

Directory

OF COMMERCIAL LENDERS

Commercial Mortgage Insight®

Introducing The Financing Choices For Today's CRE Borrowers

Whether you need debt, equity or both, these companies are ready to connect with you and complete your transaction.

On the following pages, you will find the 2008 edition of the annual *Commercial Mortgage Insight* Directory of Commercial Lenders. Organized alphabetically and covering companies across the country, this resource is designed to present a complete range of financing options. As you can see from these pages, no matter how many times the phrase "credit crunch" appears in descriptions of the current market, funding is most certainly available.



24 Capital Corp.

2 University Plaza, Ste. 206,
Hackensack, NJ 07601

☎ (888) 333-9923

☎ (201) 881-7221

† *Edwin Urrego, director*

✉ info@24capital.com

🌐 www.24capital.com

LENDING REGIONS: National.

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Student Housing; Golf Courses; Airports; Vacation Timeshares; Agriculture; Marinas. PROGRAMS: Construction; Mezzanine; Land Acquisition; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Bridge; Hard Money; 24-Hour Commitments. TYPE OF FIRM: Direct Lender.

Access Commercial Mortgage

701 N. Green Valley Pkwy., #125,

Henderson, NV 89074

☎ (702) 434-0829

☎ (702) 967-6892

† *Andy Hantges, chief executive officer*

✉ ah@accesscm.com

🌐 www.accesscm.com

LENDING REGIONS: National.

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Self Storage; Mobile Home Parks; Car Washes. PROGRAMS: Construction; 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.

AcuPen Financial LLC

6201 S.W. 70th St., Ste. 102,
Miami, FL 33143

☎ (305) 666-1879

☎ (305) 666-2331

† *Edd Trillo, vice president*

✉ admin@acupenfinancial.com

🌐 www.acupenfinancial.com

LENDING REGIONS: National.

PROPERTIES: Multifamily; Office; Retail; Mixed Use; Mobile Home Parks. PROGRAMS: Small Loan (under \$1.5m); Loans \$3-10M; SBA/Small Business; Hard Money; Fixed Rate; Variable Rate. TYPE OF FIRM: Direct Lender; Correspondent.

Ashford Hospitality Trust

14185 Dallas Pkwy., Ste.
1100, Dallas, TX 75254

☎ (972) 778-9451

☎ (972) 490-9605

† *Deric Eubanks, vice president, investments*

✉ deubanks@ahtreit.com

🌐 www.ahtreit.com

LENDING REGIONS: National.

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

Associated Bank

401 E. Kilbourn Ave., Ste. 200,
Milwaukee, WI 53202

☎ (414) 283-2266

☎ (414) 283-2336

† *Scott Krajcir, vice president*

✉ scott.krajcir@associatedbank.com

🌐 www.associatedbank.com

LENDING REGIONS: Midwest.

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Medical/Healthcare. PROGRAMS: Construction; Small Loan (under \$1.5m); Loans \$3-10M; Non-recourse; Fixed Rate; Variable Rate. TYPE OF FIRM: Direct Lender.

Beacon Realty Capital Inc.

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

☎ (312) 207-0060

☎ (312) 207-1827

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

✉ info@beaconrealtycapital.com

🌐 www.beaconrealtycapital.com

LENDING REGIONS: National.

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Golf Courses; Airports; Vacation Timeshares; Agriculture; Car Washes; Marinas; Condominium, Land. PROGRAMS: Construction; Mezzanine; Equity; Land

Directory

OF COMMERCIAL LENDERS

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

BlueStone Real Estate Capital

1717 Arch St., Ste. 4120,
Philadelphia, PA 19103

☎ (215) 717-2227

☎ (215) 717-1080

👤 *Suzanne Moses, director, operations*

✉ mmcmanus@bluestonecap.com

🌐 www.bluestonecap.com

LENDING REGIONS: National.
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Recreation Facilities; Full Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Golf Courses; Car Washes; Marinas. PROGRAMS: Construction; Mezzanine; Equity; Land Acquisition; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Bridge; Variable Rate. TYPE OF FIRM: Financial Intermediary.

