

## Find The Best Financing Source With Our 2004 Lenders Directory

If you're on the look out for new financing sources - and most commercial mortgage brokers usually are - you can look at our 2004 Directory of Lenders.

You can search the listings to find lenders who can finance niche property types, such as golf courses or car washes, and who can use different programs, such as land acquisition and net leases. Since the directory describes the types of companies included in the directory, you can turn to companies describing themselves as direct lenders or to mortgage bankers who can arrange financing and offer a referral fee.

You probably have favorite financing you regularly turn to for the "four main food groups," but you can use the directory to get a deal done the next time you find a borrower seeking a loan for a healthcare property or a restaurant. Be sure to keep the directory on hand as a resource through-out the year. It may come in handy.

Information was compiled from lenders listed in our database that completed a 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](mailto:info@cmi-online.com).

### **AFC REALTY CAPITAL INC.**

111 W. 57th St., Ste. 520, New York, NY 10019; (212) 245-2050; fax (212) 245-0022. Contact: *Michael H. Sonnabend, executive director*. Lending Regions: National.

E-mail: [sonnabend@afcrealtycapital.com](mailto:sonnabend@afcrealtycapital.com)

Web site: [www.afcrealtycapital.com](http://www.afcrealtycapital.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; For Sale Housing. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Venture Capital; Tax Credit; Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Net Leases; Bridge; Fixed Rate; Variable Rate; Credit Enhancements/Subordinate Mtge. Investments. **TYPE OF FIRM:** Real Estate Investment Bank.

### **AFFINITY BANK**

625 E. Santa Clara St., Ste. 100, Ventura, CA 93001; (805) 804-1677; fax (805) 585-1264. Contact: *James Barnett, vice president, national sales manager*. Lending Regions: AZ, CA, CO, ID, MT, NV, NM, OR, WA, WY.

E-mail: [jbarnett@affinitybank.com](mailto:jbarnett@affinitybank.com)

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

**PROPERTIES:** Construction; Apartments; Office; Retail; Industrial; Mixed Use; Warehouse; Self Storage; Manufactured Housing Communities; Mobile Home Parks. **PROGRAMS:** Multi-Family; Construction; Variable, Fixed Rate; Loans \$500K-15M. **TYPE OF FIRM:** Direct Lender

### **ALISON COMPANY**

7440 E. 6th Ave., Ste. 202, Scottsdale, AZ 85251; (480) 424-7111; fax (480) 424-6888. Contact: *Mitch 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; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing. **PROGRAMS:** Con-

struction; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Net Leases; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

### **ALLSTATE FINANCIAL SERVICES GROUP LLC**

437 Chestnut St., Ste. 913, Philadelphia, PA 19106; (215) 351-9440; fax (215) 351-9442. Contact: *Ronald Dolenti, vice president*. Lending Regions: National.

E-mail: [ron@allstatefsg.com](mailto:ron@allstatefsg.com)

Web site: [www.allstatefsg.com](http://www.allstatefsg.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; Equity; Land Acquisition; Venture Capital; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; SBA/Small Business; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

### **AMERICAN COMMERCIAL MORTGAGE LLC**

4980 Hillsdale Cir., Ste. D-2, El Dorado Hills, CA 95762; (916) 334-2300; fax (916) 564-7470. Contact: *W.E. Cunningham, president*. Lending Regions: National.

E-mail: [info@americancm.com](mailto:info@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:** Small Loan (under \$1.5m); Loans

# Directory

## OF COMMERCIAL LENDERS

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

### AMERICAN NATIONAL BANK

8990 W. Dodge Rd., Omaha, NE 68114; (402) 399-5052; fax (402) 399-5057. Contact: *Michael Phelps, vice president.* Lending Regions: NE, IA, KS.

E-mail: [mphelps@anbank.com](mailto:mphelps@anbank.com)

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

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Car Washes. **PROGRAMS:** Construction; Land Acquisition; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; SBA/Small Business; Net Leases; Bridge; Variable Rate. **TYPE OF FIRM:** Commercial Bank.

### ANCHOR CAPITAL CORP.

1319 Stratford Court, Del Mar, CA 92014; (858) 720-1856; fax (858) 481-4942. 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; Franchise; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing. **PROGRAMS:** Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; SBA/Small Business; Net Leases; Bridge; Fixed Rate; Variable Rate.

**TYPE OF FIRM:** Mortgage Banker.

### APEX MORTGAGE

185 Commerce Dr., Fort Washington, PA 19034; (800) 262-2739; fax (215) 283-8885. Contact: *Ken Markizon, business development manager.* Lending Regions: East of the Mississippi.

E-mail: [kmarkizon@apexmtg.com](mailto:kmarkizon@apexmtg.com)

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

**PROPERTIES:** Multifamily; Office; Retail; Mixed Use; Recreation Facilities; Full Ser-

vice Hotels; Limited Service Hotels; Medical/Healthcare; Self Storage; Mobile Home Parks; Student Housing; Car Washes; Restaurants; Auto Repair. **PROGRAMS:** Fixed Rate; Variable Rate; Loans from \$25,000 to \$750,000. **TYPE OF FIRM:** Direct Lender.

### ARCHON FINANCIAL LP

600 E. Las Colinas Blvd., Ste. 450, Irving, TX 75039; (800) 710-7616; fax (972) 830-7698.

Contact: *Roddy O' Neal, co-chief executive officer.* Lending Regions: National.

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

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

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



### ARCS COMMERCIAL MORTGAGE

26901 Agoura Rd., Ste. 200, Calabasas Hills, CA 91301; (800) 275-2727; fax (818) 880-3333. Contact: *Holli Leon, executive vice president, production.*

Lending Regions: National.

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

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

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Manufactured Housing Communities. **PROGRAMS:** Construction; Mezzanine; Small Loan (under \$1.5m); Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Bridge; Fixed Rate; Variable Rate; Fannie Mae; FHA; Affordable; Conduit.

**TYPE OF FIRM:** Direct Lender.

### ARIES CAPITAL INC.

350 W. Erie St., Ste. 150, Chicago, IL 60610; (312) 261-6161; fax (312) 642-9291. Contact: *Neil Freeman, president.* Lending Regions: National.

E-mail: [nfreeman@ariescapital.com](mailto:nfreeman@ariescapital.com)

Web site: [www.ariescapital.com](http://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; Student Housing. **PRO-**

**GRAMS:** Mezzanine; Tax Credit; Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; SBA/Small Business; Net Leases; Bridge; Fixed Rate. **TYPE OF FIRM:** Mortgage Banker.

### AVATAR FINANCIAL GROUP

100 Wall St., Seattle, WA 98121; (888) 886-0097; fax (205) 728-5993. Contact: *T.R. Hazelrigg, president.* Lending Regions: National.

E-mail: [tr@avatarfinancial.com](mailto:tr@avatarfinancial.com)

Web site: [www.avatarfinancial.com](http://www.avatarfinancial.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:** Equity; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Bridge; Hard Money; Fixed 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@bfc79.com](mailto:joseph@bfc79.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; Construction Liens & Equity on Residential Property. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Venture Capital; Tax Credit; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; SBA/Small Business; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Correspondent.

