

**The Blackburne List**  
West Coast States - 750 Commercial Lenders



Congratulations on your investment in West Coast version of The Blackburne List of Commercial Real Estate Lenders. This is old man Blackburne (George III) writing to you. It cost me on the order of \$30,000 to have our staff of 12 update The Blackburne List. What a value for you! Here is an important lesson in commercial real estate finance (CREF): Commercial lenders prefer to lend in their own back yard. This update took us months to complete, so some of the contacts listed below have surely changed. Over time loan officers retire, quit, get transferred, promoted, or fired. Therefore please don't fret if some of these loan officers have been replaced. Simply ask the receptionist for a commercial mortgage loan officer. Thank you for your purchase and good hunting!

**ALASKA**

#	First	Last	Company	Address 1	Address 2	City	ST	Zip	Work	Email
1	George	Blackburne	Blackburne & Sons Realty Capital Corp.	4811 Chippendale Drive	Suite 101	Sacramento	CA	95841	916-338-3232	<a href="mailto:georgeiv@blackburne.com">georgeiv@blackburne.com</a>
2	Gary	Roderick	Mt. McKinley Bank	500 Fourth Avenue		Fairbanks	AK	99701	907-452-1751	<a href="mailto:groderick@mtmckinley.com">groderick@mtmckinley.com</a>
3	Jamey	Young	Northrim Bank	301 North Franklin Street		Juneau	AK	99801	907-790-5143	<a href="mailto:james.young@nrim.com">james.young@nrim.com</a>
4	Kelly	McCormack	Northrim Bank	PO BOX 241489		Anchorage	AK	99524	907-261-3595	<a href="mailto:kelly.mccormack@nrim.com">kelly.mccormack@nrim.com</a>
5	Tim	Breeden	First National Bank Alaska	101 West 36th Ave.	Suite 333	Anchorage	AK	99503	907-777-5607	<a href="mailto:tbreeden@fnbalaska.com">tbreeden@fnbalaska.com</a>
6	Kurt	Mattle	First Bank	2030 Sea Level Drive	Suite 300	Ketchikan	AK	99901	907-228-4474	<a href="mailto:kurt.mattle@firstbankak.com">kurt.mattle@firstbankak.com</a>
7	Todd	Macmanus	First Bank Alaska	2030 Sea Level Dr.	Suite 100	Ketchikan	AK	99901	907-228-4456	<a href="mailto:todd.macmanus@firstbankak.com">todd.macmanus@firstbankak.com</a>
8	Brad	Kiefer	Northrim Bank			Anchorage	AK		907-261-3347	<a href="mailto:brad.kiefer@pci.net">brad.kiefer@pci.net</a>
9	Jamie	Guest	First State Bank	715 Twin COves Circle		Greers Ferry	AK		501-887-6553	<a href="mailto:jguest@first-state.net">jguest@first-state.net</a>
10	Pita J.	Benz	Wells Fargo Bank, Alaska	301 W. Northern Lights Blvd.	Suite 201	Anchorage	AK	99503	907-265-2920	
11	Vic	Malozzi	Northrim Bank	3111 C Street		Anchorage	AK	99524	907-261-3307	
12	Mark	Renner	Wells Fargo Bank, Alaska	301 W. Northern Lights Blvd.	Suite 201	Anchorage	AK	99503	907-265-2992	

**ARIZONA**

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1	Alicia	Gandy	Blackburne & Sons Realty Capital Corp.	4811 Chippendale Drive	Suite 101	Sacramento	CA	95841	916-338-3232	<a href="mailto:gandy@blackburne.com">gandy@blackburne.com</a>
2	Amy	Winski	AmeriCapital Mtg & Investments	13430 N. Scottsdale Rd.		Scottsdale	AZ	85260	480-991-1777	<a href="mailto:amy@1amcap.com">amy@1amcap.com</a>
3	Anthony	Turdo	American Savings Life Insuranc	935 E. Main St.	Suite 100	Mesa	AZ	85203	800-880-2112	<a href="mailto:anthony@americanlifefinancial.com">anthony@americanlifefinancial.com</a>
4	Joseph	Campbell	American Savings Financial	935 East Main Street	Suite 100	Mesa	AZ	85203	800-880-2112	<a href="mailto:joseph@americanlifefinancial.com">joseph@americanlifefinancial.com</a>
5	Lisa	Dow	Alliance Bank of Arizona	1 East Washington	Suite 1400	Phoenix	AZ	85004	602-797-3698	<a href="mailto:lisa.dow@westernalliancebank.com">lisa.dow@westernalliancebank.com</a>
6	Jon	Bouvet	Western Alliance	1 East Washington	Suite 1400	Phoenix	AZ	85004	480-998-6517	<a href="mailto:jbouvet@alliancebankofarizona.com">jbouvet@alliancebankofarizona.com</a>
7	Matthew	Mapes	Arizona Business Bank	2600 N Central Ave	Suite 2000	Phoenix	AZ	85004	602-240-2779	<a href="mailto:mmapes@azbizbank.com">mmapes@azbizbank.com</a>
8	Ronald	Williams	R.J. Williams and Associates	220 Ridge Road		Sedona	AZ	86336	928-451-4268	<a href="mailto:rjwilliams4020@gmail.com">rjwilliams4020@gmail.com</a>
9	George	O'Connell	O'Connell Capital Corp.	7747 E. La Junta Rd.		Scottsdale	AZ		602-315-2185	<a href="mailto:8aophx@cox.net">8aophx@cox.net</a>
10	Turdo	Anthony	American Savings Life	935 East Main Street		Mesa	AZ	85203	800-880-2112	<a href="mailto:anthony@alfcorp.com">anthony@alfcorp.com</a>
11	Adam	Parker	Newmark Realty Capital	3313 E Camelback RD	Ste 200	Phoenix	AZ	95016	602-354-5275	<a href="mailto:aparker@newmarkrealtycapital.com">aparker@newmarkrealtycapital.com</a>
12	Bernadette	Flood	Heritage Bank	4222 E. Camelback Rd.		Phoenix	AZ		602-852-3495	<a href="mailto:bflood@heritagebankaz.com">bflood@heritagebankaz.com</a>
13	Brandon	Walters	Inca Capital	7377 Doubletree Ranch Rd.		Scottsdale	AZ		480-947-5900	<a href="mailto:brandon@incacapital.com">brandon@incacapital.com</a>
14	Bryce	Lloyd	First Bank of Arizona	2525 E. Camelback Rd.		Phoenix	AZ		612-381-7805	<a href="mailto:bryce.lloyd@efirstbank.com">bryce.lloyd@efirstbank.com</a>
15	Ben	Van Horn	Keystone Commercial Capital	8777 North Gainey Center Dr.	Suite 245	Scottsdale	AZ	85258	602-997-3813	<a href="mailto:bvanhorn@kccmail.com">bvanhorn@kccmail.com</a>
16	Byron	Allen	American Savings Life Ins. Co.	935 E. Main St.		Mesa	AZ	85203	800-880-2112	<a href="mailto:byronallen@americansavingslife.com">byronallen@americansavingslife.com</a>
17	Clint	Bowling	BNC National Bank	2425 E. Camelback Rd.		Phoenix	AZ		480-517-3776	<a href="mailto:cbowling@bncbank.net">cbowling@bncbank.net</a>
18	Cliff	DuBois	Catalina Mortgage Co., Inc.	5151 E. Broadway Blvd.	Suite 1600	Tucson	AZ	85711	520-885-3545	<a href="mailto:cdubois@catalinamortgage.com">cdubois@catalinamortgage.com</a>
19	Chris	Gitbin	Walker & Dunlop	2425 E. Camelback Road	Suite 785	Phoenix	AZ	85016	602-957-1112	<a href="mailto:cgitbin@walkerdunlop.com">cgitbin@walkerdunlop.com</a>
20	Cynthia	Hammond	Churchill Mortgage of Arizona	11811 N Tatum Blvd.	Suite 3083	Phoenix	AZ	85028	602-748-1501	<a href="mailto:chammond@cmaz.com">chammond@cmaz.com</a>
21	Chris	Carlson	Colonial Capital LLC	4222 E. Thomas Rd.		Phoenix	AZ		602-224-0751	<a href="mailto:chris@colonial-capital.com">chris@colonial-capital.com</a>
22	Alfred	Baca	1st Metropolitan Mortgage	4255 N. Saint Moritz way		Flagstaff	AZ	86004	9287140236	<a href="mailto:chryology@aol.com">chryology@aol.com</a>
23	Craig	Johnson	C&G Financial	3514 N. Power Rd.		Mesa	AZ		480-659-2895	<a href="mailto:cjohnson@cgfaz.com">cjohnson@cgfaz.com</a>
24	Christie	Lee	Commerce Bank of Arizona	3156 E. Baseline Rd.		Mesa	AZ		520-544-6511	<a href="mailto:clee@commercebankaz.com">clee@commercebankaz.com</a>
25	Chad	Metzger	Newmark Realty Capital, Inc.	2425 E. Camelback Road	Suite 950	Phoenix	AZ	85016	602-346-5166	<a href="mailto:cmetzger@e-newmark.com">cmetzger@e-newmark.com</a>
26	DeAnna	Colbert	Wells Fargo Bank	8601 N. Scottsdale Rd.		Scottsdale	AZ		602-378-2103	<a href="mailto:colberdl@wellsfargo.com">colberdl@wellsfargo.com</a>
27	Curt	Hansen	National Bank of Arizona				AZ			<a href="mailto:curt.hansen@nbarizona.com">curt.hansen@nbarizona.com</a>
28	Dave	Lyons	National Bank of Arizona	P.O. Box 12009		Tucson	AZ	85732	520-571-1500	<a href="mailto:david.lyons@nbarizona.com">david.lyons@nbarizona.com</a>
29	Don	Wren	Vantage West Credit Union	2480 N. Arcadia Ave.		Tucson	AZ		520-617-4062	<a href="mailto:don.wren@vwestcu.org">don.wren@vwestcu.org</a>
30	Doug	Reynolds	Washington Federal	13648 N. Tatum Blvd.		Phoenix	AZ		602-553-7441	<a href="mailto:doug.reynolds@washingtonfederal.com">doug.reynolds@washingtonfederal.com</a>
31	Dan	Reed	Commerce Bank of Arizona	3156 E. Baseline Rd.		Mesa	AZ		480-822-6525	<a href="mailto:dreed@commercebankaz.com">dreed@commercebankaz.com</a>
32	Ed	Whipple	Washington Federal	13648 N. Tatum Blvd.		Phoenix	AZ		602-553-7452	<a href="mailto:ed.whipple@washingtonfederal.com">ed.whipple@washingtonfederal.com</a>
33	Frank	Gorman	Meridian Bank	2700 N. Central Ave.		Phoenix	AZ		602-636-5004	<a href="mailto:frank.gorman@meridianbank.com">frank.gorman@meridianbank.com</a>
34	Georgia	Velarde	Washington Federal	8001 N. Oracel Rd.		Tucson	AZ		520-219-2957	<a href="mailto:georgia.velarde@washingtonfederal.com">georgia.velarde@washingtonfederal.com</a>
35	Greg	McCann	Arizona Business Bank	2600 N. Central Ave.	Suite 2000	Poenix	AZ	85004	602-240-2700	<a href="mailto:gmcann@cobizbank.com">gmcann@cobizbank.com</a>
36	Gregory	Stahr	US Bank			Phoenix	AZ		602-257-5450	<a href="mailto:gregory.stahr@usbank.com">gregory.stahr@usbank.com</a>
37	Lewis	Hastings	Sunrise Mtg. and Investment Co	11811 N. Tatum Blvd.		Phoenix	AZ		602-569-0007	<a href="mailto:hastings3@sunrisemortgage.com">hastings3@sunrisemortgage.com</a>
38	Jim	Barron	Vantage West Credit Union	2480 N. Arcadia Ave.		Tucson	AZ		520-617-4020	<a href="mailto:james.barron@vwestcu.org">james.barron@vwestcu.org</a>
39	Jay	Ganske	Mutual of Omaha Bank	9200 E. Pima Center Pkwy.		Scottsdale	AZ		602-430-3279	<a href="mailto:jay.ganske@mutualofomahabank.com">jay.ganske@mutualofomahabank.com</a>
40	Justin	Bretag	Johnson Bank Arizona	3131 E. Camelback Road		Phoenix	AZ	85016	602-381-2151	<a href="mailto:jbretag@johnsonbank.com">jbretag@johnsonbank.com</a>
41	John	Burton	Churchill Commercial Capital	11811 N. Tatum Blvd.		Phoenix	AZ		602-748-1509	<a href="mailto:jburton@churchillcc.com">jburton@churchillcc.com</a>
42	Jerry	Casteel	Mohave State Bank	1711 McCulloch Blvd.		Lake Havasu City	AZ	86403	928-710-3174	<a href="mailto:jcasteel@mohavestatebank.com">jcasteel@mohavestatebank.com</a>
43	Jennifer	Turley		1490 S. Arizona Av.		Chandler	AZ	85248	480-855-8034	<a href="mailto:jennifer.turley@micorp.com">jennifer.turley@micorp.com</a>

