

## Finding The Best Financing Source With Our 2002 Lender's Directory

Separating the mortgage bankers from the lenders remains one of the industry's controversies. The difference is often unclear. For instance, if an intermediary uses table-funding to lend in his own name, is he really the lender?

The lines between mortgage banker and broker are also often unclear. As mortgage bankers attempt to represent themselves as lenders, brokers may say they're mortgage bankers.

Ascertaining if firms are really direct lenders, mortgage bankers or brokers would require interrogating each one. An enormous task, considering the number of players in the field. And even then answers may be uncertain.

Thus, for this Directory of Commercial Lenders, we leave it up to directory respondents to define themselves and make no promises about their company's classification.

Despite the ongoing controversy over the lender-mortgage banker definition, readers can use the directory as a resource throughout the year to find what property types lenders finance and the programs they offer. With underwriting standards tight, that information can be especially useful. The property type listing can be utilized for uncommon niche properties that many lenders avoid.

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 06722-2180; (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](mailto:info@cmi-online.com) or visit our Web site: [www.cmi-online.com/cmi](http://www.cmi-online.com/cmi).

### ADVANTAGE CAPITAL FUNDING

5851 San Filipe, Ste. 880, Houston, TX 77057; (713) 981-4747; fax (713) 981-0555.

Contact: *Don McClain, C.E.O.*

Lending Regions: National.

E-mail: [donmclain@adcapfunding.com](mailto:donmclain@adcapfunding.com)

Web site: [www.adcapfunding.com](http://www.adcapfunding.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, Marinas. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition;

### AEGON USA REALTY ADVISORS INC.

4333 Edgewood Rd. NE, Cedar Rapids, IA 52499; (319) 369-2224; fax (319) 369-2188. Contact: *Marge Mick*. Lending Regions: National.

Web site: [www.aegonrealty.com](http://www.aegonrealty.com)

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mobile Home Parks. **PROGRAMS:** Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Fixed Rate. **TYPE OF FIRM:** Direct Lender.

### ALISON CO.

45 W. Jefferson St. Fl. 12, Phoenix, AZ 85003; (602) 252-8808; fax (602) 252-1770.

Contact: *Mitchell J. Ballou, president*.

Lending Regions: National.

E-mail: [mitch@alisonmortgage.com](mailto:mitch@alisonmortgage.com)

Web site: [www.alisonmortgage.com](http://www.alisonmortgage.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. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Small Loan (under \$1.5m); Nonrecourse; SBA/Small Business; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

### AMERICAN COMMERCIAL MORTGAGE

4980 Hillsdale Cir., Ste. D-2, Eldorado Hills, CA 95762; (916) 334-2300; fax (916) 564-7470.

Contact: *William Cunningham, president*.

Lending Regions: National.

E-mail: [bcunningham@americancm.com](mailto:bcunningham@americancm.com)

Web site: [www.americancm.com](http://www.americancm.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:** Large Loan (over \$10m); Nonrecourse; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### AMI CAPITAL INC.

7255 Woodmont Ave., Ste. 200, Bethesda, MD 20814; (301) 654-0033; fax (301) 321-1300. Contact: *David E. Queen, executive vice president*. Lending Regions: National.

E-mail: [dqueen@amicapital.com](mailto:dqueen@amicapital.com)

Web site: [www.amicapital.com](http://www.amicapital.com)

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Student Housing. **PROGRAMS:** Construction; Large Loan (over \$10m). **TYPE OF FIRM:** Direct Lender.

### ANCHOR CAPITAL CORP.

261 South Hwy. 101, Solana Beach, CA 92075; (858) 720-1856; fax (858) 720-1915. Contact: *Bill Miklos, executive vice president*.

Lending Regions: National.

E-mail: [billmiklos@anchorcapitalcorp.com](mailto:billmiklos@anchorcapitalcorp.com)

Web site: [www.anchorcapitalcorp.com](http://www.anchorcapitalcorp.com)

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Car Washes; Automotive. **PROGRAMS:** Mezzanine; Tax Credit; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; SBA/Small Business; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

### APARTMENT LENDING CORP.

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

Lending Regions: National.  
E-mail: nationwide@aptlending.com  
Web site: www.aptlending.com  
**PROPERTIES:** Multifamily; Mixed Use.  
**TYPE OF FIRM:** Direct Lender.

#### **ARBOR COMMERCIAL MORTGAGE LLC**

333 Earle Ovington Blvd., Ste. 900, Uniondale, NY 11553; (800) 272-6710; fax (516) 832-8045. Lending Regions: National.

Web site: www.thearbournet.com

**PROPERTIES:** Multifamily; Office; Retail; Seniors Housing. **PROGRAMS:** Mezzanine; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Bridge.

#### **ARCHON FINANCIAL LP**

600 E. Las Colinas Blvd., Ste. 800, Irving, TX 75039; (800) 710-7616; fax (972) 830-7698. Contact: *Roddy O'Neal, co-chief executive officer.* Lending Regions: National.

E-mail: roddy.o'neal@archonfinancial.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. **TYPE OF FIRM:** Direct Lender.

#### **ARCS COMMERCIAL MORTGAGE**

26901 Agoura Rd., #200, Calabasas, CA 91301; (818) 676-3201; fax (818) 880-3333. Contact: *Arthur Nissman, vice president, corporate communications.*

Lending Regions: National.

E-mail:

arthur\_nissman@arcscommercial.com

Web site: www.askarcs.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Seniors Housing, Self Storage; Mobile Home Parks, Student Housing. **PROGRAMS:** Mezzanine, Tax Credit, Small Loan, (under \$1.5M), Large Loan (over \$50M), Nonrecourse, Fixed Rate, Acquisition, Refinance. **TYPE OF FIRM:** Mortgage Banker.

#### **ARIES CAPITAL**

220 W. Huron, Ste. 500W, Chicago, IL 60610; (312) 642-0100; fax (312) 642-9291. Contact: *Craig Johnson, chief operating officer.* Lending Regions: National.

E-mail: cjohnson@ariescapital.com

Web site: www.ariescapital.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Self Storage; Mobile Home Parks. **PROGRAMS:** Mezzanine; Equity; Large Loan (over \$10m); Nonrecourse. **TYPE OF FIRM:** Direct Lender.

#### **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: dougc@artesiarmortgage.com  
Web site: www.artesiarmortgage.com

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

#### **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: murray.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. **TYPE OF FIRM:** Direct Lender.



#### **BAYVIEW FINANCIAL TRADING GROUP**

2665 S. Bayshore Dr., 3rd Fl., Miami, FL 33133; (800) 457-5104; fax (305) 854-2418. Contact: *Howard Shoer, national sales manager.*

Lending Regions: National.

E-mail: commloans@bftg.com

Web site: www.bftg.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. **PROGRAMS:** Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

#### **BEAR, STEARNS & CO. INC**

383 Madison Ave., New York, NY 10179; (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. **TYPE OF FIRM:** Direct Lender.

#### **BEER & CO. LLC**

2 University Plaza, Hackensack, NJ 07601;

(201) 996-6000; fax (201) 489-1865.

Contact: *M. Beer, president.*

Lending Regions: National.

E-mail: mlbeer@aol.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Student Housing; Golf Courses; Agriculture. **PROGRAMS:** Mezzanine; Equity; Land Acquisition; Small Loan (under \$1.5m); Large Loan (over \$10m); Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate.