### BANKATLANTIC COMMERCIAL MORTGAGE CAPITAL

980 N. Federal Hwy., Ste. 400, Boca Raton, FL 33432; (561) 391-1737; fax (561) 391-7432. Contact: *Michael Comparato, managing director.*

Lending Regions: National.

E-mail: [michael.comparato@bacmc.com](mailto:michael.comparato@bacmc.com)

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

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels;

# Directory

## OF COMMERCIAL LENDERS

Limited Service Hotels; Self Storage; Mobile Home Parks; Student Housing. **PROGRAMS:** Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Net Leases; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### BAYVIEW FINANCIAL TRADING GROUP

4425 Ponce de Leon Blvd., 5th Fl., Coral Gables, FL 33146; (800) 457-5104; fax (305) 443-8093. Contact: *Bruce Spencer, vice president, sales.* Lending Regions: National. E-mail: commloans@bftg.com Web site: www.bftg.com

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

### BB SYNDICATION SERVICES INC.

7700 Mineral Point Rd., Ste. 310, Madison, WI 53717; (608) 829-5557; fax (608) 829-5590. Contact: *David W. Dablin, senior vice president, managing director.* Lending Regions: National.

E-mail: ddahlin@bankersbankusa.com Web site: www.bankersbankusa.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Medical/Healthcare; Seniors Housing. **PROGRAMS:** Construction; Loans \$10-25M; Large Loan (over \$50m); Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### BEAR STEARNS COMMERCIAL MORTGAGE 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.bearcommercialmortgage.com **PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Self Storage; Mobile Home Parks; Student Housing. **PROGRAMS:** Loans \$3-10M; Loans \$10-25M; Large Loan

(over \$50m); Non-recourse; Fixed Rate; Variable Rate; Debt Financing. **TYPE OF FIRM:** Direct Lender.



### 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; Full Service Hotels; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing. **PROGRAMS:** Construction; Mezzanine; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Fixed Rate.

**TYPE OF FIRM:** Conduit.



### BRT REALTY TRUST

60 Cuttermill Rd., Great Neck, NY 11021; (516) 773-2712; fax (516) 773-2770. Contact: *Mitchell Gould/David Heiden, vice presidents.* Lending Regions: National.

E-mail: mitchellg@brtrealty.com

Web site: www.brtrealty.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use. **PROGRAMS:** Mezzanine; Equity; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### BUCHANAN STREET PARTNERS

620 Newport Center Dr., Ste. 850, Newport Beach, CA 92660; (949) 721-1414; fax (949)

721-1919. Contact: *Tim Ballard, chief investment officer.*

Lending Regions: Western U.S.

E-mail: tjb@buchananstreet.com

Web site: www.buchananstreet.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Self Storage. **PROGRAMS:** Mezzanine; Equity; Equity Investments in \$3-\$25 Million Range. **TYPE OF FIRM:** Direct Lender.

### BUSINESS LOAN EXPRESS

645 Madison Ave., New York, NY 10022; (212) 751-5626; fax (212) 888-3949. Contact: *Jodi Polonet, director of marketing.* Lending Regions: National.

E-mail: loans@blx.net

Web site: www.blxonline.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Mobile Home Parks; Golf Courses; Car Washes; Marinas; Gas Stations; C-stores; Day-care Centers; Retail. **PROGRAMS:** Construction; Land Acquisition; Small Loan (under \$1.5m); SBA/Small Business; Fixed Rate; Variable Rate; Debt Refinance; Business Acquisition; Expansion.

**TYPE OF FIRM:** Direct Lender.

### 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.

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., Ste. 3300, Chicago, IL 60601; (312) 357-1601; fax (312) 357-1611. Contact: *Katie Burau, junior analyst.* Lending Regions: National.

E-mail: info@cambridgecap.com

Web site: www.cambridgecap.com

**PROPERTIES:** Multifamily; Medical/Healthcare; Seniors Housing. **PROGRAMS:** Construction; Equity; Venture Capital; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Bridge; Fixed Rate; Variable Rate.

**TYPE OF FIRM:** Direct Lender; Mortgage Banker.

# Directory

## OF COMMERCIAL LENDERS

### CAPITAL LEASE FUNDING

110 Maiden Ln., Fl. 36, New York, NY 10005; (212) 217-6300; fax (212) 217-6301. Contact: *Bill Paylor, vice president, national accounts.* Lending Regions: National.

E-mail: bill@caplease.com

Web site: www.caplease.com

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



### CAPITALSOURCE

4445 Willard Ave., 12th Fl., Chevy Chase, MD 20815; (301) 841-2700; fax (301) 841-2370. Contact: *Christopher Kelly, director, head of real estate.*

Lending Regions: National.

E-mail: info@capitalsource.com

Web site: www.capitalsource.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; Vacation Timeshares; Car Washes. **PROGRAMS:** Mezzanine; Loans \$3-10M; Loans \$10-25M; Non-recourse; Bridge. **TYPE OF FIRM:** Direct Lender.

### CAPRI CAPITAL

1655 N. Fort Myer Dr., Arlington, VA 22209; (703) 243-5100; fax (703) 525-4323. Contact: *Patti Saylor, executive vice president, loan originations.*

Lending Regions: National.

E-mail: psaylor@capricapital.com

Web site: www.capricapital.com

**PROPERTIES:** Multifamily. **PROGRAMS:** Mezzanine; Equity; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Fixed Rate. **TYPE OF FIRM:** Mortgage Banker.

### CAPSTONE ADVISORS INC.

9255 Towne Centre Dr., Ste. 520, San Diego, CA 92121; (858) 456-5600; fax (858) 456-5601. Contact: *Justin Bert, director.* Lending Regions: National.

E-mail: bert@capstoneadvisors.com

Web site: www.capstoneadvisors.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; Agriculture; Car Washes. **PROGRAMS:** Mezzanine; Land Acquisition; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Non-recourse; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### CDC MORTGAGE CAPITAL INC.

9 W. 57th St., 36th Fl., New York, NY 10019; (212) 891-5700; fax (212) 891-5777. Contact: *Scott Zucker, head of origination.* Lending Regions: National.

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

Web site: www.cdmc.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Mobile Home Parks; Student Housing; Flex Mortgages. **PROGRAMS:** Mezzanine; Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Bridge; Fixed Rate; Variable Rate; Note Purchases; Distress Situations; etc. **TYPE OF FIRM:** Direct Lender.

### CENTRAL CAPITAL CORP.

105 Armijo St., Monrovia, CA 91016; (626) 359-6006; fax (626) 358-6046.

Contact: *Purandar Amin, manager.*

Lending Regions: National.

E-mail: central.cap@verizon.net

Web site: www.the-bestmortgage.com

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



CIBC  
World Markets

### 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:** Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Self Storage; Mobile Home Parks; Student Housing. **PROGRAMS:** Construction; Mezzanine; Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; 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 Lehnes, vice president, business development.* Lending Regions: National.

E-mail: realestateloans@cit.com

Web site: www.smallbizlending.com

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

**TYPE OF FIRM:** Direct Lender.

### COHEN CAPITAL LLC

2 N. LaSalle St., Ste. 800, Chicago, IL 60602; (312) 324-5900; fax (312) 324-5901. Contact: *Thomas Jaekel, chief information officer.* Lending Regions: National.