Bridger Commercial Funding

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

☎ (866) 331-3220

☎ (415) 331-3390

👤 *Peter Grabell, executive vice president*

✉ aghaneh@bridgerfunding.com

🌐 www.bridgerfunding.com

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



BRT Realty Trust

60 Cutter Mill Rd., Ste. 303,

Great Neck, NY 11021

☎ (516) 466-3100

☎ (516) 773-2770

👤 *Mitch Gould, executive vice president*

✉ mitch@brtrealty.com

🌐 www.brtrealty.com

LENDING REGIONS: National.
PROPERTIES: Multifamily; Office; Retail; Mixed Use; Full Service Hotels; Limited Service Hotels. PROGRAMS: Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Bridge; Hard Money; Variable Rate. TYPE OF FIRM: Direct Lender.

Bulls Capital Partners LLC

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

☎ (703) 848-8001

☎ (703) 848-8006

👤 *Herman Bulls, chief executive officer*

✉ herman.bulls@bullscapitalpartners.com

🌐 www.bullscapitalpartners.com

LENDING REGIONS: National.
PROPERTIES: Multifamily; Seniors Housing; 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.

CapitalSource Finance

640 5th Ave., New York, NY 11590

☎ (212) 321-7215

☎ (212) 506-5715

👤 *Davi Tserpelis, senior business development officer*

✉ dtserpelis@capitalsource.com

🌐 www.capitalsource.com

LENDING REGIONS: National.
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; Vacation Timeshares; Agriculture. PROGRAMS: Small Loan (under \$1.5m); Loans \$10-25M; Non-recourse; Bridge; Hard Money; Variable Rate; Performing Notes, Distressed Notes. TYPE OF FIRM: Direct Lender; Warehouse Finance, Distressed Note.

CIBC World Markets

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

☎ (212) 667-5653

☎ (212) 667-4690

👤 *John Sawyers, executive director*

✉ john.sawyers@us.cibc.com

🌐 www.cibcwm.com

LENDING REGIONS: National.
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Seniors

Housing; Self Storage; Student Housing. PROGRAMS: Construction; Mezzanine; Land Acquisition; Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Bridge; Fixed Rate; Variable Rate. TYPE OF FIRM: Direct Lender.

Citi Smith Barney

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

☎ (914) 242-2147

☎ (914) 242-0492

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

✉ howard.a.hirsch@smithbarney.com

🌐 www.fc.smithbarney.com/goldman_hirsch

LENDING REGIONS: National.
PROPERTIES: Multifamily; Office; Retail; Mixed Use; Franchise; Medical/Healthcare; Airports. PROGRAMS: Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Bridge; Fixed Rate; Variable Rate. TYPE OF FIRM: Direct Lender.

Commercial Loan National Inc.

2661 Clearview Rd., #3, Allison Park,
PA 15101

☎ (412) 486-1401

☎ (866) 457-2551

👤 *Curtis Armstrong, loan officer*

✉ info@loannational.com

🌐 www.loannational.com

LENDING REGIONS: National.
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Golf Courses; Airports; Vacation Timeshares; Agriculture; Car Washes; Marinas. PROGRAMS: Construction; Mezzanine; Equity; Land Acquisition; Venture Capital; Tax Credit; 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: Direct Lender.

Deutsche Bank



Deutsche Bank Commercial Real Estate

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

☎ (212) 250-2500

☎ (212) 797-0286

👤 *Toby Cobb, co-head, North America*

✉ cre.marketing@db.com

🌐 www.db.com/cre

LENDING REGIONS: National.
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self

Directory

OF COMMERCIAL LENDERS

Storage; Mobile Home Parks; Student Housing. PROGRAMS: Construction; Mezzanine; Tax Credit; Loans \$3-10M; Loans \$10-25M; Large Loans (over \$50m); Non-recourse; Net Leases; Bridge; Fixed Rate; Variable Rate. TYPE OF FIRM: Direct Lender.

East Coast Commercial Finance

801 East Morehead St., Ste. 307,
Charlotte, NC 28202

☎ (704) 332-6551

☎ (704) 332-6553

✉ info@eastcoastcommercialfinance.com

🌐 www.eastcoastcommercialfinance.com

LENDING REGIONS: National
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Self Storage; Mobile Home Parks; Student Housing. 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. TYPE OF FIRM: Direct Lender; Mortgage Banker.