44	Jeremy	Grogan	M & I Bank	One East Camelback Rd.		Phoenix	AZ	85012	602-650-3774	<a href="mailto:jeremy.grogan@micorp.com">jeremy.grogan@micorp.com</a>
45	Jim	Rocke	Colonial Capital LLC	4222 E. Thomas Rd.		Phoenix	AZ		602-224-0745	<a href="mailto:jim.rocke@colonial-capital.com">jim.rocke@colonial-capital.com</a>
46	Justin	Ferrandi	Inca Capital	7377 Doubletree Ranch Rd.		Scottsdale	AZ		480-947-5900	<a href="mailto:justin@incacapital.com">justin@incacapital.com</a>
47	Karl	Abert	Churchill Mortgage Company	11811North Tatum Blvd.	Suite 3083	Phoenix	AZ	85028	602-748-1507	<a href="mailto:kabert@cmaz.com">kabert@cmaz.com</a>
48	Kevin	McCroden	Meridian Bank of Arizona	845 N. Gilbert Road		Gilbert	AZ	85234	480-539-8900	<a href="mailto:kevin.mccroden@meridianbank.com">kevin.mccroden@meridianbank.com</a>
49	Kevin	Sellers	First Fidelity Bank	6232 N. 32nd St.		Phoenix	AZ		602-912-5504	<a href="mailto:ksellers@ffb.com">ksellers@ffb.com</a>
50	Lee	Anderson	Famcor Group	1757 E. Baseline Rd.		Gilbert	AZ		480-633-3753	<a href="mailto:lee@famcorgroup.com">lee@famcorgroup.com</a>
51	Larry	O'Malley	Commerce Bank Of Arizona	3156 E. Baseline Rd.		Mesa	AZ		480-453-4504	<a href="mailto:lomalley@commercebankaz.com">lomalley@commercebankaz.com</a>
52	Lucy	Richardson	American Life Financial			mesa	AZ		800-880-2112	<a href="mailto:lucyr@americanlifefinancial.com">lucyr@americanlifefinancial.com</a>
53	Matthew	Ruark	Key Bank	2390 E. Camelback Road	Suite 220	Phoenix	AZ	85016	913-317-4237	<a href="mailto:matthew_t_ruark@keybank.com">matthew_t_ruark@keybank.com</a>
54	Michael	Doyle	Churchill Mortgage of	11811 N. Tatum Blvd.	Ste. 3083	Phoenix	AZ	85028	602-748-1508	<a href="mailto:mduoye@cmaz.com">mduoye@cmaz.com</a>
55	Melissa	Galus	Vantage West Credit Union	2480 N. Arcadia Ave.		Tucson	AZ		520-617-4029	<a href="mailto:melissa.galus@vwestcu.org">melissa.galus@vwestcu.org</a>
56	Monica	Klussman	First Citizens Bank	14650 N. Northsight Blvd.		Scottsdale	AZ	95260	480-624-0700	<a href="mailto:monicklussman@firstcitizensbank.com">monicklussman@firstcitizensbank.com</a>
57	Matt	Rigel	Northern Trust Bank	14624 N. Scottsdale Road		Scottsdale	AZ	85254	480-365-6725	<a href="mailto:mr70@ntrs.com">mr70@ntrs.com</a>
58	Niki	Timlin	Commerce Bank of Arizona	3156 E. Baseline Rd.		Mesa	AZ		480-346-7550	<a href="mailto:ntimlin@commercebankaz.com">ntimlin@commercebankaz.com</a>
59	Paul	Sargent	Oasis Financial	4500 S. Lakeshore		Tempe	AZ		480-345-4016	<a href="mailto:paul@oasis-financial.com">paul@oasis-financial.com</a>
60	Patrick	Barkley	Newmark Realty Capital, Inc.	3313 E. Camelback Rd.	Ste. 220	Phoenix	AZ	85016	602-374-7806	<a href="mailto:pbarkley@newmarkrealtycapital.com">pbarkley@newmarkrealtycapital.com</a>
61	Peter	F Pratt	Performance Capital	3801 E. Indian School Rd.		Phoenix	AZ		602-489-5080	<a href="mailto:pfratt@performancecap.com">pfratt@performancecap.com</a>
62	Randy	Mankin	Western State Bank	7001 N. Scottsdale Road		Scottsdale	AZ	85253	480-596-0883	<a href="mailto:randy.mankin@westernbanks.com">randy.mankin@westernbanks.com</a>
63	Robert	Avalos	Arizona Bank & Trust	980 E. Baseline rd.		Tempe	AZ	85283	480-346-4603	<a href="mailto:ravalos@arizbank.com">ravalos@arizbank.com</a>
64	Robert	Gibney	Robert T. Gibney & Associates	9049 N. 29th St.		Phoenix	AZ		480-429-3642	<a href="mailto:rgibney@azcommercial.biz">rgibney@azcommercial.biz</a>
65	rizwan	Khan	BANK USA	3636 N. Central Avenue	Suite 100	Phoenix	AZ	85012	602-222-4600	<a href="mailto:rizwan.khan@usbank.com">rizwan.khan@usbank.com</a>
66	Robert	Leonard	Colonial Capital LLC	4222 E. Thomas Rd.		Phoenix	AZ		602-224-0747	<a href="mailto:rob@colonial-capital.com">rob@colonial-capital.com</a>
67	Robert	Vreeland	Commerce Bank of Arizona	3156 E. Baseline Rd.		Mesa	AZ		520-382-5570	<a href="mailto:rvreeland@commercebankaz.com">rvreeland@commercebankaz.com</a>
68	Scott	Stemm	Washington Federal	13648 N. Tatum Blvd.		Phoenix	AZ		602-563-7434	<a href="mailto:scott_stemm@washingtonfederal.com">scott_stemm@washingtonfederal.com</a>
69	Sarah	Lisa-Petrauschke	Mortgages LTD.	4455 East Camelback Road		Phoenix	AZ	85018	602-287-3015	<a href="mailto:slisa@mtgltd.com">slisa@mtgltd.com</a>
70	Steven	Odenkirk	L.J. Melody & Company	3385 N. Campbell Avenue		Tucson	AZ	85719	520-323-5124	<a href="mailto:steve.odenkirk@ljlmelody.com">steve.odenkirk@ljlmelody.com</a>
71	Timothy	Storey	Newmark Realty Capital	3313 E Camelback Rd	Ste 200	Phoenix	AZ	85016	602-374-7854	<a href="mailto:tstorey@newmarkrealtycapital.com">tstorey@newmarkrealtycapital.com</a>
72	Vern	Hansen	Los Padres Bank	10555 N. 114th St. #108		Scottsdale	AZ	85259	4808060400	<a href="mailto:vern.hansen@lospadresbank.com">vern.hansen@lospadresbank.com</a>
73	Valeria	Priser	Catalina Mortgage Company	6810 E. Broadway	Suite 104	Tucson	AZ	85710	520-885-3545	<a href="mailto:vpriser@catalinamortgage.com">vpriser@catalinamortgage.com</a>
74	Bradley	Wagner	Inca Capital	7377 Doubletree Ranch Rd.		Scottsdale	AZ		480-947-5900	<a href="mailto:wagner@incacapital.com">wagner@incacapital.com</a>
75	William	Spart	Wells Fargo Bank	8601 N. Scottsdale Rd.		Scottsdale	AZ		602-378-6518	<a href="mailto:william_l.spart@wellsfargo.com">william_l.spart@wellsfargo.com</a>
76	Robert	Williams	Zeke's Eatn' Place	2960 North Central Court		Prescott Valley	AZ	86314	928-717-7254	<a href="mailto:zekesep@cablone.net">zekesep@cablone.net</a>
77	Jay	Blasberg	EF&A Funding	8255 East Rockgate Road		Tucson	AZ	85750	800-528-8550	
78	Jim	Brisbane	Comerica Bank	1 Central Avenue	#1000	Phoenix	AZ	85004	602-417-1100	
79	John	Byrd	Biltmore Bank of Arizona	5055 N. 32nd Street		Phoenix	AZ	85018	602-445-6505	
80	Marisol	Corona	National Bank of Arizona	6001 N 24th St		Phoenix	AZ	85012	602-235-6000	
81	Jeffrey	Covill	GMAC	2525 E. Camelback	Suite 700	Phoenix	AZ	85016	602-275-7500	
82	Don	Graff	Johnson Bank	8700 E. Pinnacle Peak Road		Scottsdale	AZ	85255	602-381-2100	
83	Greg	Lehmann	Biltmore Bank of Arizona	5055 N. 32nd Street		Phoenix	AZ	85018	602-992-5055	
84	Stephen	Schmitz	GE Franchise Finance	8377 E. Hartford Dr	STE 200	Scottsdale	AZ	85255	866-438-4333	
85	David	Sotolov	Fremont Investment & Loan	2575 E. Camelback Rd.	Ste. 770	Phoenix	AZ	85016	602-224-7700	
86	Mark	Speno	Seattle Funding Group LTD	15849 North 71st Street	Suite 100	Scottsdale	AZ	85254	480-281-1508	
87	Larry	Stangler	Sonoma National BANK	2398 E. Camelback Road	Suite 61	Phoenix	AZ	85016	602-957-1170	
88	Scott	Summers	National Bank of Arizona	3101 N. Central Ave.		Phoenix	AZ	85012	602-230-3808	
89	Jeff	Teetsel	Fremont Investment & Loan	2415 E. Camelback Rd.	Ste. 700	Phoenix	AZ	85016	602-224-7700	
90	Jim	Winterton	Johnson Bank	1850 N. Central Ave.	Suite 100	Phoenix	AZ	85004	602-977-7580	