**TYPE OF FIRM:** Direct Lender and Mortgage Broker.

#### **BOND STREET CAPITAL**

6334 Third Avenue., 16th floor, New York, NY 10017; (888) 270-4100; fax (818) 865-3595. Contact: *Ned Hosken, senior production manager.*

Lending Regions: National.

E-mail: nhosken@bondstreetcapital.com

Web site: www.bondstreetcapital.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full-Service Hotels; Limited-Service Hotels; Self-Storage; Mobile Home Parks; Student Housing; Car Washes. **PROGRAMS:** Construction; Mezzanine; Small Loan (under \$15M); Large Loan (over \$10m); Nonrecourse; Net Leases; Bridge; Fixed Rate; Variable Rate; Credit Tenant Leases.

**TYPE OF FIRM:** Direct Lender.



#### **BRT REALTY TRUST**

60 Cuttermill Rd., Great Neck, NY 11021; (516) 466-3100; fax (516) 773-2770. Contact: *Mitchell Gould/David Heiden, vice president.* Lending Regions: National.

E-mail: mitchellg@brtrealty.com

Web site: www.brtrealty.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Franchise. **PROGRAMS:** Mezzanine; Equity; Small Loan (under \$1.5m); Net Leases; Bridge; Hard Money; Variable Rate. **TYPE OF FIRM:** Direct Lender.

#### **BUCHANAN STREET PARTNERS**

620 Newport Center Dr., Suite 950, Newport Beach, CA 92660; (949) 721-1414; fax (949) 721-1919. Contact: *Randall R. Hall, vice president.*

Lending Regions: Western U.S.

E-mail: rrrh@buchananstreet.com

Web site: www.buchananstreet.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full-Service Hotels; Limited-Service Hotels; Self Storage; Mobile Home Parks. **PROGRAMS:** Construction;

Mezzanine; Equity; Large Loan (over \$50m); Net Leases; Bridge; Fixed Rate; Variable Rate.

**TYPE OF FIRM:** Direct Lender, Mortgage Banker



#### **BUSINESS LOAN EXPRESS**

645 Madison Ave., 19th Fl., New York, NY 10022; (212) 751-5626; fax (212) 888-3949.

Contact: *Jodi Polonet, director of marketing.* Lending Regions: National.

E-mail: [blxonline@businessloanexpress.net](mailto:blxonline@businessloanexpress.net)

Web site: [www.sbaloans.com](http://www.sbaloans.com)

**PROPERTIES:** Office; Retail; Industrial; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Mobile Home Parks; Golf Courses; Agriculture; Car Washes; Marinas. **PROGRAMS:** Construction; Land Acquisition; Small Loan (under \$1.5m); SBA/Small Business; Variable Rate. **TYPE OF FIRM:** Direct Lender.

#### **CALIFORNIA BANK & TRUST**

1900 Main St., Ste. 200, Irvine, CA 92679; (949) 251-7721; fax (949) 251-7730.

Contact: *Chuck Mills, vice president.*

Lending Regions: CA.

E-mail: [mills@calbt.com](mailto:mills@calbt.com)

Web site: [www.calbanktrust.com](http://www.calbanktrust.com)

**PROPERTIES:** Multifamily; Office; Retail; Industrial. **PROGRAMS:** Construction; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

#### **CAPITAL LEASE FUNDING**

110 Maiden Lane, Floor 36, New York, NY 10005; (212) 217-6300; fax (212) 217-6301.

Contact: *Chris Crovatto, director of origination.*

Lending Regions: National.

E-mail: [chris@caplease.com](mailto:chris@caplease.com)

Web site: [www.caplease.com](http://www.caplease.com)

**PROPERTIES:** Office; Retail; Industrial; Franchise; Full Service Hotels; Limited Service Hotels. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Large Loan; Nonrecourse; Net Leases; Fixed Rate. **TYPE OF FIRM:** Direct Lender.

#### **CAPITAL RESOURCES LLC**

9603 Wildbriar Ln., Richmond, VA 23229; (804) 747-7255; fax (804) 747-1122.

Contact: *Stuart Petree, president.*

Lending Regions: National, Mexico & Canada.

E-mail: [capitalnetwork@mindspring.com](mailto:capitalnetwork@mindspring.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:** Construction; Equity; Land Acquisition; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; SBA/Small Business; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

#### **CAPSTONE REALTY ADVISORS LLC**

1120 Chester Ave., Ste. 300, Cleveland, OH 44114; (216) 902-8500; fax (216) 902-8501.

Contact: *Jim Doyle, president.*

Lending Regions: National.

E-mail: [jdoyle@capcle.com](mailto:jdoyle@capcle.com)

Web site: [www.capstone-realty.com](http://www.capstone-realty.com)

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Medical/Healthcare; Self Storage; Mobile Home Parks; Golf Courses. **PROGRAMS:** Construction; Mezzanine; Equity; Large Loan (over \$10m); Nonrecourse; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

#### **CATALINA MORTGAGE CO. INC.**

6810 E. Broadway, #203, Tucson, AZ 85710; (520) 885-3545; fax (520) 885-3581.

Contact: *Valerie Priser, chief executive officer.*

Lending Regions: National.

E-mail: [cmc@catalinamortgage.com](mailto: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. **PROGRAMS:** Construction; Mezzanine; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Net Leases; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender; Mortgage Banker.

#### **CATALINA MORTGAGE CO. INC.**

8655 E. Via De Ventura, #G200, Scottsdale, AZ 85258; (480) 346-1320; fax (480) 346-1321.

Contact: *Cliff DuBois, president.*

Lending Regions: National.

E-mail: [cdubois@catalinamortgage.com](mailto:cdubois@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. **PROGRAMS:** Construction; Mezzanine; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Net Leases; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender; Mortgage Banker.

#### **CHESTERFIELD MORTGAGE INVESTORS INC.**

1001 4th Ave. Plaza, Ste. 3313, Seattle, WA 98154; (877) 352-7881; fax (206) 464-9592.

Contact: *Charlie Chesterfield, president.*

Lending Regions: National.

E-mail: [cc@cmiseattle.com](mailto:cc@cmiseattle.com)

**PROPERTIES:** Office; Retail; Industrial; Mixed Use; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Golf Courses; Vacation Timeshares;

Car Washes; Marinas. **PROGRAMS:** Bridge; Hard Money; Fixed Rate. **TYPE OF FIRM:** Direct Lender.

#### **CIBC WORLD MARKETS**

622 Third Ave., 10th Fl., New York, NY 10017; (888) 411-2422; fax (212) 667-5600.

Contact: *Michael Higgins, managing director.* Lending Regions: National.

E-mail: [andrew.fawer@us.cibc.com](mailto:andrew.fawer@us.cibc.com)

Web site: [www.cibc.com](http://www.cibc.com)

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Self Storage; Mobile Home Parks; Student Housing. **PROGRAMS:** Construction; Equity; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Net Leases; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.



#### **CIT SMALL BUSINESS LENDING**

1 CIT Dr., Livingston, NJ 07039; (800) 713-4984; fax (800) 328-7420.

Contact: *Chris Lebnis, vice president of business development.* Lending Regions: National.