Fairfield Financial

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

☎ (503) 348-7011

☎ (503) 227-3467

👤 *Clay Sparkman, vice president*

✉ inquiries@privatemoneysource.com

🌐 www.privatemoneysource.com

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

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

First Commercial Mortgage Inc.

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

☎ (800) 844-7220

☎ (917) 595-5372.

👤 *Kevin Meehan, president*

✉ kevin@firstcommercialmortgage.com

🌐 www.firstcommercialmortgage.com

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

Goldman Sachs Commercial Mortgage Capital

6011 Connection Dr., Ste.

550, Irving, TX 75039

☎ (800) 710-7616

☎ (972) 501-3999.

👤 *Roddy O'Neal, co-chief executive officer*

✉ info@gsmortgage.com

🌐 www.gs.com/cmc

LENDING REGIONS: National.
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full 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; Net Leases; Bridge; Fixed Rate; Variable Rate. TYPE OF FIRM: Direct Lender.

Imperial Capital Bank

888 Prospect St., La Jolla, CA 92037

☎ (858) 551-0511

☎ (858) 551-0625

👤 *Leo Morales, assistant vice president of senior marketing specialist*

✉ lending@imperialcapitalbank.com

🌐 www.imperialcapitalbank.com

LENDING REGIONS: National.
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing. PROGRAMS: Construction; Small Loan (under \$1.5m); Loans \$3-10M; Non-recourse; Bridge; Fixed Rate; Variable Rate. TYPE OF FIRM: Direct Lender.

ING Direct Bank

11175 Santa Monica Blvd.,
Los Angeles, CA 90025

☎ (310) 996-6893

☎ (888) 464-3220

👤 *Dave Helberg, manager, business development*

✉ dhelberg@ingdirect.com

🌐 www.ingdirect.com

LENDING REGIONS: National.
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use. PROGRAMS: Construction; Small Loan (under \$1.5m); Loans \$3-10M; Non-recourse; Fixed Rate. TYPE OF FIRM: Direct Lender.

INTERVEST Mortgage Investment Co.

5005 S.W. Meadows Rd., Ste. 400,
Lake Oswego, OR 97035

☎ (503) 214-5082

☎ (503) 684-6242

👤 *Mark Paskill, vice president*

✉ mark.paskill@investmortgage.com

🌐 www.sterlingsavingsbank.com

LENDING REGIONS: Pacific Northwest. PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Medical/Healthcare; Seniors Housing; Mobile Home Parks. PROGRAMS: Construction; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Net Leases; Fixed Rate; Variable Rate. TYPE OF FIRM: Direct Lender; Mortgage Banker.

JCR Capital

210 University St., 7th Fl.,
Denver, CO 80206

☎ (303) 618-0530

☎ (303) 296-4212

👤 *Jay Rollins, president*

✉ jayrollins@jrcapital.com

🌐 www.jrcapital.com

LENDING REGIONS: National.
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use. PROGRAMS: Mezzanine; Equity; Land Acquisition; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Bridge; Hard Money. TYPE OF FIRM: Direct Lender.

Johnson Capital

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

☎ (949) 660-1999

☎ (949) 660-1998

👤 *Cliff B. Carnes III, chief operating officer*

✉ moreehasty@johnsoncapital.com

🌐 www.johnsoncapital.com

LENDING REGIONS: National.
PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Golf Courses; Airports. 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; Bridge; Fixed Rate. TYPE OF FIRM: Mortgage Banker.

KC Capital

11824 Jollyville Rd., Ste.500,

Directory

OF COMMERCIAL LENDERS

Austin, TX 78759

☎ (512) 901-9100

☎ (512) 901-9101

✉ info@kcccapital.com

🌐 www.kcccapital.com

LENDING REGIONS: National.

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; 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: Mortgage Banker.

KENNEDY FUNDING

Kennedy Funding

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

☎ (800) 342-8500

☎ (201) 342-8373

👤 *Matthew Cole, vice president*

✉ info@kennedyfunding.com

🌐 www.kennedyfunding.com

LENDING REGIONS: National.