## CALIFORNIA

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2	David	Saxton	Axos Bank	4350 La Jolla Village Dr.	#140	San Diego	CA	92122	312-882-7849	<a href="mailto:dsaxton@axosbank.com">dsaxton@axosbank.com</a>
3	Jaden	Jeter	The Helvetica Group	5927 Balfour Court	Suite 208	Carlsbad	CA	92008	760-607-5411	<a href="mailto:jjeter@helveticagroup.com">jjeter@helveticagroup.com</a>
4	Joe	Maleti	Avid Bank	400 Emerson St.		Palo Alto	CA	94306	650-843-2265	<a href="mailto:jmaleti@avidbank.com">jmaleti@avidbank.com</a>
5	Monica	Wolfe	Alta Pacific Bank	41530 Enterprise Circle South	Suite 100	Temecula	CA	92590	951-719-1215	<a href="mailto:mwolfe@apbconnect.com">mwolfe@apbconnect.com</a>
6	Tom	Meyer	1st Capital Bank	5 Harris Ct.	Bldg. N, Suite 3	Monterey	CA	93940	831-264-4000	<a href="mailto:Tom.meyer@1stcapitalbank.com">Tom.meyer@1stcapitalbank.com</a>
7	Amir	Etemadzadeh	Comerica Bank	275 Third Street		Los Altos	CA	94022	650-949-2013	<a href="mailto:aaetemadzadeh@comerica.com">aaetemadzadeh@comerica.com</a>
8	Alejandro	Aizpuru	Wells Fargo	401 B Street	Suite 101	San Diego	CA	92109	619-702-6949	<a href="mailto:aazpuru@wellsfargo.com">aazpuru@wellsfargo.com</a>
9	Adam	Dosskey	CBRE Capital Markets	400 S. Hope Street	25th floor	Los Angeles	CA	90071	650-241-9740	<a href="mailto:adam.dosskey@cbre.com">adam.dosskey@cbre.com</a>
10	Brian	Dindinger	George Elkins	12100 Wilshire Blvd	Suite 520	Los Angeles	CA	900255	619-262-4053	<a href="mailto:bdindinger@gemb.com">bdindinger@gemb.com</a>
11	Courtney	Boscoe	Wells Fargo Bank			San Francisco	CA		415-977-9855	<a href="mailto:boscoec@wellsfargo.com">boscoec@wellsfargo.com</a>
12	Brenda	Lopez	Union Bank	17800 Castleton Street		Industry	CA	91748	323-243-9069	<a href="mailto:brenda.lopez@unionbank.com">brenda.lopez@unionbank.com</a>
13	Brent	McClure	Umpqua Bank	1 Capital Mall	Suite 600	Sacramento	CA	95814	916-341-7542	<a href="mailto:brentmcclure@umpquabank.com">brentmcclure@umpquabank.com</a>
14	Charles	Jones	Hunt Companies	488 E. Santa Clara Street	Suite 203	Arcadia	CA	92660	626-263-9667	<a href="mailto:charles.jones@huntcompanies.com">charles.jones@huntcompanies.com</a>
15	Charles	Jones	Sabal Capital Partners	4 Park Plaza	Suite 2000	Irvine	CA	92614	949-381-2782	<a href="mailto:charles.jones@sabafin.com">charles.jones@sabafin.com</a>
16	Christian	Vasquez	US Bank	22831 Lake Forrest Drive		Lake Forrest	CA	92630	949-302-5818	<a href="mailto:christian.vasquez@usbank.com">christian.vasquez@usbank.com</a>
17	Dave	Mohring	Union Bank	145 S. State College	#600	Brea	CA	92821	714-987-5101	<a href="mailto:david.moehring@unionbank.com">david.moehring@unionbank.com</a>
18	Doug	Cook	Pacific Enterprise Bank			Sacramento	CA	95814	916-402-9077	<a href="mailto:dcook@pacificenterprisebank.com">dcook@pacificenterprisebank.com</a>
19	Denise	Campos	Wells Fargo Bank	601 Californian Street	#704	San Francisco	CA	94108	925-895-5591	<a href="mailto:denise.campos@wellsfargo.com">denise.campos@wellsfargo.com</a>
20	Darren	Pacheco	Newmark Realty Capital	595 Market St	Suite 2500	Los Angeles	CA	94105	415-904-4166	<a href="mailto:dpacheco@newmarkrealtycapital.com">dpacheco@newmarkrealtycapital.com</a>
21	Dennis	Young	Fullerton Community Bank	132 W. Commonwealth Ave.		Fullerton	CA	92832	714-578-7688	<a href="mailto:dyoung@fullertoncb.com">dyoung@fullertoncb.com</a>
22	Erika	Weitzel	BBVA	402 West Broadway	23 Floor	San Diego	CA	92101	619-997-1471	<a href="mailto:erika.weitzel@bbva.com">erika.weitzel@bbva.com</a>
23	Eric	Smith	Wells Fargo Comm. Mort. Group	45 Fremont St	9th Floor	San Francisco	CA	94105	415-222-1813	<a href="mailto:esmith@wellsfargo.com">esmith@wellsfargo.com</a>
24	Fred	Cebalo	Provident Bank	3330 Helen Ln.		Lafayette	CA	94549	415-290-9818	<a href="mailto:fcebalo@myprovident.com">fcebalo@myprovident.com</a>
25	Gary	Bechtel	Money360	999 Corporate Dr.	Suite 110	Ladera Ranch	CA	92694	949-525-9311	<a href="mailto:garybechtel@money360.com">garybechtel@money360.com</a>
26	Grace	Vasquez	Fremont Bank	39150 Fremont Blvd		Fremont	CA	94538	925-315-3883	<a href="mailto:grace.vasquez-bautista@fremontbank.com">grace.vasquez-bautista@fremontbank.com</a>
27	Hazreh	Kavrainian	Bank of America	626 Colorado Blvd.		Pasadena	CA			<a href="mailto:hazreh.keshishian@baml.com">hazreh.keshishian@baml.com</a>
28	Janet	Connors	First Commercial Bank	438 First St.		Santa Rosa	CA	95401	707-636-9066	<a href="mailto:jconnors@fbconnect.com">jconnors@fbconnect.com</a>
29	Jeff	Hildebrandt	Grandpoint Bank	2600 Michelson Dr.		Irvine	CA	92612	323-549-3622	<a href="mailto:jhildebrandt@grandpointbank.com">jhildebrandt@grandpointbank.com</a>
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34	James	Vanar	Love Funding	25108 Marguerite Prkwy	Suite A-244	Mission Viejo	CA	92692	949-215-1682	<a href="mailto:jvanar@lovefunding.com">jvanar@lovefunding.com</a>
35	Jon	Wiegand	Extensia Financial	9301 Corbin Ave.	Suite 2100	Northridge	CA	91324	800-894-8328	<a href="mailto:jwiegand@extensiafinancial.com">jwiegand@extensiafinancial.com</a>
36	Keith	Kennedy	Centennial Bank	18837 Brookhurst	Ste. 100	Fountain Valley	CA	92708		<a href="mailto:keith@mtgpower.com">keith@mtgpower.com</a>
37	Kelly	Davis	Heritage Bank of Commerce	419 S. San Antonio Rd.		Los Altos	CA	94022	650-917-5304	<a href="mailto:kelly.davis@herbank.com">kelly.davis@herbank.com</a>

