

# Top Commercial Mortgage Lenders

Ranked by 2007 South Florida originations

Rank	Company	Address	S. Fla. originations 2007 2006 2005 (millions)	No. of loans 2007 2006 2005	Financing available	Loan amounts minimum maximum	Loan terms minimum maximum	S. Fla. offices employees	Top local executive(s) Year founded
1	<b>CBRE Melody</b>	777 Brickell Ave., Suite 900 Miami 33131	\$1,762 1,809 2,084	78 62 65	Construction, permanent financing, land, mezzanine, equity, bridge, second mortgage	\$1 million No limit	2 years 30 years	1 8	Charles J. Foschini 1998
2	<b>Wachovia Bank</b>	1 E. Broward Blvd., Suite 400 Fort Lauderdale 33301	\$1,586.4 3,546.4 2,775.6	95 195 215	Construction, permanent financing, mezzanine, equity, bridge	\$1 million No limit	none 10 years	3 24	David K. Warne 1986
3	<b>Tavernier Capital</b>	5201 Blue Lagoon Drive, Suite 570 Miami 33126	\$1,246 NA NA	174 NA NA	Construction, permanent financing, land, mezzanine, equity, bridge, second mortgage	\$500,000 WND	1 year 20 years	5 41	Joseph Schrage 2006
4	<b>Dockerty Romer &amp; Co.</b>	70 S.E. Fourth Ave. Delray Beach 33483	\$574 513 508	38 37 35	Construction, permanent financing, land, mezzanine, equity, bridge	\$1 million \$150 million	1 year 30 years	1 7	Bob Dockerty, Craig Romer 2000
5	<b>City National Bank of Florida</b>	25 W. Flagler St. Miami 33130	\$533 758 872	WND WND WND	WND	WND	WND	19 403	Leonard Abess Jr. 1946
6	<b>Colonial Bank</b>	1200 Brickell Ave. Miami 33131	\$485 572.4 WND	653 380 WND	Construction, permanent financing, bridge	\$10,000 \$35 million	6 months 10 years	60 563	Tony Coley 1997
7	<b>Thomas D. Wood and Co.</b>	95 Merrick Way Coral Gables 33134	\$450 369.3 412	94 72 66	Construction, permanent financing, land, mezzanine, equity, bridge, second mortgage	\$500,000 No limit	1 year 30 years	1 24	Thomas D. Wood Jr. 1974
8	<b>BankAtlantic</b>	2100 W. Cypress Creek Road Fort Lauderdale 33309	\$358.6 1040.1 1140.4	101 188 225	Construction, permanent financing, land, bridge	\$1 million No limit	1 year 10 years	93 2405	Alan B. Levan 1952
9	<b>SunTrust Bank Miami</b>	777 Brickell Ave. Miami 33131	\$311.2 631.7 530.4	47 72 83	Construction, permanent financing, land	\$1 million No limit	1 year 7 years	119 1,070	James Rasmussen 1921
10	<b>Cohen Financial</b>	1001 Brickell Bay Drive, Suite 2112 Miami 33131	\$270.1 602.7 609.6	8 20 33	Construction, permanent financing, land, mezzanine, equity, bridge, second mortgage	NA No limit	1 year 30 years	1 9	Kevin O'Grady 1986
11	<b>International Mortgage &amp; Equity Advisors</b>	6531 N.W. 72nd Place Parkland 33067	\$228 411 515	8 9 12	WND	\$5 million No limit	6 months 30 years	1 3	Mel Roth 1987
12	<b>NorthMarq Capital</b>	15500 New Barn Road Miami Lakes 33014	\$175.9 275.9 166.2	20 29 19	Construction, permanent financing, land, mezzanine, equity, bridge, second mortgage	\$1 million No limit	1 year 35 years	2 10	Jeff Robertson 1993
13	<b>Florida Bond &amp; Mortgage</b>	3696 N. Federal Highway, No. 200 Fort Lauderdale 33308	\$167.3 200.1 223.7	32 43 50	Construction, permanent financing, land, mezzanine, equity, bridge, second mortgage	\$750,000 \$40 million	1 year 30 years	1 6	David W. Ramsey 1957
14	<b>James F. Perry &amp; Co.</b>	7300 N. Kendall Drive Miami 33156	\$157.4 246.3 356.1	34 31 39	Construction, permanent financing, land, mezzanine, equity, bridge, second mortgage	\$200,000 \$100 million	1 year 40 years	1 4	James F. Perry 1990
15	<b>Gross Mortgage Finance</b>	3325 S. University Drive Davie 33328	\$136.6 121.8 99.4	11 13 21	WND	\$2 million No limit	3 years 25 years	1 3	Alan Gross 1992
16	<b>Capitalquest Group</b>	250 Glenridge Road Key Biscayne 33149	\$104.3 118.7 WND	7 13 WND	Construction, permanent financing, land, mezzanine, equity, bridge	\$2 million No limit	1 year 40 years	1 4	John McLeod 2005
17	<b>Abancorp</b>	1761 W. Hillsboro Blvd., No. 316 Deerfield Beach 33442	\$101 104 97	95 92 83	WND	\$100,000 \$700,000	1 year 30 years	1 4	Gerald Margolies 1988
18	<b>Gibraltar Private Bank &amp; Trust Co.</b>	220 Alhambra Circle, 5th floor Coral Gables 33134	\$100.9 152.5 139.2	63 79 97	Construction, permanent financing, land	\$500,000 \$12.5 million	1 year 25 years	6 234	Steven Hayworth 1994
19	<b>Forman Capital, LLC</b>	75 N.E. Sixth Ave. Delray Beach 33483	\$49.6 45.5 45.8	5 9 12	Construction, land, mezzanine, bridge, second mortgages	\$5 million \$25 million	3 months 5 years	1 10	Brett D. Forman 2005
20	<b>GT Financial</b>	999 Brickell Ave. Miami 33131	\$21.8 18.8 20.1	37 52 51	Construction, permanent financing, land, mezzanine, equity, bridge, second mortgage	WND	WND	2 20	Greg Conner 2002

