3225. Contact: *Sue Feduska, broker relationship manager.*
Lending Regions: CA, AZ & UT.
Web site: www.1stfidelity.com
PROPERTIES: Multifamily; Retail; Industrial; Mixed Use; Self Storage. **PROGRAMS:** Small Loan (under \$1.5m); Fixed Rate; Variable Rate.

FIRST REGIONAL CAPITAL ADVISORS

15510 Rockfield Blvd., #C, Irvine, CA 92618; (949) 699-3831; fax (949) 699-6718. Contact: *Michael L. Vari, managing partner.*
Lending Regions: CA.
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use. **PROGRAMS:** Construction; Equity; Venture Capital; Small Loan (under \$1.5m); Large Loan (over \$10m); Fixed Rate; Variable Rate.

FIRSTBANK OF DENVER

370 17th St., Denver, CO 80202; (303) 623-2000; fax (303) 595-2434. Contact: *Ron Tilton, president.* Lending Regions: CO, Vail Valley and Summit County.
E-mail: ron.tilton@efirstbank.com
Web site: www.efirstbank.com
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Recreation Facilities; Self Storage; Golf Courses; Car Washes. **PROGRAMS:** Construction; Land Acquisition; Small Loan (under \$1.5m); SBA/Small Business; Bridge; Fixed Rate; Variable Rate.

FORD REALTY GROUP

3515 Washington Rd., McMurray, PA 15317; (724) 942-3107; fax (724) 941-7843. Contact: *David Martiny, vice president of operations.*
E-mail: fordrlty@aol.com
PROPERTIES: Office; Retail; Mixed Use. **PROGRAMS:** Construction; Land Acquisition.

FORMATION CAPITAL LLC

1035 Powers Place, Alpharetta, GA 30004; (770) 754-9660; fax (770) 754-3085. Contact: *Arnold Whitman, chief executive officer.* Lending Regions: National.
E-mail: awhitman@formationcapital.com
Web site: www.formationcapital.com
PROPERTIES: Seniors Housing. **PROGRAMS:** Construction; Mezzanine; Large Loan (over \$10m); Bridge; Fixed Rate; Tax exempt bond.

FORTUNE FINANCIAL CORP.

3000 Dundee Rd., #212, Northbrook, IL 60062; (847) 480-8884; fax (847) 480-8960.

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Contact: *Stephen A. Weiss, president*. Lending Regions: Midwest.
E-mail: fcsaw@aol.com
PROPERTIES: Multifamily; Office; Retail; Seniors Housing. **PROGRAMS:** Construction; Mezzanine; Equity; Nonrecourse.

GALA RESOURCES

1212 Avenue of the Americas, New York, NY 10036; (212) 302-8840; fax (212) 302-8832.
Contact: *Benjamin Paskesz, director of marketing*.
E-mail: benjaminp@galaresources.com
Web site: www.galaresources.com
PROPERTIES: Multifamily; Mixed Use.
PROGRAMS: Bridge; Hard Money; Fixed Rate.



GE CAPITAL REAL ESTATE

292 Long Ridge Rd., Stamford, CT 06927; (203) 961-5400; fax (203) 357-4475.
Contact: *Paul Borghard, senior vice president, north america*. Lending Regions: National.
Web site: www.gecapitalrealestate.com
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; Tax Credit; Large Loan (over \$10m); Nonrecourse; SBA/Small Business; Net Leases; Bridge; Fixed Rate; Variable Rate.

GELT BUSINESS CREDIT LLC

950 Industrial Blvd., Southampton, PA 18966; (215) 357-4955; fax (215) 357-7250.
Contact: *Jack Miller, partner*.
Lending Regions: PA, NJ & DE.
E-mail: jackm@moneyweek.cc
Web site: www.moneyweek.cc
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Mobile Home Parks.
PROGRAMS: Construction; Small Loan (under \$1.5m); Bridge; Hard Money; Fixed Rate; Variable Rate.

GMAC COMMERCIAL MORTGAGE

200 Witmer Rd., Horsham, PA 19044; (215) 328-4622; fax (215) 328-1976.
Contact: *Hal Purcell, executive vice president, retail production*. Lending Regions: National.
Web site: www.gmaccm.com
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Golf Courses.
PROGRAMS: Construction; Mezzanine; Equity; Tax Credit; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Bridge; Fixed Rate; Variable Rate.

GREYSTONE

GREYSTONE

Carnegie Hall Tower, 152 W. 57th St., 60th

Fl., New York, NY 10019; (212) 649-9700; fax (212) 649-9701. Contact: *Robert Barolak*.
Lending Regions: National.
E-mail: rbarolak@greyco.com
Web site: www.greyco.com
PROPERTIES: Multifamily; Medical/Healthcare; Seniors Housing; Nursing Homes. **PROGRAMS:** Construction; Mezzanine; Equity; Tax Credit; Nonrecourse; Bridge; Variable Rate; Refinancing, Acquisition, Forward commitments.

