

You Can Locate Lenders By Using This Year's Directory Of Lenders

In this Directory of Commercial Lenders, we've taken an open door policy. Direct lender, mortgage banker or even another type of firm. We list them all.

Brokers with deals can use our directory as a resource throughout the year whenever they're seeking a lender. The directory has lenders financing everything from airports and car washes to self-storage facilities. It lists an array of programs, including mainstream fixed and variable rate products as well as net lease, hard money and bridge programs.

Information was compiled from timely responses to fax solicitations of companies listed in our database and companies completing our questionnaire on our Web site. 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 or visit our Web site, cmi-online.com/cmi.

1ST NATIONAL BANK

730 E. Main St., P.O. Box 119, Lebanon, OH 45036; (513) 932-3221; fax (513) 932-7119. Contact: *Scott Federle, vice president, commercial lending*. Lending Regions: Greater Cincinnati. E-mail: sfederle@bankwith1st.com
Web site: www.bankwith1st.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. **PROGRAMS:** Construction; Land Acquisition; Small Loan (under \$1.5m); Variable Rate. **TYPE OF FIRM:** Direct Lender.

AMBANC

125 N. Main St., Ste. 203/204, St. Charles, MO

63301; (877) 669-0300; fax (636) 443-0103. Lending Regions: National. E-mail: loans@ambancs.com
Web site: www.ambancs.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; Equity; Land Acquisition; Tax Credit; Small Loan (under \$1.5m); Large Loan (over \$10m); Non-recourse; SBA/Small Business; Net Leases; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender; Mortgage Banker.

AMERICAN PROPERTY FINANCING

6 E. 43rd St., 26th Fl., New York, NY 10017; (212) 850-4200; fax (212) 850-4216. Contact: *Thomas A. Schissler, senior vice president*. Lending Regions: National. E-mail: tschissler@apfmultifamily.com
Web site: www.apfmultifamily.com

PROPERTIES: Multifamily; Medical/Healthcare; Seniors Housing. **PROGRAMS:** Tax Credit; Large Loan (over \$10m); Non-recourse; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

AMERICAN RESIDENTIAL & COMMERCIAL GROUP

5350 S. Western Ave., Ste. 215, Oklahoma City, OK 73109; (405) 632-3060; fax (405) 632-3067. Contact: *Jay Riccardi, president*. Lending Regions: National. E-mail: jayr6000@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. **PROGRAMS:** Mezzanine; Equity; Land Acquisition; Venture Capital; Tax Credit; Small Loan (under \$1.5m); Large Loan (over \$10m); Non-recourse; SBA/Small Business; Net Leases;

es; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Broker.

AMI CAPITAL INC.

7255 Woodmont Ave., Ste. 200, Bethesda, MD 20816; (304) 654-0033; fax (301) 321-1300. Contact: *Sean Kelly, media coordinator*. Lending Regions: National. E-mail: dqueen@amicapital.com
Web site: www.amicapital.com

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

ANCHOR CAPITAL CORP.

1319 Stratford Court, Del Mar, CA 92014; (858) 720-1856; fax (858) 481-4942. Contact: *Bill Miklos, executive vice president, chief lending officer*. Lending Regions: National. E-mail: billmiklos@anchorcapitalcorp.com
Web site: www.anchorcapitalcorp.com

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

APARTMENT LENDING CORP.

10232 S. Jill Ave., First Fl., Highlands Ranch, CO 80130; (303) 771-1031. Contact: *Mike Kidwell*. Lending Regions: National. E-mail: nationwide@aptlending.com
Web site: www.aptlending.com

PROPERTIES: Multifamily. **PROGRAMS:** Small Loan (under \$1.5m); Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

ARCHON FINANCIAL LP

600 E. Las Colinas Blvd., Ste. 450, Irving, TX 75039; (800) 770-7616; fax (972) 830-7698. Contact: *Roddy O'Neal, co-chief executive officer*.

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OF COMMERCIAL LENDERS

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); Non-recourse; Fixed Rate; Variable Rate; Interest Only. **TYPE OF FIRM:** Direct Lender.

ARCS COMMERCIAL MORTGAGE

26901 Auguora Road, Ste. 200 Calabasas Hills, CA 91301; (800) ASK-ARCS; fax (818) 880-3330.

Contact: *Holli Leon, evp, loan production.*

Lending Regions: National.

E-mail: info@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; Large Loan (over \$50M); Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

ARIES CAPITAL

350 W. Erie, Ste. 150, Chicago, IL 60610; (312) 642-0100; fax (312) 642-9291. Contact: *Neil Freeman, president.*

Lending Regions: National.

E-mail: nfreeman@ariescapital.com

Web site: www.ariescapital.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks. **PROGRAMS:** Mezzanine; Equity; Tax Credit; Large Loan (over \$10m); Non-recourse; SBA/Small Business; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

ARTESIA MORTGAGE CAPITAL CORP.

1180 N.W. Maple St., Ste. 202, Issaquah, WA 98027; (425) 313-4600; fax (425) 313-1005.

Lending Regions: National.

E-mail: bobr@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); Non-recourse; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

AVATAR FINANCIAL GROUP

100 Wall St., Seattle, WA 98121; (888) 896-0078; fax (206) 728-5993. Contact: *Jerry Zevenbergen, chief executive officer.*

Lending Regions: National.

E-mail: jerry@avatarfinancial.com

Web site: www.avatarfinancial.com

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

BALTIMORE FINANCIAL

31 Commercial Blvd., Ste. A, Novato, CA 94949; (415) 883-1593; fax (415) 884-2068.

Contact: *Joseph Moore, president.*

Lending Regions: Western states.

E-mail: joseph@bf79.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; Construction Loans & Equity on Single Family. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Venture Capital; Large Loan (over \$10m); Non-recourse; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Correspondent.

BAYVIEW FINANCIAL TRADING GROUP

4425 Ponce de Leon Blvd., 5th Fl., Coral Gables, FL 33146; (800) 457-5104; fax (253) 550-9448. Contact: *Clay Reese, managing director.*

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; Car Washes; Marinas. **PROGRAMS:** Small Loan (under \$1.5m); SBA/Small Business; Fixed Rate; Variable Rate; Loans up to \$6 Million. **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); Non-recourse; Fixed Rate; Variable Rate; Debt Financing. **TYPE OF FIRM:** Direct Lender.



BRIDGER

COMMERCIAL FUNDING

BRIDGER

COMMERCIAL FUNDING

100 Shoreline Hwy., Bldg. B, Ste. 100, Mill Valley, CA 94941; (415) 331-3220; fax (415) 331-3390. Contact: *Peter Grabell, senior vice president, relationship management.*

Lending Regions: National.