Notes: South Florida refers to Miami-Dade, Broward and Palm Beach counties. NR = Not ranked. WND = Would not disclose. NA = Not available or not applicable. We strive to be comprehensive, but omissions may occur. If your firm has been omitted, please contact our research director at [jelmer@bizjournals.com](mailto:jelmer@bizjournals.com).

Last year's No. 4, Regions Bank, and No. 6, Collateral Real Estate Capital, did not return survey data in advance of publication.

Source: The lenders and brokers.

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## TOP 5 ON THE LIST

S. FLA. ORIGINATIONS (IN MILLIONS)

CBRE Melody	\$1,762
Wachovia Bank	\$1,586
Tavernier Capital	\$1,246
Dockerty Romer & Co.	\$574
City National Bank of Florida	\$533

## TOP 5 BY LOANS

NUMBER OF LOANS GRANTED

Colonial Bank	653
Tavernier Capital	174
BankAtlantic	101
Abancorp	95
Wachovia Bank	95

## HISTORICAL TOP 5: 1988

S. FLA. ORIGINATIONS (IN MILLIONS)

Barnett Bank of South Florida	\$678
Sonnenblick-Goldman Southeast Corp.	\$439
Carey, Kramer, Silverster, Rex, Sinigran & Assoc.	\$380
Southeast Mortgage Co.	\$300
Barnett Bank of Palm Beach	\$278

## TOP 5 BY EMPLOYEES

NUMBER OF EMPLOYEES

BankAtlantic	2,405
SunTrust Bank	1,070
Colonial Bank	563
Gibraltar Private Bank & Trust	234
Tavernier Capital	41

## UPCOMING LISTS

- April 4: Computer networking
- April 11: Diagnostic centers
- April 18: Office buildings
- April 25: MBA programs

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