H&A CAPITAL, LLC

3470 Wales Ave. NW, Ste. B, Massillon, OH 44646; (330) 834-1681; fax (330) 834-1683.
Contact: *Donna J. Rainieri, associate marketing director*. Lending Regions: National.
E-mail: jhwan@hacllc.com
Web site: www.hacllc.com
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Self Storage; Mobile Home Parks. **PROGRAMS:** Construction; Mezzanine; Equity; Venture Capital; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Net Leases; Bridge; Fixed Rate; Variable Rate.



HalcyonFinance Company

HALCYON FINANCIAL CO.

17200 Monterey Rd., Ste. B, Morgan Hill, CA 95037; (408) 779-0050; fax (408) 778-9331. Contact: *Richard Khan, senior vice president*. Lending Regions: National.
E-mail: rkhan@halcyonfinance.com
Web site: www.halcyonfinance.com
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Self Storage; Mobile Home Parks. **PROGRAMS:** Construction; Mezzanine; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Fixed Rate; Variable Rate.

HARD MONEY FUNDING

1055 E. Tropicana Ave., Ste. 700, Las Vegas, NV 89119; (702) 736-8282; fax (702) 434-1644. Contact: *Michael J. Newell, chief executive officer*. Lending Regions: National.
E-mail: info@hardmoneyfunding.com
Web site: www.hardmoneyfunding.com
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Golf Courses; Agriculture; Car Washes; Marinas; Development.
PROGRAMS: Construction; Mezzanine; Equity; Land Acquisition; Small Loan (under \$1.5m); Large Loan (over \$10m); Bridge; Hard Money.

HIGHLAND MORTGAGE COMPANY

1029 22nd St. So., Birmingham, AL 35205; (205) 250-9000; fax (205) 250-9015.
Contact: *Chip Moore, vice president*.
Lending Regions: National.
E-mail: susan@highlandmortgage.com

Web site: www.highlandmortgage.com
PROPERTIES: Multifamily; Medical/Healthcare; Mobile Home Parks. **PROGRAMS:** Construction; Fixed Rate.

HOLLIDAY FENOGLIO FOWLER

8401 North Central Expressway, Ste. 400, Dallas, TX 75225; (214) 265-0880; fax (214) 265-1686. Contact: *Mark Gibson, executive managing director*. Lending Regions: National.
E-mail: mgibson@hfflp.com
Web site: www.hfflp.com
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; Car Washes.
PROGRAMS: Construction; Mezzanine; Equity; Land Acquisition; Tax Credit; Small Loan (under \$1.5m); Non Redcourse; Net Leases; Bridge; Fixed Rate; Variable Rate; Joint Venture; Tax-Exempt; Participating.

INCOME PROPERTY LENDING

2187 S. Garfield Ave., Los Angeles, CA 90040; (323) 728-7700; fax (209) 821-6828.
Contact: *Arnie Garfinkel, president*.
Lending Regions: National.
E-mail: arnie@allstargroup.com
Web site: www.incomepropertylending.com
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Self Storage; Mobile Home Parks; Churches.
PROGRAMS: SBA/Small Business; Bridge; Fixed Rate; Variable Rate.

INLAND MORTGAGE CORP.

2901 Butterfield Rd., Oak Brook, IL 60523; (630) 218-8000; fax (630) 218-4961.
Contact: *Leslie Lundin, senior vice president*.
Lending Regions: National.
E-mail: lundin@inlandgroup.com
Web site: www.inlandgroup.com
PROPERTIES: Multifamily; Office; Retail; Industrial. **PROGRAMS:** Construction; Mezzanine; Large Loan (over \$10m); Bridge.

JAMES F. PERRY AND CO.

7300 N. Kendall Dr., #519, Miami, FL 33156; (305) 670-8008; fax (305) 670-8483.
Contact: *James F. Perry, president*.
E-mail: jfpc98@aol.com
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; Equity; Tax Credit; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; SBA/Small Business; Hard Money; Fixed Rate; Variable Rate.



JOHNSON CAPITAL GROUP

18500 Von Karman, Ste. 500, Irvine, CA 92612-0504; (949) 660-1999; fax (949) 660-1998. Contact: *Guy K. Johnson, president*.
Lending Regions: National.
E-mail: guyjohnson@johnsoncap.com
Web site: www.johnsoncapital.com
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks.

PROGRAMS: Construction; Mezzanine; Equity; Small Loan (under \$1.5m); Large Loan (over \$10m); Bridge.