E-mail: pgrabell@bridgerfunding.com

Web site: www.bridgerfunding.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Full Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing. **PROGRAMS:** Construction; Mezzanine; Small Loan (under \$1.5m); Non-recourse; Fixed Rate. **TYPE OF FIRM:** Conduit.



BRT REALTY TRUST

60 Cutter Mill 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; Limited Service Hotels; Student Housing; Car Washes. **PROGRAMS:** Mezzanine; Equity; Small Loan (under \$1.5m); Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

BUCHANAN STREET PARTNERS

620 Newport Center Dr., Ste. 950, Newport Beach, CA 92660; (949) 721-1414; fax (949) 721-1919. Contact: *Tom Sherlock, senior vice president.*

Lending Regions: Western States.

E-mail: rrrh@buchananstreet.com

Web site: www.buchananstreet.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Self Storage; Mobile Home Parks; Student Housing. **PROGRAMS:** Construction; Mezzanine; Equity; Large Loan (over \$10m); Non-recourse; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker; Equity Investor.

CALIFORNIA BANK & TRUST

1900 Main St., Ste. 200, Irvine, CA 92614;

(949) 251-7721; fax (949) 251-7730.

Contact: *Chuck Mills, vice president.*

Lending Regions: CA, AZ, NV.

Directory

OF COMMERCIAL LENDERS

E-mail: millsc@calbt.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Self Storage; Mobile Home Parks. **PROGRAMS:** Construction; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

CAMBRIDGE REALTY CAPITAL COMPANIES

35 E. Wacker Dr., 33rd Fl., Chicago, IL 60601; (312) 357-1601; fax (312) 357-1611. Contact: *Tolga Basaydin, financial analyst.* Lending Regions: National.

E-mail: info@cambridgecap.com

Web site: www.cambridgecap.com

PROPERTIES: Medical/Healthcare; Seniors Housing. **PROGRAMS:** Construction; Mezzanine; Large Loan (over \$10m); Non-recourse; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

CANNON FINANCIAL RESOURCES LLC

405 Water St., 2nd Fl., Conneaut Lake, PA 16316; (814) 382-8688; fax (814) 382-6313. Contact: *Matt Canon, chief executive officer.* Lending Regions: N.E. OH, N.W. PA, Can broker nationally.

E-mail: mattcann@yahoo.com

PROPERTIES: Multifamily; Office; Retail; Mixed Use; Franchise; Full Service Hotels; Limited Service Hotels; Seniors Housing; Self Storage; Mobile Home Parks; Golf Courses; Car Washes; Marinas. **PROGRAMS:** Equity; Small Loan (under \$1.5m); SBA/Small Business; Bridge; Hard Money; Fixed Rate. **TYPE OF FIRM:** Direct Lender; Mortgage Broker.



CAPITAL LEASE FUNDING

110 Maiden Ln., Fl. 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

Web site: www.caplease.com

PROPERTIES: Office; Retail; Industrial; Full Service Hotels. **PROGRAMS:** Construction; Equity; Small Loan (under \$1.5m); Large Loan (over \$10m); Non-recourse; Net Leases; Fixed Rate. **TYPE OF FIRM:** Direct Lender.

CAPITALSOURCE FINANCE LLC

4445 Willard Ave., 12th Fl., Chevy Chase, MD 20910; (301) 841-2700; fax (301) 841-2370. Contact: *Charles Dabich, business development*

manager. Lending Regions: National.

E-mail: info@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; Bridge; Hard Money; Fixed Rate. **TYPE OF FIRM:** Direct Lender.

CAPRI CAPITAL

1655 N. Fort Myer Dr., Arlington, VA 22209; (703) 243-5100; fax (703) 525-4323.

Contact: *Melissa Brohan, vice president, account services.* Lending Regions: National.

E-mail: rmoore@capricap.com

Web site: www.capricap.com

PROPERTIES: Multifamily. **PROGRAMS:** Mezzanine; Equity; Tax Credit; Fixed Rate. **TYPE OF FIRM:** Mortgage Banker.

CARNEGIE CAPITAL CORP.

4207 Bergenline Ave., Union City, NJ 07087; (201) 348-0200; fax (201) 348-1910.

Contact: *Benjamin Paskesz, director of marketing.*

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

CDC MORTGAGE CAPITAL

9 W. 57th St., 36th Fl., New York, NY 10019; (212) 891-5700; fax (212) 891-5777. Contact:

Scott Zucker, managing director.

Lending Regions: National.

E-mail: s.zucker@cdcixis-cmna.com

Web site: www.cdcmc.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels. **PROGRAMS:** Mezzanine; Large Loan (over \$10m); Non-recourse; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

CHESTERFIELD MORTGAGE INVESTORS INC.

1001-4th Ave., Ste. 3313, Seattle, WA 98154; (206) 464-8770; fax (206) 464-9592. Contact: *Marty Hunter, vice president.* Lending Regions: Western U.S..

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

CHICAGO COMMERCIAL MORTGAGE

435 N. La Salle, Chicago, IL 60610; (312) 222-9828; fax (312) 222-9876.

Contact: *Matthew J. Lanfear, manager.*

Lending Regions: National.

E-mail: mlanfear@cmacc.net

Web site: www.cmacc.net

PROPERTIES: Multifamily; Office; Retail; In-

dustrial; Mixed Use; Franchise; Full Service Hotels; Limited Service Hotels; Seniors Housing; Self Storage; Car Washes. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Small Loan (under \$1.5m); Large Loan (over \$10m); Non-recourse; SBA/Small Business; Bridge; Hard Money; Variable Rate. **TYPE OF FIRM:** Commercial Mortgage Broker.

CIBC WORLD MARKETS

622 Third Ave., New York, NY 10017; (212) 667-5611; fax (212) 667-5657. Contact: *Andrew Fawer,*

managing director. Lending Regions: National.

E-mail: andrew.fawer@us.cibc.com

Web site: www.cibcwm.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Self Storage; Mobile Home Parks; Student Housing. **PROGRAMS:** Construction; Mezzanine; Large Loan (over \$50M); Non Recourse; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.



CIT SMALL BUSINESS LENDING CORP.

1 CIT Dr., Livingston, NJ 07039; (800) 713-4984; fax (800) 328-7420. Contact: *Chris Lebnis, vice president, business development.*

Lending Regions: National.

E-mail: realestateloans@cit.com

Web site: www.smallbizlending.com

PROPERTIES: Retail; Franchise; Limited Service Hotels; Medical/Healthcare. **PROGRAMS:** Construction; Small Loan (under \$1.5m); SBA/Small Business. **TYPE OF FIRM:** Direct Lender; SBA Lender.