E-mail: tjaekel@cohencapital.com

Web site: www.cohencapital.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Mobile Home Parks. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Loans \$10-25M; Non-recourse; Bridge; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### COLLATERAL MORTGAGE CAPITAL LLC

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

Contact: *Jeff Patton, managing director.*

Lending Regions: National.

E-mail: loans@collateral.com

Web site: www.collateral.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Recreation Facilities; Full Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Golf Courses. **PROGRAMS:**

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## OF COMMERCIAL LENDERS

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

### COMERICA BANK

4309 Emperor Blvd., #3100, Durham, NC 27703; (919) 932-8052; fax (919) 932-8080. Contact: *Mike Schwartz, vice president.* Lending Regions: National.

E-mail: michael\_schwartz@comerica.com

**PROPERTIES:** Office; Retail; Industrial; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Car Washes. **PROGRAMS:** Construction; Small Loan (under \$1.5m); Loans \$3-10M; SBA/Small Business; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### COMMERCIAL CAPITAL BANK

2381 Rosecrans Ave., El Segundo, CA 90245; (310) 725-1895; fax (310) 725-5037. Contact: *Larry Goswiler, senior vice president, group manager.* Lending Regions: CA.

E-mail: lgoswiler@commercialcapital.com

Web site: www.commercialcapital.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Self Storage. **PROGRAMS:** Construction; Land Acquisition; Loans \$3-10M; Loans \$10-25M; Bridge. **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. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Net Leases;

Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender; Mortgage Banker.

### COMMERCIAL FUNDING CORP.

335 Clifton Ave., Ste. 201, Clifton, NJ 07011; (973) 471-2229; fax (973) 471-2266. Contact: *Enrique Gomez, president.* Lending Regions: National (Except CA and AZ).

E-mail:

gomez@commercialfundingcorp.com

Web site:

www.commercialfundingcorp.com

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

### CONTINENTAL MORTGAGE CAPITAL INC.

2141 N. University Dr., #220, Coral Springs, FL 33071; (954) 575-0770; fax (954) 575-9421. Contact: *Jeff Vessel, executive vice president.* Lending Regions: National.

E-mail: lendingmm@trillions.com

Web site: www.commercialending.com

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

### CORUS BANK N.A.

3959 N. Lincoln Ave., Chicago, IL 60613; (800) 890-8837; fax (773) 832-3540. Contact: *Ingrid Carlino, commercial loan officer.* Lending Regions: National.

E-mail: mstein@corusbank.com

Web site: www.corusbank.com

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

### COUNTRYWIDE COMMERCIAL REAL ESTATE FINANCE

4500 Park Granada, MS CH-143, Calabasas,

CA 91302; (818) 225-3160; fax (818) 225-3898. Contact: *Warren de Haan, executive vice president.*

Lending Regions: National.

E-mail: warren\_dehaan@countrywide.com

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

### CREDIT SUISSE FIRST BOSTON

Column Financial, 11 Madison Ave., New York, NY 10021; (212) 538-2946. Contact: *Robert Brennan, managing director.* Lending Regions: National.

E-mail: robert.brennan@csfb.com

Web site: www.columnfinancial.com

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

### DOCKERTY ROMER & CO.

70 S.E. 4th Ave., Delray Beach, FL 33483; (561) 330-8000; fax (561) 330-8001. Contact: *Nancy Dockerty, director.* Lending Regions: National.

E-mail: drc@dockertyromer.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home

# Directory

## OF COMMERCIAL LENDERS

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

### DOMINION HEALTHCARE FINANCIAL

11355 W. Olympic Blvd., Ste. 210, Los Angeles, CA 90064-1616; (310) 477-3041; fax (310) 477-1601. Contact: *Paul Horvitz, president*. Lending Regions: National.

E-mail: paul@dominfin.com

Web site: www.dominfin.com

**PROPERTIES:** Medical/Healthcare; Seniors Housing; Hospitals. **PROGRAMS:** Construction; Mezzanine; Loans \$3-10M; Loans \$10-25M; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender; Mortgage Banker.

### EF&A FUNDING LLC

4746 11th Ave., N.E., Seattle, WA 98105; (800) 522-6865; fax (206) 522-7033. Contact: *Byron Steenerson, president*. Lending Regions: National.

E-mail: bsteener@efafunding.com

Web site: www.efafunding.com

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

### EQUITY SECURED CAPITAL LP

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. **PROGRAMS:** Construction; Equi-

ty; Land Acquisition; Small Loan (under \$1.5m); Bridge; Hard Money; Fixed Rate. **TYPE OF FIRM:** Direct Lender.

### EQUITY-FUNDING

2101 Fourth Ave., Ste. 1300, Seattle, WA 98121; (206) 269-0628; fax (206) 269-0051. Contact: *Bruce Berreth, president*. Lending Regions: National.

E-mail: bberreth@centrumfinancial.com

Web site: www.equity-funding.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Self Storage; Mobile Home Parks; Golf Courses; Marinas. **PROGRAMS:** Equity; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### EVERBANK

8100 Nations Way, Jacksonville, FL 32256; (904) 470-2790; fax (904) 281-6145. Contact: *Ray Dinius, executive vice president*. Lending Regions: National.

E-mail: ray.dinius@everbank.com

Web site: www.everbank.com

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

### FARMERS & MERCHANTS BANK

302 Pine Ave., Long Beach, CA 90802; (800) 420-8306; fax (310) 265-3202. Contact: *Phil Sblendorio, senior vice president*. Lending Regions: Southern CA.

E-mail: phil.sblendorio@fmb.com

Web site: www.fmb.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; Airports; Agriculture; Car Washes. **PROGRAMS:** Construction; Mezzanine; Land Acquisition; Tax Credit; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Non-recourse; SBA/Small Business; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Bank.

### FEDFIRST COMMERCIAL CAPITAL

P.O. Box 6747, Hilton Head Island, SC 29938; (843) 671-4396; fax (843) 671-4397. Contact: *Bob Johnston, senior vice president*. Lending Regions: National.

E-mail: bjfedfirst@hargray.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Self Storage; Mobile Home Parks; Student Housing; Single Tenant w/ National or Strong Owner Occupied Tenant. **PROGRAMS:** Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Non-recourse; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### FIDELITY MORTGAGE LENDERS

11952 Wilshire Boulevard, Los Angeles, CA 90035; (800) 752-9533; fax (310) 447-5697. Contact: *Joe Bagelman, senior lender*. Lending Regions: All of California.

E-mail: jbagelman@fidelityca.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Golf Courses; Car Washes. **PROGRAMS:** Equity; Land Acquisition; Small Loan; Loan-3-10; Non-recourse; Net Leases; Bridge; Hard Money; Fixed Rate. **TYPE OF FIRM:** Direct Lender.

### FIRST CREDIT COMMERCIAL CAPITAL CORP.

1503 W. Smith St., Orlando, FL 32804; (407) 843-6262 x1; fax (407) 843-9743. Contact: *Lyle Preest, senior vice president*. Lending Regions: National.