JPM FINANCIAL

11929 Tahiti, Sterling Heights, MI 48312; (810) 939-1497; fax (810) 939-1497.
Contact: *Inder Singh, president*.
E-mail: king1ofjungle@yahoo.com
PROPERTIES: Multifamily; Office; Industrial; Medical/Healthcare; Golf Courses; Airports. **PROGRAMS:** Construction; SBA/Small Business.

KENNEDY FUNDING

Two University Plaza, Ste. 402, Hackensack, NJ 07601; (201) 342-8500; fax (201) 342-8373. Contact: *K S Clark, director of marketing*. Lending Regions: National.
E-mail: kc@kennedyfunding.com
Web site: www.kennedyfunding.com
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; Car Washes; Marinas; Land. **PROGRAMS:** Construction; Land Acquisition; Large Loan (over \$10m); Bridge; Hard Money.

KENSINGTON CAPITAL

5910 N. Central Expwy., Ste. 1700, Dallas, TX 75206; (214) 891-6420; fax (214) 891-6415. Contact: *Roy G. Norwood Jr., president*.
Lending Regions: National.
E-mail: rnorwood@kensingtoncapital.com
Web site: www.bmflloan.com
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; Equity; Land Acquisition; Tax Credit; Large Loan (over \$10m); Nonrecourse; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate; FannieMae, Freddie Mac, HUD, mezzanine.

KEY COMMERCIAL REAL ESTATE

127 Public Square, Cleveland, OH 44114-1306; (888) KEY-2221; fax (216) 689-3590.
Contact: *John Case, senior managing director*.
Lending Regions: National.
E-mail: john_case@keybank.com
Web site: www.key.com/cre
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Limited Service Hotels; 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; Large Loan (over \$10m); Nonrecourse; Net Leases; Bridge; Fixed Rate; Variable Rate; CMBS & large loan syndications.

KING MORTGAGE CORP.

7832 Aberdeen Rd., Bethesda, MD 20814; (301) 718-3646; fax (301) 718-9731. Contact: *Bert M. King, president*. Lending Regions: National.
PROPERTIES: Multifamily; Medical/Healthcare; Seniors Housing.
PROGRAMS: Construction; Large Loan (over \$10m); Nonrecourse; Fixed Rate.

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L. J. MELODY & CO.

5847 San Felipe, Ste. 4400, Houston, TX 77057; (713) 787-1990; fax (713) 787-1998.

Contact: *Brian Stoffers, executive managing director.* Lending Regions: National.

E-mail: info@ljmeloody.com

Web site: www.ljmeloody.com

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; Agriculture; Marinas. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Tax Credit; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; SBA/Small Business; Net Leases; Bridge; Fixed Rate; Variable Rate.

LARSON FINANCIAL RESOURCES INC.

150 Morristown Rd., Ste. 201, Bernardville, NJ 07924; (908) 766-7570; fax (908) 766-5661. Contact: *Augustus J. "Gus" Larson, regional senior vice president.*

Lending Regions: Northeast.

E-mail: lfr@larsonfinancial.com

Web site: www.larsonfinancialresources.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Warehouse. **PROGRAMS:** Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Fixed Rate; Variable Rate.

LEEDS CONSULTING GROUP LLC

P.O. Box 6074, Ocean View, HI 96737; (808) 929-8170; fax (808) 929-9991.

Contact: *Statia Leeds, chief executive officer.*

Lending Regions: National.

E-mail: leedsgroup@hula.net

Web site: www.leedsconsulting.com

PROPERTIES: Recreation Facilities; Full Service Hotels; Golf Courses; Vacation Timeshares; Marinas. **PROGRAMS:** Construction; Equity; Large Loan (over \$10m); Nonrecourse; Fixed Rate.

LEGG MASON REAL ESTATE SERVICES

1735 Market St., 12th Fl., Philadelphia, PA 19103; (215) 496-3000; fax (215) 496-3005.

Contact: *Craig Butchenbart, president, mortgage banking and investment services.*

Lending Regions: Northeast, Mid-Atlantic & Southeast.

E-mail: cbutchen@lmres.com

Web site: www.lmres.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Recreation Facilities; Full Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Golf Courses. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Tax Credit; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate.

LIBERTYBANK

899 Pearl St., Eugene, OR 97401; (541) 334-4149; fax (541) 683-7651.

Contact: *Bill Morris, vice president, commercial real estate.* Lending Regions: Northwest United States.

E-mail: bmorris@libertybank.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Self Storage; Mobile Home Parks; Student Housing.

PROGRAMS: Construction; Small Loan (under \$1.5m); Fixed Rate; Variable Rate.

MALONE MORTGAGE CO.

8214 Westchester, Ste. 650, Dallas, TX 75225; (214) 696-0386; fax (214) 696-5162.

Contact: *Bernard P. "Bud" Malone, president.*

Lending Regions: National.

E-mail: jpardue@malonemtg.com

Web site: www.malonemtg.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Medical/Healthcare; Seniors Housing. **PROGRAMS:** Construction; Tax Credit; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Fixed Rate.