COHEN FINANCIAL

2 N. La Salle St., Chicago, IL 60602; (312) 346-5680; fax (312) 346-6669. Contact: *Tom Jaekel,*

managing director, investment management. Lending Regions: National.

E-mail: cohenfinancial@cohenfinancial.com

Web site: www.cohenfinancial.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Bridge. **TYPE OF FIRM:** Direct Lender.

COLLATERAL MORTGAGE CAPITAL LLC

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

David A. Roberts, president and chief executive officer. Lending Regions: National.

E-mail: pmuse@collateral.com

Web site: www.collateral.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing. **PROGRAMS:** Construc-

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OF COMMERCIAL LENDERS

tion; Mezzanine; Land Acquisition; Tax Credit; Small Loan (under \$1.5m); Large Loan (over \$10m); Non-recourse; Bridge; Fixed Rate; Variable Rate; Fannie Mae DUS, Freddie Mac Program Plus, MAP/FHA. **TYPE OF FIRM:** Mortgage Banker.

COMMERCIAL CAPITAL

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

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

E-mail:

fkarl@coommercialcapitalresourcegroup.com

Web site:

www.commercialmortgage-usa.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, Agriculture, Marinas. **PROGRAMS:** Construction; Mezzanine; Equity, Land Acquisitions, Large Loan (over \$50m); Non-recourse; Net Leases, Bridge; Hard Money, Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

CONTINENTAL MORTGAGE CAPITAL INC.

2141 N. University Dr., #220, Coral Springs, FL 33071; (954) 603-0420; fax (954) 603-0421.

Contact: *Jeff Vessel, executive vice president.*

Lending Regions: National.

E-mail: lendingmm@trillions.com

Web site: www.comerciallending.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Mobile Home Parks; Student Housing; Warehouse, Bed & Breakfast, Bowling, Automotive. **PROGRAMS:** Construction; Small Loan (under \$1.5m); Large Loan (over \$10m); Non-recourse; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

CORAL MORTGAGE GROUP INC.

4799 N. Federal Hwy., #1, Boca Raton, FL 33431-5135; (561) 394-9100; fax (561) 394-5090. Contact: *Butch Tharp, senior vice president.*

Lending Regions: FL.

E-mail: butchtharp@aol.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Self Storage; Mobile Home Parks; Student Housing; Story. **PROGRAMS:** Construction; Equity; Land Acquisition; Venture Capital; Small Loan (under \$1.5m); Large Loan (over \$10m); Non-recourse; SBA/Small Business; Fixed Rate; Variable Rate; Story. **TYPE OF FIRM:** Mortgage Banker.

CORUS BANK N.A.

3959 N. Lincoln Ave., Chicago, IL 60613; (800) 890-8837; fax (773) 832-3547.

Contact: *Lori Neiman, vice president.*

Lending Regions: National.

E-mail: lneiman@corusbank.com

Web site: www.corusbank.com

PROPERTIES: Multifamily; Office; Industrial; Mixed Use; Full Service Hotels. **PROGRAMS:** Construction; Mezzanine; Large Loan (over \$10m); Non-recourse; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

DEUTSCHE BANK MORTGAGE CAPITAL LLC

60 Wall St., 11th Fl., New York, NY 10005; (888) 953-3262; fax (212) 797-4664.

Contact: *Ken Dickey, managing director.*

Lending Regions: National.

E-mail: ken.dickey@db.com

Web site: www.dbmortgagecapital.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Self Storage; Mobile Home Parks; Student Housing. **PROGRAMS:** Mezzanine; Net Leases; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

DOMINION CORP.

11355 W. Olympic Blvd., #210, Los Angeles, CA 90064; (310) 477-3041 x127; fax (310) 477-1601. Contact: *Loren Thall, vice president.*

Lending Regions: National.

E-mail: thall@dominfin.com

Web site: www.dominfin.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; Car Washes. **PROGRAMS:** Small Loan (under \$1.5m); Large Loan (over \$10m); Non-recourse; Hard Money; Fixed Rate; Variable Rate; Credit Enhancement. **TYPE OF FIRM:** Mortgage Banker.

EASTGATE EQUITIES

115 W. California Blvd., Ste. 777, Pasadena, CA 91105; (800) 997-7244; fax (626) 577-7573.

Contact: *Robert Eastgate, senior vice president.*

Lending Regions: National.

E-mail: info@eastgate-equities.com

Web site: www.eastgate-equities.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; Agriculture; Car Washes; Marinas. **PROGRAMS:** Construction; Mezzanine; Equity; Tax Credit; Small Loan (under \$1.5m); Large Loan (over \$10m); Non-recourse; SBA/Small Business; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender; Mortgage Banker.

EQUITY SECURED CAPITAL

P.O. Box 160460, Austin, TX 78716; (512) 732-8338; fax (512) 732-8339.

Contact: *Vince DiMare, chief executive officer.*

Lending Regions: TX.

E-mail: vdimare@equitysecured.com

Web site: www.equitysecured.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; Raw Land. **PROGRAMS:** Construction; Equity; Land Acquisition; Small Loan (under \$1.5m); Bridge; Hard Money; Fixed Rate. **TYPE OF FIRM:** Direct Lender; Private Money Lending.

FARMERS & MERCHANTS BANK

302 Pine Ave., Long Beach, CA 90802; (310) 265-3200; fax (310) 265-3202.

Contact: *Phil Sblendorio, sr.vice president.*

Lending Regions: Southern California.

E-mail: phil@sblendorio@fmb.com

Web site: www.fmb.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Limited-Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Golf Courses; Agriculture; Car Washes; Marinas. **PROGRAMS:** Construction; Equity; Land Acquisition; Tax Credit; Small Loan (under \$1.5M); Non-Recourse; SBA/Small Business; Bridge; Fixed Rate; Variable Rate



FIRST CREDIT COMMERCIAL CAPITAL

1505 W. Smith St., Orlando, FL 32804; (407) 843-6262 x18; fax (407) 843-9473.

Contact: *Tim Whitefield, vice president.*

Lending Regions: National.

E-mail: zjiglar@firstcreditus.com

Web site: www.firstcreditus.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:** Mezzanine; Equity; Non-recourse; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

FIRST NATIONAL OF AMERICA

P.O. Box 309, 1982 Washington Valley Rd., Martinsville, NJ 08836; (908) 604-4700; fax (908) 604-6699.

Contact: *Dean Stern, managing director.*

Lending Regions: National.

