

Capital Markets Resource Guide

Shopping Center Business presents a guide to lenders in the U.S. who focus on retail.

Compiled by Allyson Doll

ACKMAN-ZIFF REAL ESTATE GROUP, LLC

Contact: Simon Ziff, President; Lawrence Ackman, Chairman

Address: 110 East 42nd St., Ste. 1401
New York, NY 10017

Tel: (212) 697-3333

Fax: (212) 286-4033

E-mail: simon@ackmanziff.com

Financing Provided: Super Regional, Regional, Power Center, Neighborhood Center, Community Center, Outlet Center, Urban/Street Retail, NNN Retail Properties

Property Class: A, B & C

City Classifications: Major Metro Area, Secondary

Active: Nationally

Minimum Loan: \$5 million

2003 Volume Level: \$1.8 billion

2004 Projected Volume Level: \$2.2 billion

Loan Type: New Construction, Renovation, Second Mortgage Debt, Mini Permanent, Permanent Financing, Acquisition/Construction, Earnouts, Bridge Financing, Standby Financing, Joint Ventures, Forward Commitments, Mezzanine/Participating Debts

Capital Market Services: Private Equity, Private Debt

Type of Lender: Intermediary

AMERICAN COMMERCIAL MORTGAGE, LLC

Contact: William Cunningham, President

Address: 4980 Hillside Cir., Ste. D-2
El Dorado Hills, CA 95762

Tel: (916) 334-2300

Fax: (916) 564-7470

E-mail: info@americancm.com

Financing Provided: Super Regional Mall, Regional Mall, Power Center, Neighborhood Center, Community Cen-

ter, Outlet Center, Urban/Street Retail, NNN Retail Properties

Property Class: A, B & C

City Classifications: Major Metro Area, Secondary

Active: Nationally

Minimum Loan: \$3 million

Maximum Loan: \$100 million

2003 Volume Level: \$120 million

2004 Projected Volume Level: \$125 million

Loan Type: Permanent Financing, Renovation, Acquisition/Construction, Bridge Financing

Capital Market Services: Private Debt

Advisory Services: Securitization

Securitizing Loans: Yes

Type of Lender: Direct Lender

ARIES CAPITAL INCORPORATED

Contact: Neil Freeman, President; Heather Carlson, Assistant Vice President

Address: 350 West Erie, Ste. 150
Chicago, IL 60610

Tel: (312) 261-6164

Fax: (312) 642-9291

E-mail: nfreeman@ariescapital.com

Financing Provided: Super Regional Mall, Regional Mall, Power Center, Neighborhood Center, Community Center, Outlet Center, Urban/Street Retail, NNN Retail Properties

Property Class: A, B & C

City Classifications: Major Metro Area, Secondary

Active: Nationally

Minimum Loan: \$2 million

Maximum Loan: \$100 million

2003 Volume Level: \$100 million

2004 Projected Volume Level: \$150 million

Loan Type: New Construction, Renovation, Permanent Financing, Acquisition/Construction, Bridge Financing,

Mezzanine/Participating Debts

Capital Market Services: Private Equity, Private Debt

Advisory Services: Securitization

Securitizing Loans: Yes

Branch Offices: Austin, TX; New York, NY; Phoenix, AZ

Type of Lender: Direct Lender, Intermediary

BANKATLANTIC COMMERCIAL MORTGAGE CAPITAL

Contact: Michael Comparato, Managing Director

Address: 980 North Federal Hwy., Suite 400

Boca Raton, FL 33432

Tel: (561) 391-1737

Fax: (561) 391-7432

E-mail: michael.comparato@bacmc.com

Financing Provided: Super Regional Mall, Community Center, Regional Mall, Power Center, Urban/Street Retail, Neighborhood Center, NNN Retail Properties

Property Class: A, B & C

City Classifications: Major Metro Area, Secondary, Tertiary

Active: Nationally

Minimum Loan: \$3 million

Maximum Loan: \$75 million

Loan Type: Permanent Financing, Forward Commitments, Renovation, Acquisition/Construction

Capital Market Services: Public Debt

Securitizing Loans: Yes

Type of Lender: Direct Lender

SEE OUR AD ON PAGE 41

BANK OF AMERICA/BANC OF AMERICA SECURITIES, LLC

Contact: Eugene Godbold, President, Commercial Real Estate Banking; Ron Sturzenegger, Managing Director and Group Head Real Estate & Lodging In-

vestment Banking; George Ellison, Managing Director and Group Head Global Structured Finance/ABS & MBS Finance
Address: 100 N. Tryon St.
Charlotte, NC 28255