E-mail: lpreest@firstcreditus.com

Web site: www.firstcreditus.com

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

### FIRST SECURITY THRIFT

803 E. Katella Ave., Orange, CA 92867; (714) 538-3481; fax (714) 538-0126. Contact: *George Gauger, loan administrator*. Lending Regions: Southern CA.

E-mail: ggauger@firstam.com

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

### FRANKLIN CREDIT MANAGEMENT CORP.

6 Harrison St., New York, NY 10013; (212)

# Directory

## OF COMMERCIAL LENDERS

925-8745; fax (212) 925-1971. Contact: *Daniel Ostersehlte, sales executive.*

Lending Regions: National.

E-mail: [danielo@franklincredit.com](mailto:danielo@franklincredit.com)

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

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

### GALA RESOURCES LLC

1212 Avenue of the Americas, New York, NY 10036; (800) 372-3393; fax (212) 302-8832.

Contact: *Howard Haberman, managing director.* Lending Regions: National.

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

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

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



## GE Real Estate

### GE REAL ESTATE

292 Long Ridge Rd., Stamford, CT 06927; (888) 433-4778; fax (203) 357-4475. Contact: *Crystal Pempsell, account representative.* Lending Regions: National.

E-mail: [ge1@allianceteleservices.com](mailto:ge1@allianceteleservices.com)

Web site: [www.gerealestate.com](http://www.gerealestate.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:** Mezzanine; Equity; Tax Credit; Large Loan (over \$50m); Net Leases; Bridge; 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, MD.

E-mail: [jackmiller@geltfinancial.com](mailto:jackmiller@geltfinancial.com)

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Recreation Facilities; Self Storage; Mobile Home Parks; Car Washes. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Small Loan (under \$1.5m); Loans \$3-10M; Non-recourse; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### GLASER FINANCIAL GROUP INC.

2177 Youngman Ave., 3rd Fl., St. Paul, MN 55116; (651) 644-7694; fax (651) 644-0923. Contact: *Kevin Filter, president.* Lending Regions: National.

E-mail: [kevin\\_filter@glaser.com](mailto:kevin_filter@glaser.com)

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

**PROPERTIES:** Multifamily; Medical/Healthcare; Seniors Housing; Student Housing. **PROGRAMS:** Construction; Land Acquisition; Tax Credit; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

### GOURLEY & GOURLEY

8756 Lewinsville Rd., McLean, VA 22102; (703) 217-1244; fax (703) 556-8771. Contact: *Dave Cordingley, officer.* Lending Regions: National.

E-mail: [dave@gourleygourley.com](mailto:dave@gourleygourley.com)

Web site: [www.gourleyandgourley.com](http://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; Airports; Agriculture; Car Washes; Marinas. **PROGRAMS:** Land Acquisition; Small Loan (under \$1.5m); Loans \$3-10M; Bridge; Hard Money; Fixed Rate. **TYPE OF FIRM:** Direct Lender.

### GREEN PARK FINANCIAL

7501 Wisconsin Ave., Ste. 1200, Bethesda, MD 20814-6531; (301) 215-5000; fax (301) 634-2151. Contact: *Robert J. Ryan, senior vice president, chief production officer.* Lending Regions: National.

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

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

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

### GREENPOINT MORTGAGE COMMERCIAL LENDING

1100 Larkspur Landing Circle, Larkspur, CA 94939; (866) 361-0703.

Contact: *Stuart Washburn.*

Lending Regions: National.

E-mail: [stuart.washburn@greenpoint.com](mailto:stuart.washburn@greenpoint.com)

Website: [www.greenpointcommercial.com](http://www.greenpointcommercial.com)

**PROPERTIES:** Multifamily; Retail; Mixed Use. **PROGRAMS:** Loans \$3-10M; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### HALL FINANCIAL GROUP

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

Contact: *Donald Braun, president.* Lending Regions: National.

E-mail: [dbraun@hallfinancial.com](mailto:dbraun@hallfinancial.com)

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

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Full Service Hotels; Limited Service Hotels; Seniors Housing. **PROGRAMS:** Construction; Mezzanine; Equity; Loans \$3-10M; Loans \$10-25M; Non-recourse; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### HAVERFORD CAPITAL

400 Continental Blvd., Ste. 160, El Segundo, CA 90245; (310) 416-1130; fax (310) 416-9950. Contact: *Chris Grey, principal.* Lending Regions: Western States.

E-mail: [cgrey@haverford-capital.com](mailto:cgrey@haverford-capital.com)

Web site: [www.haverford-capital.com](http://www.haverford-capital.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; Equity; Land Acquisition; Venture Capital; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate.

**TYPE OF FIRM:** Direct Lender.

### HG CAPITAL

633 Menlo Ave., #200, Menlo Park, CA 94025; (650) 322-3400; fax (650) 327-3429.

Contact: *Greg Alden, vice president.* Lending Regions: Western U.S.

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

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

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Medical/Healthcare; Self Storage; Mobile Home Parks; Student Housing; Agriculture; Car Washes; Marinas. **PROGRAMS:** Construction; Mezzanine;

# Directory

## OF COMMERCIAL LENDERS

Equity; Land Acquisition; Venture Capital.  
**TYPE OF FIRM:** Equity Investor, Mezzanine Debt.

### HOLLIDAY FENOGLIO FOWLER LP

2000 Post Oak Blvd., Ste. 2000, Houston, TX 77056; (713) 852-3500; fax (713) 527-8725. Contact: *H. Scott Galloway, senior managing director.*

Lending Regions: National.

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

### HOMESTREET CAPITAL

2000 Two Union Square, 601 Union St., Seattle, WA 98101; (888) 999-7909; fax (206) 389-7751. Contact: *Dan Ross, vice president, capital production manager.* Lending Regions: National.

E-mail: dan.ross@homestreet.com

Web site: www.homestreetcapital.com

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

### HUDSON REALTY CAPITAL LLC

381 Park Ave. S., Ste. 428, New York, NY 10016; (212) 532-3553; fax (212) 532-7901. Contact: *Spencer Garfield, managing director.* Lending Regions: National.

E-mail: sgarfield@hudsoncap.com

Web site: www.hudsonrealtycapital.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; Agriculture. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Venture Capital; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Non-recourse; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### HYPO REAL ESTATE CAPITAL CORP.

622 Third Ave., New York, NY 10017; (212) 671-6455; fax (212) 671-6445. Contact: *Evan Denner, head of real estate finance.* Lending Regions: National.

E-mail: evan.denner@hypointernational.com

Web site: www.hyporealestate.com

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

### ICAP REALTY ADVISORS

100 N. Riverside Plaza, Ste. 2300, Chicago, IL 60606; (312) 258-4227; fax (312) 258-4222. 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 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; Venture Capital; Tax Credit; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.



### IMPERIAL CAPITAL BANK

888 Prospect St., Ste. 110, La Jolla, CA 92037; (888) 551-4852; fax (858) 551-0625. Contact: *Kristi Tobin, assistant vice president, director of marketing.*

Lending Regions: National.