E-mail: [leadsgen@cit.com](mailto:leadsgen@cit.com)

Web site: [www.smallbizlending.com](http://www.smallbizlending.com)

**PROPERTIES:** Office; Retail; Industrial; Mixed Use; Franchise; Limited Service Hotels; Medical/Healthcare; Car Washes. **PROGRAMS:** Construction; Small Loan (under \$1.5m); SBA/Small Business; Variable Rate. **TYPE OF FIRM:** Direct Lender.

#### **COHEN FINANCIAL**

2 N. LaSalle St., Chicago, IL 60602; (312) 346-5680; fax (312) 346-6669.

Contact: *Tom Jaekel, managing director.*

Lending Regions: National.

E-mail: [tjaekel@cohenfinancial.com](mailto:tjaekel@cohenfinancial.com)

Web site: [www.cohenfinancial.com](http://www.cohenfinancial.com)

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Seniors Housing; Self Storage; Student Housing. **PROGRAMS:** Construction; Mezzanine; Equity; Bridge. **TYPE OF FIRM:** Direct Lender; Mortgage Banker.

#### **COLLATERAL MORTGAGE**

##### **CAPITAL LLC**

524 Lorna Square, Birmingham, AL 35216; (205) 978-1840; fax (205) 978-1852.

Contact: *Patricia Muse, assistant vice president, director of marketing.*

E-mail: [loans@collateral.com](mailto:loans@collateral.com)

Web site: [www.collateral.com](http://www.collateral.com)

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Golf Courses; Car Washes. **PROGRAMS:** Construction; Mezzanine; Equity;

Tax Credit; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

#### COMERICA BANK

4309 Emperor Blvd., #100, Durham, NC 27703; (919) 932-8052; fax (919) 932-8080. Contact: *Michael Schwartz, vice president.* Lending Regions: National.

E-mail: michael-schwartz@comerica.com

**PROPERTIES:** Retail; Industrial; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Golf Courses; Car Washes; Marinas. **PROGRAMS:** Construction; Small Loan (under \$1.5m); SBA/Small Business; Variable Rate. **TYPE OF FIRM:** Direct Lender.

#### COMMERCIAL CAPITAL RESOURCE GROUP INC.

340 W. Passaic St., Rochelle Park, NJ 07662; (877) 290-2500; fax (201) 843-8817.

Contact: *Frederick B. Karl, managing director.*

Lending Regions: National and International.

E-mail:

fkarl@commercialcapitalresourcegroup.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; Casinos and Churches. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Net Leases; Bridge; Hard Money; Fixed Rate. **TYPE OF FIRM:** Mortgage Banker.

#### COMMERCIAL CAPITAL USA INC.

4600 Holborn Ave., Annandale, VA 22003; (888) 756-9955; fax (703) 425-5840.

Contact: *Ray Wolff, president, senior loan officer.*

Lending Regions: National.

E-mail: ray25mtg@adl.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:** Construction; Mezzanine; Land Acquisition; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

#### COMMERCIAL DEFEASANCE

11121 Carmel Commons Blvd., Ste. 175, Charlotte, NC 28226; (704) 248-2600; fax (704) 759-9515.

Contact: *Robert Finlay, president, managing principal.*

Lending Regions: National.

E-mail: eseely@cdefeasance.com

Web site: www.defeasewithease.com

**PROPERTIES:** Multifamily.

**TYPE OF FIRM:** Defeasance Consultants.

#### 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; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Golf Courses; Car Washes; Marinas. **PROGRAMS:** Construction; Equity; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Bridge; Hard Money; Fixed Rate; Variable Rate; Loans from A-C. **TYPE OF FIRM:** Direct Lender.

#### CONTINENTAL MORTGAGE CAPITAL INC.

2141 N. University Dr., #220, Coral Springs, FL 33071; (954) 603-0420; fax (954) 827-0780.

Contact: *Jeff Vessel, vice president, sales.* Lending Regions: National.

E-mail: lendingvp@trillions.com

Web site: www.trillions.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Golf Courses; Land, Special purpose. **PROGRAMS:** Small Loan (under \$1.5m); Large Loan (over \$10m); Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

#### COUNTRY BANK

200 E. 42nd St., 9th Fl., New York, NY 10017; (212) 883-6480; fax (212) 883-6450. Contact:

*Paul Fornaby, managing director.*

Lending Regions: NY metropolitan area.

E-mail: pfornaby@countrybank.com

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

#### CWCAPITAL

63 Kendrick St., One Charles River Pl., Needham, MA 02494; (781) 707-9333; fax (781) 707-9398. Contact: *Michael D. Berman, president.*

Lending Regions: National.

E-mail: mberman@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; Equity; Tax Credit; Large Loan (over \$10m); Nonrecourse; SBA/Small Business; Fixed Rate. **TYPE OF FIRM:** Direct Lender.

#### DOMINION MORTGAGE CORP.

11355 West Olympic Blvd., Ste. 210, Los Angeles, CA 90064; (310) 477-3041; fax (310) 477-

1601. Contact: *Paul Horvitz, president.* Lending Regions: National.

E-mail: paulh@dominfin.com

Web site: www.dominfin.com

**PROPERTIES:** Medical/Healthcare; Seniors Housing. **PROGRAMS:** Land Acquisition; Large Loan (over \$10m); Bridge; Hard Money; Fixed Rate. **TYPE OF FIRM:** Mortgage Banker.

#### FEDFIRST COMMERCIAL CAPITAL

P.O. Box 6747, 23-B Shelter Cove Land, Ste. 100-A, Hilton Head Island, NC 29938; (843) 671-4396; fax (843) 671-4397.

Contact: *Robert W. Johnston, senior vice president.*

Lending Regions: National.

E-mail: bjfedfirst@hargray.com

**PROPERTIES:** Multifamily; Office; Retail; Mixed Use; Seniors Housing; Self Storage; Mobile Home Parks; Owner Occupied Business Loans. **PROGRAMS:** Small Loan (under \$1.5m); Nonrecourse; SBA/Small Business; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.



#### FEDFIRST COMMERCIAL CAPITAL

100 Springdale Rd., Ste. A-3, Cherry Hill, NJ 08003; (856) 321-0800; fax (856) 321-0803.

Contact: *Paul Szkotak.*

Lending Regions: National.

E-mail: puffedfirst@hotmail.com

**PROPERTIES:** Multifamily; Office; Retail; Mixed Use; Seniors Housing; Self Storage; Mobile Home Parks; Owner Occupied Business Loans. **PROGRAMS:** Small Loan (under \$1.5m); Nonrecourse; SBA/Small Business; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

#### FIDELITY MORTGAGE LENDERS

11952 Wilshire Blvd., Los Angeles, CA 90035; (800) 253-9546; fax (310) 447-5697.

Contact: *Joel Bageleman, lending manager.*

Lending Regions: CA.

E-mail:

jbageleman@fidelitymortgagelenders.com

**PROPERTIES:** Office; Retail; Industrial; Mixed Use; Franchise; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Non-profits, Churches. **PROGRAMS:** Land Acquisition; Small Loan (under \$1.5m); Nonrecourse; Bridge; Hard Money; Fixed Rate. **TYPE OF FIRM:** Direct Lender.

#### FINANCIAL FEDERAL SAVINGS BANK

6305 Humphreys Blvd., Ste. 100, Memphis,

TN 38120; (901) 756-2848; fax (901) 759-2155.  
Contact: *Steve Hutton, senior vice president.* Lending Regions: National.