Web Site: www.bankofamerica.com
E-mail: commercialrealestate@bankofamerica.com

Financing Provided: Super Regional Mall, Community Center, Regional Mall, Power Center, Urban/Street Retail, Neighborhood Center

Property Class: A

City Classifications: Major Metro Area, Secondary

Active: Nationally

2003 Volume Level: \$59 billion

Loan Type: New Construction, Permanent Financing, Bridge Financing, Acquisition/Construction, Joint Ventures, Mezzanine/Participating Debts

Capital Market Services: Public Debt, Private Equity, Private Debt, Public Equity

Securitizing Loans: Yes

Holding Loans: Yes

Type of Lender: Direct Lender

BEAR STEARNS COMMERCIAL MORTGAGE, INC.

Contact: J. Christopher Hoeffel, Senior Managing Director
Address: 383 Madison Ave., 10th Floor
New York, NY 10179

Tel: (212) 272-7918

Fax: (212) 272-7047

E-mail: choeffel@bear.com

Financing Provided: Super Regional Mall, Community Center, Regional Mall, Outlet Center, Power Center, Urban/Street Retail, Neighborhood Center
Property Class: A, B & C

Active: Nationally

Minimum Loan: \$2 million

2003 Volume Level: \$3.8 billion

2004 Projected Volume Level: \$3.5 billion

Loan Type: Permanent Financing, Acquisition, Earnouts

Capital Market Services: Public Debt, Private Equity, Private Debt, Public Equity
Advisory Services: M&A, Securitization

Securitizing Loans: Yes

Branch Offices: Boston; Los Angeles; Chicago
Type of Lender: Direct Lender

BRIDGER COMMERCIAL FUNDING

Contact: Peter Grabell, Senior Vice President

Address: 100 Shoreline Highway, Suite 100B

Mill Valley, CA 94941

Tel: (415) 331-3220

Fax: (415) 331-3390

E-mail: pgrabell@bridgerfunding.com

Financing Provided: Power Center, Neighborhood Center, Community Center, Urban/Street Retail, NNN Retail Properties

Property Class: A, B & C

City Classifications: Major Metro Area, Secondary

Active: Nationally

Minimum Loan: \$1 million

Maximum Loan: \$30 million

2003 Volume Level: \$400 million

2004 Projected Volume Level: \$450 million

Types of Loans: Permanent Financing, Acquisition/Construction, Earnouts

Capital Market Services: Public Debt

Advisory Services: Securitization

Securitizing Loans: Yes

Branch Offices: Mill Valley, CA; Chicago; Fairfax, VA; Atlanta

Type of Lender: Conduit

BUCHANAN STREET PARTNERS

Contact: Thomas Sherlock, Executive Vice President

Address: 620 Newport Center Dr.
Ste. 850

Newport Beach, CA 92660

E-mail: trs@buchananstreet.com

Financing Provided: Super Regional Mall, Regional Mall, Power Center, Neighborhood Center, Community Center, Outlet Center, Urban/Street Retail, NNN Retail Properties

Property Class: A, B & C

City Classifications: Major Metro Area, Secondary, Tertiary

Active: Southwest, Northwest

Minimum Loan: \$5 million

Maximum Loan: \$100 million

2003 Volume Level: \$1.1 billion

2004 Projected Volume Level: \$1.5 billion

Types of Loans: New Construction, Renovation, Permanent Financing, Acquisition/Construction, Earnouts, Bridge Financing, Joint Ventures, Forward Commitments, Mezzanine/Participating Debts

Capital Market Services: Private Equity

ty, Public Debt, Public Equity

Branch Offices: Los Angeles; San Francisco

Type of Lender: Direct Lender, Intermediary

CIBC WORLD MARKETS CORP.

Contact: Andrew Fawer, Managing Director

Address: 622 Third Ave.
New York, NY 10017

Tel: (212) 667-5611

Fax: (212) 667-5657

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

Financing Provided: Super Regional Mall, Regional Mall, Power Center, Neighborhood Center, Community Center, Outlet Center, Urban/Street Retail, NNN Retail Properties

Property Class: A, B & C

City Classifications: Major Metro Area, Secondary, Tertiary

Active: Nationally

Minimum Loan: \$3 million

2003 Volume Level: \$3 billion

2004 Projected Volume Level: \$3.5 billion

Loan Type: New Construction, Renovation, Permanent Financing, Acquisition/Construction, Earnouts, Bridge Financing, Mezzanine/Participating Debts

