

**COMMERCIAL REAL ESTATE  
/MULTIFAMILY FINANCE FIRMS**

# ANNUAL ORIGINATIONS RANKINGS

FROM THE MORTGAGE BANKERS ASSOCIATION

**All Firms 2008**



This edition has been printed directly from camera ready copy.  
© 2009 by the Mortgage Bankers Association.

All rights reserved. No part of this publication may be reproduced, stored in a retrieval system or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording or otherwise, without the prior written permission of the copyright owner.

**Disclaimer**

Although the MBA takes great care in producing *Commercial Real Estate/Multifamily Finance Firms: Annual Originations Rankings* and all related data products, the MBA does not guarantee that the information is accurate, current or suitable for any particular purpose. The referenced data are provided on an “as is” basis, with no warranties of any kind whatsoever, either express or implied, including, but not limited to, any warranties of title or accuracy or any implied warranties of merchantability or fitness for a particular purpose. Use of the data is at the user’s sole risk. In no event will MBA be liable for any damages whatsoever arising out of or related to the data, including, but not limited to direct, indirect, incidental, special, consequential or punitive damages, whether under a contract, tort or any other theory of liability, even if MBA is aware of the possibility of such damages.

Printed in the United States of America.

**2008 All Firms**

**COMMERCIAL REAL ESTATE  
/MULTIFAMILY FINANCE FIRMS**

# ANNUAL ORIGINATIONS RANKINGS

FROM THE MORTGAGE BANKERS ASSOCIATION





**COMMERCIAL REAL ESTATE/MULTIFAMILY FINANCE FIRMS  
ANNUAL ORIGATION VOLUMES 2008**  
Table of Contents

Table of Contents	A-1
List of Participating Firms	B-1
Copy of Survey & Frequently Asked Questions	C-1
Total Originations	1
As An Intermediary	4
Originations for Third Parties	6
Direct Originations	8
As A Lender	11
As A Portfolio Lender	13
As An Investment Sales Broker	15
Total Originations	
<u>By Investor Group</u>	
Commercial bank/Savings institution	16
Conduit	18
Life Insurance Company	19
Fannie Mae	21
Freddie Mac	22
FHA/Ginnie Mae	23
Pension Fund	24
Credit Company	25
REITs, Mortgage REITs, Investment Funds	26
Specialty Finance Company	27
Other Investors	28
<u>By Property Type</u>	
Office Building (including medical office)	29
Multifamily	32
Multifamily -- Conventional	34
Multifamily -- Affordable	36
Multifamily -- Seniors/Age restricted	37
Retail	38
Industrial	41
Hotel/motel	43
Health care	45
Other Property	46
<u>By Structure Type</u>	
First Lien	48
Seconds/Mezzanine/Preferred Equity	51
Other Structure	52

As An Intermediary

By Investor Group

Commercial bank/Savings institution	53
Conduit	55
Life Insurance Company	56
Fannie Mae	58
Freddie Mac	59
FHA/Ginnie Mae	60
Pension Fund	61
Credit Company	62
REITs, Mortgage REITs, Investment Funds	63
Specialty Finance Company	64
Other Investors	65

By Property Type

Office Building (including medical office)	66
Multifamily	68
Multifamily -- Conventional	69
Multifamily -- Affordable	70
Multifamily -- Seniors/Age restricted	71
Retail	72
Industrial	74
Hotel/motel	75
Health care	76
Other Property	77

By Structure Type

First Lien	78
Seconds/Mezzanine/Preferred Equity	80
Other Structure	81

As A Lender

Closed in own name for sale, originated directly	82
Closed in own name for sale, originated through intermediaries	83
Closed in own name for own/affiliate accounts, originated directly	84
Closed in own name for own/affiliate accounts, originated through intermediaries	85

By Investor Group

Commercial bank/Savings institution	86
Conduit	87
Life Insurance Company	88
Fannie Mae	89
Freddie Mac	90
FHA/Ginnie Mae	91
Pension Fund	92
Credit Company	93
REITs, Mortgage REITs, Investment Funds	94
Specialty Finance Company	95
Other Investors	96

By Property Type

Office Building (including medical office)	97
Multifamily	99
Multifamily -- Conventional	101
Multifamily -- Affordable	103
Multifamily -- Seniors/Age restricted	104
Retail	105
Industrial	107
Hotel/motel	109
Health care	110
Other Property	111

By Structure Type

First Lien	113
Seconds/Mezzanine/Preferred Equity	115
Other Structure	116

By Originating Office Location

Atlanta-Sandy Springs-Marietta, GA	117
Austin-Round Rock, TX	118
Baltimore-Towson, MD	119
Birmingham-Hoover, AL	120
Boston-Cambridge-Quincy, MA-NH	121
Bridgeport-Stamford-Norwalk, CT	122
Buffalo-Niagara Falls, NY	123
Charlotte-Gastonia-Concord, NC-SC	124
Chicago-Naperville-Joliet, IL-IN-WI	125
Cincinnati-Middletown, OH-KY-IN	126
Cleveland-Elyria-Mentor, OH	127
Columbus, OH	128
Dallas-FortWorth-Arlington, TX	129
Denver-Aurora, CO	130
Detroit-Warren-Livonia, MI	131
Hartford-West Hartford-East Hartford, CT	132
Houston-Baytown-Sugar Land, TX	133
Indianapolis, IN	134
Jacksonville, FL	135
Kansas City, MO-KS	136
Las Vegas-Paradise, NV	137
Los Angeles County, CA	138
Louisville, KY-IN	139
Memphis, TN-MS-AR	140
Miami-Fort Lauderdale-Miami Beach, FL	141
Milwaukee-Waukesha-West Allis, WI	142
Minneapolis-St Paul MN	143
Nashville-Davidson-Murfreesboro, TN	144
New Orleans-Metairie-Kenner, LA	145
New York-Northern New Jersey-Long Island, NY-NJ-PA	146
Oklahoma City, OK	147
Orange County, CA	148
Orlando, FL	149
Philadelphia-Camden-Wilmington, PA-NJ-DE	150

Phoenix-Mesa-Scottsdale, AZ	151
Pittsburgh, PA	152
Portland-Vancouver-Beaverton, OR-WA	153
Providence-New Bedford-Fall River, RI-MA	154
Raleigh-Cary, NC	155
Richmond, VA	156
Riverside-San Bernardino-Ontario, CA	157
Rochester, NY	158
Sacramento-Arden-Arcade-Roseville, CA	159
Salt Lake City, UT	160
San Antonio, TX	161
San Diego-Carlsbad-San Marcos, CA	162
San Francisco-Oakland-Fremont, CA	163
San Jose-Sunnyvale-Santa Clara, CA	164
Seattle-Tacoma-Bellevue, WA	165
St. Louis, MO-IL	166
Tampa-St. Petersburg-Clearwater, FL	167
Tucson, AZ	168
Tulsa, OK	169
Ventura County, CA	170
Virginia Beach-Norfolk-Newport News, VA-NC	171
Washington-Arlington-Alexandria, DC-VA-MD-WV	172
Other	173

As An Investment Sales Broker

<u>Investment Sales Brokerage by Property Type</u>	
Office Building (including medical office)	174
Multifamily	175
Multifamily -- Conventional	176
Retail	177
Industrial	178
Hotel/motel	179
Health Care	180
Other Property	181