E-mail: [ssutton@fnfedmem.com](mailto:ssutton@fnfedmem.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:** Tax Credit; Large Loan (over \$10m); Nonrecourse; Net Leases; Bridge; Fixed Rate; Variable Rate; Freddie Mac. **TYPE OF FIRM:** Mortgage Banker.



#### FIRST CREDIT COMMERCIAL CAPITAL CORP.

1503 W. Smith St., Orlando, FL 32804; (407) 843-6262; fax (407) 843-9473. Contact: *John Ziglar, vice president.*

Lending Regions: National.

E-mail: [jziglar@firstcreditusa.com](mailto:jziglar@firstcreditusa.com)

Web site: [www.firstcreditusa.com](http://www.firstcreditusa.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. **PROGRAMS:** Construction; Mezzanine; Land Acquisition; Small Loan (under \$1.5m); Large Loan (over \$10m); Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

#### FIRST FIDELITY INVESTMENT & LOAN

3061 Edinger Ave., Tustin, CA 92627; (800) 660-0585; fax (949) 936-1886.

Contact: *Sue Feduska, broker relationship manager.*

Lending Regions: CA, AZ & CO.

E-mail: [sfeduska@1stfidelity.com](mailto:sfeduska@1stfidelity.com)

Web site: [www.1stfidelity.com](http://www.1stfidelity.com)

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

#### FIRST REGIONAL CAPITAL ADVISORS

15510 Rockfield Blvd., Ste. C, Irvine, CA 92618; (949) 699-3831; fax (949) 699-6718.

Contact: *Michael L. Vari, managing partner.*

Lending Regions: CA.

Web site: [www.firstregionalcapitaladvisors.com](http://www.firstregionalcapitaladvisors.com)

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

Industrial; Mixed Use; Medical/Healthcare; Self Storage; Mobile Home Parks. **PROGRAMS:** Construction; Mezzanine; Equity; Small Loan (under \$1.5m); Nonrecourse; Bridge; Fixed Rate; Variable Rate.

**TYPE OF FIRM:** Correspondent.

#### FREDDIE MAC

8100 Jones Branch Dr., McLean, VA 22102; (703) 714-2650; fax (703) 714-4004.

Contact: *Mitchell Kiffe, vice president of multifamily loan production.*

Lending Regions: National.

E-mail: [mitchell\\_kiffe@freddiemac.com](mailto:mitchell_kiffe@freddiemac.com)

Web site: [www.freddiemac.com/multifamily](http://www.freddiemac.com/multifamily)

**PROPERTIES:** Multifamily; Seniors Housing.

**PROGRAMS:** Tax Credit; Fixed Rate; Variable Rate.

#### GALA RESOURCES

1212 Avenue of the Americas, New York, NY 10036; (212) 302-8840; fax (212) 302-8832.

Contact: *Benjamin Paskesz, director of marketing.*

Lending Regions: National.

E-mail: [galare@aol.com](mailto:galare@aol.com)

Web site: [www.galaresources.com](http://www.galaresources.com)

**PROPERTIES:** Multifamily; Mixed Use; 1-4 family houses. **PROGRAMS:** Construction; Bridge; Hard Money; Fixed Rate. **TYPE OF FIRM:** Direct Lender.



## GE Capital Real Estate

#### GE CAPITAL REAL ESTATE

292 Long Ridge Rd., Stamford, CT 06927; (888) 433-4778; fax (203) 357-4475.

Lending Regions: National.

E-mail: [gel@allianceteleservices.com](mailto:gel@allianceteleservices.com)

Web site: [www.gecapitalrealestate.com](http://www.gecapitalrealestate.com)

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Golf Courses; Vacation Timeshares; Parking. **PROGRAMS:** Mezzanine; Equity; Tax Credit; Large Loan (over \$10m); Nonrecourse; Net Leases; Bridge; Fixed Rate; Variable Rate; Forward commitments, remodel, renovation. **TYPE OF FIRM:** Diversified Financial Services.

#### GIBSON-KENNY ASSOCIATES LLC

2616 Main St., Bridgeport, CT 06606; (203) 367-6419; fax (203) 367-6421.

Contact: *Fred Kenny, managing director.*

Lending Regions: E. Coast, Mid-Atlantic.

E-mail: [fhkenny@cs.com](mailto:fhkenny@cs.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. **PROGRAMS:** Construction; Mezzanine; Land Acquisition; Tax Credit; Small Loan (under \$1.5m); Bridge; Hard Money; Fixed

Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

#### GMAC COMMERCIAL MORTGAGE

200 Witmer Rd., Horsham, PA 19044; (215) 328-4622; fax (215) 328-1976. Contact: *John M. Cannon, senior vice president, managing director.* Lending Regions: National.

E-mail: [john\\_cannon@gmaccm.com](mailto:john_cannon@gmaccm.com)

Web site: [www.gmaccm.com](http://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; Student Housing. **PROGRAMS:** Construction; Mezzanine; Equity; Tax Credit; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Net Leases; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender; Mortgage Banker.

#### GREYSTONE FINANCIAL SERVICES

1688 E. Gude Dr., Ste. 201, Rockville, MD 20850; (301) 251-5626; fax (603) 649-5879.

Contact: *Dale Gray, vice president.*

E-mail: [dale@greystonefinancialservices.com](mailto:dale@greystonefinancialservices.com)

Web site: [www.greystonefinancialservices.com](http://www.greystonefinancialservices.com)

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Mobile Home Parks; Student Housing; Golf Courses; Airports; Vacation Timeshares; Agriculture; Car Washes; Marinas. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Venture Capital; Small Loan (under \$1.5m); Nonrecourse; SBA/Small Business; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

#### HAROLD D. BAKER & CO. INC.

60 E. 42nd St., New York, NY 10165; (212) 687-8856; fax (212) 573-6362. Contact: *Harold D. Baker, president.* Lending Regions: National.

E-mail: [hbaker1816@aol.com](mailto:hbaker1816@aol.com)

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Self Storage. **PROGRAMS:** Construction; Mezzanine; Nonrecourse; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

#### HOLLIDAY FENOGLIO FOWLER LP

One Lincoln Park, 8401 N. Central Expy., Ste. 400, Dallas, TX 75225; (214) 265-0880; fax (214) 265-1686.

Contact: *Mark Gibson, executive managing director.*

E-mail: [mkgibson@hfflp.com](mailto:mkgibson@hfflp.com)

Web site: [www.hfflp.com](http://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. **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. **TYPE OF FIRM:** Mortgage Banker.

#### **HOMESTREET CAPITAL**

2000 Two Union Sq., 601 Union Sq., Seattle, WA 98101; (888) 999-7909; fax (206) 389-7751. Contact: *Patricia A. Leach, executive vice president, capital lending director.*

Lending Regions: National.

E-mail: ip@homestreetcapital.com

Web site: www.homestreetcapital.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing. **PROGRAMS:** Construction; Land Acquisition; Nonrecourse; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.



#### **IMPERIAL CAPITAL BANK**

888 Prospect St., Ste. 110, La Jolla, CA 92037; (800) 554-8014; fax (858) 551-0625.

Contact: *Kristi Tobin, assistant vice president, marketing director.*

Lending Regions: Western States.