E-mail: ktobin@itlcapital.com

Web site: www.imperialcapitalbank.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. **PROGRAMS:** Construction; Equity; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Non-recourse; Bridge; Fixed Rate. **TYPE OF FIRM:** Direct Lender.



### IMPERIAL CAPITAL EXPRESS

3340 Ocean Park Blvd., Ste. 1005, Santa Monica, CA 90405; (888) 551-4852; fax (858) 551-0625. Contact: *Kristi Tobin, assistant vice president, director of marketing.* Lending Regions: National.

E-mail: ktobin@itlcapital.com

Web site: www.imperialcapitalexpress.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial. **PROGRAMS:** Small Loan (under \$1.5m). **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: ag@allstargroup.com

Web site: www.incomepropertylending.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; Place of Worship. **PROGRAMS:** Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; SBA/Small Business; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

### INLAND MORTGAGE CORP.

1646 N. California Blvd., Ste. 350, Walnut Creek, CA 94596; (925) 952-3900; fax (925) 952-4290. Contact: *Leslie Lundin, senior vice president.* Lending Regions: National.

E-mail: lundin@inlandmtg.com

Web site: www.inlandgroup.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Self Storage; Mobile Home Parks; Student Housing. **PROGRAMS:** Construction; Equity; Loans \$3-10M; Loans \$10-25M; Non-recourse; Net Leases; Bridge; Variable Rate. **TYPE OF**

# Directory

## OF COMMERCIAL LENDERS

**FIRM:** Direct Lender; Mortgage Banker.

### INTERBAY FUNDING LLC

1301 Virginia Dr., Ste. 403, Ft. Washington, PA 19034; (866) 468-3722; fax (215) 540-8013. Contact: *Tom Brubaker, vice president, marketing.* 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; Student Housing; Golf Courses; Car Washes; Marinas. **PROGRAMS:** Small Loan (under \$1.5m); 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: *Jeff Digel, executive vice president, investments.*

Lending Regions: National.

E-mail: investors@istarfinancial.com

Web site: www.istarfinancial.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Self Storage; Golf Courses. **PROGRAMS:** Construction; Mezzanine; Loans \$25M and higher; Large Loan (over \$50m); Net Leases; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### JOHNSON CAPITAL

18101 Von Karman Ave., Ste. 1050, Irvine, CA 92612; (949) 660-1999; fax (949) 660-1998. Contact: *Gary Bechtel, managing director.* Lending Regions: National.

E-mail: tammystrong@johnsoncap.com

Web site: www.johnsoncapital.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Medical/Healthcare; Seniors Housing; Mobile Home Parks. **PROGRAMS:** Construction; Mezzanine; Venture Capital; Loans \$10-25M; Large Loan (over \$50m); Bridge. **TYPE OF FIRM:** Mortgage Banker.

### KENNEDY FUNDING INC.

Two University Plaza, Ste. 402, Hackensack,

NJ 07601; (201) 342-8500; fax (201) 342-8373. Contact: *Gregg Wolfer, partner.* Lending Regions: National.

E-mail: gregg@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; Agriculture; Car Washes; Marinas; Any Hard Asset. **PROGRAMS:** Construction; Equity; Land Acquisition; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Net Leases; Bridge; Hard Money; Fixed Rate. **TYPE OF FIRM:** Direct Lender.

### KEREN CAPITAL GROUP

668 Eastern Pkwy., Ste. A, Brooklyn, NY 11213; (718) 245-1500; fax (718) 245-1600. Contact: *Shai Denburg, chief operating officer.* Lending Regions: National.

E-mail: shai@kerencapital.com

Web site: www.kerencapital.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use. **PROGRAMS:** Construction; Mezzanine; Land Acquisition; Venture Capital; Small Loan (under \$1.5m); Loans \$3-10M; Bridge; Hard Money; Variable Rate. **TYPE OF FIRM:** Direct Lender; Mortgage Banker.

### KEY BANK NA

66 S. Pearl St., Albany, NY 12207; (518) 257-9405; fax (518) 257-9446.

Contact: *Patrick J. Mucci, vice president.*

Lending Regions: Northeast.

E-mail: patrick\_mucci@keybank.com

Web site: www.key.com/sba

**PROPERTIES:** Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Limited Service Hotels; Medical/Healthcare; Golf Courses; Marinas; Owner Occupied Property. **PROGRAMS:** SBA/Small Business. **TYPE OF FIRM:** Direct Lender.

### KEYBANK REAL ESTATE CAPITAL

127 Public Square, Cleveland, OH 44114; (800) 531-2221; fax (216) 689-5708. Contact: *John E. Case, national sales manager.* Lending Regions: National.

E-mail: john\_e\_case@keybank.com

Web site: www.key.com/realestatecapital

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home

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

### LASALLE BANK REAL ESTATE CAPITAL MARKETS

135 S. LaSalle St., Ste. 3400, 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; Self Storage; Mobile Home Parks; Student Housing; Drugstores. **PROGRAMS:** Construction; Mezzanine; Land Acquisition; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### LIBERTY MORTGAGE ACCEPTANCE CORP.

4980 Hillsdale Cir., Ste. D, El Dorado Hills, CA 95762; (916) 568-0100; fax (916) 568-0110. Contact: *Joseph Cunningham, president.* Lending Regions: National.

E-mail: info@libertymac.com

Web site: www.libertymac.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:** Mezzanine; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### LOVE FUNDING CORP.

212 S. Central, Ste 301, St. Louis, MO 63105; (314) 512-7950;

fax (314) 512-7951. Contact: *Esther Cohen.*

Lending Regions: National.

E-mail: ecohen@lovefunding.com

Web site: www.lovefunding.com

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Mobile Home Parks; Student Housing. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Venture Capital; Tax Credit; Small Loan (under \$3M); Loans (\$3-10M); Loans (\$10-25M); Large

# Directory

## OF COMMERCIAL LENDERS

Loan (over \$50M); Nonrecourse; Net Leases; Bridge; SBA/Small Business; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

### MALONE MORTGAGE CO.

8115 Preston Rd., Ste. 500, Dallas, TX 75225; (214) 696-0386; fax (214) 696-5162. Contact: *Jonnie 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. **PROGRAMS:** Construction; Equity; Land Acquisition; Tax Credit; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Fixed Rate; Variable Rate; FHA-HUD Specialist. **TYPE OF FIRM:** Direct Lender; Mortgage Banker.

### MEECORP CAPITAL MARKETS

2115 Linwood Ave., Ste. 301, Fort Lee, NJ 07024; (201) 944-9330; fax (201) 944-9332. Contact: *Daniel Edrei, director, origination.*

Lending Regions: National.

E-mail: [mediacontact@meecorp.com](mailto:mediacontact@meecorp.com)

Web site: [www.meecorp.com](http://www.meecorp.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; Mezzanine; Equity; Land Acquisition; Tax Credit; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### MERCURY CAPITAL CORP.

380 Lexington Ave., Ste. 2020, New York, NY 10168; (212) 661-8700; fax (212) 661-8831. Contact: *Adam Glick, vice president.*

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; Franchise; Full Service Hotels; Limited Service Hotels; Self Storage;

Car Washes; Marinas; Land. **PROGRAMS:** Mezzanine; Land Acquisition; Small Loan (under \$1.5m); Loans \$3-10M; Bridge; Hard Money. **TYPE OF FIRM:** Direct Lender.