MAMEY INVESTMENT CORP.

5160 Birch St., Ste. 200, Newport Beach, CA 92660; (949) 851-8100; fax (949) 851-8188.

Contact: *Steve Pool, acquisitions manager.*

Lending Regions: So. CA & Las Vegas.

E-mail: steve@mamet.net

Web site: www.mamey.net

PROPERTIES: Office; Industrial. **PROGRAMS:** Construction; Equity; Land Acquisition; Small Loan (under \$1.5m).

MEECORP CAPITAL MARKETS LLC

2115 Linwood Ave., Ste. 301, Fort Lee, NJ 07024; (201) 944-9330; fax (201) 944-9332.

Contact: *Daniel Edrei, director.*

Lending Regions: National.

E-mail: daniel_edrei@meecorp.com

Web site: www.meecorp.com

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; Marinas. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Tax Credit; Large Loan (over \$10m); Nonrecourse; Net Leases; Bridge; Hard Money; Fixed Rate.

MERCURY CAPITAL CORP.

317 Madison Ave., Ste. 100, New York, NY 10017; (212) 661-8700; fax (212) 661-8831.

Contact: *Adam S. Glick, vice president, mortgage originations.* Lending Regions: National.

E-mail: info@mercurycap.com

Web site: www.mercurycap.com

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:** Mezzanine; Bridge; Hard Money.

MERIDIAN CAPITAL PARTNERS INC.

1150 Lake Hearn Dr., Ste. 200, Atlanta, GA 30342; (404) 250-3220; fax (404) 459-6640.

Lending Regions: National, Canada, Mexico & Caribbean.

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; Small Loan (under \$1.5m); Large Loan (over \$10m); Bridge; Hard Money; Fixed Rate.

METROPOLITAN FUNDING CORP.

6 E. 45th St., 2nd Fl., New York, NY 10017; (212) 983-1500; fax (212) 983-1523.

Contact: *David Stein, vice president.*

Lending Regions: National.

E-mail: dstein@metropolitanfunding.com

Web site: www.metropolitanfunding.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing. **PROGRAMS:** Construction; Equity; Large Loan (over \$10m); Nonrecourse; Fixed Rate.

MOLTON/COOPER MARKETING INVESTORS INC.

9800 S. Sepulveda Blvd., Ste. 520, Los Angeles, CA 90045; (310) 822-3011; fax (310) 645-1544. Contact: *Robert B. Cooper, president.*

Lending Regions: National.

Web site: www.moltoncooper.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Self Storage; Mobile Home Parks; Student Housing; Golf Courses; Car Washes; Marinas. **PROGRAMS:** Construction; Mezzanine; Equity; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate.

MOUNTAIN MORTGAGE

P.O. Box 566, Granite Falls, WA 98252; (360) 691-3198; (360) 691-5308. Contact:

Rob White, money broker. Lending Regions: National & International.

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; Agriculture; Marinas; All loan needs. **PROGRAMS:** Construction; Land Acquisition; Small Loan (under \$1.5m); Large Loan (over \$10m); SBA/Small Business; Fixed Rate; Variable Rate; \$5000-\$50,000 in 30 days.

MUNIMAE MIDLAND LLC

33 N. Garden Ave., Ste. 1200, Clearwater, FL 33755-6605; (727) 461-4801; fax (727) 443-6067. Contact: *Stacey Kulyk, associate vice president, national loan coordinator.*

Lending Regions: National.

E-mail: skulyk@muninaemidland.com

Web site: www.muninaemidland.com

PROPERTIES: Multifamily; Seniors Housing; Student Housing. **PROGRAMS:** Construction; Equity; Land Acquisition; Tax Credit; Large Loan (over \$10m); Bridge.

NAB BANK

8301 S. Vass Ave., Darien, IL 60561; (630) 810-9898; fax (630) 810-9353. Contact: *Joe Garafolo, vice president, commercial loans.*

Lending Regions: Chicago Metro Area.

E-mail: joeg@newasiabk.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Medical/Healthcare; Self Storage; Car Washes; Restaurants.

PROGRAMS: Construction; Land Acquisition; Small Loan (under \$1.5m); Net Leases; Fixed Rate; Variable Rate.

NATIONWIDE TRADING INC.

P.O. Box 448, Lincroft, NJ 07738; (732) 741-4864; fax (732) 741-5076. Contact: *Tish Mancilla, vice president of loan acquisitions.*

Lending Regions: National.

E-mail: natwide1@aol.com

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:** Equity; Land Acquisition; Venture Capital; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; SBA/Small Business; Hard Money; Fixed Rate; Variable Rate; Participations.