E-mail: ktobin@imperialcapitalbank.com

Web site: www.imperialcapitalbank.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Golf Courses; Car Washes. **PROGRAMS:** Construction; Small Loan (under \$1.5m); Nonrecourse; Bridge. **TYPE OF FIRM:** Direct Lender.

#### **INCOME PROPERTY LENDING**

2187 S. Garfield Ave., Los Angeles, CA 90040; (323) 728-7700; fax (323) 908-4006.

Contact: *Arnie Garfinkel, president.*

Lending Regions: National.

E-mail: arnie@allstargroup.com

Web site: www.incomepropertylending.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use. **PROGRAMS:** Small Loan (under \$1.5m); Nonrecourse; SBA/Small Business; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

#### **iSTAR FINANCIAL INC.**

1114 Avenue of the Americas, New York, NY 10036; (212) 930-9400; fax (212) 930-9494. Contact: *Erin Hart.*

Lending Regions: National.

E-mail: customers@istarfinancial.com

Web site: www.istarfinancial.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Recreational Facilities; Full-Service Hotels; Limited-Service Hotels; Self-Storage; Golf Courses. **PROGRAMS:** Construction; Mezzanine; Large Loan (over \$10m); Nonrecourse; Net Leases; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

#### **JAMES F. PERRY & CO.**

7300 N. Kendall Dr., #519, Miami, FL 33156; (305) 670-8008; fax (305) 670-8483. Contact: *Michael F. Perry, vice president.*

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. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Small Loan (under \$1.5m); Nonrecourse; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender; Mortgage Banker.

#### **JDI LOANS LLC**

150 S. Wacker Drive., Suite 2660, Chicago, IL 60606; (312) 782-4550; fax (312) 782-4563.

Contact: *Bennet Schwartz, vice president.*

Lending Regions: National.

E-mail: bschwartz@jdrealty.com

Web site: www.jdiloads.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full-Service Hotels; Limited-Service Hotels; Medical/Healthcare; Seniors Housing; Mobile Home Parks; Marinas. **PROGRAMS:** Net Leases; Bridge; Hard Money. **TYPE OF FIRM:** Direct Lender.



#### **JOHNSON CAPITAL**

18500 Von Karman, Ste. 500, Irvine, CA 92612; (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; Seniors Housing; Self Storage; Mobile Home Parks. **PROGRAMS:** Construction; Mezzanine; Equity; Venture Capital; Bridge. **TYPE OF FIRM:** Mortgage Banker.



#### **KENNEDY FUNDING**

Two University Plaza, Hackensack, NJ 07601; (201) 342-8500; fax (201) 342-8373.

Contact: *Kevin Clark, marketing director.*

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); Hard Money. **TYPE OF FIRM:**

Direct Lender.

#### **KEY COMMERCIAL REAL ESTATE**

127 Public Square, Cleveland, OH 44114; (888) 539-2221. Lending Regions: National.

Web site: www.key.com/cre

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Self Storage; Student Housing; Vacation Timeshares. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Venture Capital; Tax Credit; Large Loan (over \$10m); Nonrecourse; Net Leases; Bridge; Fixed Rate; Fannie Mae, Freddie Mac, HUD. **TYPE OF FIRM:** Direct Lender; Mortgage Banker.

#### **LASALLE BANK N.A.**

135 S. LaSalle St., Ste. 1225, Chicago, IL 60603; (312) 904-4027; fax (312) 904-0900. Contact:

*Greg Spevok, managing director.*

Lending Regions: National.

E-mail: greg.spevok@abnamro.com

Web site: www.lasallebank.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing. **PROGRAMS:** Large Loan (over \$10m); Nonrecourse; Net Leases; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

#### **LEGG MASON**

##### **REAL ESTATE SERVICES**

1735 Market St., 12th Fl., Philadelphia, PA 19103; (215) 496-3097; fax (215) 496-3005.

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

Lending Regions: National.

E-mail: cbutchen@lmres.com

Web site: www.lmres.com

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

#### **LIBERTY MORTGAGE**

##### **ACCEPTANCE CORP.**

4980 Hillsdale Cir., Eldorado Hills, CA 95762; (916) 568-0100; fax (916) 568-0110.

Contact: *Joseph Cunningham, president.*

E-mail: info@libertymac.com

Web site: www.libertymac.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing. **PROGRAMS:** Large Loan (over \$10m); Nonrecourse; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

#### **MALONE MORTGAGE CO.**

8115 Preston Rd., Ste. 500, Dallas, TX 75225;

(214) 696-0386; fax (214) 696-5162.

Contact: *Jonnice Pardue, executive vice president.*

Lending Regions: National.

E-mail: [jpardue@malonemortgage.com](mailto:jpardue@malonemortgage.com)

Web site: [www.malonemortgage.com](http://www.malonemortgage.com)

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Medical/Healthcare; Seniors Housing; Student Housing. **PROGRAMS:** Construction; Equity; Tax Credit; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Fixed Rate; FHA-Insured Programs. **TYPE OF FIRM:** Mortgage Banker.

#### **MARCUS & MILLICHAP CAPITAL CORP.**

19800 MacArthur Blvd., Ste. 150, Irvine, CA 92612; (949) 851-3030; fax (949) 851-4345. Contact: *William E. Hughes, senior vice president.* Lending Regions: National.

E-mail: [bhughes@marcusmillichap.com](mailto:bhughes@marcusmillichap.com)

Web site: [www.mmcacorp.com](http://www.mmcacorp.com)

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Full Service Hotels; Limited Service Hotels; Seniors Housing; Self Storage; Mobile Home Parks. **PROGRAMS:** Mezzanine; Small Loan (under \$1.5m); Nonrecourse; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Intermediary.

#### **MEECORP CAPITAL MARKETS**

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@meeccorp.com](mailto:daniel_edrei@meeccorp.com)

Web site: [www.meeccorp.com](http://www.meeccorp.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; Marinas. **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. **TYPE OF FIRM:** Direct Lender.

#### **MERCURY CAPITAL CORP.**

317 Madison Ave., Ste. 100, New York, NY 10017; (212) 661-8700; fax (212) 661-8831. Contact: *Joel R. Fogel, lead underwriter.*

Lending Regions: National.

E-mail: [info@mercurycap.com](mailto:info@mercurycap.com)

Web site: [www.mercurycapital.com](http://www.mercurycapital.com)

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Car Washes. **PROGRAMS:** Land Acquisition; Small Loan (under \$1.5m); Bridge; Hard Money. **TYPE OF FIRM:** Direct Lender.

#### **MERIDIAN CAPITAL**

5555 Glenridge Connector, Atlanta, GA 30342; (404) 459-6024; fax (800) 995-3905.

Lending Regions: National.

**PROGRAMS:** Hard Money. **TYPE OF**

**FIRM:** Mortgage Banker.

#### **MONROE & GIORDANO LLC**

7775 S. Harbour Island Blvd., Ste. 140, Tampa, FL 33602; (813) 229-5055; fax (813) 229-5363.

Contact: *J. Cary Monroe, managing member.*

Lending Regions: National.

E-mail: [cmonroe@monroe-giordano.com](mailto:cmonroe@monroe-giordano.com)

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Self Storage; Mobile Home Parks. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

#### **MONY REALTY CAPITAL INC.**

10475 Park Meadows Dr., Ste. 500, Littleton, CO 80124; (303) 325-1050; fax (303) 325-1029.

Contact: *Jennifer Brennan, associate.*

Lending Regions: National.