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

KeyBank Real Estate Capital

127 Public Square, Cleveland, OH 44114

☎ (888) 539-2221

☎ (518) 257-8572

👤 *Norman V. Nichols, executive vice president, national sales manager*

✉ norman_v_nichols@keybank.com

🌐 www.key.com/realstatecapital

LENDING REGIONS: National.

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Recreation Facilities; Medical/Healthcare; Seniors

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

Lenders Commercial Network

1720 10th Ave. S., Ste. 4-162,

Great Falls, MT 59405

☎ (406) 205-4467

☎ (714) 948-8222

👤 *Ed Shaffer, principal*

✉ loans@lenderscommercial.com

🌐 www.lenderscommercial.com

LENDING REGIONS: National.

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Car Washes; Churches. PROGRAMS: Land Acquisition; Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Non-recourse; SBA/Small Business; Hard Money; Fixed Rate; Variable Rate; Church Construction. TYPE OF FIRM: Direct Lender; Correspondent Lender.

Lending Resource Capital

15333 N. Pima Rd., Ste. 265,

Scottsdale, AZ 85260

☎ (480) 219-6209

☎ (480) 219-5828

👤 *Jay Quinn, commercial loan officer*

✉ jqinn@lrcapital.com

🌐 www.lrcapital.com

LENDING REGIONS: National.

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Self Storage; Mobile Home Parks. PROGRAMS: Construction; Mezzanine; 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.

Love Funding

1250 Connecticut Ave. N.W., Ste. 550,

Washington, DC 20036

☎ (202) 887-8475

☎ (202) 887-5286

👤 *Mark Dellonte, president*

✉ mdellonte@lovetesting.com

🌐 www.lovetesting.com

LENDING REGIONS: National.

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage. 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. TYPE OF

FIRM: Direct Lender; Mortgage Banker.

MeeCorp Capital Markets

2115 Linwood Ave., Ste. 301,

Fort Lee, NJ 07024

☎ (201) 944-9330

☎ (201) 944-9332

👤 *Daniel Edrei, director, principals group*

✉ principal@meeCorp.com

🌐 www.meeCorp.com

LENDING REGIONS: National.

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

Money Resource Corp.

97 Powerhouse Rd., Roslyn Heights,
NY 11577

☎ (516) 626-6700

☎ (516) 621-5952

👤 *Rick Gnafakis, president*

✉ rick@moneyresourcecorp.com

🌐 www.moneyresourcecorp.com

LENDING REGIONS: National.

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

NATIXIS REAL ESTATE CAPITAL

Natixis Real Estate Capital Inc.

9 W. 57th St., 36th Fl.,

New York, NY 10019

☎ (212) 891-5700

☎ (212) 891-5777

👤 *Scott Zucker, managing director, head, origination*

✉ realestate@cm-natixis.com

🌐 www.re.natixis.com

LENDING REGIONS: National.

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

NorthMarq Capital

3500 American Blvd. W., Ste. 500,

Directory

OF COMMERCIAL LENDERS

Bloomington, MN 55431

☎ (952) 356-0086

☎ (952) 356-0088

👤 *Laura Oberg, administrative assistant*

✉ loberg@northmarq.com

🌐 www.northmarq.com

LENDING REGIONS: National. PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Student Housing; Vacation Timeshares; Marinas. PROGRAMS: Construction; Mezzanine; Equity; Land Acquisition; 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.

Paradigm Capital Funding

380 Lexington Ave., Ste. 2020,
New York, NY 10168

☎ (212) 661-0858

☎ (212) 867-2616

👤 *Adam Glick, vice president*

✉ aglick@paradigmcf.com

🌐 www.paradigmcf.com

LENDING REGIONS: National. PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Student Housing; Car Washes; Marinas. PROGRAMS: Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Bridge; Hard Money; Fixed Rate. TYPE OF FIRM: Direct Lender.