### MERRILL LYNCH & CO. INC.

4 World Financial Center, 16th Fl., New York, NY 10080; (212) 449-3450; fax (212) 449-3658. Contact: *Stephanie Taddeo, marketing.* Lending Regions: National.

E-mail: [ml\\_cre@ml.com](mailto:ml_cre@ml.com)

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

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

### METROVATION CAPITAL LLC

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

Contact: *David Beckerman, managing director.* Lending Regions: West Coast & Mid-Atlantic States.

E-mail: [dbeckerman@metrovation.com](mailto:dbeckerman@metrovation.com)

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

**PROPERTIES:** Office; Retail; Mixed Use. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Small Loan (under \$1.5m); Loans \$3-10M; Non-recourse; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### MIDWEST BANK AND TRUST COMPANY

500 W. Chestnut, Hinsdale, IL 60531; (630) 323-0400; fax (630) 323-0531. Contact: *Mary Hentborn, regional president.* Lending Regions: Chicago-metro Area.

E-mail: [infombtc@midwestbank.com](mailto:infombtc@midwestbank.com)

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

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Full Service Hotels; Medical/Healthcare. **PROGRAMS:** Construction; Land Acquisition; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.



MMA  
FINANCIAL

### MMA FINANCIAL

621 E. Pratt St., 3rd Fl., Baltimore, MD 21202; (800) 237-9946; fax (727) 443-6067. Contact: *Jennifer Casale, marketing coordinator.*

Lending Regions: National.

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

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

**PROPERTIES:** Multifamily; Mixed Use; Seniors Housing; Student Housing. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Tax Credit; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Fixed Rate; Variable Rate; Fannie Mae DUS; HUD-MAP; Freddie Mac Affordable. **TYPE OF FIRM:** Direct Lender; Mortgage Banker.

### MOUNTAIN FUNDING LLC

11600 N. Community House Rd., #250, Charlotte, NC 28277; (705) 540-7400; fax (704) 540-7403.

Contact: *Arthur Nevid, managing director.*

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; Condo Conversions; Land Development. **PROGRAMS:** Mezzanine; Equity; Land Acquisition; Loans \$3-10M; Large Loan (over \$50m); Non-recourse; Bridge; Hard Money; Sponsor Equity; Preferred Equity. **TYPE OF FIRM:** Direct Lender.

### 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@newmansf.com](mailto:jay_rollins@newmansf.com)

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

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use. **PROGRAMS:** Mezzanine; Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Bridge; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### NORTHMARQ CAPITAL

3500 American Blvd. W., Ste. 500, Bloomington, MN 55431; (952) 356-0109; fax (952) 356-0088. Contact: *Edward Padilla, chief executive officer.*

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; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Golf Courses; Agriculture. **PROGRAMS:** Construction; Mezzanine;

# Directory

## OF COMMERCIAL LENDERS

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

### PACIFIC COAST CAPITAL PARTNERS

1960 E. Grand Ave., Ste. 400, El Segundo, CA 90245; (310) 414-7870; fax (310) 414-7872. Contact: *Greg Galusba, principal*. Lending Regions: Western U.S.  
E-mail: [info@pccpllc.com](mailto:info@pccpllc.com)  
Web site: [www.pccpllc.com](http://www.pccpllc.com)

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Self Storage; Mobile Home Parks; Golf Courses; Studio; Land. **PROGRAMS:** Construction; Mezzanine; Equity; Loans \$10-25M; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### PACIFIC MORTGAGE FUNDING CORP.

11924 E. Firestone Blvd., Ste. 100, Norwalk, CA 90650; (562) 864-4006; fax (562) 864-6125. Contact: *Greg A. Salter, director*. Lending Regions: National.  
E-mail: [salter@pacificmortgage.com](mailto:salter@pacificmortgage.com)  
Web site: [www.pacificmortgage.com](http://www.pacificmortgage.com)

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



### 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, executive managing director*. Lending Regions: National.  
E-mail: [info@pacificsecuritycapital.com](mailto:info@pacificsecuritycapital.com)  
Web site: [www.pacificsecuritycapital.com](http://www.pacificsecuritycapital.com)

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

### PALISADES FINANCIAL

640 E. Palisade Ave., Englewood Cliffs, NJ 07632; (201) 894-5000; fax (201) 894-8833. Contact: *William Procida, chairman*. Lending Regions: National.  
E-mail: [bprocida@palfi.net](mailto:bprocida@palfi.net)  
Web site: [www.palfi.net](http://www.palfi.net)

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Medical/Healthcare; Self Storage; Student Housing; Golf Courses; Vacation Timeshares. **PROGRAMS:** Mezzanine; Equity; Land Acquisition; Small Loan (under \$1.5m); Loans \$3-10M; Large Loan (over \$50m); Bridge.

### PEACHTREE FINANCIAL

2344 Perimeter Park Dr., Ste. 100, Atlanta, GA 30341; (770) 220-2258; fax (770) 242-0751. Contact: *Barry Wallis, managing partner*. Lending Regions: National.  
E-mail: [loans@peachtreefinancial.net](mailto:loans@peachtreefinancial.net)  
Web site: [www.peachtreefinancial.net](http://www.peachtreefinancial.net)

**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; Agriculture; Car Washes; Marinas. **PROGRAMS:** Construction; Land Acquisition; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Net Leases; Bridge; Hard Money; Fixed Rate. **TYPE OF FIRM:** Direct Lender.

### PHOENIX FINANCIAL SERVICES LLC

23 Acorn St., Ste. 203, Providence, RI 02903; (401) 831-1010; fax (401) 453-4793. Contact: *Hal Panciera, managing director*. Lending Regions: National.  
E-mail: [hal@phoenix-financial.com](mailto:hal@phoenix-financial.com)  
Web site: [www.phoenix-financial.com](http://www.phoenix-financial.com)

**PROPERTIES:** Multifamily; Office; Retail; 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; Retail Petroleum. **PROGRAMS:** Construction; Mezzanine; Equity; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; SBA/Small Business; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

### PINNACLE FINANCIAL CORP.

2611 Technology Dr., Orlando, FL 32804; (407) 578-1218; fax (407) 581-1860. Contact: *Jim Levie, president*.

Lending Regions: National.

E-mail: [jlevie@pinnaclefinancial.com](mailto:jlevie@pinnaclefinancial.com)

**PROPERTIES:** Multifamily; Office; Retail; Mixed Use; Office-warehouse; Non-manufactured. **PROGRAMS:** Small Loan (under \$1.5m); Fixed Rate; Variable Rate; No Doc Commercial First Mortgages. **TYPE OF FIRM:** Mortgage Banker.

### PMC COMMERCIAL TRUST

17950 Preston Rd., Ste. 600, Dallas, TX 75252; (800) 486-3223; fax (972) 349-3265. Contact: *Laurie Ivy, marketing director*. Lending Regions: National.  
E-mail: [livy@pmctrust.com](mailto:livy@pmctrust.com)

Web site: [www.pmctrust.com](http://www.pmctrust.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. **PROGRAMS:** Construction; Small Loan (under \$1.5m); Loans \$3-10M; SBA/Small Business; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### PNC REAL ESTATE FINANCE

249 Fifth Ave., Pittsburgh, PA 15222-2707; (877) 762-4332; fax (412) 705-2010. Contact: *Hugh Frater, executive vice president*. Lending Regions: National.