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70	Cole	Aldon	Holiday Fenoglio Fowler LP	4350 La Villa Jollage Dr	Ste 450	San Diego	CA	92121	858-552-7690	<a href="mailto:acole@hfflp.com">acole@hfflp.com</a>
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248	Keiji	Takamori	NuVision Fed. Credit Union	555 W. 5th St.		Los Angeles	CA		213-244-2274	<a href="mailto:KTakamori@nuvisionfederal.org">KTakamori@nuvisionfederal.org</a>
249	Lisa	Albarez	Mountain Real Estate Group	9171 Towne Centre Dr.	Suite 315	San Diego	CA	92122	858-230-6551	<a href="mailto:lalbarez@mrec.com">lalvarez@mrec.com</a>
250	Laurie	Gibbs-Harris	Northwestern Investments	Mgmt. CO.	555 California St.,	San Francisco	CA	94104	415-439-6124	<a href="mailto:lauriegibbs-harris@northwesternmutual.com">lauriegibbs-harris@northwesternmutual.com</a>
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254	Lesley	Mattos	Bank of the West			Riverside	CA			<a href="mailto:lesley.mattos@bankofthewest.com">lesley.mattos@bankofthewest.com</a>
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262	Mark	Besharaty	Union Bank	145 S. State College Blvd	Suite 600	Brea	CA	92821	626-463-7033	<a href="mailto:mark.besharaty@unionbank.com">mark.besharaty@unionbank.com</a>
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264	Brent	Wessel	GE Commercial Finance Real Estate	1901 Main St. Fl.		Irvine	CA	92614	949-477-1556	<a href="mailto:martha.fletcher@ge.com">martha.fletcher@ge.com</a>
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266	Mark	Clifford	Washington Capital Mgt., Inc.	652 Porter Lane		Hermosa Beach	CA	90254	310-376-7259	<a href="mailto:mc@wcmcsd.com">mc@wcmcsd.com</a>
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361	Sedrick	Tyodus	Alta Alliance Bank	1951 Webster Street		Oakland	CA	94612	510-899-7518	<a href="mailto:styodus@altaalliancebank.com">styodus@altaalliancebank.com</a>
362	Kathleen	Sullivan	Bank of Alameda			Alameda	CA		510-748-8809	<a href="mailto:sullivank@bankofalameda.com">sullivank@bankofalameda.com</a>
363	Steven	Yazdani	Lucent Capital, Inc.	10350 Santa Monica Blvd.		Los Angeles	CA	90025	310-876-8458	<a href="mailto:svazdani@lucentcapital.com">svazdani@lucentcapital.com</a>
364	Sandy	Yuyama	Community Business Bank	725 Riverpoint Circle		West Sacramento	CA	95605	916-830-3560	<a href="mailto:svuyama@communitybizbank.com">svuyama@communitybizbank.com</a>
365	Todd	Bedingfield	AIG/Sunamerica Global	Investments	1999 Avenue of th	Los Angeles	CA	90067	310-772-6465	<a href="mailto:tbedingfield@sunamerica.com">tbedingfield@sunamerica.com</a>
366	Tom	Dao	Newmark Realty Capital Inc	595 Market St	Suite 2500	San Francisco	CA	94105	415-956-9858	<a href="mailto:tdao@newmarkrealtycapital.com">tdao@newmarkrealtycapital.com</a>
367	Michael	Hilgenberg	Keller Williams	70005 Mirage Cove Dr.		Rancho Mirage	CA	92270	760-969-1000	<a href="mailto:teammicheal@yahoo.com">teammicheal@yahoo.com</a>
368	Jerry	Tejada	Sterling Bank & Trust	404 Montgomery St	Suite 100	San Francisco	CA	94104	415-773-1530	<a href="mailto:tejada@sterlingbank.com">tejada@sterlingbank.com</a>
369	Terick	Albert	Fremont Bank	26356 Carmel Ranch Ln		Carmel By The Sea	CA	93923	510-505-5382	<a href="mailto:terick.albert@fremontbank.com">terick.albert@fremontbank.com</a>
370	Loren	Thall	Fidelity Mortgage Corp.	11355 W. Olympic Blvd.		Los Angeles	CA		310-477-3041	<a href="mailto:thall@dominfin.com">thall@dominfin.com</a>
371	Thomas	Bly	ICON Realty Services, Inc.	One Embarcadero Center	Suite 500	San Francisco	CA	94111	415-613-8777	<a href="mailto:thomasbly@comcast.net">thomasbly@comcast.net</a>
372	Tim	Aldredge	Bank of the West	1651 Response Road		Sacramento	CA	95815	916-561-6658	<a href="mailto:tim.aldredge@bankofthewest.com">tim.aldredge@bankofthewest.com</a>
373	Timothy	Scanlan	Union Bank	145 S. State College Blvd	Suite 600	Brea	CA	92821	760-947-6661	<a href="mailto:timothy.scanlan@unionbank.com">timothy.scanlan@unionbank.com</a>
374	Timothy	Ure	US Bank			San Diego	CA		951-201-0533	<a href="mailto:timothy.ure@usbank.com">timothy.ure@usbank.com</a>
375	Tom	Mizo	Holliday Fenoglio Fowler	1999 Ave. of the Stars	Suite 1200	Los Angeles	CA	90067	310-407-2171	<a href="mailto:tmizo@hfflp.com">tmizo@hfflp.com</a>
376	Todd	Buchner	Credit Suisse	19200 Von Karman Ave.	#880	Irvine	CA	92612	310-282-6112	<a href="mailto:todd.buchner@credit-suisse.com">todd.buchner@credit-suisse.com</a>
377	Todd	Uyeno	Northwestern Investment	Management, Co.	555 California St.,	San Francisco	CA	94610	415-439-6122	<a href="mailto:todduyeno@northwesternmutual.com">todduyeno@northwesternmutual.com</a>
378	Tom	Lynn	First Bank	1625 Douglas Blvd.		Roseville	CA	95661	916-783-1225	<a href="mailto:tom.lynn@fbol.com">tom.lynn@fbol.com</a>
379	Winston	Nguyen	SouthWestern National Bank	13071 Brookhurst Street	Suite 225B	Garden Grove	CA	92843	714-300-4439	<a href="mailto:tranwins@yahoo.com">tranwins@yahoo.com</a>
380	Therese	Hogan	GSCDC	5121 Van Nuys Blvd.		Van Nuys	CA		818-205-1770	<a href="mailto:treich@sfvdc.org">treich@sfvdc.org</a>
381	Trevor	Brotman	Wachovia Securities	6 Skywood Way		Ladera Ranch	CA	92694	949-933-0395	<a href="mailto:trevor.brotman@wachovia.com">trevor.brotman@wachovia.com</a>
382	Tim	Schutte	Borrego Springs Bank	326 Via Navita		Encinitas	CA	92024	760-703-8464	<a href="mailto:tschutte1@yahoo.com">tschutte1@yahoo.com</a>
383	Tup	Fisher	Column Financial	201 Spear St Ste 1850		San Francisco	CA	94105	415836-8600	<a href="mailto:tup.fisher@colfin.com">tup.fisher@colfin.com</a>
384	Timothy	Wright	Holliday Fenoglio Fowler LP	4350 La Jolla Village Dr		San Diego	CA	92121	858-552-7690	<a href="mailto:twright@hfflp.com">twright@hfflp.com</a>
385	Tyler	Hereford	Lone Oak Fund LLC	11611 San Vicente Blvd.		Los Angeles	CA		310-826-2888	<a href="mailto:tyler@loneoakfund.com">tyler@loneoakfund.com</a>