NETFUNDING.COM

3400 Peachtree Rd., Atlanta, GA 30326; (408) 842-1422; fax (404) 842-1522.

Contact: *Tim Radomski, director.*

E-mail: tim@netfunding.com

Web site: www.netfunding.com

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; Airports; Marinas. **PROGRAMS:** Construction; Mezzanine; Equity; Bridge.



NEWMAN & ASSOCIATES

1801 California St., Ste. 3700, Denver, CO 80202; (303) 293-8500; fax (303) 296-6804.

Contact: *Nancy Harmon, administrative assistant.* Lending Regions: National.

E-mail: nancy_harmon@newmanfs.com

Web site: www.newmanfs.com

PROPERTIES: Multifamily; Office. **PROGRAMS:** Mezzanine; Large Loan (over \$10m); Bridge.

NORTH AMERICAN MORTGAGE CO., A DIME S.B. COMPANY

Commercial Lending Ctr., 89 Newbury St., Danvers, MA 01923; (978) 762-9269;

fax (978) 762-8525. Contact: *J. Scott Rielly, director of commercial lending.*

Lending Regions: National.

E-mail: name-commercial.com

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; Unusual & residential properties. **PROGRAMS:** Construction; Mezzanine; Land Acquisition; Tax Credit; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; SBA/Small Business; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate; Stated income/asset.

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NORTHMARQ CAPITAL INC.

3500 W. 80th St., Ste. 500, Bloomington, MN 55337; (952) 356-0100; fax (952) 356-0088. Contact: *Edward Padilla, president, chief executive officer.* Lending Regions: National. E-mail: dscovill@northmarq.com

Web site: www.northmarq.com
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; Equity; Large Loan (over \$10m); Nonrecourse; Net Leases; Bridge; Fixed Rate; Variable Rate.

NZ BRIDGE FINANCIAL

333 N. 44th St., Ste. 420, Phoenix, AZ 85008; (602) 952-8836; fax (602) 748-2001. Contact: *Doug Esteves, director of real estate finance.* Lending Regions: West, Southwest. E-mail: desteves@nzbridgefinancial.com

Web site: www.nzbridgefinancial.com
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Self Storage; Residential land for development.
PROGRAMS: Construction; Mezzanine; Land Acquisition; Nonrecourse; Bridge; Hard Money; Fixed Rate.

ONYX CAPITAL CORP.

11777 San Vicente Blvd., Ste. 640, Los Angeles, CA 90049; (310) 442-8400; fax (310) 442-8405. Contact: *Jonathan Sharp, vice president.* Lending Regions: National. E-mail: jsharp@onyxcap.com

Web site: www.onyxcap.com
PROPERTIES: Multifamily; Office; Retail; Mixed Use; Seniors Housing; Self Storage; Mobile Home Parks.
PROGRAMS: Nonrecourse; Fixed Rate.

PACIFIC CAPITAL

5820 Stoneridge Mall Rd., Ste. 208, Pleasanton, CA 94588; (925) 463-8444; fax (925) 463-0141. Contact: *Jeffery N. Shaddy, director, major loans.* Lending Regions: National. E-mail: jshaddy@pacificcapital.net

Web site: www.pacificcapital.net
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Marinas.
PROGRAMS: Construction; Large Loan (over \$10m); Nonrecourse; Net Leases; Fixed Rate; Variable Rate.

PACIFIC COAST INVESTMENT COMPANY

801 Second Ave., Ste. 315, Seattle, WA 98104; (800) 562-6278; fax (206) 624-5220. Contact: *Jerry Zevenbergen, president & CEO.* Lending Regions: National. E-mail: suzanne@pcic.cc

Web site: www.powertofund.com
PROPERTIES: Office; Retail; Industrial; Mixed Use; Franchise; Full-Service Hotels; Limited-Service Hotels; Self Storage; Mobile Home Parks; Golf Courses;
PROGRAMS: Land Acquisition; Hard Money.

PACIFIC MORTGAGE FUNDING CORP.

11924 E. Firestone Blvd., Norwalk, CA 90650; (562) 864-4006; fax (562) 864-6125. Contact: *Greg A. Salter, president.*

Lending Regions: National. E-mail: salter@pacificmortgage.com
Web site: www.pacificmortgage.com
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; Special purpose properties.
PROGRAMS: Construction; Mezzanine; Equity; Land Acquisition; Venture Capital; Tax Credit; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; SBA/Small Business; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate; Take-out/Forward commitment.

PARAGON COMMERCIAL CAPITAL

8910 N. Dale Mabry Hwy., Ste. 36, Tampa, FL 33614; (813) 930-0527; fax (813) 933-6837. Contact: *Rick Kleinbans, mortgage banker.* Lending Regions: National. E-mail: rick@paragonfinancialco.com

PROPERTIES: Multifamily; Office; Retail; Mixed Use; Full Service Hotels; Limited Service Hotels; Self Storage; Mobile Home Parks; Car Washes.
PROGRAMS: Construction; Land Acquisition; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; SBA/Small Business; Net Leases; Fixed Rate; Variable Rate.