Securitizing Loans: Yes

Holding Loans: Yes

Branch Offices: Chicago; Los Angeles; Atlanta; Salt Lake City

Type of Lender: Direct Lender

COLUMN FINANCIAL

Contact: Darrell Moore

Address: 3414 Peachtree Rd., Suite 400
Atlanta, GA 30326

Tel: (972) 473-8106

Financing Provided: Super Regional Mall, Community Center, Regional Mall, Outlet Center, Power Center, Urban/Street Retail, Neighborhood Center, NNN Retail Properties

Property Class: A, B & C

City Classifications: Major Metro Area, Secondary, Tertiary

Active: Nationally

Minimum Loan: \$1 million

Maximum Loan: \$300 million

2003 Volume Level: \$8.4 billion

2004 Projected Volume Level: \$9.0 billion

Loan Type: Permanent Financing, Bridge Financing, Acquisition/Construction, Earnouts

Capital Market Services: Public Debt, Private Equity, Private Debt, Public Equity
Advisory Services: M&A, Securitization
Securitizing Loans: Yes
Type of Lender: Intermediary

COMMERCIAL MORTGAGE CAPITAL

Contact: Mark Scott, President
Address: 333 Littleton Rd., Ste. 204 Parsippany, NJ 07054
Tel: (973) 316-8999
Fax: (973) 316-0199
E-mail: mscott@cmccorp.com
Financing Provided: Regional Mall, Power Center, Neighborhood Center, Community Center, Outlet Center, Urban/Street Retail, NNN Retail Properties

Property Class: A, B & C
City Classifications: Major Metro Area, Secondary, Tertiary

Active: Northeast
Minimum Loan: \$500,000
Maximum Loan: \$400 million
2003 Volume Level: \$190 million
2004 Projected Volume Level: \$160 million

Loan Type: New Construction, Permanent Financing, Bridge Financing, Forward Communities, Second Mortgage Debt, Credit Enhancement, Joint Ventures, Mezzanine/Participating Debts, Mini Permanent, Earnouts

Capital Market Services: Public Debt, Private Equity, Private Debt, Public Equity

Advisory Services: Securitization
Securitizing Loans: Yes
Type of Lender: Intermediary

CORNERSTONE CAPITAL CORP.

Contact: Andrew Kraus, Managing Director
Address: 655 Metro Place South, Suite 720
Dublin, Ohio 43017

Tel: (614) 761-2900
Fax: (614) 761-7609
E-mail: akraus@cornerstonecapital-corp.com

Financing Provided: Community Center, Power Center, Neighborhood Center, NNN Retail Properties
Property Class: A, B & C
City Classifications: Major Metro Area, Secondary, Tertiary

Active: Nationally
Minimum Loan: \$2.5 million
Maximum Loan: \$200 million
2003 Volume Level: \$200 million
2004 Projected Volume Level: \$250 million
Loan Type: New Construction, Permanent Financing, Acquisition/Construction, Off Balance Sheet Financing, Joint Ventures, Mini Permanent
Capital Market Services: Private Equity, Private Debt
Advisory Services: Securitization
Securitizing Loans: Yes
Type of Lender: Direct Lender, Intermediary

CRE FUNDING

Contact: Tim Radomski, Principal
Address: 30 Mansell Ct., Ste. 110
Roswell, GA 30076

Tel: (404) 446-3620
Fax: (404) 446-3624
E-mail: loans@crefunding.com

Financing Provided: Super Regional Mall, Community Center, Regional Mall, Outlet Center, Power Center, Urban/Street Retail, Neighborhood Center, NNN Retail Properties
Property Class: A, B & C

City Classifications: Major Metro Area, Secondary, Tertiary

Active: Nationally
Minimum Loan: \$1 million
Maximum Loan: no maximum
2003 Volume Level: \$250 million
2004 Projected Volume Level: \$300 million

Loan Type: New Construction, Permanent Financing, Bridge Financing, Forward Communities, Renovation, Acquisition/Construction, Standby Financing, Off Balance Sheet Financing, Second Mortgage Debt, Credit Enhancements, Joint Ventures, Mezzanine/Participating Debts, Mini Permanent, Earnouts

Capital Market Services: Public Debt, Private Equity, Public Equity
Type of Lender: Intermediary

CW CAPITAL

Contact: Michael Berman, President; Steve Walker, Senior Vice President
Address: One Charles River Pl.
63 Kendrick St.