Peapack Gladstone Bank

158 Rt. 206 N., P.O. Box 178,
Gladstone, NJ 07934

☎ (908) 719-6556

☎ (908) 234-2961

👤 *Vince Spero, senior vice president*

✉ vspero@pgbank.com

🌐 www.pgbank.com

LENDING REGIONS: NJ, NY and PA. PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Golf Courses. PROGRAMS: Construction; Land Acquisition; Small Loan (under \$1.5m); Loans \$3-10M; Fixed Rate; Variable Rate.

TYPE OF FIRM: Direct Lender.

Pinecrest National Funding

501 Madison Ave., Ste. 501,
New York, NY 10022

☎ (646) 723-3351

☎ (646) 607-9879

👤 *Andrew Zimmerman, account executive*

✉ azimmerman@pinecrestfunding.com

🌐 www.pinecrestfunding.com

LENDING REGIONS: National. PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Full Service Hotels; Self Storage; Mobile Home Parks. PROGRAMS: Loans \$3-10M; Bridge; Hard Money; Variable Rate. TYPE OF FIRM: Direct Lender.

PNC Real Estate Finance

249 Fifth Ave., Pittsburgh, PA 15222

☎ (877) 762-4332

☎ (412) 705-2010

👤 *Diana Reid, executive vice president, head, real estate*

✉ realestateinfo@pnc.com

🌐 www.pnc.com/realestate

LENDING REGIONS: National. PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Seniors Housing; Self Storage; Student Housing. PROGRAMS: Construction; Mezzanine; Tax Credit; Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Bridge. TYPE OF FIRM: Direct Lender.

Point Center Financial Inc.

7 Argonaut, Aliso Viejo, CA 92656

☎ (800) 670-6260

☎ (949) 276-6286

👤 *Judy Chatelain, underwriting assistant*

✉ br@pointcenter.com

🌐 www.pointcenter.com

LENDING REGIONS: CA. PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Car Washes; Gas Station, Restaurant. PROGRAMS: Construction; Equity; Small Loan (under \$1.5m); Loans \$3-10M; Hard Money; Fixed Rate; Interest only up to 65% LTV, short term loans. TYPE OF FIRM: Direct Lender.

Porter Bridge Loan

2112 First Ave. N., Birmingham, AL 35203

☎ (866) 725-1777

☎ (205) 397-1263

👤 *Jeff Latham, business development officer*

✉ jlatham@portercap.net

🌐 www.porterbridgeloan.com

LENDING REGIONS: National. PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Full Ser-

vice Hotels; Medical/Healthcare; Self Storage; Agriculture; Marinas. PROGRAMS: Small Loan (under \$1.5m); Loans \$3-10M; Bridge; Hard Money. TYPE OF FIRM: Direct Lender.

Real Estate Capital Co.

13850 Ballantyne Corporate Pl.,
Ste. 500, Charlotte, NC 28277

☎ (704) 887-3444

☎ (866) 607-5792

👤 *Jeffrey Pirhalla, managing director*

✉ jpirhalla@recapitalco.com

🌐 www.recapitalco.com

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

Red Capital Group

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

☎ (800) 837-5100

☎ (614) 857-1660

👤 *Linda Mackov, senior managing director*

✉ financing@redcapitalgroup.com

🌐 www.redcapitalgroup.com

LENDING REGIONS: National. PROPERTIES: Multifamily; Mixed Use; Medical/Healthcare; Seniors Housing; Mobile Home Parks; Student Housing; Affordable Housing, Rural Hospitals. 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: Direct Lender; Mortgage Banker; Investment and Merchant Banking.

Rockbridge Capital LLC

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

☎ (614) 246-2400

☎ (614) 246-2481

👤 *Gavin Freytag, vice president*

✉ Inmaloney@rockbridgecapital.com

🌐 www.rockbridgecapital.com

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

Silver Hill Financial

4425 Ponce de Leon Blvd.,
Coral Gables, FL 33146

Directory

OF COMMERCIAL LENDERS

☎ (888) 988-8843

☎ (877) 516-6503

👤 *Mike Boggiano, senior vice president, national sales manager*

✉ info@silverhillfinancial.com

🌐 www.silverhillfinancial.com

LENDING REGIONS: National. PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Full Service Hotels; Limited Service Hotels; Self Storage; Mobile Home Parks. PROGRAMS: Small Loan (under \$1.5m); Loans \$3-10M; SBA/Small Business; Fixed Rate. TYPE OF FIRM: Direct Lender.