E-mail: [realestateinfo@pnc.com](mailto:realestateinfo@pnc.com)

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

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

### POINT CENTER FINANCIAL INC.

30900 Rancho Viejo Rd., Ste. 100, San Juan Capistrano, CA 92675; (800) 544-8800; fax (949) 661-8931.

# Directory

## OF COMMERCIAL LENDERS

Contact: *Steve Livingston, vice president.* Lending Regions: National.

E-mail: [slivingston@pointcenter.com](mailto:slivingston@pointcenter.com)

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

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Full Service Hotels; Medical/Healthcare; Self Storage; Mobile Home Parks; Car Washes; Church; Land; Medical; Special Purpose. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Bridge; Hard Money; Fixed Rate; Foreclosure Avoidance, Notes Purchased. **TYPE OF FIRM:** Direct Lender; Mortgage Banker; Private Money Lender.

### PORTFOLIO SECURITIZATION CAPITAL GROUP

12301 Wilshire Blvd., Ste. 325, Los Angeles, CA 90025; (310) 826-5559; fax (310) 826-4448. Contact: *Iliana Llaneras, managing director.* Lending Regions: National.

E-mail: [iliana@portfolioservices.com](mailto:iliana@portfolioservices.com)

Web site: [www.portfolioservices.com](http://www.portfolioservices.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; Condominiums; Subdivisions. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker; Fund Advisor.

### PREFERRED CAPITAL LLC

4 Blackstone Lane, Malvern, PA 19355; (610) 975-9511; fax (610) 975-9514. Contact: *Rocco Perate, president and chief executive officer.*

Lending Regions: National.

E-mail: [rperate@sbytes.com](mailto:rperate@sbytes.com)

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

**PROPERTIES:** Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Golf Courses; Car Washes; Marinas. **PROGRAMS:** Construction; Land Acquisition; Venture Capital; Small Loan (under \$1.5m);

Loans \$10-25M; SBA/Small Business; Bridge; Hard Money; Fixed Rate; Variable Rate.

**TYPE OF FIRM:** Direct Lender.

### PRINCIPAL GLOBAL INVESTORS

801 Grand Ave., Des Moines, IA 50392; (800) 533-1390; fax (515) 362-0676. Contact: *Todd Everett, managing director, portfolio management and mortgage operations.*

Lending Regions: National.

E-mail: [everett.todd@principal.com](mailto:everett.todd@principal.com)

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

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Self Storage; Mobile Home Parks. **PROGRAMS:** Construction; Mezzanine; Small Loan (under \$1.5m); Large Loan (over \$50m); Non-recourse; Net Leases; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### PRUDENTIAL MORTGAGE CAPITAL CO.

100 Mulberry St., Gateway Center 4 8th Fl., Newark, NJ 07102; (888) 263-6800; fax (973) 367-8210. Contact: *Commercial Mortgage Division.* Lending Regions: National.

E-mail: [pru\\_mortgage\\_capital@prudential.com](mailto:pru_mortgage_capital@prudential.com)

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

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

### PW FUNDING INC.

625 Madison Ave., 5th Fl., New York, NY 10001; (800) 566-7933; fax (516) 873-0080. Contact: *Neil Cullen, corporate managing director.* Lending Regions: National.

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

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

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing. **PROGRAMS:** Construction; Mezzanine; Tax Credit; Loans \$3-10M; Loans \$10-25M; Non-recourse; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### Q10 KINGHORN DRIVER HOUGH & CO.

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

Contact: *Ray Driver, principal.* Lending Regions: National.

E-mail: [driver@kdhco.com](mailto:driver@kdhco.com)

Web site: [www.q10capital.com](http://www.q10capital.com)

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

### QUANTUM CORPORATE FUNDING

1140 Avenue of the Americas, New York, NY 10036; (212) 768-1200; fax (212) 944-8216.

Contact: *Howard Chernin, senior vice president.* Lending Regions: National.

E-mail: [hchernin@quantumfunding.com](mailto:hchernin@quantumfunding.com)

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

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

### RAYMOND JAMES BANK FSB

710 Carillon Pkwy., St. Petersburg, FL 33716; (727) 567-8000; fax (727) 567-8830. Contact: *Barry Starling, vice president, commercial real estate lender.*

Lending Regions: National.

E-mail: [barry.starling@raymondjames.com](mailto:barry.starling@raymondjames.com)

Web site: [www.rjbank.com](http://www.rjbank.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; Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender; Participations; Syndications.

### REALTY FINANCIAL GROUP LLC

5150 Broadway, Ste. 494, San Antonio, TX 78209-5710; (210) 535-5398; fax (877) 245-1677. Contact: *Tim Sherman, vice president, commercial lending.*

Lending Regions: National.

E-mail: [t-sherman@consultant.com](mailto:t-sherman@consultant.com)

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

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

# Directory

## OF COMMERCIAL LENDERS

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; Residential Infrastructure Development. **PROGRAMS:** Construction; Mezzanine; Equity; Land Acquisition; Tax Credit; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Net Leases; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender; Mortgage Banker.

### RED CAPITAL GROUP

Two Miranova Pl., Columbus, OH 43215; (800) 837-5100; fax (614) 857-1660. Contact: *William T. Hinga, managing director*. Lending Regions: National.

E-mail: [financing@redcapitalgroup.com](mailto:financing@redcapitalgroup.com)

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

**PROPERTIES:** Multifamily; Medical/Healthcare; Seniors Housing. **PROGRAMS:** Construction; Mezzanine; Equity; Tax Credit; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

### REILLY MORTGAGE GROUP

2010 Corporate Ridge, Ste. 1000, McLean, VA 22102; (703) 760-4780; fax (703) 873-1030. Contact: *Cindy Babec, marketing director*. Lending Regions: National.

E-mail: [cbabec@reilly.com](mailto:cbabec@reilly.com)

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

**PROPERTIES:** Multifamily; Seniors Housing; Student Housing; Affordable Housing; Skilled Nursing; Assisted. **PROGRAMS:** Construction; Equity; Tax Credit; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender; Mortgage Banker.

### ROBERT FAUST MORTGAGE CO.

6060 N. Central Expy., Ste. 620, Dallas, TX 75206; (214) 691-1545; fax (214) 891-0327. Contact: *Bob Faust, president*. Lending Regions: Southwest & Sunbelt.

E-mail: [robert.l.faust@gte.net](mailto:robert.l.faust@gte.net)

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

Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks. **PROGRAMS:** Construction; Mezzanine; Equity; Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Net Leases; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Broker.

### ROCCO PERATE

300 E. Lancaster Ave., Ste. 306, Wynnewood, PA 19096; (877) 722-9377; fax (610) 568-1920. Contact: *Rocco Perate, president*. Lending Regions: National.