PRINCIPAL CAPITAL REAL ESTATE INVESTORS

801 Grand Ave., Des Moines, IA 50392-1390; (515) 246-7003; fax (515) 248-8090. Contact: *Todd Everett, managing director.* Lending Regions: National. E-mail: everett.todd@principal.com

Web site: www.principalcapital.com
PROPERTIES: Multifamily; Office; Retail; Industrial; Self Storage; Mobile Home Parks.
PROGRAMS: Construction; Large Loan (over \$10m); Nonrecourse; Net Leases; Bridge; Fixed Rate; Variable Rate.

PRIVATE INVESTOR LOANS INC.

3405 Ridgemont Dr., Mountain View, CA 94040; (650) 967-2500; fax (650) 964-8684. Contact: *Max Trescott, president.* Lending Regions: CA & Western States. E-mail: info@piloans.com

Web site: www.piloans.com
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Agriculture.
PROGRAMS: Hard Money.



PRUDENTIAL MORTGAGE CAPITAL CO.

100 Mulberry St., Newark, NJ 07102; (888) 263-6800; fax (973) 367-8210.

Contact: *Amy Rubin, director, marketing and promotions.*

Lending Regions: National. E-mail: pru_mortgage_capital@prudential.com
Web site: www.prudential.com
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Agriculture.
PROGRAMS: Mezzanine; Tax Credit; Large Loan (over \$10m); Nonrecourse; Bridge; Fixed Rate; Variable Rate; Fannie Mae, FHA.

PRUDENTIAL HUNTOON PAIGE ASSOCIATES LTD

379 Thornall St., 10th Fl., Edison, NJ 08837; (800) 852-2834; fax (732) 767-1552.

Contact: *James L. Clouser, managing director, president.* Lending Regions: National. E-mail: james2.clouser@prudential.com
Web site: www.prudential.com
PROPERTIES: Multifamily; Medical/Healthcare; Seniors Housing; Mobile Home Parks.
PROGRAMS: Construction; Tax Credit; Large Loan (over \$10m); Nonrecourse; Fixed Rate.

RAINMAKER FINANCIAL AFFILIATES

5236 Colodny Dr., Ste. 101, Agoura Hills, CA 91301; (818) 865-4100; fax (818) 865-3593. Contact: *Ned Hosken, director of marketing.* Lending Regions: National. E-mail: nhosken@rainmakerfa.com

Web site: www.rainmakerfa.com
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Car Washes.
PROGRAMS: Land Acquisition; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; SBA/Small Business; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate.

ROBERT FAUST MORTGAGE

6060 N. Central Exp., Ste. 620, Dallas, TX 75206; (214) 891-1545; fax (214) 891-0327. Contact: *Robert Faust, president.*

Lending Regions: National. E-mail: robert.l.faust@gte.net
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Student Housing.
PROGRAMS: Construction; Mezzanine; Equity; Land Acquisition; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Net Leases; Bridge; Fixed Rate; Variable Rate.

ROCKBRIDGE CAPITAL INC.

191 W. Nationwide Blvd., Ste. 600, Columbus, OH 43215; (614) 246-2400; fax (614) 246-2481. Contact: *James T. Merkel, vice president.* Lending Regions: National. E-mail: jtmerkel@rockbridgecapital.com
Web site: www.rockbridgecapital.com
PROPERTIES: Office; Industrial; Full Service Hotels; Limited Service Hotels; Seniors Housing.
PROGRAMS: Mezzanine; Equity.

SILO FINANCIAL CORP.

126 E. 56th St., 21st Fl., New York, NY 10022; (212) 308-6300; fax (212) 308-7334. Contact: *Jonathan Daniel, president.* Lending Regions: Northeast, Mid Atlantic & FL.

E-mail: jdaniel@silofinancial.com
Web site: www.silofinancial.com
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Medical/Healthcare; Self Storage; Mobile Home Parks; Car Washes.

PROGRAMS: Small Loan (under \$1.5m); Bridge; Hard Money.

SOUTHERN PACIFIC BANK

23530 Hawthorne Blvd., #200, Torrance, CA 90505; (800) 393-5626; fax (310) 442-5125. Contact: *Joe Ursino, senior vice president.*

Lending Regions: National. E-mail: jursino@spbank.com
Web site: www.spbank.com
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Full Service Hotels; Seniors Housing; Self Storage; Mobile Home Parks.
PROGRAMS: Small Loan (under \$1.5m); Fixed Rate; Variable Rate.

STANDARD MORTGAGE CORP.