E-mail: dstern@firstna.com

Directory

OF COMMERCIAL LENDERS

Web site: www.firstna.com

PROPERTIES: Recreation Facilities; Full Service Hotels; Limited Service Hotels; Golf Courses. **PROGRAMS:** Construction; Land Acquisition; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

FIRST UNITED MORTGAGE INC.

45 Rockefeller Plaza, 20th Fl., New York, NY 10111; (212) 332-3457; fax (212) 332-3459.

Contact: *Kevin P. Meehan, executive vice president.* Lending Regions: National.

E-mail: kpm@fumhq.net

Web site: www.fumhq.net

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

GALA RESOURCES

1212 6th Ave., New York, NY 10036; (212) 302-8840; fax (212) 302-8832.

E-mail: galare@aol.com

Web site: www.galaresources.com

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



GE Real Estate

GE REAL ESTATE

292 Long Ridge Rd., Stamford, CT 06922; (888) 433-4778; fax (203) 357-4475.

Contact: *Devin Lee, vice president.*

Lending Regions: National; Global.

E-mail: gel@alliancetdservices.com

Web site: www.gecapitalrealestate.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; Vacation Timeshares. **PROGRAMS:** Construction; Mezzanine; Equity; Tax Credit; Large Loan (over \$50M); Net Leases; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Diversified Financial Services.

GELT FINANCIAL CORP.

950 Industrial Blvd., Southampton, PA 18966; (215) 357-4955; fax (215) 357-7250.

Contact: *Jack Miller, president.*

Lending Regions: PA, NJ, DE.

E-mail: jackmiller@geltffinancial.com

PROPERTIES: Multifamily; Retail; Industrial; Mixed Use; Self Storage; Mobile Home Parks; Student Housing. **PROGRAMS:** Construction; Equity; Small Loan (under \$1.5m); Non-recourse; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

GLASER FINANCIAL GROUP

2177 Youngman Ave., St. Paul, MN 55114;

(651) 644-7694; fax (651) 644-0923. Contact:

Kevin Filter, president.

Lending Regions: National.

E-mail: kevin_filter@glaser.com

Web site: www.glaser.com

PROPERTIES: Multifamily; Medical/Healthcare; Seniors Housing. **PROGRAMS:** Construction; Mezzanine; Equity; Tax Credit; Small Loan (under \$1.5m); Large Loan (over \$10m); Non-recourse; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

GMAC COMMERCIAL MORTGAGE CORP.

200 Witmer Rd., Horsham, PA 19044; (215)

328-4622; fax (215) 328-1976.

Contact: *Harold W. Purcell, executive vice president.*

Lending Regions: National.

E-mail: courtney_robinson@gmaccm.com

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; Student Housing; Golf Courses. **PROGRAMS:** Construction; Mezzanine; Equity; Tax Credit; Large Loan (over \$10m); Non-recourse; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender; Mortgage Banker.

GOURLEY & GOURLEY

8756 Lewinsville Rd., McLean, VA 22102;

(703) 556-9001; fax (703) 556-8771.

Contact: *Dave Cordingley, director of marketing.*

Lending Regions: National.

E-mail: dave@gourleygourley.com

Web site: www.gourleyandgourley.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; Car Washes; Marinas; Zoned/Buildable Land. **PROGRAMS:** Construction; Land Acquisition; Small Loan (under \$1.5m); Non-recourse; Bridge; Hard Money; Fixed Rate. **TYPE OF FIRM:** Mortgage Banker.

GREAT LAKES FINANCIAL GROUP L.P.

25200 Chagrin Blvd., Ste. 200, Cleveland, OH 44122; (888) 603-3213; fax (216) 831-9493.

Contact: *Carl E. Corrado, vice president.*

Lending Regions: National.

E-mail: info@greatlakesfg.com

Web site: www.greatlakesfg.com

PROPERTIES: Multifamily; Office; Retail; In-

dustrial; Mixed Use; Full Service Hotels; Medical/Healthcare. **PROGRAMS:** Mezzanine; Small Loan (under \$1.5m); Large Loan (over \$10m); Non-recourse; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

HALL FINANCIAL GROUP

6801 Gaylord Pkwy., Ste. 100, Frisco, TX 75034; (972) 377-1100; fax (972) 377-1170.

Contact: *Mike Jaynes, senior vice president.*

Lending Regions: National.

E-mail: mjaynes@hallfinancial.com

Web site: www.hallfinancial.com

PROPERTIES: Multifamily; Office; Full Service Hotels; Limited Service Hotels. **PROGRAMS:** Construction; Mezzanine; Equity; Bridge. **TYPE OF FIRM:** Direct Lender.

HAROLD D BAKER & CO. INC.

60 East 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

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage. **PROGRAMS:** Construction; Mezzanine; Land Acquisition; Large Loan (over \$10m); Non-recourse; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

HAWTHORNE SAVINGS F.S.B.

2381 Rosecrans Ave., El Segundo, CA 90245;

(310) 725-1895; fax (310) 725-5037.

Contact: *Larry Goswiler, senior vice president,*

group manager. Lending Regions: S. CA.

E-mail: larry@hawthornesavings.com

Web site: www.hawthornesavings.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Self Storage; Mobile Home Parks. **PROGRAMS:** Construction; Bridge; Variable Rate. **TYPE OF FIRM:** Direct Lender.

HERB SMITH CONSULTING

6400 Independence Pkwy., #2203, Plano, TX 75023; (972) 741-0130; fax (214) 722-1387.

Contact: *Herb Smith, owner.* Lending Regions: National.

E-mail: ideacom@juno.com

Web site: www.herbsmithconsulting.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; Equity; Venture Capital; Small Loan (under \$1.5m); Large Loan (over \$10m); SBA/Small Business; Hard Money; International Loans. **TYPE OF FIRM:** Commercial Loan Broker.

HOLLIDAY FENOGLIO FOWLER LP

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

(214) 265-1686. Contact: *Mark Gibson, executive managing director.* Lending Regions: National.

Directory

OF COMMERCIAL LENDERS

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; Airports; Marinas. **PROGRAMS:** Construction; Mezzanine; Equity; Small Loan (under \$1.5m); Large Loan (over \$10m); Net Leases; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

HRP ASSOCIATES INC.

220 Forbes Rd., Ste. 404, Braintree, MA 02184; (781) 356-2944; fax (781) 356-2409.

Contact: *David McCarley, regional manager.*

E-mail: david.mccarley@hrpassociates.com

Web site: www.hrpassociates.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; Industrial, Brownfields. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Venture Capital; Large Loan (over \$10m); Net Leases; Bridge. **TYPE OF FIRM:** Transactional Due Diligence Consultant.

HUDSON REALTY CAPITAL LLC

Two University Plaza, Ste. 206, Hackensack, NJ 07601; (201) 343-3222; fax (201) 343-1523.