Needham, MA 02494
Tel: (781) 707-9300

Fax: (781) 707-9398
E-mail: swalker@cwcapital.com
Financing Provided: Super Regional Mall, Regional Mall, Power Center, Neighborhood Center, Community Center, Outlet Center, Urban/Street Retail, NNN Retail Properties
Property Class: A, B & C
City Classifications: Major Metro Area, Secondary, Tertiary
Active: Nationally
Minimum Loan: \$3 million
Maximum Loan: no maximum
2003 Volume Level: \$1 billion
2004 Projected Volume Level: \$1.6 billion
Loan Type: New Construction, Permanent Financing, Bridge Financing, Forward Commitments, Renovation, Acquisition/Construction, Second Mortgage Debt, Credit Enhancements, Mezzanine/Participating Debts
Capital Market Services: Private Debt
Securitizing Loans: Yes
Branch Offices: Greenwich, CT; New York City; Washington, D.C.; Atlanta; Dallas; Austin, TX; Newport Beach, CA; Sacramento, CA; Des Moines, IA; Seattle; Portland, OR
Type of Lender: Direct Lender

DEUTSCHE BANK MORTGAGE CAPITAL LLC

Contact: Ken Dickey, Managing Director

Address: 60 Wall St., 11th Floor
New York, NY 10005

Tel: (212) 250-7199

Fax: (212) 797-4664

E-mail: ken.dickey@db.com

Financing Provided: Super Regional Mall, Regional Mall, Power Center, Neighborhood Center, Community Center, Outlet Center, Urban/Street Retail, NNN Retail Properties

Property Class: A, B & C
Active: Nationally

Minimum Loan: \$2 million
Maximum Loan: no maximum
2003 Volume Level: \$2.4 billion
2004 Projected Volume Level: \$2.7 billion

Loan Type: Permanent Financing
Capital Market Services: Public Debt
Advisory Services: Securitizing
Securitizing Loans: Yes
Type of Lender: Direct Lender
SEE OUR AD ON PAGE 137

DWINN-SHAFFER & COMPANY

Contact: Barry Axelrod, Vice President;
Lance Mayster, Executive Vice President;
Andrew Wineburgh, Vice President

Address: 30 W. Monroe St., Ste. 1610
Chicago, IL 60603

Tel: (312) 346-1604

Fax: (312) 346-2613

E-mail: baxelrod@dwinn.com

Financing Provided: Super Regional Mall, Community Center, Regional Mall, Outlet Center, Power Center, Urban/Street Retail, Neighborhood Center, NNN Retail Properties

Property Class: A, B & C

City Classifications: Major Metro Area, Secondary, Tertiary

Active: Nationally

Minimum Loan: \$1 million

Maximum Loan: no maximum

2003 Volume Level: \$600 million

2004 Projected Volume Level: \$650 million

Loan Type: New Construction, Permanent Financing, Bridge Financing, Forward Commitments, Renovation, Acquisition/Construction, Second Mortgage Debt, Credit Enhancements, Joint Ventures, Mezzanine/Participating Debts, Earnouts

Capital Market Services: Public Debt, Private Equity, Public Equity

Advisory Services: Securitization

Securitizing Loans: Yes

Type of Lender: Intermediary

FREMONT INVESTMENT & LOAN

Contact: Thomas Whitesell, Senior Vice President

Address: 2020 Santa Monica Blvd., Ste. 600

Santa Monica, CA 90404

Tel: (310) 315-7019

Fax: (310) 315-7017

E-mail: twhitesell@fmontinv.com

Financing Provided: Super Regional Mall, Regional Mall, Power Center, Neighborhood Center, Community Center, Urban/Street Retail, NNN Retail Properties

Property Class: A

City Classifications: Major Metro Area

Active: Nationally

Minimum Loan: \$10 million

Maximum Loan: \$100 million

2003 Volume Level: \$2.5 billion

Projected 2004 Volume Level: \$3 billion

Loan Type: New Construction, Bridge Financing, Renovation, Acquisition/Construction

Capital Market Services: Private Debt

Holding Loans: Yes

Branch Offices: Irvine, CA; Atlanta; Bethesda, MD; Chicago; Dallas; New York City; Oakland, CA; Phoenix; Santa Monica, CA

Type of Lender: Direct Lender

GE REAL ESTATE

Contact: Dan Smith, Senior Vice President, North America Debt

Address: 16479 Dallas Pkwy., Ste. 500
Addison, TX 75001

Tel: (888) GE FIRST

Fax: (203) 257-4475

E-mail: ge1@allianceteservices.com

Financing Provided: Regional Mall, Neighborhood Center, Community Center, Urban/Street Retail

Property Class: A, B

City Classifications: Major Metro Area, Secondary, Tertiary

Active: Nationally

Minimum Loan: \$2 million

2003 Volume Level: \$3.741 billion

2004 Projected Volume Level: \$5 billion

Loan Type: Renovation, Second Mortgage Debt, Mini Permanent, Permanent Financing, Acquisition/Construction, Credit Enhancements, Earnouts, Bridge Financing, Standby Financing, Joint Ventures, Forward Commitments, Off Balance Sheet Financing, Mezzanine/Participating Debts

Capital Market Services: Private Equity, Private Debt

Securitizing Loans: Yes

Holding Loans: Yes

Branch Offices: Atlanta; Boca Raton, FL; Chicago; Dallas; Irvine, CA; Los Angeles; New York City; Philadelphia; Phoenix; San Francisco; Washington, D.C.