386	Wanda	Rapp	REO Asset Manager	555 S. Flower St.	Fl#25	Los Angeles	CA	90071	213-673-7790	<a href="mailto:wanda.rapp@cnb.com">wanda.rapp@cnb.com</a>
387	William	Falco	Merrill Lynch & Co., Inc.	4695 MacArthur Ct.	Ste 1600	Newport Beach	CA	92660	949-955-6014	<a href="mailto:william_falco@ml.com">william_falco@ml.com</a>
388	William	Hyman	Hunt Mortgage Group	1299 Fourth St	Suite 405	San Rafael	CA	94901	415-428-3400	<a href="mailto:william.hyman@huntcompanies.com">william.hyman@huntcompanies.com</a>
389	Bill	Lewis	Prudential Mortgage Capital	7108 N. Fresno St.	Suite 400	Fresno	CA	93720	559-437-0180	<a href="mailto:william.lewis@prudential.com">william.lewis@prudential.com</a>
390	William	Monheit	Newmark Realty Capital	595 Market Street	Suite 2500	San Francisco	CA	94105	415-956-9851	<a href="mailto:wmonheit@newmarkrealtycapital.com">wmonheit@newmarkrealtycapital.com</a>
391	Walter	Payne	Vantex Capital Group	2011 Palomar Airport Rd.		Carlsbad	CA		760-448-4651	<a href="mailto:wpayne@vantexmortgage.com">wpayne@vantexmortgage.com</a>
392	Patricia	Young	Bank of Alameda	2130 Otis Dr.		Alameda	CA	94501	510-748-8808	<a href="mailto:youngp@bankofalameda.com">youngp@bankofalameda.com</a>
393	Alex	Zikakis	Capstone Advisors	1545 Faraday Ave.		Carlsbad	CA	92008	760-804-6900	<a href="mailto:zikakis@capstoneadvisors.com">zikakis@capstoneadvisors.com</a>
394	Sean	Aguilar	Steelhead Capital	456 Montgomery Street	Suite 200	San Francisco	CA	94104	415-397-2980	
395	Nancy	Altobello	Wells Fargo CMG	2030 Main Street	MAC E2231-085	Irvin	CA	92614	949-251-4339	
396	Bruce	Anderson	Cornerstone Real Estate Adviso	800 Newport Center Drive	Suite 750	Newport Beach	CA	92660	949-640-2502	
397	Christian	Anderson	Cornerstone Real Estate Adviso	800 Newport Center Dr	Ste 750	Newport Beach	CA	92660	949-640-2502	
398	Dana	Anderson	Sonoma National Bank	3558 Round Barn Boulevard	Suite 300	Santa Rosa	CA	95403	707-579-0610	
399	Timothy J.	Ballard	Buchanan Street Partners	620 Newport Center Drive	8th Floor	Newport Beach	CA	92660	949-721-1414	
400	Fred	Barrow	IMPAC Multifamily Capital	1401 Dove Street		Newport Beach	CA	92660	719-272-8060	
401	Jeff	Bloom	Comerica Bank	611 Anton Boulevard	Second Floor	Costa Mesa	CA	92626	714-424-3833	
402	Karen	Bower	Affinity Bank	625 E. Santa Clara St.	Ste. 100	Ventura	CA	93001	800-257-6353	
403	Steven M.	Bram	George Smith Partners, Inc.	1801 Century Park E Suite 1910		Los Angeles	CA	90067	310-557-8336	
404	Steve	Bridges	Pacific Southwest	Realty Services	18201 W. McDurr	Irvine	CA	92614	949-475-1490	
405	Ron	Buchanan	Keystone Mortgage Company	360 N. Sepulveda Blvd.	Suite 100G	El Segundo	CA	90245	310-726-4121	
406	Malin	Burnham	Burnham Real Estate Services	4435 Eastgate Mall	Suite 200	San Diego	CA	92121	858-452-6500	
407	Robert	Caine	KeyBank Real Estate Capital	Two Walnut Center	200 Pringle St.	Walnut Creek	CA	94596	925-287-6620	
408	Rick	Carpenter	Metro Pacific Bank	4627 Cortland Dr.		Corona Del Mar	CA	92625	949-760-9035	
409	Garth	Davis	Arbor Commercial Mortgage, LLC	One Sansome St	Suite 3500	San Francisco	CA	94104	800-278-6710	
410	Barbara	Dugas-Patterson	Citibank-Citi Commercial	Real Estate Group	201 West Lexington	Glendale	CA	91203	888-433-7803	
411	Lowell	Dwyer	Capital Source Finance, LLC	One Maritime Plaza, 11th Fl.		San Francisco	CA	94111	415-393-7340	
412	Bruce	Farrell	Borel Bank & Trust	160 Bovet Road		San Mateo	CA	94402	650-378-3740	
413	Clyde	Freeman	Montecito Bank & Trust	P.O. Box 2460		Santa Barbara	CA	93120	805-564-0213	
414	Jim	Griffen	Scotts Valley Bank	590 Ygnacio Valley Blvd.	#100	Walnut Creek	CA	94596	925-944-0180	
415	Joel	Gruber	Pacific Southwest Realty	Services	18201 W. McDurr	Irvine	CA	92614	949-475-1490	
416	Robert	Hagerty	Pacific Southwest Realty	Services	18201 W. McDurr	Irvine	CA	92614	949-475-1490	
417	Peter	Harris	Pacific Southwest Realty Svc.	7071 Convoy Court	Suite 300	San Diego	CA	92111	858-514-2100	
418	Jim	Hassett	Athene Asset Management, L.P.	2121 Rosecrans Ave.	Suite 5300	El Segundo	CA	90245	310-698-4444	
419	Bobbett	Heimbuch	First Federal Bank of CA	401 Wilshire Blvd.		Santa Monica	CA	90401	310-319-6000	
420	Bob	Hernandez	Carmel Partners, Inc.	1000 Sansome Street		San Francisco	CA	94111	415-273-2900	
421	Cesar	Hernandez	US Bank	2020 East Financial Way	Suite 200	Glendora	CA	91741	626-914-7390	
422	David R.	Howard	McMorgan & Company LLC	One Bush Street	Suite 800	San Francisco	CA	94104	415-788-9300	
423	Jeffrey	Hudson	George Elkins Mortgage Banking	12100 Wilshire Blvd.	Suite 320	Los Angeles	CA	90025	310-207-3456	
424	William	Hughes	Marcus & Millichap Capital Corp.		19800 MacArthur	Irvine	CA	92612	949-851-3030	
425	John	Jacobs	Bank of Marin	2130 Otis Drive		Alameda	CA	94501	510-748-8409	
426	Victor	Jacobs	Community Commerce Bank	7677 Oakport Street	Suite 100	Oakland	CA	94621	510-729-7544	
427	Mitra	Karimi	Crestico Realty	531 Arbor Vitae St		Inglewood	CA	90301	310-348-7878	
428	Michael	Kronsborg	Arcstone Financial	1917 Hillhurst Ave		Los Angeles	CA	90027	310-341-0306	
429	Jim	Lasher	Centennial Bank	18837 Brookhurst	Ste. 100	Fountain Valley	CA	92708	800-251-0705	
430	Thomas G.	Lawyer	Citibank-Citi Commercial	Real Estate Group	201 West Lexington	Glendale	CA	91203	888-433-7803	
431	Sheila	Matilla	Grandpoint Bank	16861 Ventura Blvd	Suite 100	Encino	CA	91436	818-290-5727	
432	Diane	McDonough	West America Bank	1172 E. Shaw Avenue		Fresno	CA	93710	559-243-4370	
433	Nancy	Myers	Comerica	5200 N. Palm Avenue	Suite 320	Fresno	CA	93704	559-244-3900	
434	James	Neuman	Pacific Southwest Realty	Services	1096 Coast Village	Santa Barbara	CA	93108	805-969-7716	
435	Karina	Onofre	Chase bank	910 S. Brookhurst Avenue		Anaheim	CA	92801	714-360-2011	
436	David	Park	Banc Of California	10100 Santa Monica Blvd.	Ste. 2500	Los Angeles	CA	90067	855-351-2262	
437	Sima	Parsa	Bank Of California	18500 Van Karman Ave	Ste 1100	Irvine	CA	92612	949-236-5436	
438	Edna	Peralta	Bank of Hemet	3715 Sunnyside Drive		Riverside	CA	92506	800-897-9788	
439	Tom	Phillips	FIRST STATE BANK	400 W Oak St		Denton	CA	76201	940-349-5444	
440	MICHELE	PRIMM	Chase	2314 N CHESTER AVE		BAKERSFIELD	CA	93308	661-391-4810	
441	Rajan	Puri	California Federal Bank	201 West Lexington Drive		Glendale	CA	91203	818-409-3986	
442	Esther	Quintero-Kamp	Boston Private	10820 Zelzah Ave		Granada Hills	CA	91344	818-366-2188	
443	Kasha	Reed	Chase Bank	2531 E Avenue S		Palmdale	CA	93550	661-274-9640	
444	Hal	Rose	First Federal Bank of CA	401 Wilshire Blvd.		Santa Monica	CA	90401	310-319-5974	
445	Jonathan	Roth	Canyon Capital Realty Advisors	9665 Wilshire Blvd, Ste. 200		Beverly Hills	CA	90212	310-247-2700	
446	John	Rowder	Newmark Realty Capital	1425 River Park Drive	Suite 240	Sacramento	CA	95815	916-565-2800	
447	Dan	Ruslund	Borrego Springs Bank	7777 Alvarado Rd.	Suite 501	La Mesa	CA	91941	760-510-5966	
448	John	Russell	Manufacturers Bank	515 So. Figueroa St.	Fourth Floor	Los Angeles	CA	90071	213-489-8712	
449	Gary M.	Sanders	First Bank & Trust	1625 Douglas Blvd.		Roseville	CA	95661	916-783-1225	
450	Troy	Sanderson	United Labor Bank	100 Hegenburger Road	Suite 110	Oakland	CA	94612	510-567-6900	
451	Victor	Santini	Union Bank of California	350 California St. Ste. 780		San Francisco	CA	94104	858-496-6804	
452	Frank	Scavone	Cohen Financial	4675 MacArthur Court	Suite 1410	Newport Beach	CA	92660	949-252-1672	
453	John	Schuldt	Washington Mutual Home Loan	401 South Broadway		Santa Maria	CA	93454	805-928-8361	
454	Chip	Sellers	Legg Mason Real Estate	Services	10880 Wilshire Blv	Los Angeles	CA	90024	310-234-2100	
455	Peter	Sitov	Union Bank	1001 South Main Street		Salinas	CA	93902	415-705-1710	
456	Karen	Sloan	Washington Mutual	5801 Sunrise Blvd.		Citrus Heights	CA	95610	916-863-2750	
457	Terri	Slocombe	Newmark Realty Capital, Inc.	595 Market St. Ste. 2700		San Francisco	CA	94105	415-956-7600	
458	RJ	Solovy	Marquee Funding Group	24025 Park Sorrento	Suite 150	Calabasas	CA	91302	818-222-5222	
459	Glenn	Sonnenberg	Legg Mason Real Estate	Investment, Inc. Suite 1750	10880 Wilshire Blv	Los Angeles	CA	90024	310-234-2100	
460	Gary	Stewart	Pacific State Bank	P.O. Box 1649		Stockton	CA	95201	209-956-8899	
461	Ron D.	Struzenegger	Bank of America Securities LLC	CA5-801-21-01	600 Montgomery	San Francisco	CA	94111	415-627-2004	
462	John	Sullivan	Keystone Mortgage Company	300 N. Sepulveda Blvd.	Suite 1050	El Segundo	CA	90245	310-726-4121	
463	David	Tellem	George Elkins Mortgage Banking	12100 Wilshire Blvd. Ste. 520		Los Angeles	CA	90025	310-207-3456	
464	Gary M.	Tenzer	George Smith Partners, Inc.	1801 Century Park E. Ste. 1910		Los Angeles	CA	90067	310-557-8336	
465	Phillips	Tom	First State Bank	400 West Oak Street		Denton	CA	76201	940-349-5444	
466	Chris	Turner	Keystone Mortgage Company	300 N. Sepulveda Blvd.	Suite 1050	El Segundo	CA	90245	310-726-4121	
467	Frederick	Van Overbeek	Prudential Mortgage Capital Co	4 Embarcadero Ctr. Ste. 2700		San Francisco	CA	94111-4180	888-263-6800	
468	Michael	Waldman	Debtcraft	2801 Ocean Park Blvd	Suite 358	Santa Monica	CA	90405	310-621-0092	
469	Lucy	Wang	CIG Commercial Lending	1350 Old Bayshore Hwy	Ste 101	Burlingame	CA	94010		
470	Carol	Whitaker	UMPqua Bank	P.O. Box 699		Lakeport	CA	95453	707-263-7500	
471	Murray L.	Zoota	FREMONT INVESTMENT & LOAN	2727 East Imperial Highway		Brea	CA	92821	714-961-5000	
472	Mark	Zytko	Mesa West Capital LLC	11812 San Vicente Blvd.	Ste. 505	Los Angeles	CA	90049	310-806-6300	