Contact: *Scott Hartstein, director.*

Lending Regions: National.

E-mail: scott@swhco.com

Web site: www.swhfunding.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; Venture Capital; Tax Credit; Large Loan (over \$10m); Non-recourse; SBA/Small Business; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate; Small Loans in Tri-State Area. **TYPE OF FIRM:** Direct Lender.

iCAP REALTY ADVISORS

77 W. Wacker Dr., Ste. 4150, Chicago, IL 60601; (312) 673-4227; fax (312) 553-0767.

Contact: *Ross A. Berman, president & chief operating officer.* Lending Regions: National.

E-mail: rberman@icaprealty.com

Web site: www.icaprealty.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Fa-

ilities; 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; Small Loan (under \$1.5m); Large Loan (over \$10m); Non-recourse; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.



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, director of marketing.* Lending Regions: CA,

NV, WA, OR, AZ, UT, ID, CO, NM.

E-mail: ktobin@imperialcapitalbank.com

Web site: www.imperialcapitalbank.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Car Washes. **PROGRAMS:** Construction; Equity; Small Loan (under \$1.5m); Non-recourse; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.



IMPERIAL CAPITAL EXPRESS

3340 Ocean Park Blvd., Ste. 1005, Santa Monica, CA 90405; (800) 309-0295; fax (310) 255-7959.

Contact: *Greg Kelsey, first vice president, division director.* Lending Regions: CA, CO,

UT, WA, AZ, ID, NV, NM, OR.

E-mail: gkelsey@imperialcapitalbank.com

Web site: www.imperialcapitalbank.com

PROPERTIES: Multifamily. **PROGRAMS:** Small Loan (under \$1.5m); Fixed Rate. **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@incomepropertylending.com

Web site: www.incomepropertylending.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Self Storage; Mobile Home Parks; Place of Worship. **PROGRAMS:** Non-recourse; SBA/Small Business; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

INTERBAY FUNDING LLC

1301 Virginia Dr., Ste. 403, Ft. Washington, PA 19034; (877) 207-6099; fax (215) 540-9344.

Contact: *C. Flexer, marketing director.*

Lending Regions: National.

E-mail:

interbayconnection@interbayfunding.com

Web site: www.interbayfunding.com

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

ISTAR FINANCIAL INC.

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

Contact: *Roger Cozzi, executive vice president, investments.* Lending Regions: National.

E-mail: egatewood@istarfinancial.com

Web site: www.istarfinancial.com

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

JOHNSON CAPITAL

18101 Von Karman, #1050, Irvine, CA 92612-7133; (949) 660-1999; fax (949) 660-1998.

Contact: *Sue Pendergraft, vice 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; Mobile Home Parks; Student Housing. **PROGRAMS:** Construction; Mezzanine; Equity; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

KENNEDY FUNDING

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

Contact: *Kevin S. Clark, marketing director.*

Lending Regions: National.

E-mail: info@kennedyfunding.com

Web site: www.kennedyfunding.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; Vacation Timeshares; Car Washes; Marinas. **PROGRAMS:** Construction; Land Acquisition; Large Loan (over \$10m); Bridge; Hard Money. **TYPE OF FIRM:** Direct Lender.

KEYBANK REAL ESTATE CAPITAL

127 Public Square, Cleveland, OH 44114; (888) 539-2221; fax (216) 689-3566.

Contact: *Jerry Wheeler, national sales manager, commercial mortgage.*

Lending Regions: National.

E-mail: jerry_wheeler@keybank.com

Web site: www.key.com/realestatecapital

PROPERTIES: Multifamily; Office; Retail; In-

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OF COMMERCIAL LENDERS

dustrial; Mixed Use; Franchise; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Venture Capital; Tax Credit; Large Loan (over \$10m); Non-recourse; Bridge; Fixed Rate; Variable Rate; Investment Banking. **TYPE OF FIRM:** Direct Lender.

KINGHORN, DRIVER, HOUGH & CO.

19 Briar Hollow Ln., Ste. 200, Houston, TX 77027; (713) 871-5800; fax (713) 871-5880.

Contact: *Gary Hough, principal.*

Lending Regions: National.

E-mail: hough@kdhco.com

Web site: www.kdhco.com

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

L.J. MELODY & CO.

5847 San Felipe, Ste. 4400, Houston, TX 77057; (713) 787-1900; fax (713) 787-1998.

Contact: *Brian F. Stoffers, executive managing director, chief operating officer.*

Lending Regions: National.

E-mail: brian.stoffers@ljmeloody.com

Web site: www.ljmeloody.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; Agriculture; Car Washes; Marinas. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Venture Capital; Tax Credit; Small Loan (under \$1.5m); Large Loan (over \$10m); Non-recourse; Net Leases; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

LASALLE BANK

135 S. LaSalle St., Ste. 1220, Chicago, IL 60603; (312) 904-8013; fax (312) 904-0900.

Contact: *Charles Krawitz, originator.*

Lending Regions: National.

E-mail: charles.krawitz@abnamro.com

Web site: www.lasallebank.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mobile Home Parks; Student Housing; Drug Stores. **PROGRAMS:** Mezzanine; Small Loan (under \$1.5m); Large Loan (over \$10m); Non-recourse; Fixed Rate; Variable Rate.

TYPE OF FIRM: Mortgage Banker; Real Estate Capital Markets, Securitization.

LEGG MASON REAL ESTATESERVICES

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

Contact: *Craig Butchenbart, president, mortgage banking.*

Lending Regions: National.

E-mail: cbutchen@lmres.com

Web site: www.lmres.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; 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); Larger Loan (over \$50M); Non-recourse; Net Leases; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

LONESTAR MORTGAGE BANK INC.

819 E. Elmira, San Antonio, TX 78212; (210) 223-5528; fax (210) 222-2564.

Contact: *Tim Sherman, vice president.*

Lending Regions: National.

E-mail: tsherman@lonestarcorp.com

Web site: www.lonestarcorp.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Golf Courses. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Venture Capital; Tax Credit; Small Loan (under \$1.5m); Large Loan (over \$10m); Non-recourse; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender; Mortgage Banker.

LOS ALTOS MORTGAGE

P.O. Box 569, Los Altos, CA 94023; (650) 941-5400; fax (650) 941-5400.

Contact: *Mark, broker.*

Lending Regions: Northern CA.

E-mail: mfeath3644@aol.com

Web site: www.losaltosmortgage.com

PROPERTIES: Office; Retail; Industrial; Mixed Use; Full Service Hotels; Medical/Healthcare; Car Washes. **PROGRAMS:** Land Acquisition; Small Loan (under \$1.5m); Non-recourse; SBA/Small Business; Net Leases; Fixed Rate. **TYPE OF FIRM:** Mortgage Broker.