Type of Lender: Direct Lender

GMAC COMMERCIAL MORTGAGE CORP.

Contact: John Cannon, Senior Vice President/Managing Director

Address: 200 Witmer Rd.
Horsham, PA 19044

Tel: (215) 328-1410

Fax: (215) 328-1976

Financing Provided: Super Regional Mall, Regional Mall, Power Center,

Neighborhood Center, Community Center, Outlet Center, Urban/Street Retail

Property Class: A, B & C

City Classifications: Major Metro Area, Secondary, Tertiary

Active: Nationally

Minimum Loan: \$1 million

Maximum Loan: no maximum

2003 Volume Level: \$26.5 billion

Loan Type: New Construction, Renovation, Second Mortgage Debt, Mini Permanent, Permanent Financing, Acquisition/Construction, Credit Enhancements, Earnouts, Bridge Financing, Standby Financing, Joint Ventures, Forward Commitments, Off Balance Sheet Financing, Mezzanine/Participating Debts

Capital Market Services: Public Debt, Private Equity, Private Debt, Public Equity

Advisory Services: Securitization

Securitizing Loans: Yes

Holding Loans: Yes

Branch Offices: Atlanta; Austin, TX; Birmingham, AL; Boca Raton, FL; Buffalo, NY; Chicago; Dallas; Denver; Des Moines, IA; Detroit; Houston; Indianapolis; Jacksonville, FL; Kansas City, KS; Las Vegas; Miami; Minneapolis; New Orleans; New York City; Omaha, NE; Orange County, CA; Orlando, FL; Pasadena, CA; Philadelphia; Phoenix; Portland, OR; Red Bank, NJ; Richmond, VA; St. Louis; Sacramento, CA; San Antonio; San Diego; San Francisco; San Jose, CA; Tampa, FL; Tucson, AR; Virginia Beach, VA; Washington, D.C.

Type of Lender: Direct Lender, Intermediary

HYPO REAL ESTATE CAPITAL CORP.

Contact: Evan Denner

Address: 622 Third Ave.

New York, NY 10017

Tel: (212) 671-6455

Fax: (212) 671-6445

E-mail: ever.denner@hypointernational.com

Financing Provided: Super Regional Mall, Community Center, Regional Mall, Outlet Center, Power Center, Urban/Street Retail, Neighborhood Center, NNN Retail Properties

Property Class: A, B & C

City Classifications: Major Metro Area, Secondary

Active: Nationally

Minimum Loan: \$20 million

Maximum Loan: \$500 million

2003 Volume Level: \$1 billion

2004 Projected Volume Level: \$3.5 billion

Loan Type: New Construction, Permanent Financing, Bridge Financing, Forward Commitments, Renovation, Acquisition/Construction, Mezzanine/Participating Debts, Earnouts

Capital Market Services: Private Debt

Securitizing Loans: Yes

Holding Loans: Yes

Type of Lender: Direct Lender

iCAP REALTY ADVISORS

Contact: Ross Berman, President and COO

Address: 100 N. Riverside Plaza, Ste. 2300

Chicago, IL 60606

Tel: (312) 258-4227

Fax: (312) 258-4222

E-mail: rberman@iCapRealty.com

Financing Provided: Super Regional Mall, Regional Mall, Power Center, Neighborhood Center, Community Center, Outlet Center, Urban/Street Retail, NNN Retail Properties

Property Class: A, B & C

City Classifications: Major Metro Area, Secondary, Tertiary

Active: Nationally

Minimum Loan: \$1 million

2003 Volume Level: \$3.5 billion

2004 Projected Volume Level: \$4 billion

Loan Type: New Construction, Renovation, Second Mortgage Debt, Mini Permanent, Permanent Financing, Acquisition/Construction, Credit Enhancements, Earnouts, Bridge Financing, Standby Financing, Joint Ventures, Forward Commitments, Off Balance Sheet Financing, Mezzanine/Participating Debts

Capital Market Services: Public Debt, Private Equity, Private Debt, Public Equity

