



<b>TOP CMBS LENDERS</b> (PROJECTED ORIGINATIONS FOR 2014)		
CONDUIT	PROJECTED 2014 TOTAL	DETAILS
<b>JP Morgan Chase</b>	\$11B	All properties
<b>Wells Fargo</b>	\$10B	\$8B in 2013; \$1M+ loans for office, retail, industrial, multifamily, MHC, self storage, hotels
<b>Goldman Sachs</b>	\$8B-\$10B	\$7B in 2013; \$5M+ loans for all properties
<b>Deutsche Bank</b>	\$8B+	\$8B in 2013; \$2M to \$1B loans for all properties
<b>Morgan Stanley</b>	\$8B	\$6.5B in 2013; \$5M+ loans for retail, office, hotels, multifamily, industrial
<b>BofA</b>	\$6B+	All properties
<b>Citigroup</b>	\$6B	\$5B in 2013; \$1M+ loans for all properties
<b>Barclays</b>	\$6B	\$3B in 2013; \$5M+ loans for retail, multifamily, office, industrial, hotels, MHC, self storage
<b>Cantor Fitzgerald</b>	\$5.5B+	\$5.5B in 2013; \$2M+ loans for all properties
<b>RBS</b>	\$5B	\$4B in 2013; \$10M+ loans for all properties except healthcare
<b>UBS</b>	\$5B	\$3B in 2013; \$5M+ loans for office, retail, multifamily, industrial, hotels, self storage
<b>Natixis</b>	\$3.1B	\$2.6B in 2013; \$2M to \$300M for office, retail, multifamily, hotels, industrial, distribution centers, self storage, mixed-use, MHC
<b>Jefferies LoanCore</b>	\$3B	\$2.5B in 2013; \$5M to \$300M loans for office, multifamily, industrial, hotels, retail, self storage, senior housing
<b>Starwood Mortgage Capital</b>	\$2B	\$1.55B in 2013; \$5M to \$75M loans for multifamily, retail, office, industrial, hotels, self storage, MHC
<b>Guggenheim Commercial Real Estate Finance</b>	\$1.5B-\$2B	\$150M in 2013; \$10M to \$120M loans for all properties
<b>Other Active Conduits:</b> CIBC, \$1.5B, \$800M to \$1B in 2013, \$5M to \$125M loans for all properties; KeyBank, \$1.2B, \$750M in 2013, \$3M to \$75M loans for all properties; C-III Commercial Mortgage, \$1B, \$950M in 2013, \$2M to \$75M loans for MHC, self storage, hotels, retail, multifamily, industrial, office, mixed-use.		





**DEALMAKER DATABANK**

CBRE Capital Markets-Debt & Equity Finance  
2100 McKinney Ave., Suite 700, Dallas, TX 75201  
Michael Bryant, Vice Chairman/Managing Director  
(214) 979-5612  
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CBRE completes \$1.6B in acquisition financing for 27 apartments around the country with Freddie Mac. The Dallas office produced in excess of \$1B in volume the last two years in a row.

Cohen Financial  
227 W. Monroe St., Suite 1000, Chicago, IL 60606  
Manny Brown, COO/EVP-Capital Markets  
(312) 602-6077  
mbrown@cohenfinancial.com

Cohen closes a revolving \$50M equity investment for a company engaged in the reclamation of metals contained in coal-fire power plants and their adaptive re-use for real estate development.

HFF  
181 W. Madison St., Suite 3900, Chicago, IL 60606  
Trent Niederberger, Associate Director;  
Mike Kavanau, Senior Managing Director  
(312) 528-3682; (312) 528-3676  
tniederberger@hfflp.com; mkavanau@hfflp.com

HFF closes acquisition bridge financing for a value-add, Class A office park located in the Chicago suburbs with a life company. The three-year, fixed-rate loan has a sub-5% rate. The deal featured an initial funding with ability to increase proceeds upon lease-up and significantly flexible prepayment.

HFF  
1000 S.W. Broadway, Suite 900, Portland, OR 97205  
Casey Davidson, Managing Director  
(503) 224-5566  
cdavidson@hfflp.com

HFF completes financing with PCCP for the development of Park Avenue West, a mixed-use property in Portland, Ore., which will have parking, ground floor retail, office space and residential units.

HFF  
4350 La Jolla Village Drive, Suite 450, San Diego, CA 92122  
Zack Holderman, Associate Director  
(858) 812-2350  
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HFF arranges \$47M in permanent financing for Liberty Station Marketplace, a dual grocery-anchored retail center located in San Diego. Liberty Station Marketplace is part of the master-planned redevelopment of the Naval Training Center.

Johnson Capital  
7100 W. Camino Real, Suite 302, Boca Raton, FL 33433  
Eric Fixler, Managing Director  
(561) 337-1449  
ericfixler@johnsoncapital.com

Johnson Capital works on financing a mixed-use, ground-up project that will have multifamily, retail and hotel components. Fixler also closes an \$11.3M five-year loan for a mixed-use property in Boca Raton, Fla., with a national lender.

Johnson Capital Opportunistic Finance  
1801 Century Park E., Suite 1550, Los Angeles, CA 90067  
Gabriel Weinert, SVP  
(310) 407-3248  
gabeweinert@johnsoncapital.com

Weinert is in the process of closing \$30M in construction financing and JV equity for a mixed-use property in Los Angeles.

Meyers Research LLC  
9701 Wilshire Blvd., Suite 700, Beverly Hills, CA 90212  
Tim Sullivan, Practice Leader/Senior Advisor  
(858) 381-4390  
tsullivan@meyersllc.com

Meyers Research is involved in valuation of multiple residential and mixed-use assets, along with feasibility analysis and expert witness.

NorthMarq Capital  
1 Embarcadero Center, Suite 2150, San Francisco, CA 94111  
Jeffrey Weidell, President  
(415) 433-2148  
jweidell@northmarq.com

NorthMarq works on small to large commercial and multifamily deals. Weidell is active on construction-to-perm loans with life companies for multifamily projects with fixed rates.

Prime Source Commercial Lending  
1035 E. Vista Way, Suite 265, Vista, CA 92084  
John Rose, Managing Director  
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Prime Source works on three small balance assisted living loans, as well as a construction loan for a self-storage property, with 80% LTV, through a SBA lender. The firm focuses on small balance loans in the \$500K to \$3M range.