MALONE MORTGAGE CO.

8115 Preston Rd., Dallas, TX 75225; (214) 696-0386; fax (214) 696-5162.

Contact: *Jonnie Pardue, executive vice president.*

Lending Regions: National.

E-mail: jpardue@malonemortgage.com

Web site: www.malonemortgage.com

PROPERTIES: Multifamily; Office; Retail; Mixed Use; Medical/Healthcare; Seniors Housing. **PROGRAMS:** Construction; Equity; Tax Credit; Large Loan (over \$10m); Non-recourse; Fixed Rate; Variable Rate; FHA, MAP Program. **TYPE OF FIRM:** Direct Lender; Mortgage Banker; HUD Specialist.

MARCUS & MILLICHAP CAPITAL CORP.

19800 MacArthur Blvd., Ste. 150, Irvine, CA 92612; (949) 851-3030; fax (949) 833-0701.

Contact: *Bill Hughes, senior vice president.* Lending Regions: National.

E-mail: whughes@marcusmillichap.com

Web site: www.mmcapcorp.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); Non-recourse; Net Leases; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Broker.

MEECORP CAPITAL MARKETS

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

Contact: *Daniel Edrei, director.*

Lending Regions: National.

E-mail: daniel_edrei@mecorp.com

Web site: www.mecorp.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; Equity; Land Acquisition; Small Loan (under \$1.5m); Large Loan (over \$10m); Non-recourse; Net Leases; Bridge; Hard Money; Variable Rate. **TYPE OF FIRM:** Direct Lender.

MERCURY CAPITAL CORP.

317 Madison Ave., Ste. 1100, New York, NY 10017; (212) 661-8700; fax (212) 661-8831.

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

E-mail: info@mercurycap.com

Web site: www.mercurycapital.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; Car Washes; Marinas. **PROGRAMS:** Mezzanine; Bridge; Hard Money. **TYPE OF FIRM:** Direct Lender.

MERIDIAN CAPITAL PARTNERS INC.

5555 Glenridge Connector, Ste. 200, Atlanta, GA 30342; (404) 459-6007; fax (404) 458-6640.

Contact: *Gil Farnsworth, senior partner.* Lending Regions: National.

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

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OF COMMERCIAL LENDERS



MMA FINANCIAL

MMA FINANCIAL

33 N. Garden Ave., Ste. 1200, Clearwater, FL 33755; (727) 461-4801; fax (727) 443-6067.

Contact: *Jennifer Casale, marketing coordinator.*

Lending Regions: National.

E-mail: investments@mmafin.com

Web site: www.mmafin.com

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

MONROE & GIORDANO

777 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

PROPERTIES: Multifamily; Office; Self Storage; Mobile Home Parks. **PROGRAMS:** Mezzanine; Large Loan (over \$10m); Non-recourse. **TYPE OF FIRM:** Mortgage Banker.



MOUNTAIN FUNDING LLC

11600 N. Community House Rd., Charlotte, NC 28277; (704) 540-7400; fax (704) 540-7403.

Contact: *Arthur Nevid, managing director.*

Lending Regions: National.

E-mail: anevida@mountainfunding.com

Web site: www.mountainfunding.com

PROPERTIES: Multifamily; Office; Retail; Condo Conversions. **PROGRAMS:** Mezzanine; Equity; Large Loan (over \$10m); Bridge; Hard Money; Fixed Rate; Variable Rate; Quick Close. **TYPE OF FIRM:** Direct Lender.

NETFUNDING.COM

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

Contact: *Tim Radomski, director.*

Lending Regions: National.

E-mail: tim@netfunding.com

Web site: www.netfunding.com

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

NEWMAN FINANCIAL SERVICES

1801 California St., Ste. 3700, Denver, CO 80202; (303) 293-8500; fax (303) 294-3280.

Contact: *Jay Rollins, senior vice president.*

Lending Regions: National.

E-mail: carolyn_armstrong@newmanfs.com

Web site: www.newmanspg.com

PROPERTIES: Office; Retail; Mixed Use; Seniors Housing; Self Storage. **PROGRAMS:** Mezzanine; Non-recourse; Bridge. **TYPE OF FIRM:** Direct Lender.

NORTHMARQ CAPITAL

3500 W. 80th St., #500, Bloomington, MN 55431; (952) 356-0100; fax (952) 356-0088.

Contact: *Dorie Scovill, executive assistant.*

Lending Regions: Midwest, Southwest.

Web site: www.northmarq.com

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

OLD STANDARD LIFE INSURANCE CO.

601 W. 1st Ave., Dept. 171000, Spokane, WA 99201; (877) 311-8070; fax (509) 835-2843.

Contact: *Charley Bartlett, manager, business development.* Lending Regions: National.

E-mail: commercial_sales@osllending.com

Web site: www.osllending.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Golf Courses; Airports; Marinas. **PROGRAMS:** Construction; Equity; Land Acquisition; Non-recourse; Bridge; Hard Money; Fixed Rate. **TYPE OF FIRM:** Direct Lender.

PACIFIC MORTGAGE

11924 E. Firestone Blvd., Norwalk, CA 90650; (562) 864-4006; fax (562) 864-6125.

Contact: *Greg A. Salter, director.*

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; Land. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Venture Capital; Tax Credit; Small Loan (under \$1.5m); Large Loan (over \$10m); Non-recourse; SBA/Small Business; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate; Condo-conversion. **TYPE OF FIRM:** Mortgage Banker.

PACIFIC SECURITY CAPITAL

17700 S.W. Upper Boones Ferry Rd., Ste. 100, Portland, OR 97224; (800) 844-6085; fax (503) 670-9400.

Contact: *Mike Myatt, managing director.* Lending Regions: National.

E-mail: mikem@pacificsecuritycapital.com

Web site: www.pacificsecuritycapital.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Seniors Housing; Self Storage; Mobile Home Parks. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Tax Credit; Large Loan (over \$10m); Non-recourse; Net Leases; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Real Estate Investment Banking.

PALISADES FINANCIAL

640 E. Palisade Ave., Englewood Cliffs, NJ 07632; (201) 894-5000; fax (201) 894-8833.

Contact: *Jessica Lacy, secretary.*

Lending Regions: National.

E-mail: jlacy@palfi.net

Web site: www.palfi.net

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Recreation Facilities; Seniors Housing; Golf Courses. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Small Loan (under \$1.5m); Large Loan (over \$10m); Bridge; Hard Money. **TYPE OF FIRM:** Direct Lender; Mortgage Banker.