Branch Offices: Atlanta; Chicago; Dallas; Denver; Fort Lauderdale, FL; Houston; Irvine, CA; Los Angeles; Troy, MI; New York City; Orlando, FL; Philadelphia; Phoenix; Salt Lake City; San Diego; San Francisco; Washington, D.C.; Westchester, NY

Type of Lender: Intermediary Lender

ISTAR FINANCIAL

Contact: Jeffrey Digel, Executive Vice President

Address: 1114 Avenue of the Americas
27th Floor

New York, NY 10036

Tel: (212) 930-9431

Fax: (212) 930-9494

E-mail: jdigel@istarfinancial.com

Financing Provided: Super Regional Mall, Regional Mall, Power Center, Outlet Center, Urban/Street Retail, NNN Retail Properties

Property Class: A, B & C

City Classifications: Major Metro Area, Secondary

Active: Nationally

Minimum Loan: \$10 million

Maximum Loan: \$150 million

2003 Volume Level: \$2.1 billion

2004 Volume Level: \$2.5 billion

Loan Type: New Construction, Renovation, Second Mortgage Debt, Mini Permanent, Permanent, Acquisition/Construction, Earnouts, Bridge Financing, Forward Commitments, Off Balance Sheet Financing, Mezzanine/Participating Debts

Securitizing Loans: Yes

Holding Loans: Yes

Branch Offices: Boston; San Francisco

Type of Lender: Direct Lender

IMPERIAL CORPORATE BANK

Contact: Kristi Tosin, AVP Director of Marketing

Address: 888 Prospect St., Suite 110
La Jolla, CA 92037

Tel: (888) 551-4852

Fax: (888) 551-0625

E-mail: ktobin@itccapital.com

Financing Provided: Super Regional Mall, Community Center, Regional Mall, Outlet Center, Urban/Street Retail, Neighborhood Center, NNN Retail Properties

Property Class: A, B & C

City Classifications: Major Metro Area, Secondary

Active: Nationally

Minimum Loan: \$1 million

Maximum Loan: \$20 million

2003 Volume Level: \$650 million

2004 Projected Volume Level: N/A

Loan Type: New Construction, Permanent Financing, Bridge Financing, Renovation, Acquisition/Construction

Holding Loans: Yes

Type of Lender: Direct Lender

INLAND MORTGAGE CORP.

Contact: Art Rendak, Vice President (Midwest and Eastern U.S.), Leslie Lundin, Senior Vice President (Western U.S.)

Address: 2901 Butterfield Rd.

Oak Brook, IL 60523

Tel: (630) 218-5261

Fax: (630) 218-4961

E-mail: rendak@inlandmtg.com, lundin@inlandmtg.com

Financing Provided: Regional Mall

Property Class: A

City Classifications: Major Metro Area, Secondary

Active: Nationally

Minimum Loan: \$3 million

Maximum Loan: \$20 million

2003 Volume Level: \$750 million

2004 Projected Volume Level: \$800 million

Loan Type: Renovation, Acquisition/Construction, Bridge Financing

Capital Market Services: Private Debt

Holding Loans: Yes

Branch Offices: Walnut Creek, CA

Type of Lender: Direct Lender

JOHN HANCOCK REAL ESTATE FINANCE, INC.

Contact: John R. Richards, Regional Vice President

Address: 1899 Powers Ferry Rd., Ste. 250

Atlanta, GA 30339

Tel: (770) 953-6874

Fax: (770) 953-0256

E-mail: jrichards@jhancock.com

Financing Provided: Super Regional Mall, Community Center, Regional Mall, Power Center, Neighborhood Center

Property Class: A, B

City Classifications: Major Metro Area, Secondary

Active: Southeast

Minimum Loan: \$5 million

Maximum Loan: \$100 million+

2003 Volume Level: \$2.2 billion

2004 Projected Volume Level: \$2.8 billion

Loan Type: Permanent Financing, Forward Commitments, Earnouts

Capital Market Services: Public Debt, Private Debt

Securitizing Loans: Yes
Holding Loans: Yes
Type of Lender: Direct Lender

JOHNSON CAPITAL

Contact: Gary Bachtel, Managing Director

Address: 18101 Von Karman Ave., Suite 1050

Irvine, CA 92612-7133

Tel: (949) 660-1999

Fax: (949) 660-1998

E-mail: garybachtel@johnsoncap.com

Financing Provided: Super Regional Mall, Regional Mall, Power Center, Neighborhood Center, Community Center, Outlet Center, Urban/Street Retail, NNN Retail Properties