E-mail: [jbrennan@mony.com](mailto:jbrennan@mony.com)

Web site: [www.mony.com/realestate](http://www.mony.com/realestate)

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Medical/Healthcare. **PROGRAMS:** Construction; Mezzanine; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

#### **MOUNTAIN FUNDING**

11600 N. Community House Rd., Suite 250, Charlotte, NC 28277; (609) 524-4035; fax (609) 524-4036. Contact: *Arthur Nevid.*

Lending Regions: National.

E-mail: [anevid@mountainfunding.com](mailto:anevid@mountainfunding.com)

Web site: [www.mountainfunding.com](http://www.mountainfunding.com)

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use. **PROGRAMS:** Mezzanine; Equity; Land Acquisition; Venture Capital; Large Loan (over \$10m); Nonrecourse; Bridge; Hard Money; Variable Rate.

sing; Golf Courses; Airports; Car Washes; Marinas. **PROGRAMS:** Land Acquisition; Small Loan (under \$15m); Nonrecourse; Bridge; Hard Money; Fixed Rate. **TYPE OF FIRM:** Direct Lender.

#### **MUNIMAE MIDLAND LLC**

33 N. Garden Ave., Ste. 1200, Clearwater, FL 33755; (800) 237-9946; fax (727) 443-6067. Contact: *Stacey Kulyk, national loan coordinator.*

Lending Regions: National.

E-mail: [investments@muninaemidland.com](mailto:investments@muninaemidland.com)

Web site: [www.munimaemidland.com](http://www.munimaemidland.com)

**PROPERTIES:** Multifamily; Mixed Use; Seniors Housing; Student Housing. **PROGRAMS:** Construction; Equity; Land Acquisition; Tax Credit; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

#### **NETFUNDING.COM**

3379 Peachtree Rd. N.E., Ste. 255, Atlanta, GA 30326; (404) 965-9292; fax (404) 842-1522. Con-

tact: *Allen O'Brien, managing director.*

Lending Regions: National.

E-mail: [allen@netfunding.com](mailto:allen@netfunding.com)

Web site: [www.netfunding.com](http://www.netfunding.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; Airports; Marinas. **PROGRAMS:** Construction; Mezzanine; Equity; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Net Leases; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

#### **NEWMAN FINANCIAL SERVICES**

1801 California St., Ste. 3700, Denver, CO 80202; (303) 294-3153; fax (303) 294-3280. Contact: *Jay Rollins, senior vice president, managing director.*

Lending Regions: National.

E-mail: [jay\\_rollins@newmanfs.com](mailto:jay_rollins@newmanfs.com)

Web site: [www.newmanfs.com](http://www.newmanfs.com)

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Self Storage. **PROGRAMS:** Mezzanine; Tax Credit; Large Loan (over \$10m); Nonrecourse; Bridge. **TYPE OF FIRM:** Investment Bank.

#### **NORCROWN BANK**

66 W. Mt. Pleasant Ave., Livingston, NJ 07039; (973) 740-8900; fax (973) 740-0087.

Contact: *Joseph Vendola, senior vice president.*

Lending Regions: NJ, NY & PA.

E-mail: [jvendola@norcrownbanknj.com](mailto:jvendola@norcrownbanknj.com)

Web site: [www.norcrownbanknj.com](http://www.norcrownbanknj.com)

**PROPERTIES:** Multifamily; Office; Retail; Mixed Use. **PROGRAMS:** Construction; Small Loan (under \$1.5m). **TYPE OF FIRM:** Community Bank.

#### **NORTHMARQ CAPITAL INC.**

3500 W. 80th St., Ste. 500, Bloomington, MN 55337; (952) 356-0109; fax (952) 356-0088. Contact: *Dorie Scovill, executive assistant.*

Lending Regions: National.

E-mail: [dscovill@northmarq.com](mailto:dscovill@northmarq.com)

Web site: [www.northmarq.com](http://www.northmarq.com)

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage. **PROGRAMS:** Construction; Mezzanine; Equity; Venture Capital; Tax Credit; Large Loan (over \$10m); Nonrecourse; Net Leases; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

#### **NY URBAN**

225 W. 34th St., Ste. 2100, New York, NY 10122; (212) 527-7100; fax (212) 527-7111. Contact: *Bert King.*

Lending Regions: National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Full Service Hotels; Medical/Healthcare; Seniors Housing; Student Housing. **PROGRAMS:** Construction; Tax Credit; Large Loan (over \$10m); Nonrecourse; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

**OLD STANDARD LIFE INS. CO.**

601 W. 1st Ave., Dept. 171000, Spokane, WA 99201-5071; (509) 835-2078; fax (509) 835-2843. Contact: *Charley Bartlett, commercial lending.* Lending Regions: National. E-mail: charleyb@metmtg.com

Web site: www.metrofinancialgroup.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; Marinas. **PROGRAMS:** Land Acquisition; Small Loan (under \$15m); Nonrecourse; Bridge; Hard Money; Fixed Rate. **TYPE OF FIRM:** Direct Lender.

**PACIFIC COAST INVESTMENT CO.**

700 Fifth Ave., Ste. 6010, Seattle, WA 98104; (206) 624-3440; fax (206) 624-5220. Contact: *Jerry Zevenbergen, president and chief executive officer.*

Lending Regions: National. E-mail: jerryz@pcic.co

Web site: www.powertofund.com

**PROPERTIES:** Office; Retail; Industrial; Mixed Use; Full Service Hotels; Self Storage; Mobile Home Parks; Golf Courses; Car Washes. **PROGRAMS:** Equity; Small Loan (under \$1.5m); Bridge; Hard Money; Fixed Rate. **TYPE OF FIRM:** Direct Lender.

**PACIFIC MORTGAGE FUNDING CORP.**

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

Lending Regions: National, Canada.

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; Owner User. **PROGRAMS:** Construction; Mezzanine; Equity; 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; Fixed to floating rate. **TYPE OF FIRM:** Mortgage Banker.

**PALISADES FINANCIAL LLC**

640 Palisades Ave., 2nd Fl., Englewood Cliffs, NJ 07632; (201) 894-5000; fax (201) 894-8833. Contact: *Alexander Parlamis, director of finance.* Lending Regions: National.

E-mail: aparlamis@palfi.net

Web site: www.palfi.net

**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; Fractured Condo, Skating, Bowling. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Venture Capital; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; SBA/Small Business; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate; Preferred Equity. **TYPE OF FIRM:** Direct Lender; Correspondent.

**PAN PACIFIC FINANCIAL CORP.**

901 Sunrise Ave., Ste. A-15, Roseville, CA 95661; (916) 784-1000; fax (916) 784-1062. Contact: *Bob Ash, principal.*

Lending Regions: West Coast.

E-mail: ash@panpacificfinancial.com

Web site: www.panpacificfinancial.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; Agriculture; Car Washes. **PROGRAMS:** Small Loan (under \$1.5m); Nonrecourse; SBA/Small Business; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

**PARAGON COMMERCIAL CAPITAL**

8910 N. Dale Mabry Hwy., Ste. 36, Tampa, FL 33614; (866) 562-6880; fax (813) 933-6837. Contact: *Rick Kleinbans, vice president.*

Lending Regions: National.