3340 Peachtree Rd., Ste. 93C, Atlanta, GA 30326; (404) 885-9900; fax (404) 885-9594. Lending Regions: Southeast.

Web site: Stanmor.com
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Seniors Housing; Self Storage.
PROGRAMS: Tax Credit; Small Loan (under \$1.5m); Large Loan (over \$10m); Fixed Rate; Variable Rate.

STERLING PARTNERS CAPITAL LLC

53 Unquowa Pl., Fairfield, CT 06430; (203) 256-9068; fax (203) 256-9564. Contact: *Brian Opert, president.* Lending Regions: National. E-mail: bopert@sterlingpartnerscapital.com

Web site: www.sterlingpartnerscapital.com
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; Single-tenant, business-based.
PROGRAMS: Small Loan (under \$1.5m); Bridge; Hard Money; Fixed Rate; Variable Rate; Interim, Seasoning.

SUBURBAN CAPITAL MARKETS INC.

11200 Rockville Pike., Rockville, MD 20852; (301) 998-0409; fax (301) 998-0417. Contact: *Carol Lewis Anderson, principal.*

Lending Regions: National. E-mail: clanderson@suburbancapital.com
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Self Storage; Mobile Home Parks; Student Housing; Car Washes.
PROGRAMS: Construction; Large Loan (over \$10m); Nonrecourse; SBA/Small Business; Bridge; Fixed Rate; Variable Rate; FHA.

TCRM COMMERCIAL CORP.

515 Madison Ave., 5th Fl., New York, NY 10022; (212) 371-3933; fax (212) 371-4519. Contact: *Leslie Agisim, president.* Lending Regions: National. E-mail: tcrmadv@aol.com

Web site: www.tcrmadv.com
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Self Storage; Golf Courses; Car Washes; Marinas.
PROGRAMS: Equity; Small Loan (under

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\$1.5m); Large Loan (over \$10m); Bridge; Hard Money; Fixed Rate.

THE ALISON COMPANY

45 W. Jefferson St., Fl. 11, Phoenix, AZ 85003; (602) 252-8808; fax (602) 252-1770. Contact: *Mitchell J. Ballou, principal*. Lending Regions: National.

E-mail: mitch@alisonmortgage.com
Web site: www.alisonmortgage.com

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; Airports; Car Washes.

PROGRAMS: Construction; Mezzanine; Tax Credit; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Net Leases; Bridge; Fixed Rate; Variable Rate.

THE BANK OF HEMET

3715 Sunnyside Dr., Riverside, CA 92506; (909) 784-5771 x105; fax (909) 784-5791. Contact: *Trish Rozhon, senior vice president*.

Lending Regions: CA, OR, WA, UT, AZ & NV.

E-mail: trozhon@bankofhemet.com

PROPERTIES: Office; Retail; Industrial; Mixed Use; Franchise; Self Storage; Mobile Home Parks. **PROGRAMS:** Construction; Small Loan (under \$1.5m); Fixed Rate; Variable Rate.

THE MONEYPLACE

661 Main St., Niagara Falls, NY 14301; (877) 643-5015; fax (716) 284-7089.

Contact: *Dan Vecchies, sales manager*.

Lending Regions: National.

E-mail: dan@moneyplacellc.com

Web site: www.emoneyplace.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Car Washes. **PROGRAMS:** Equity; Small Loan (under \$1.5m); Hard Money; Fixed Rate; Variable Rate.

TII REALTY CAPITAL LLC

17171 Bothell Way NE, Ste. A101, Lake Forest Park, WA 98155; (206) 366-3349; fax (206) 366-3338. Contact: *David Beckerman, managing director*.

Lending Regions: West Coast & Northeast U.S..
E-mail: tiidavid@aol.com

PROPERTIES: Office; Retail.

PROGRAMS: Mezzanine; Small Loan (under \$1.5m); Bridge; High leverage firsts and seconds, \$1-5MM.



TRANSAMERICA COMMERCIAL REAL ESTATE FINANCE LLC

9399 W. Higgins Rd., Rosemont, IL 60018; (847) 993-5705; fax (847) 993-5750.

Contact: *Fred Harper, president*.

Lending Regions: National.

E-mail: fred.harper@transamerica.com

Web site: www.transamericafinance.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Self Storage; Mobile Home Parks; Student Housing. **PROGRAMS:** Mezzanine; Large Loan (over \$10m); Nonrecourse; Bridge; Variable Rate.

UBS WARBURG

1285 Avenue of the Americas, New York, NY 10019; (212) 713-8844; fax (212) 713-2099. Contact: *Peter A. Smith, director*.

Lending Regions: National.

E-mail: peter.smith@ubsw.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Self Storage; Mobile Home Parks. **PROGRAMS:** Mezzanine; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Bridge; Fixed Rate; Variable Rate.

UNION CAPITAL

INVESTMENTS LLC

3490 Piedmont Rd. N.E., #1010, Atlanta, GA 30305; (404) 812-4800; (800) 394-7121; fax (404) 812-4808. Contact: *Liz Powell, vice president*.