PAN PACIFIC FINANCIAL

901 Sunrise Ave., Ste. A-15, Roseville, CA 95661; (916) 784-1000; fax (916) 784-1062.

Contact: *Bob Ash, president.*

Lending Regions: Pacific Coast States and NV.

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; Car Washes; Marinas. **PROGRAMS:** Small Loan (under \$1.5m); Non-recourse; SBA/Small Business; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Broker.

PHOENIX MANAGEMENT GROUP LLC

23 Acorn St., Ste. 203, Providence, RI 02903; (401) 831-1010; fax (401) 453-4793.

Contact: *Harold Panciera, managing director.*

E-mail: hal@phoenix-financial.com

Web site: www.phoenix-financial.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Golf Courses; Car Washes. **TYPE OF FIRM:** Investment Banker.

Directory

OF COMMERCIAL LENDERS

PMC CAPITAL INC.

18111 Preston Rd., Ste. 600, Dallas, TX 75252; (800) 486-3223; fax (972) 349-3265.

Contact: *Laurie Ivy, marketing director.*

Lending Regions: National.

E-mail: lauriei@pmccapital.com

Web site: www.pmcapital.com

PROPERTIES: Office; Retail; Franchise; Full Service Hotels; Limited Service Hotels; Medical/Healthcare. **PROGRAMS:** Construction; Small Loan (under \$1.5m); SBA/Small Business; Variable Rate.

PNC REAL ESTATE FINANCE

249 Fifth Ave., Pittsburgh, PA 15222-2707; (877) 762-4332; fax (412) 705-2010. Contact: *Andrew Strwulec, president.*

Lending Regions: National.

E-mail: realestateinfo@pnc.com

Web site: www.pncrealestatefinance.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Self Storage. **PROGRAMS:** Construction; Mezzanine; Tax Credit; Large Loan (over \$10m); Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

POINT CENTER FINANCIAL INC.

30900 Rancho Viejo Rd., Ste. 100, San Juan Capistrano, CA 92651; (800) 544-8800; fax (949) 661-8931. Contact: *Steve Livingston, vice president.*

Lending Regions: National.

E-mail: steve@pointcenter.com

Web site: www.pointcenter.com

PROPERTIES: Multifamily; Office; Industrial; Mixed Use; Franchise; Seniors Housing; Self Storage; Mobile Home Parks; Car Washes; Churches. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Small Loan (under \$1.5m); Hard Money; Fixed Rate. **TYPE OF FIRM:** Direct Lender; Mortgage Banker.

PREFERRED CAPITAL LLC

1008 Upper Gulph Rd., Wayne, PA 19087; (610) 975-9511; fax (610) 975-9514. Contact: *Rocco P. Perate, president and chief executive officer.*

Lending Regions: Northeast, Southeast, Mid-Atlantic.

E-mail: rperate@preferredcapitalonline.com

Web site: www.preferredcapitalonline.com

PROPERTIES: Office; Retail; Industrial; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Mobile Home Parks; Airports; Car Washes; Marinas. **PROGRAMS:** Construction; Land Acquisition; Venture Capital; SBA/Small Business; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

PRUDENTIAL MORTGAGE CAPITAL CO.

100 Mulberry St., GC4 8th Fl., Newark, NJ 07102;

(888) 263-6800; fax (973) 367-8210.

Contact: *David Durning, managing director, originations.*

Lending Regions: National.

E-mail:

pre-mortgage-capital@prudential.com

Web site:

www.prudential.com/mortgagecapital

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Medical/Healthcare; Self Storage; Agriculture. **PROGRAMS:** Mezzanine; Large Loan (over \$10m); Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

PW FUNDING INC.

200 Old Country Rd., Ste. 580, Mineola, NY 11501; (800) 566-7933; fax (516) 873-0080.

Contact: *William T. Hyman, managing director.*

Lending Regions: National.

E-mail: info@pwfunding.com

Web site: www.pwfunding.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:** Mezzanine; Tax Credit; Non-recourse; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

QUAKER CITY BANK

7021 Green Leaf Ave., Whittier, CA 90602;

(562) 907-2271; fax (562) 907-2287.

Contact: *Penn Patton, vice president.*

Lending Regions: CA.

E-mail: ppatton@quakercitybank.com

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

RED CAPITAL GROUP

2 Miranova Pl., 12th Fl., Columbus, OH 43215;

(614) 857-1400; fax (614) 857-1660.

Contact: *Linda Mackov, managing director.*

Lending Regions: National.

E-mail: llmackov@redcapitalgroup.com

Web site: www.redcapitalgroup.com

PROPERTIES: Multifamily. **PROGRAMS:** Tax Credit; Bridge; Fixed Rate; Variable Rate; Bond Financing. **TYPE OF FIRM:** Direct Lender.

ROBERT FAUST MORTGAGE CO.

6060 N. Central Expy., #620, Dallas, TX 75206; (214) 691-1545; fax (214) 891-0327.

Contact: *Robert L. Faust, president.*

Lending Regions: Southwest.

E-mail: robert.l.faust@gte.net

TYPE OF FIRM: Mortgage Broker.



ROCKBRIDGE CAPITAL

Real Estate Capital Providers

ROCKBRIDGE CAPITAL LLC

191 W. Nationwide Blvd., Ste. 600, Columbus, OH 43215; (614) 246-2400; fax (614) 246-2481.

Contact: *James T. Merkel, managing director.*

Lending Regions: National.

E-mail: jtmerkel@rockbridgecapital.com

Web site: www.rockbridgecapital.com

PROPERTIES: Office; Industrial; Full Service Hotels; Limited Service Hotels. **PROGRAMS:** Mezzanine; Equity; Small Loan (under \$1.5m); Bridge; Fixed Rate. **TYPE OF FIRM:** Direct Lender.

SILO FINANCIAL CORP.

270 Greenwich Ave., Greenwich, CT 06830;

(203) 869-3999; fax (203) 869-2633.

Contact: *Jonathan Daniel, president.*

Lending Regions: Northeast.

E-mail: jdaniel@silofinancial.com

Web site: www.silo-financial.com

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

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@smithbarney.com

PROGRAMS: Defeasance.

TYPE OF FIRM: Direct Lender.

STANDARD MORTGAGE CORP.

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

Contact: *Craig S. West or John W. Bray, senior vice presidents.* Lending Regions: Southeast and Southwest.