E-mail: rick@bankonparagon.com

Web site: www.bankonparagon.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Full Service Hotels; Limited Service Hotels; Self Storage; Mobile Home Parks; Agriculture; Car Washes; Marinas. **PROGRAMS:** Construction; Mezzanine; 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. **TYPE OF FIRM:** Direct Lender.

**PHOENIX CAPITAL PARTNERS**

5495 Belt Line Rd., Ste. 340, Dallas, TX 75254; (972) 866-7577; fax (972) 866-7599.

Contact: *Steve Mastor, chief investment officer.*

Lending Regions: National.

E-mail: smastor@pcpre.com

**PROPERTIES:** Multifamily; Retail; Industrial; Mixed Use; Limited Service Hotels; Self Storage; Student Housing. **PROGRAMS:** Equity.

**PMC CAPITAL**

18111 Preston Rd., #600, Dallas, TX 75252; (972) 349-3200; fax (972) 349-3265.

Contact: *Mary Brown Miller, marketing director.*

Lending Regions: National.

E-mail: pmcinfo@pmccapital.com

Web site: www.pmccapital.com

**PROPERTIES:** Office; Industrial; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Car Washes. **PROGRAMS:** Construction; Small Loan (under \$1.5m); SBA/Small Business; Variable Rate. **TYPE OF FIRM:** Direct Lender.

**PRUDENTIAL MORTGAGE CAPITAL CO.**

100 Mulberry St., G4-8th Fl., Newark, NJ 07102; (888) 263-6800; fax (973) 367-8210. Contact: *Maddie Tollapragada, manager, marketing and promotions.*

Lending Regions: National.

E-mail: pr\_u\_mortgage\_capital@prudential.com

Web site: www.prumortgagecapital.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Agriculture. **PROGRAMS:** Mezzanine; Tax Credit; Large Loan (over \$10m); Nonrecourse; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

**QUAKER CITY BANK**

7021 Greenleaf Ave., Whittier, CA 90602; (562) 907-2271; fax (562) 907-2287. Contact: *Penn Patton, vice president.*

Lending Regions: So. CA.

E-mail: ppattton@quakercitybank.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing. **PROGRAMS:** Small Loan (under \$1.5m); Nonrecourse; Net Leases; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

**RED CAPITAL GROUP**

150 E. Gray St., 22nd Fl., Columbus, OH 43215; (800) 837-5100; fax (614) 857-1660. Contact: *Linda Mackov, managing director.*

E-mail: llmackov@redcapitalgroup.com

Web site: www.redcapitalgroup.com

**PROPERTIES:** Multifamily; Seniors Housing. **TYPE OF FIRM:** Direct Lender.

**ROBERT FAUST MORTGAGE**

6060 N. Central Exp., Ste. 620, Dallas, TX 75206; (214) 691-1545; fax (214) 891-0327. Contact: *Robert Faust, president.*

Lending Regions: National.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Student Housing. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Tax Credit; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Net Leases; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

**ROTH-SCHOETZ LLC**

485 W. Putnam Ave., Greenwich, CT 06830; (203) 637-8340; fax (203) 629-7693.

Contact: *Robert Schoetz, partner.*

Lending Regions: National.

E-mail: robschoetz@rothschoetz.com

Web site: www.rothschoetz.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Self Storage; Mobile Home Parks. **PROGRAMS:** Construction; Nonrecourse; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

**SALOMON SMITH BARNEY**

100 S. Bedford Rd., Mt. Kisco, NY 10549; (800) 438-6509; fax (914) 242-0492. Contact: *Howard Hirsch, senior vice president, investments.*

Lending Regions: National.

E-mail: howard.a.hirsch@rssmb.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Full Service Hotels; Medical/Healthcare; Non-construction loans. **PROGRAMS:** Mezzanine; Equity; Large Loan (over \$10m); Nonrecourse; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

**SILO FINANCIAL CORP.**

270 Greenwich Ave., Greenwich, CT 06803; (203) 869-3999; fax (203) 869-2633.

Contact: *Jonathan Daniel, president.*

Lending Regions: Northeast.

E-mail: jdaniel@silo-financial.com

Web site: www.silo-financial.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Medical/Healthcare; Self Storage; Mobile Home Parks; Car Washes; Marinas. **PROGRAMS:** Small Loan (under \$1.5m); Bridge; Hard Money. **TYPE OF FIRM:** Direct Lender.

**SOUTHERN PACIFIC BANK**

23530 Hawthorne Blvd., Ste. 200, Torrance, CA 90505; (800) 393-5626. Contact: *Bill Kaucher, vice president of marketing.*

Lending Regions: Western States.

E-mail: bkaucher@spbank.com

Web site: www.spbank.com

**PROPERTIES:** Office; Retail; Industrial; Mixed Use; Medical/Healthcare; Apartments. **PROGRAMS:** Small Loan (under \$1.5m); Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

**STANDARD MORTGAGE CORP.**

3340 Peachtree Rd., Ste. 930, Atlanta, GA 30326; (404) 885-9900; fax (404) 885-9594.

Contact: *Jill R. Masse, commercial mortgage assistant.*

Lending Regions: Southeast.

E-mail: jmasse@smcatl.com

Web site: www.smcatl.com

**PROPERTIES:** Multifamily; Office; Seniors Housing; Student Housing. **PROGRAMS:** Tax Credit; Large Loan (over \$10m); Nonrecourse; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

**STERLING COMMERCIAL CAPITAL**

53 Unquowa Pl., Fairfield, CT 06430; (203) 256-9068; fax (203) 256-9564.

Contact: *Patty Opert, vice president.*

Lending Regions: National & Canada.

E-mail: popert@sterlingcommercialcapital.com

Web site: www.sterlingcommercialcapital.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Seniors Housing; Self Storage. **PROGRAMS:** Construction; Mezzanine; Equity; Nonrecourse; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

**SUBURBAN CAPITAL MARKETS INC.**

11200 Rockville Pike, Ste. 250, Rockville, MD 20852; (301) 998-0409; fax (301) 998-0417. Contact: *Carole Lewis Anderson, principal.*

E-mail: clanderson@suburbancapital.com

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

**SWH FUNDING CORP.**

2 University Plaza, Ste. 206, Hackensack, NJ 07601; (201) 343-3222; fax (201) 343-1523. Contact: *Scott Hartstein, chief underwriter.*

Lending Regions: National.

E-mail: scott@swhco.com

Web site: www.swhfunding.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Recreation Facilities; Full Service Hotels; Medical/Healthcare; Self Storage; Mobile Home Parks; Golf Courses; Airports; Vacation Timeshares; Car Washes. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Large Loan (over \$10m); Net Leases; Bridge; Hard Money; Fixed Rate. **TYPE OF FIRM:** Direct Lender.

**TCRM COMMERCIAL CORP.**

515 Madison Ave., New York, NY 10022; (212) 371-3933; fax (212) 371-4519.

Contact: *Leslie Agisim, president.*

Lending Regions: National.

E-mail: tcrmadv@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; Vacation Timeshares; Agriculture; Car Washes; Marinas; Hard Money. **PROGRAMS:** Construction; Mezzanine; Land Acquisition; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Bridge; Hard Money. **TYPE OF FIRM:** Direct Lender.