**HAWAII**

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1	Alicia	Gandy	Blackburne & Sons Realty Capital Corp.	4811 Chippendale Drive	Suite 101	Sacramento	CA	95841	916-338-3232	<a href="mailto:gandy@blackburne.com">gandy@blackburne.com</a>
2	Frederic	Hu	Legacy Mortgage	1676 Ala Moana Blvd	Suite 710	Honolulu	HI	69815	808-596-8660	<a href="mailto:adrian.hogan@commercebank.com">adrian.hogan@commercebank.com</a>
3	Jeannette	Evans	Island Home Capital, Inc.	66-1514 W Ko Uka Place		Kamuela	HI	96743	808-326-2444	<a href="mailto:badkins@bankregent.com">badkins@bankregent.com</a>
4	Jay	Nonoaka	Territorial Savings Bank	820 W Hind Dr	Ste 118	Honolulu	HI	96821	808-329-0707	<a href="mailto:dpark@gbankok.net">dpark@gbankok.net</a>
5	Greg	Hirata	Hawaii National Bank	30 Kalakaua St.		Hilo	HI	96720	808-935-8551	<a href="mailto:Pat_March@bmkf.com">Pat_March@bmkf.com</a>
6	Warren	Luke	Hawaii National Bank	45 N King St		Honolulu	HI	96817	808-528-7711	<a href="mailto:info@hnhawaii.com">info@hnhawaii.com</a>
7	Nelson	Totki	Legacy Mortgage	1350 Ala Moana Blvd	Suite 1011	Honolulu	HI	96814	808-545-2212	<a href="mailto:ntotki@hawaii.rr.com">ntotki@hawaii.rr.com</a>

**IDAHO**

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2	Dan	Bureau	Idaho Mutual Trust	12594 W. Explorer Dr.	Suite 100	Boise	ID	83713	208-287-3000	<a href="mailto:dbureau@idahomutualtrust.com">dbureau@idahomutualtrust.com</a>
3	Dave	Dickey	Idaho First Bank	47 E. Riverside Dr.		Eagle	ID	83616	208-9386051	<a href="mailto:ddickey@idahofirstbank.com">ddickey@idahofirstbank.com</a>
4	Pat	March	Mountain Pacific Commercial Mortgage	225 N. 9th Street	Suite 530	Boise	ID	83702	208-472-2871	<a href="mailto:Pat_March@mpcmllc.com">Pat_March@mpcmllc.com</a>
5	Stacey	Harris	Hopkins Financial Services	P.O. Box 670		Meridian	ID	83680	208-467-5467	<a href="mailto:staceyh@hopkinsfinancial.com">staceyh@hopkinsfinancial.com</a>
6	Grant	Passey	Ireland Bank	P.O. Box 218		Montpelier	ID	83254	208-847-3100	
7	Rob	Perez	U.S. Bank	P.O. Box 8247		Boise	ID	83733	208-383-7415	
8	Larry	Wadsworth	WASHINGTON FEDERAL SAVINGS	500 North Capital	P.O. Box 51750	IDAHO FALLS	ID	83405	208-522-4257	

**MONTANA**

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2	Bob	Burns	Stockman Bank	321 West Broadway		Missoula	MT	59802	406-258-1400	<a href="mailto:bburns@stockmanbank.com">bburns@stockmanbank.com</a>
3	Dan	Kosch	Farmers State Bank	PO BOX 809		Lolo	MT	59847	406-273-3300	<a href="mailto:dank@farmersebank.com">dank@farmersebank.com</a>
4	Joel	Rosenburg	Three Rivers Bank	233 E. Idaho		Kalispell	MT	59901	406-751-4385	<a href="mailto:jrosenburg@3riversbank.com">jrosenburg@3riversbank.com</a>
5	Scott	Nicholson	First Interstate Bank	2800 West Main Street		Bozeman	MT	59718	406-556-4881	<a href="mailto:scott.nicholson@fib.com">scott.nicholson@fib.com</a>
6	Brian	Cullins	Glacier Bank				MT		406-765-4200	<a href="mailto:bcullins@glacierbank.com">bcullins@glacierbank.com</a>
7	Daniel	Day	Bank of Montana	125 Bank Street	Suite 100	Missoula	MT	59802	406-829-2654	<a href="mailto:dday@bankofmt.com">dday@bankofmt.com</a>
8	Tom	Christnac	First Security Bank	311 Milwaukee Ave		Deer Lodge	MT	59722	406-846-2300	<a href="mailto:tchristnac@1stsecuritydl.com">tchristnac@1stsecuritydl.com</a>

**NEW MEXICO**

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2	Elizabeth	Allbright	Century Bank	8220 San Pedro Dr NE		Albuquerque	NM	87113	505-798-5919	<a href="mailto:elizabethallbright@centurybnk.com">elizabethallbright@centurybnk.com</a>
3	Jeremy	Gardner	Washington Federal Bank	208 Washington Ave.		Santa Fe	NM	87501	505-946-6555	<a href="mailto:jeremy.gardner@wafd.com">jeremy.gardner@wafd.com</a>
4	Melanie	Reese	First American Bank	1609 Swan Street		Silver City	NM	88061	575-534-0550	<a href="mailto:mreese@firstamb.com">mreese@firstamb.com</a>
5	Nicci	Austin	Pioneer Bank	3000 North Main Street		Roswell	NM	88201	575-624-5200	<a href="mailto:naustin@pioneerbnk.com">naustin@pioneerbnk.com</a>
6	Nicci	Austin	Pioneer Bank	3000 North Main Street		Roswell	NM	88201	575-534-0550	<a href="mailto:naustin@pioneerbnk.com">naustin@pioneerbnk.com</a>
7	John	Griego	My Bank	6000 Montgomery Blvd NE		Albuquerque	NM	87109	550-564-3301	<a href="mailto:jgriego@mybanknm.com">jgriego@mybanknm.com</a>
8	Paul	Long	My Bank	6000 Montgomery Blvd NE		Albuquerque	NM	87109	550-864-3301	<a href="mailto:plong@mybanknm.com">plong@mybanknm.com</a>
9	Rick	Stoes	Henry S. Miller Brokerage	201 N. Church St.	Ste. 200	Las Cruces	NM	88001	575-523-6000	<a href="mailto:rstoest@henrysmiller.com">rstoest@henrysmiller.com</a>
10	Harmon	Burtrram	Century Bank	498 N Guadalupe St		Santa Fe	NM	87501	505-995-1204	
11	Wayne	Colburn	Grants State Bank	609 W Highway 66		Milan	NM	87021	505-285-4703	
12	Brandy	Darden	Century Bank	141 S Roadrunner Parkway		Las Cruces	NM	88011	575-521-2408	
13	Joe	Sierra	Century Bank	3634 Rio Rancho Blvd	Suite 101	Rio Rancho	NM	87144	505-771-7301	
14	Paul	Sowards	Century Bank	8220 San Pedro Dr NE		Albuquerque	NM	87113	505-798-5901	
15	Adam	Stramel	Century Bank	498 N Guadalupe St		Santa Fe	NM	87501	505-995-1258	