Property Class : B&C

City Classifications: Major Metro Area, Secondary

Active: Nationally

Minimum Loan: \$1 million

Maximum Loan: no maximum

2003 Volume Level: \$411 million

2004 Projected Volume Level: \$750 million

Loan Type: New Construction, Permanent Financing, Bridge Financing, Forward Commitments, Renovation, Acquisition/Construction, Standby Financing, Second Mortgage Debt, Credit Enhancements, Joint Ventures, Mezzanine/Participating Debts, Mini Permanent, Earnouts

Capital Market Services: Public Debt, Private Equity, Private Debt, Public Equity

Advisory Services: Securitization

Securitizing Loans: Yes

Holding Loans: Yes

Branch Offices: Los Angeles; San Diego; San Francisco; Phoenix; Denver; Salt Lake City; metropolitan New York; Washington, D.C.; Stamford, CT

Type of Lender: Direct, Intermediary

KEYBANK REAL ESTATE CAPITAL

Contact: John Case, National Sales Manager

Address: 127 Public Square
Cleveland, OH 44114

Tel: (816) 460-2100

Fax: (816) 460-2102

E-mail: john_e_case@keybank.com

Financing Provided : Super Regional Mall, Community Center, Regional Mall, Outlet Center, Power Center, Ur-

ban/Street Retail, Neighborhood Center

Property Class: A, B & C

City Classifications: Major Metro Area, Secondary

Active: Nationally

Minimum Loan: \$2 million

Maximum Loan: no maximum

2003 Volume Level: \$11.8 billion

2004 Projected Volume Level: \$13.7 billion

Loan Type: New Construction, Permanent Financing, Bridge Financing, Forward Commitments, Renovation, Acquisition/Construction, Standby Financing, Off Balance Sheet Financing, Credit Enhancements, Mezzanine/Participating Debts, Mini Permanent

Capital Market Services: Public Debt, Private Equity, Private Debt, Public Equity

Advisory Services: M&A, Securitization

Securitizing Loans: Yes

Branch Offices: Boston; Parsippany, NJ; Manhattan; Albany, NY; Syracuse, NY; Washington, D.C.; Baltimore; Columbus, OH; Cincinnati; Ann Arbor, MI; Chicago; Indianapolis; Atlanta; Tampa, FL; Miami; Dallas; Denver; Las Vegas; Salt Lake City; Phoenix; Kansas City, KS; St. Louis; Seattle; Portland, OR; San Francisco; Los Angeles; Irvine, CA; Carlsbad, CA

Type of Lender: Direct Lender

LA SALLE BANK

Contact: Greg Spevok, Managing Director

Address: 135 S. LaSalle St., Ste. 3410
Chicago, IL 60603

Tel: (312) 904-4027

Fax: (312) 904-0900

E-mail: greg.spevok@abnamro.com

Financing Provided: Regional Mall, Power Center, Neighborhood Center, Community Center, Urban/Street Retail, NNN Retail Properties

Property Class: A, B & C

City Classifications: Major Metro Area, Secondary, Tertiary

Active: Nationally

Minimum Loan: \$500,000

Maximum Loan: \$75 million

2003 Volume Level: \$3.5 billion

2004 Projected Volume Level: \$4 billion

Loan Type: New Construction, Permanent Financing, Acquisition/Construc-

tion, Mezzanine/Participating Debt, Mini Permanent, Earnouts

Capital Market Services: Private Debt

Advisory Services: Securitization

Securitizing Loans: Yes

Branch Offices: Dallas; Pittsburg

Newport Beach, CA

Type of Lender: Direct Lender

SEE OUR AD ON PAGE 27

LUSTIG CAPITAL, LLC

Contact: William Lustig, President

Tel: (212) 481-8484

Fax: (212) 481-9582

Financing Provided: Super Regional Mall, Community Center, Regional Mall, Outlet Center, Power Center, Urban/Street Retail, Neighborhood Center, NNN Retail Properties

City Classifications: Major Metro Area, Secondary, Tertiary

Active: Nationally

2003 Volume Level: \$100 million

2004 Projected Volume Level: \$100 million

Loan Type: New Construction, Permanent Financing, Forward Commitments, Renovation, Acquisition/Construction, Standby Financing, Off Balance Sheet Financing, Joint Ventures, Mezzanine/Participating Debts, Mini Permanent, Earnouts

Capital Market Services: Public Debt, Private Equity

Type of Lender: Intermediary

MARCUS & MILLICHAP CAPITAL CORP.