**THE BANK OF HEMET**

3715 Sunnyside Dr., Riverside, CA 92506; (909) 784-5771 x105; fax (909) 784-5791.

Contact: *Trish Rozhon, senior vice president, manager.*

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

E-mail: trozhon@bankofhemet.com

Web site: www.bankofhemet.com

**PROPERTIES:** Office; Retail; Industrial; Mixed Use; Franchise; Self Storage; Mobile Home Parks. **PROGRAMS:** Construction; Small Loan (under \$1.5m); Large Loan (over \$10m); Net Leases; Variable Rate. **TYPE OF FIRM:** Direct Lender.

**TII REALTY CAPITAL LLC**

225 108th Ave. N.E., Ste. 520, Bellevue, WA 98004; (425) 990-1205; fax (425) 990-1203. Con-

tact: *David Beckerman, managing director.* Lending Regions: CA, WA, OR, NV, So. NY, NJ, E. PA & So. CT.

E-mail: tiidavid@aol.com

Web site: www.tiirealtycapital.com

**PROPERTIES:** Office; Retail. **PROGRAMS:** Mezzanine; Small Loan (under \$1.5m); Bridge. **TYPE OF FIRM:** Direct Lender.

**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; Seniors Housing; Mobile Home Parks; Student Housing. **PROGRAMS:** Nonrecourse; Bridge; Variable Rate. **TYPE OF FIRM:** Direct Lender.

**TRI CAPITAL COMPANY INC.**

100 Pine St., Fl. 16, San Francisco, CA 94111; (800) 481-4874; fax (415) 733-1555.

Contact: *John Hanaban, director of research.*

Lending Regions: National.

E-mail: contactus@tricapitalco.com

Web site: www.tricapitalco.com

**PROPERTIES:** Multifamily; Medical/Healthcare; Seniors Housing. **PROGRAMS:** Construction; Tax Credit; Nonrecourse; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

**UNION CAPITAL****INVESTMENTS LLC**

3490 Piedmont Rd., #1010, Atlanta, GA 30305; (404) 812-4800; 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; Self Storage; Mobile Home Parks. **PROGRAMS:** Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

**UNITED CONDUIT SECURITIES**

P.O. Box 221, Sea Girt, NJ 08750; (877) 817-1088; fax (888) 449-2954. Contact: *Tim Hughes, managing director.*

Lending Regions: National.

E-mail: thughes@unitedconduit.com

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

**UNIVERSAL BANK**

3455 Nogales St., West Covina, CA 91792; (626) 854-2818 x153; fax (626) 854-2807.

Contact: *Dennis Schmitz, vice president, major loans.*

Lending Regions: So. CA.

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Recreation Facilities; Limited Service Hotels; Self Storage; Mobile Home Parks; Golf Courses; Motels, Recreation Vehicle Parks. **PROGRAMS:** Small Loan (under \$1.5m); Nonrecourse; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

#### 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](mailto:msneden@valuexpress.com)

Web site: [www.valuexpress.com](http://www.valuexpress.com)

**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); Nonrecourse; SBA/Small Business; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

#### VENTURE WEST FUNDING

2101 Rosecrans Ave., #1225, El Segundo, CA 90245; (310) 364-3131 x271; fax (310) 943-2210.

Contact: *Hal Rose, president.*

Lending Regions: CA.

E-mail: [halrose@ventwest.com](mailto:halrose@ventwest.com)

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Mobile Home Parks. **PROGRAMS:** Mezzanine; Small Loan (under \$1.5m); Nonrecourse; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

#### WACHOVIA SECURITIES

301 S. College St., 16th Fl., Charlotte, NC 28270; (704) 715-1096; fax (704) 374-6345. Contact: *Brett Smith, managing director.*

Lending Regions: National.

E-mail: [jennifer.farris@wachovia.com](mailto:jennifer.farris@wachovia.com)

Web site: [www.wachovia.com](http://www.wachovia.com)

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

Storage. **PROGRAMS:** Mezzanine; Equity; Venture Capital; Tax Credit; Large Loan (over \$10m); Nonrecourse; Net Leases; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

#### WARCANN MORTGAGE

444 Pearl St., Ste. A22, Monterey, CA 93940; (831) 372-6055; fax (831) 372-6052.

Contact: *Tom Finney, loan consultant.*

Lending Regions: CA.

E-mail: [warcannmortgage@aol.com](mailto:warcannmortgage@aol.com)

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Golf Courses. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Venture Capital; Tax Credit; Small Loan (under \$1.5m); Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

#### WASHINGTON MUTUAL

1201 3rd Ave., Seattle, WA 98101; (877) 926-8273; fax (714) 957-2226.

Lending Regions: National.

Web site: [www.wamu.com](http://www.wamu.com)

**PROPERTIES:** Multifamily; Office; Industrial; Mobile Home Parks. **PROGRAMS:** Construction; Small Loan (under \$1.5m); Large Loan (over \$10m); Fixed Rate. **TYPE OF FIRM:** Direct Lender.

#### WEINBERG & ASSOCIATES INC.

1932 N. Druid Hills Rd., Atlanta, GA 30319; (404) 634-4700; fax (404) 634-0319.

Contact: *Larry Weinberg, president.*

Lending Regions: National.

E-mail: [larry@weinbergassoc.com](mailto:larry@weinbergassoc.com)

Web site: [www.weinbergassoc.com](http://www.weinbergassoc.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; Owner Occupied. **PROGRAMS:** Construction; Small Loan (under \$1.5m); Nonrecourse; SBA/Small Business; Net Leases; Bridge; Hard Mon-

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

#### WEXFORD BANCGROUP

390 Fifth Ave., Ste. 703, New York, NY 10018; (212) 643-6190; fax (212) 643-6192.

Contact: *Adam Horowitz, senior loan officer.*

Lending Regions: National.

E-mail: [ahorowitz@wexfordbancgroup.net](mailto:ahorowitz@wexfordbancgroup.net)

Web site: [www.wexfordbancgroup.net](http://www.wexfordbancgroup.net)

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Self Storage; Mobile Home Parks. **PROGRAMS:** Construction; Mezzanine; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Bridge; Hard Money; Fixed Rate. **TYPE OF FIRM:** Direct Lender.

#### WOODBURY CAPITAL PARTNERS

7616 Currell Blvd., Ste. 200, Woodbury, MN 55125; (651) 264-3110; fax (651) 264-3112.

Contact: *Thomas R. Quasius, managing director.* Lending Regions: National.

E-mail: [tquasius@woodburycapital.com](mailto:tquasius@woodburycapital.com)

Web site: [www.woodburycapital.com](http://www.woodburycapital.com)

**PROPERTIES:** Multifamily; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Self Storage; Mobile Home Parks; Student Housing; Golf Courses. **PROGRAMS:** Construction; Mezzanine; Equity; Small Loan (under \$1.5m); Large Loan (over \$10m); Nonrecourse; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate; NNN purchases. **TYPE OF FIRM:** Mortgage Banker.

#### WRA PROPERTIES INC.

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

Contact: *Frank T. Chiarello, president.*

Lending Regions: NY, NJ, & CT.

E-mail: [wraprop@aol.com](mailto:wraprop@aol.com)

Web site: [www.wraprop.com](http://www.wraprop.com)

**PROPERTIES:** Multifamily; Office; Retail; Mixed Use. **PROGRAMS:** Small Loan (under \$1.5m); Bridge; Hard Money. **TYPE OF FIRM:** Direct Lender.