**NEVADA**

#	First	Last	Company	Address 1	Address 2	City	ST	Zip	Work	Email
1	George	Blackburne	Blackburne & Sons Realty Capital Corp.	4811 Chippendale Drive	Suite 101	Sacramento	CA	95841	916-338-3232	<a href="mailto:georgeiv@blackburne.com">georgeiv@blackburne.com</a>
2	Devin	Lee	Access Commercial Mortgage	215 E. Warm Springs #102		Las Vegas	NV	89199	702-434-0829	<a href="mailto:dl@accesscm.com">dl@accesscm.com</a>
3	Jesse	Hartford	Greater Nevada Credit Union	451 Eagle Station Ln		Carson City	NV	89701	775-334-8628	<a href="mailto:jhartford@gncu.com">jhartford@gncu.com</a>
4	Krissy	Rogers	Kirkwood Bank of Nevada	4730 South Fort Apache Road	Suite 180	Las Vegas	NV	89147	702-912-0700	<a href="mailto:kridders@kirkwoodbanknv.com">kridders@kirkwoodbanknv.com</a>
5	Tom	Keller	Heritage Bank Nevada	47 Demonte Ranch Pkwy		Reno	NV	89521	775-321-4143	<a href="mailto:tkeller@heritagebanknevada.com">tkeller@heritagebanknevada.com</a>
6	Cornine	Cordon	Capella Mortgage Corp.	3571 E. Sunset		Las Vegas	NV		702-214-4700	<a href="mailto:boss@capellamail.com">boss@capellamail.com</a>
7	Chris	Schlaffman		6385 Simmons Street		North Las Vegas	NV	89031	702-558-7310	<a href="mailto:cschlaffman@valleybanknv.com">cschlaffman@valleybanknv.com</a>
8	Michael	Zufelt	One Nevada Credit Union	2645 S. Mojave Rd		Las Vegas	NV	89121	702-457-1000	<a href="mailto:michaelz@onenevada.org">michaelz@onenevada.org</a>
9	Rita	Mireles	United Credit Union	13989 South Virginia Street		Reno	NV	89511	755-412-0723	<a href="mailto:rmbogarian@unitedfcu.com">rmbogarian@unitedfcu.com</a>
10	Bob	Verbrick	Heritage Bank of Nevada	2330 South Virginia Street		Reno	NV	89502		<a href="mailto:rverbrick@heritagebanknevada.com">rverbrick@heritagebanknevada.com</a>
11	Andy	Hantges	USA Capital	4484 S. Pecos Rd.		Las Vegas	NV	89121	702-734-2400	<a href="mailto:ah@usacapitalcorp.com">ah@usacapitalcorp.com</a>
12	Ann	Santiago	TMC Financing	1635 Vallage Center Circle		Las Vegas	NV		702-250-5961	<a href="mailto:ann@tmcfinancing.com">ann@tmcfinancing.com</a>
13	Andy	Pollack	Commercial Property Lending			Las Vegas	NV		702-216-5350	<a href="mailto:apollack@cpl1.com">apollack@cpl1.com</a>
14	Carrie	Cook	Ignite Funding	6750 Via Austi Pkwy.		Las Vegas	NV		702-739-9053	<a href="mailto:ccook@ignitefunding.com">ccook@ignitefunding.com</a>
15	Chris	Funai	Newmark Realty Capital, Inc.	9960 W. Cheyenne Ave.	Suite 210	Las Vegas	NV	89129	702-304-0437	<a href="mailto:cfunai@e-newmark.com">cfunai@e-newmark.com</a>
16	Chris	Hunter	Nevada State Development Corp.	1551 Desert Crossing Ct.		Las Vegas	NV		702-473-6218	<a href="mailto:chunter@nsdc.com">chunter@nsdc.com</a>
17	Cindy	Santilena	TMC Financing	1635 Village Center Circle		Las Vegas	NV		702-806-9371	<a href="mailto:cindy@tmcfinancing.com">cindy@tmcfinancing.com</a>
18	Evan	Dickson	Nevada State Development Corp.	1551 Desert Crossing Ct.		Las Vegas	NV		702-473-6202	<a href="mailto:edickson@nsdc.com">edickson@nsdc.com</a>
19	Hector	Benuelos	Capella Mortgage Corp.	3571 E. Sunset		Las Vegas	NV		702-214-4700	<a href="mailto:hb@lendvegas.com">hb@lendvegas.com</a>
20	Raul	Salvador	Security National Mortgage Com	3285 N Fort Apache Rd		Las Vegas	NV	89129	702-562-9770	<a href="mailto:info@classymortgage.com">info@classymortgage.com</a>
21	Steve	Meeks	Commercial Finance Mortgage	4495 W. Hacienda Ave., Ste. 1		Las Vegas	NV	89118	702-737-1822	<a href="mailto:iruka@cfm1.com">iruka@cfm1.com</a>
22	James	Endrizzi	Washington Federal Savings	9340 Sun City Blvd.	Suite 103	Las Vegas	NV	89134	801-571-4301	<a href="mailto:james.endrizzi@wafd.com">james.endrizzi@wafd.com</a>
23	Matt	Bolin	USA Commercial Mortgage	4484 S. Pecos Rd.		Las Vegas	NV	89121	425-576-1112	<a href="mailto:mbolin@usacmtg.com">mbolin@usacmtg.com</a>
24	Mike	Pizzi	US Bank			Las Vegas	NV		702-251-1685	<a href="mailto:michael.pizzi@usbank.com">michael.pizzi@usbank.com</a>
25	Marilyn	Sharpe	Capella Mortgage Corp.	3571 E. Sunset		Las Vegas	NV		702-214-4700	<a href="mailto:ms@lendvegas.com">ms@lendvegas.com</a>
26	Pat	Vassar	Ignite Funding	6750 Via Austi Pkwy.		Las Vegas	NV		702-739-9053	<a href="mailto:pvassar@ignitefunding.com">pvassar@ignitefunding.com</a>
27	Richard	Castillo	Capella Mortgage Corp.	3571 E. Sunset		Las Vegas	NV		702-214-4700	<a href="mailto:rc@lendvegas.com">rc@lendvegas.com</a>
28	Rob	Hentley	Access Commercial Mortgage	215 E Warm Springs	Suite 102	Las Vegas	NV	89119	702-444-0821	<a href="mailto:rh@accesscm.com">rh@accesscm.com</a>
29	Rosalind	Ross	Nevada State Development Corp.	1551 Desert Crossing Ct.		Las Vegas	NV		702-473-6207	<a href="mailto:rross@nsdc.com">rross@nsdc.com</a>
30	Randy	Santa	All Western Mortgage	770 Coronado Center Dr.		Henderson	NV		702-369-0905	<a href="mailto:rsanta25@yahoo.com">rsanta25@yahoo.com</a>
31	Sandra	Dowdy	Ignite Funding	6750 Via Austi Pkwy.		Las Vegas	NV		702-739-9053	<a href="mailto:sdowdy@ignitefunding.com">sdowdy@ignitefunding.com</a>
32	Scott	Monroe	NorthMarq Capital	10181 Park Run Dr	Suite 210	Las Vegas	NV	89145	702-363-3344	<a href="mailto:smonroe@northmarq.com">smonroe@northmarq.com</a>
33	Steven	Myers	Union Bank of California	210 E. Flamingo Road	Suite 120	Las Vegas	NV	89109	702-784-5900	<a href="mailto:steven.myers@uboc.com">steven.myers@uboc.com</a>



34	Karen	Feldman	Superior Mortgage Lending	8867 W Flamingo Rd	Suite 200	Las Vegas	NV	89147	702-507-4170	<a href="mailto:success@superiorml.com">success@superiorml.com</a>
35	Pierre	Franco-Ramos	Superior Mortgage Lending	8867 W Flamingo Rd	Suite 200	Las Vegas	NV	89147	702-507-4170	<a href="mailto:success@superiorml.com">success@superiorml.com</a>
36	Andras	Babero	Commercial Financial Mortgage	4495 West Hacienda Avenue	Suite 1	Las Vegas	NV	89118	702-737-1822	
37	Rich	Bolebaker	Bank of America Nevada	P.O. Box 20000		Reno	NV	89520	775-688-8641	
38	Rick	Frank	Wells Fargo Bank Nevada	3800 Howard Hughes Parkway	Suite 400	Las Vegas	NV	89109	702-791-6576	
39	Gary	Harmon	Bank of America Nevada	300 South Fourth Street	Fourth Floor	Las Vegas	NV	89101	702-654-7155	
40	L. Kelly	Peterson	Bank of America Nevada	300 S. Fourth Street	Fourth Floor	Las Vegas	NV	89101	702-654-7170	