Lending Regions: National.

E-mail: lpowell@ucille.com

Web site: www.unioncapitalinvestments.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Full Service Hotels; Limited Service Hotels; Self Storage; Mobile Home Parks; RV Resorts. **PROGRAMS:** Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Bridge; Fixed Rate; Variable Rate.

UNITED CONDUIT SECURITIES

Brook 35 Office Park, P.O. Box 221, Sea Girt, NJ 08750; (732) 282-9101; fax (732) 282-9190. Contact: *Tim Hughes, managing director*.

Lending Regions: National.

E-mail: thughes@unitedconduit.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Self Storage; Mobile Home Parks; Conduit quality and harder money. **PROGRAMS:** Small Loan (under \$1.5m); Nonrecourse; Hard Money; Fixed Rate.

UNIVERSAL BANK

3455 Nogales St., West Covina, CA 91792; (626) 854-2818 x153; fax (626) 854-2807. Contact: *Dennis Schmitz, vice president*.

Lending Regions: So. CA.

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Self Storage; Mobile Home Parks; Golf Courses.

PROGRAMS: Construction; Mezzanine; Small Loan (under \$1.5m); Nonrecourse; Fixed Rate; Variable Rate.

VALUEXPRESS LLC

200 E. 42nd St., Fl. 9, New York, NY 10017; (800) 650-2627; fax (212) 818-0997. Contact: *Michael Sneden, executive vice president*.

Lending Regions: National.

E-mail: msneden@valuexpress.com

Web site: www.valuexpress.com

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; Agriculture; Car Washes; Marinas; Gas Station. **PROGRAMS:** Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; SBA/Small Business; Net Leases; Bridge; Fixed Rate; Variable Rate.

WAINWRIGHT BANK & TRUST CO. INC.

63 Franklin St., Boston, MA 02110; (617) 478-4000; fax (617) 478-4020. Contact:

Henri Soucy, vice president. Lending Regions: Metropolitan Boston.

E-mail: hsoucy@wainwrightbank.com

Web site: www.wainwrightbank.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Full Service Hotels; Limited Service Hotels; Seniors Housing.

PROGRAMS: Construction; Mezzanine; Equity; Land Acquisition; Tax Credit; Small Loan (under \$1.5m); Large Loan (over \$10m); SBA/Small Business; Net Leases; Bridge; Fixed Rate; Variable Rate.

WEINBERG & ASSOCIATES INC.

1932 N. David Hills Rd., #250, Atlanta, GA 32319; (404) 634-4700; fax (404) 634-0319.

Contact: *Larry Weinberg, president*. Lending Regions: National.

E-mail: larry@weinbergassoc.com

Web site: www.weinbergassoc.com

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; Owner/Occupied. **PROGRAMS:** Construction; Mezzanine; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; SBA/Small Business; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate.

WELLS FARGO BANK CMO

45 Fremont St., 9th Fl., MAC A0194-090, San Francisco, CA 94163; (888) 777-0067; fax (800) 933-6074. Contact: *Julie Forsythe, director of marketing*.

Lending Regions: National.

E-mail: hollankr@wellsfargo.com

Web site: www.wellsfargo.com

PROPERTIES: Multifamily; Office; Retail; Mixed Use. **PROGRAMS:** Nonrecourse; Fixed Rate; Variable Rate.

WRA CAPITAL PARTNERS LLC

42-06 235th St., Douglaston, NY 11363; (718) 224-9500; fax (718) 224-5597.

Contact: *Frank T. Chiarello, member*.

Lending Regions: New York City, Long Island, Westchester and Putnam.

E-mail: wraprop@aol.com

Web site: www.wraprop.com

PROPERTIES: Multifamily; Office; Retail. **PROGRAMS:** Small Loan (under \$1.5m); Bridge; Hard Money; Fixed Rate; Variable Rate.

YOSEMITE BANK

P.O. Box 5000, Mariposa, CA 95338; (209) 966-3777. Contact: *Vincent P. Kehoe, vice president*.

Lending Regions: Central Valley

of CA & adjacent foothill counties.

E-mail: vpkehoe@sierratel.com

Web site: www.yosemitebank.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Medical/Healthcare; Seniors Housing. **PROGRAMS:** Construction; Small Loan (under \$1.5m); SBA/Small Business; Fixed Rate; Variable Rate.

ZIEGLER FINANCING CORP.

8100 Professional Place, Ste. 312A, Lanham, MD 20785; (301) 918-4400;

fax (301) 918-4900. Contact: *Peggy Faragasso, senior vice president*.

Lending Regions: National.

E-mail: pfaragasso@zieglersec.com

Web site: www.ziegler.com

PROPERTIES: Multifamily;

Medi-cal/Healthcare.