TCRM Commercial Corp.

515 Madison Ave., New York, NY 10022

☎ (212) 371-3933

☎ (212) 371-4519

👤 *Leslie Agisim, president*

✉ lagisim@tcrmmcommercial.com

🌐 www.tcrmmcommercial.com

LENDING REGIONS: National. PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Recreation Facilities; Full Service Hotels; Limited Service Hotels; Medical/Healthcare; Seniors Housing; Self Storage; Mobile Home Parks; Student Housing; Golf Courses; Airports; Vacation Timeshares; Agriculture; Car Washes; Marinas. PROGRAMS: Construction; Mezzanine; Equity; Land Acquisition; Venture Capital; 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: Investment Banker.

Tremont Realty Capital

800 Boylston St., 45th Fl., Boston, MA 02199

☎ (617) 867-0700

☎ (617) 867-0077

👤 *Richard Gallitto, executive director*

✉ rgallitto@tremontcapital.com

🌐 www.tremontcapital.com

LENDING REGIONS: National. PROPERTIES: Multifamily; Office;

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

United Conduit Securities

2220 S. Ocean Blvd., Ste. 504,

Delray Beach, FL 33483

☎ (877) 817-1088

☎ (888) 449-2954

👤 *Tim Hughes, managing director*

✉ thughes@unitedconduit.com

🌐 www.unitedconduit.com

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



Velocity Commercial Capital

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

☎ (866) 505-3863

☎ (818) 575-9005

✉ info@velocitycommercial.com

🌐 www.velocitycommercial.com

LENDING REGIONS: National. PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Franchise; Full Service Hotels; Limited Service Hotels; Self Storage; Mobile Home Parks; Student Housing; Warehouse. PROGRAMS: Small Loan (under \$1.5m); Net Leases; Bridge; Fixed Rate; Stated & Lite-Doc Financing, New- No DCR Programs. TYPE OF FIRM: Direct Lender.

Washington Mutual - Commercial Term Lending

6633 Topanga Cyn Blvd., Canoga Park, CA 91303

✉ adrian.dominguez@wamu.net

PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use.

PROGRAMS: Small Loan (under \$1.5m); Loans \$3-10M; Loans \$10-25M; Non-recourse; Fixed Rate; Variable Rate. TYPE OF FIRM: Direct Lender.

Western Capital Partners

1490 Lafayette St., Ste. 306, Denver, CO 80218

☎ (303) 839-3534

☎ (303) 832-5818

👤 *Bret Berglund, president*

✉ info@gowcp.com

🌐 www.westerncapitalpartners.com

LENDING REGIONS: National. PROPERTIES: Office; Retail; Industrial; Mixed Use; Marinas. PROGRAMS: Construction; Mezzanine; Land Acquisition; Loans \$3-10M; Bridge; Hard Money. TYPE OF FIRM: Direct Lender.

Westmount Structured Finance

1401 Elm St., Ste. 4400, Dallas, TX 75202

☎ (214) 944-5454

☎ (214) 946-5171

👤 *David Striph, senior managing director*

✉ dstriph@westmountsf.com

🌐 www.westmountsrc.com

LENDING REGIONS: National. PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use. PROGRAMS: Mezzanine; Equity; Land Acquisition; Venture Capital; Loans \$3-10M; Loans \$10-25M; Non-recourse; Bridge; Variable Rate. TYPE OF FIRM: Direct Lender.



Wrightwood Capital

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

☎ (312) 324-5900

☎ (312) 324-5901

👤 *Jason Choulochas, managing director, investments*

✉ wrightwoodcapitalinformation@wrightwoodcapital.com

🌐 www.wrightwoodcapital.com

LENDING REGIONS: National. PROPERTIES: Multifamily; Office; Retail; Industrial; Mixed Use; Self Storage; Student Housing. PROGRAMS: Construction; Mezzanine; Equity; Loans \$3-10M; Loans \$10-25M; Large Loan (over \$50m); Non-recourse; Net Leases; Bridge; Fixed Rate. TYPE OF