E-mail: ashook@smcatl.com

Web site: www.smcatl.com

PROPERTIES: Multifamily; Office; Retail; Seniors Housing; Student Housing. **PROGRAMS:** Tax Credit; Small Loan (under \$1.5m); Non-recourse; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

STERLING COMMERCIAL CAPITAL

53 Unquowa Pl., Fairfield, CT 06824; (203) 256-9068; fax (203) 256-9564. Contact: *Patty Opert, vice president, originations.*

Lending Regions: National.

E-mail: popert@sterlingcommercialcapital.com

Web site: www.sterlingcommercialcapital.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Self Storage; Mobile Home Parks. **PROGRAMS:** Small Loan (under \$1.5m); Large Loan (over \$10m); Non-recourse; Bridge; Hard Money; Fixed Rate; Variable Rate; Land Acquisition & Development. **TYPE OF FIRM:** Direct Lender.

STERLING REIT INC.

5065 Westheimer, Ste. 745, Houston, TX 77056;

Directory

OF COMMERCIAL LENDERS

(713) 586-1111; fax (713) 586-1105.
Contact: *Don McClain, director of finance.*
Lending Regions: National.
E-mail: dmcclain@sterlingreit.com
Web site: www.sterlingreit.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Airports; Vacation Time-shares; Marinas. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Small Loan (under \$1.5m); Bridge; Hard Money; Fixed Rate. **TYPE OF FIRM:** Direct Lender; Mortgage Banker.

SUBURBAN CAPITAL MARKETS INC.

11 N. Washington St., Ste. 230, Rockville, MD 20850; (301) 340-2266; fax (301) 340-9242.
Contact: *Carole Lewis Anderson, principal.*
Lending Regions: National.
E-mail: clanderson@suburbancapital.com
Web site: www.suburbancapital.com

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

TCRM COMMERCIAL CORP.

515 Madison Ave., New York, NY 10022; (212) 371-3933; fax (212) 371-4519.
Contact: *Philip Agisim, executive vice 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; Self Storage; Golf Courses; Car Washes; Marinas. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Small Loan (under \$1.5m); Large Loan (over \$10m); Non-recourse; SBA/Small Business; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** National Funding Co.

THE NORSEMAN GROUP

30 Montgomery St., Ste. 850, Jersey City, NJ 07302; (201) 255-2251; fax (201) 255-2245.
Contact: *Joseph Yiu, managing director.*
Lending Regions: National.
E-mail: jyiu@norsemangroup.com
Web site: www.norsemangroup.com

PROPERTIES: Office; Retail; Industrial; Medical/Healthcare. **PROGRAMS:** Mezzanine; Large Loan (over \$10m); Non-recourse; Net Leases; Fixed Rate; Tenant Improvement Loans. **TYPE OF FIRM:** Direct Lender.

UNION BANK OF CALIFORNIA

445 S. Figueroa St., Los Angeles, CA 90071; (213) 236-7225; fax (213) 236-7209.
Contact: *Pete Gessert, vice president, manager.*
Lending Regions: Western U.S.
E-mail: peter.gessert@uboc.com
Web site: www.uboc.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Mobile Home Parks. **PROGRAMS:** Variable Rate; Partial Recourse. **TYPE OF FIRM:** Direct Lender.

UNITED CONDUIT SECURITIES

P.O. Box 221, Sea Girt, NJ 08950; (877) 817-1088; fax (888) 449-2954. Contact: *Tim Hughes, managing director.*
E-mail: thughes@unitedconduit.com
Web site: www.unitedconduit.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Medical/Healthcare; Self Storage; Mobile Home Parks; Student Housing. **PROGRAMS:** Large Loan (over \$10m); Non-recourse; SBA/Small Business; Fixed Rate. **TYPE OF FIRM:** Direct Lender.

UNIVERSAL BANK

3455 Nogales St., W. Covina, CA 91792; (626) 854-2818; fax (626) 854-2807.
Contact: *Dennis Schmitz, vice president, major loans.*
Lending Regions: So. CA.
E-mail: Dennis5@universalbank.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Limited Service Hotels; Medical/Healthcare; Self Storage; Car Washes; Rec. Vehicle Parks, Non-Flag Motels. **PROGRAMS:** Small Loan (under \$1.5m); Non-recourse; SBA/Small Business; Variable Rate; Permanent and Mini-Permanent Loans. **TYPE OF FIRM:** Direct Lender.

USA CAPITAL

4484 S. Pecos Rd., Las Vegas, NV 89121; (702) 734-2400; fax (702) 734-0163.
Contact: *Devin Lee, vice president.*
Lending Regions: National.
E-mail: dlee@usacapitalcorp.com
Web site: www.usacapitallender.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Self Storage; Mobile Home Parks. **PROGRAMS:** Construction; Land Acquisition; Bridge; Hard Money; Acquisition, Development, Construction & Bridges. **TYPE OF FIRM:** Direct Lender.

USA COMMERCIAL MORTGAGE

4484 S. Pecos Rd., Las Vegas, NV 89121; (702)

734-2400; fax (702) 939-2131.
Contact: *Devin Lee, vice president.*
Lending Regions: National.
E-mail: dlee@usacapitalcorp.com
Web site: www.usacapitallender.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Self Storage; Student Housing. **PROGRAMS:** Small Loan (under \$1.5m); Non-recourse; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

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; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing. **PROGRAMS:** Small Loan (under \$1.5m); Large Loan (over \$10m); Non-recourse; SBA/Small Business; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender; Mortgage Banker.



WASHINGTON MUTUAL

1201 3rd Ave., Seattle, WA 98101; (206) 377-1570; fax (206) 490-5655. Contact: *Cynthia Clark, specialty finance group marketing.*
Lending Regions: National.
E-mail: cynthia.clark@wamu.net
Web site: www.wamu.com

PROPERTIES: Multifamily; Office; Retail; Industrial. **PROGRAMS:** Construction; Small Loan (under \$1.5m); Large Loan (over \$10m); Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender; Mortgage Banker; Multi-Family & Commercial Real Estate.

WEXTRUST CAPITAL

318 W. Adams St., 5th Fl., Chicago, IL 60606; (312) 332-4380; fax (312) 541-7601.
Contact: *S. Michael Lucash, group president.*
Lending Regions: National.
E-mail: mlucash@wextrustcapital.com
Web site: www.wextrustcapital.com

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

Directory

OF COMMERCIAL LENDERS

WOODBURY CAPITAL PARTNERS

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

Contact: *Tom Quasius, managing director.*

Lending Regions: National.

E-mail: tquasius@woodburycapital.com

Web site: www.woodburycapital.com

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Self Storage; Mobile Home Parks; Student Housing.

PROGRAMS: Construction; Mezzanine; Equity; Small Loan (under \$1.5m); Large Loan (over \$10m); Non-recourse; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF**

FIRM: Mortgage Banker; Broker.