E-mail: [rperate@sbayes.com](mailto:rperate@sbayes.com)

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

**PROPERTIES:** Office; Retail; Industrial; Mixed Use; 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; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### 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](mailto:jtmerkel@rockbridgecapital.com)

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

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

### SEATTLE FUNDING GROUP LTD

1239 120th Ave. N.E., Ste. J, Bellevue, WA 98004; (425) 455-1733; fax (425) 454-7655. Contact: *John Odegard, president*. Lending Regions: Western: AZ, CA, CO, HI, NV, TX, WA.

E-mail: [jodegard@sfgfunds.com](mailto:jodegard@sfgfunds.com)

Web site: [www.sfgfunds.com](http://www.sfgfunds.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; Venture Capital; Tax Credit; Small Loan (under \$1.5m); Loans

\$3-10M; Loans \$10-25M; SBA/Small Business; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### SILVER HILL FINANCIAL

4425 Ponce De Leon Blvd., Coral Gables, FL 33146; (888) 988-8843; fax (305) 774-7599. Contact: *Mike Boggiano, national sales manager*. Lending Regions: National.

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

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

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

### SMITH BARNEY

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

E-mail: [howard.hirsch@smithbarney.com](mailto:howard.hirsch@smithbarney.com)

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

**PROPERTIES:** Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Full Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Vacation Timeshares; Agriculture; Car Washes. **PROGRAMS:** Construction; Equity; Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### STATE BANK OF INDIA (CA)

707 Wilshire Blvd., Ste 1995, Los Angeles, CA 90017; (313) 623-4157; fax (213) 629-2570. Contact: *Ronit Basu, senior vice-president*. Lending Regions: California.

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

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Limited Service Hotels; Medical/Healthcare; Seniors Housing. **PROGRAMS:** Small Loan (under \$3M); Loans (\$3-10M); SBA/Small Business; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### STERLING COMMERCIAL CAPITAL LLC

60 Katona Dr., Ste. 22, Fairfield, CT 06824; (203) 366-0320; fax (203) 366-0321. Contact: *Patty Opert, vice president, originations*. Lending Regions: National.

E-mail:

[popert@sterlingcommercialcapital.com](mailto:popert@sterlingcommercialcapital.com)

Web site:

[www.sterlingcommercialcapital.com](http://www.sterlingcommercialcapital.com)

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Full Service Ho-

# Directory

## OF COMMERCIAL LENDERS

tels; Limited Service Hotels; Medical/Healthcare; Self Storage; Student Housing. **PROGRAMS:** Mezzanine; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Non-recourse; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### SUBURBAN CAPITAL MARKETS INC.

11 N. Washington St., Ste. 230, Rockville, MD 20850; (301) 340-2266; fax (301) 340-9242. Contact: *Carole Lewis Anderson, executive vice president.*

Lending Regions: National.

E-mail: [clanderson@suburbancapital.com](mailto:clanderson@suburbancapital.com)

Web site: [www.suburbancapital.com](http://www.suburbancapital.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:** Mezzanine; Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; 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: *Leslie Agisim, president.*

Lending Regions: National.

E-mail: [lagisim@tcrmcommercial.com](mailto:lagisim@tcrmcommercial.com)

Web site: [www.tcrmcommercial.com](http://www.tcrmcommercial.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); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); SBA/Small Business; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker; Nationwide Funding Company.

### THE BANCORP BANK

1818 Market St., 28th Fl., Philadelphia, PA 19103; (215) 861-7847; fax (215) 861-7898. Contact: *Ronald M. Shapiro, senior vice*

*president, NJ regional manager.*

Lending Regions: National.

E-mail: [rshapiro@thebancorp.com](mailto:rshapiro@thebancorp.com)

Web site: [www.thebancorp.com](http://www.thebancorp.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; Vacation Timeshares; Car Washes; Marinas. **PROGRAMS:** Construction; Mezzanine; Land Acquisition; Venture Capital; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Non-recourse; Net Leases; Bridge; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### TREMONT REALTY CAPITAL

800 Boylston St., Ste. 401, Boston, MA 02199; (617) 867-0700; fax (617) 867-0077.

Contact: *Rick Gallitto, executive director.*

Lending Regions: National.

E-mail: [rgallitto@tremontcapital.com](mailto:rgallitto@tremontcapital.com)

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

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

### UNION BANK OF CALIFORNIA

445 S. Figueroa St., 13th Fl., Los Angeles, CA 90071; (213) 236-7225; fax (213) 236-7209.

Contact: *Peter Gessert, vice president.* Lending Regions: Western U.S., Southwest.

E-mail: [peter.gessert@uboc.com](mailto:peter.gessert@uboc.com)

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

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

### US CAPITAL ADVISORS

333 Arthur Godfrey Rd., Ste. 600, Miami Beach, FL 33140; (305) 672-8850; fax (305) 672-8856. Contact: *Michael Balan, president.*

Lending Regions: National.

E-mail: [mbalan@uscapitaladvisors.com](mailto:mbalan@uscapitaladvisors.com)

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

**PROPERTIES:** Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Seniors Housing; Mobile Home Parks; Student

Housing; Golf Courses; Car Washes; Marinas; Owner Occupied/SBA. **PROGRAMS:** Construction; Mezzanine; Land Acquisition; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; SBA/Small Business; Net Leases; Bridge; Hard Money; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Mortgage Banker.

### USA CAPITAL

4484 S. Pecos Rd., Las Vegas, NV 89121; (702) 734-2400; fax (702) 939-2131. Contact:

*Andrew Hantges, vice president.* Lending Regions: National.

E-mail: [ahantges@usacapitalcorp.com](mailto:ahantges@usacapitalcorp.com)

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

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

### WACHOVIA SECURITIES

301 S. College St., Charlotte, NC 28288; (704) 383-6315; fax (704) 374-6345. Contact:

*Brett Smith, managing director.*

Lending Regions: National.

E-mail: [brett.smith@wachovia.com](mailto:brett.smith@wachovia.com)

Web site: [www.wachovia.com](http://www.wachovia.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; Equity; Tax Credit; Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Net Leases;

# Directory

## OF COMMERCIAL LENDERS

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

### WASHINGTON MUTUAL

1201 Third Ave., Seattle, WA 98101; (206) 377-8900; fax (206) 490-5655. Contact: *Dave Owens, executive vice president, marketing.*

Lending Regions: National.

E-mail: [dave.owens@wamu.net](mailto:dave.owens@wamu.net)

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

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

**PROGRAMS:** Construction; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; SBA/Small Business; Fixed Rate; Variable Rate. **TYPE OF FIRM:** Direct Lender.

### ZIONS SMALL BUSINESS FINANCE

13545 Barrett Parkway Dr., Ste. 335, Ballwin, MO 63021; (314) 822-0070; fax (314) 822-0251. Contact: *Glenda Lee, administrative assistant.*

E-mail: [treckert@zionsbank.com](mailto:treckert@zionsbank.com)

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

**PROPERTIES:** Office; Retail; Industrial; Franchise; Limited Service Hotels; Medical/Healthcare; Car Washes. **PRO-**

**GRAMS:** Construction; Small Loan (under \$1.5m); SBA/Small Business. ●