Contact: William Hughes, Senior Vice President

Address: 19800 MacArthur Blvd., Suite 150

Irvine, CA 92612

Tel: 949-851-3030

Fax: 949-851-4345

Regional Contacts: Greg Miskovsky, 602-952-9669; David Akeman, 770-317-1700

E-mail:

whughes@marcusmillichap.com;

gmiskovsky@marcusmillichap.com;

dakeman@marcusmillichap.com

Financing Provided: Super Regional Mall, Regional Mall, Power Center, Neighborhood Center, Community Center, Outlet Center, Urban/Street Retail, NNN Retail Properties

Property Class: A, B & C

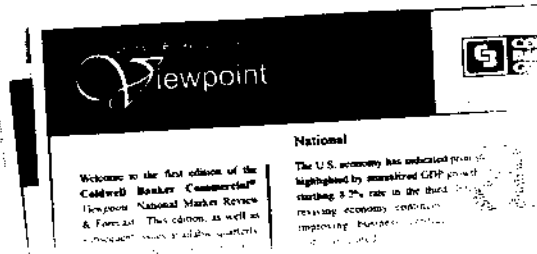
City Classification: Major Metro Area

Secondary, Tertiary
Active: Nationally
Minimum Loan: \$1 million
Maximum Loan: none
2003 Volume Level: \$600 million
2004 Projected Volume Level: \$1 billion
Loan Type: New Construction, Forward Commitments, Second Mortgage Debt, Mini Permanent, Permanent Financing, Acquisition/Construction, Mini Permanent, Earnouts, Mezzanine/Participating Debts, Bridge Financing
Branch Offices: Phoenix; San Diego; Sacramento, CA; Newport Beach, CA; Tampa, FL; Manhattan, NY; Dallas; Los Angeles; Long Beach, CA; Pal Alto, CA; Denver; Atlanta; Columbus, OH; Seattle; Encino, CA; Ontario, CA; San Francisco; Ft. Lauderdale, FL; Detroit; Houston
Type of Lender: Intermediary
SEE OUR AD ON PAGE 21

MERRILL LYNCH & CO., INC.
Contact: Nancy Brennan, Director
Address: 4 World Financial Center, 16th Floor
 New York, NY 10080
Tel: (212) 449-5582
Fax: (212) 738-1013
E-mail: ml_cre@ml.com
Financing Provided: Super Regional Mall, Regional Mall, Urban/Street Retail, Neighborhood Center
Property Class: A
City Classifications: Major Metro Area, Secondary
Active: Nationally
Minimum Loan: \$2 million
Maximum Loan: \$500+ million
Loan Type: Permanent Financing, Bridge Financing, Renovation, Acquisition/Construction, Joint Ventures, Mezzanine/Participating Debts
Capital Market Services: Private Equity, Private Debt
Advisory Services: M&A, Securitization
Securitizing Loans: Yes
Holding Loans: Yes

Type of Lender: Direct Lender

NETFUNDING.COM
Contact: Allen O'Brien, Managing Director
Address: 3379 Peachtree Rd., NE Ste. 255
 Atlanta, GA 30326
Tel: (404) 965-9292
Fax: (404) 842-1522
Financing Provided: Super Regional, Regional, Power Center, Neighborhood Center, Community Center, Outlet Center, Urban/Street Retail, NNN Retail Properties
Property Class: A
City Classifications: Major Metro Area, Secondary, Tertiary
Active: Nationally
Minimum Loan: \$2 million
Maximum Loan: \$100 million
2003 Volume Level: \$205 million
2004 Projected Volume Level: \$500 million
Loan Type: New Construction, Renovation, Second Mortgage Debt, Mini Permanent, Permanent Financing, Acquisi-



A report for all regions...

report for all seasons.

The **Coldwell Banker Commercial Viewpoint** Newsletter.
Free quarterly reports and analysis on economic indicators shaping the commercial real estate industry.

Introducing the **Coldwell Banker Commercial Viewpoint** newsletter, a quarterly, on-line report featuring the latest commercial real estate trends, forecasts, and news. With information and analysis on all of the economic indicators affecting the industrial, multi-family, office, and retail property sectors, the **Coldwell Banker Commercial Viewpoint** is an invaluable resource for today's professional. And, to help you focus on the areas most essential to you, the **Coldwell Banker Commercial Viewpoint** is available in a national edition and four regional editions: Eastern, Southern, Midwestern, and Western. It's just another way **Coldwell Banker Commercial** is Distinctly Different.



Visit www.coldwellbankercommercial.com for your free subscription to the **Coldwell Banker Commercial Viewpoint**



© 2004 Coldwell Banker Commercial. All rights reserved. Coldwell Banker Commercial is a service mark of Coldwell Banker Commercial. All other trademarks, service marks, and registered trademarks are the property of their respective owners. All rights reserved.