## OREGON

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1	Alicia	Gandy	Blackburne & Sons Realty Capital Corp.	4811 Chippendale Drive	Suite 101	Sacramento	CA	95841	916-338-3232	<a href="mailto:gandy@blackburne.com">gandy@blackburne.com</a>
2	Gary	O'Connell	Summit Bank	560 SW Columbia Street		Bend	OR	97702	541-306-8987	<a href="mailto:goconnell@sbk.bank">goconnell@sbk.bank</a>
3	Kevin	Battles	Bank Of the West	248 SW Coast Hwy		Newport	OR	97365	541-265-9444	<a href="mailto:kevin.battles@bankofthewest.com">kevin.battles@bankofthewest.com</a>
4	Melanie	Houk	US Bank	1285 Virginia Ave		North Bend	OR	97459	541-756-5161	<a href="mailto:melanie.houk@usbk.com">melanie.houk@usbk.com</a>
5	Debbie	Williams	Wells Fargo	200 N. Broadway		Coos Bay	OR	97420	541-269-5119	<a href="mailto:williadl@wellsfargo.com">williadl@wellsfargo.com</a>
6	Bryan	Boyle	OnPoint Community Credit Union	2701 NW Vaughn Street	Suite 800	Portland	OR	97210	503-273-2693	<a href="mailto:bryan.boyle@onpointcu.com">bryan.boyle@onpointcu.com</a>
7	Cindy	Glover	Peoples Bank of Commerce	1311 Ebanett Road		Medford	OR		541-622-6222	<a href="mailto:cindyg@peoplesbankofcommerce.com">cindyg@peoplesbankofcommerce.com</a>
8	Dave	Huckins	Washington Federal	572 SW Bluff Drive	Suite 100	bend	OR	97702	541-312-7132	<a href="mailto:dave.huckins@wafd.com">dave.huckins@wafd.com</a>
9	Isaac	Leman	Bank of America	201 E 11th Ave		Eugene	OR	97401	541-342-5810	<a href="mailto:isaac.leman@bankofamerica.com">isaac.leman@bankofamerica.com</a>
10	Jeff	Aden	Albina Bank	2002 NE Martin Luther King Jr.		Portland	OR	97212	503-288-7284	<a href="mailto:jaden@albinabank.com">jaden@albinabank.com</a>
11	Justin	Bazzano	Citizens Bank	275 SW 3rd Street		Corvallis	OR	97333	541-752-5161	<a href="mailto:jbaz@citizensbank.com">jbaz@citizensbank.com</a>
12	Janet	Morse	Cascade Community Credit Union	1123 W. Harvard Ave		Roseburg	OR	97471	541-464-6894	<a href="mailto:jmorse@casadecu.org">jmorse@casadecu.org</a>
13	Julia	Beattie	Peoples Bank of Commerce	1311 E. Barnett Rd		Medford	OR	97504	541-622-6222	<a href="mailto:juliab@peoplesbankofcommerce.com">juliab@peoplesbankofcommerce.com</a>
14	Jim	Vu	Citizen se Bank	333 High Street Northeast	Suite 101	Salem	OR	97301	503-779-8885	<a href="mailto:jvu@citizensbank.com">jvu@citizensbank.com</a>
15	Liberty	Sparkman	Northwest Community Credit Uni	2470 Tremont St		North Bend	OR	97459	541-756-7556	<a href="mailto:lsparkman@nwcu.com">lsparkman@nwcu.com</a>
16	Matt	Hester	Oregon Community Credit Union	2880 Chad Dr.		Eugene	OR	97408	541-687-2347	<a href="mailto:mhester@myoccu.org">mhester@myoccu.org</a>
17	Mike	Webb	Oregon Pacific Bank	1355 Highway 101		Florence	OR	97439	541-902-8715	<a href="mailto:mike.webb@opbc.com">mike.webb@opbc.com</a>
18	Rick	Keating	Banner Bank	1611 Virginia Ave	Suite 121	North Bend	OR	97459	541-745-3171	<a href="mailto:rkeating@bannerbank.com">rkeating@bannerbank.com</a>
19	Sean	Huntington	Selco Community Credit Union	925 Harlow Road		Springfield	OR	97477	541-744-7515	<a href="mailto:shuntington@selco.org">shuntington@selco.org</a>
20	Steve	Hass	Wells fargo	960 NW Wall Street		Bend	OR	97701	541-633-1924	<a href="mailto:steven.hass@wellsfargo.com">steven.hass@wellsfargo.com</a>
21	Tristan	Henke	Bank of Eastern Oregon	293 N Broadway		Burns	OR	97720	541-573-2066	<a href="mailto:thenke@beobank.com">thenke@beobank.com</a>
22	Bruce	Korter	Washington Capital Management, Inc.		1000 SW. Broadway	Portland	OR	97221	503-248-9188	<a href="mailto:b.korter@wcmadvisors.com">b.korter@wcmadvisors.com</a>
23	Charlie	Duck	Fairfield Financial Services	2727 NE Hoyt		Portland	OR	97232	503-476-2989	<a href="mailto:charlesduck@comcast.net">charlesduck@comcast.net</a>
24	Damon	Rose	Pacific Continental Bank	111 West 7th Ave.		Eugene	OR	97401	541-686-8685	<a href="mailto:damon.rose@therightbank.com">damon.rose@therightbank.com</a>
25	Eric	Lind	Selco Community Credit Union	925 Harlow rd		Springfield	OR	97477	541-744-7546	<a href="mailto:elind@selco.org">elind@selco.org</a>
26	Gregory	Saliba	Capital Pacific Bank	805 SW Broadway	Ste. 780	Portland	OR	97205	503-542-8548	<a href="mailto:gsaliba@cpbank.net">gsaliba@cpbank.net</a>
27	Joe	Rygg	Selco Community Credit Union	88 SW Scalehouse LP		Bend	OR	97702	541-318-1838	<a href="mailto:jrygg@selco.org">jrygg@selco.org</a>
28	Kelly	Ceniga	Selco Community Credit Union			Ontario	OR		541-823-4737	<a href="mailto:kceniga@selco.org">kceniga@selco.org</a>
29	Lloyd	Minten	Holiday Fenoglio Fowler	1000 SW Broadway Ste. 900		Portland	OR	97205	503-224-0444	<a href="mailto:lminten@hfflp.com">lminten@hfflp.com</a>
30	Mark	Temme	HomeStreet Capital			Portland	OR		503-219-0798	<a href="mailto:mark.temme@homestreet.com">mark.temme@homestreet.com</a>
31	Michael	Donaca	Selco Community Credit Union	5531 Main St		Springfield	OR	97478	541-312-1846	<a href="mailto:mdonaca@selco.org">mdonaca@selco.org</a>
32	Mark	Hjort	National Mortgage Co.	900 SW Fifth Avenue	Suite 1850	Portland	OR	97224	503-226-6244	<a href="mailto:mhjort@nmco.com">mhjort@nmco.com</a>
33	Nathan	Leverenz	US Bank			Portland	OR		503-275-3595	<a href="mailto:nathan.leverenz@usbk.com">nathan.leverenz@usbk.com</a>
34	Peter	Behr	National Mortgage Co.	900 SW. 5th Avenue	Suite 1850	Portland	OR	97204-1298	503-294-3111	<a href="mailto:pbehr@q10nmco.com">pbehr@q10nmco.com</a>
35	Patty	Schulz	Selco Community Credit Union	925 Harlow Rd		Springfield	OR	97477	541-744-7512	<a href="mailto:pschultz@selco.org">pschultz@selco.org</a>
36	Robert	Johnson	Selco Community Credit Union	2465 NW Thurman		Portland	OR	97210	503-552-0107	<a href="mailto:rjohnson@selco.org">rjohnson@selco.org</a>
37	Randy	Mattson	St. Helens Federal Credit Un	1720 Saint Helens St.		St Helens	OR	97051	503-397-2376	<a href="mailto:rmattson@shcu.org">rmattson@shcu.org</a>
38	Serena	Kelly	Selco Community Credit Union	501 NE Bellevue Dr		Bend	OR	97701	541-312-1839	<a href="mailto:skelly@selco.org">skelly@selco.org</a>
39	Clay	Sparkman	Fairfield Financial Services	1522 NW 24th		Portland	OR	97210	503-348-7011	<a href="mailto:spark@teleport.com">spark@teleport.com</a>
40	Steve	Hurst	Washington Federal	5665 Meadows Road Ste. 300		Lake Oswego	OR	9703597035	503-597-4765	<a href="mailto:steve.hurst@wafd.com">steve.hurst@wafd.com</a>
41	Todd	Burchett	HomeStreet Bank	1618 SW First Ave. Ste. 305		Portland	OR	97201	503-219-0800	<a href="mailto:todd.burchett@homestreet.com">todd.burchett@homestreet.com</a>
42	Ron	Beckman	Silver Falls Bank	217 E. Main Street		Silverton	OR	97381	503-874-8808	
43	Don	Carson	Symetra Life Insurance Co.	One Centerpointe Drive	Suite 530	Lake Oswego	OR	97035	503-624-1608	
44	Casi	Casi	PACIFIC CONTINENTAL	222 SW Columbia St Ste 165		Portland	OR	97201	503-350-1205	
45	Mark	Cusick	Washington Federal Savings	300 Ellsworth St., SW	P.O. Box 1179	Albany	OR	97321	541-967-7574	
46	Tim	Fasel	Bank One Western Region	888 SW 5th Ave.	Suite 950	Portland	OR	97204	503-973-1486	
47	Mitch	Lowe	Home Street Bank	16200 SW Pacific Highway		Tigard	OR	97224	503-222-6046	
48	Jess	Lyon	Fortis Advisers	900 S.W. Fifth Avenue	Suite 1850	Portland	OR	97204	503-226-2681	
49	William	Morris	Liberty Bank	899 Pearl Street		Eugene	OR	97401	541-334-4149	

## UTAH

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1	George	Blackburne	Blackburne & Sons Realty Capital Corp.	4811 Chippendale Drive	Suite 101	Sacramento	CA	95841	916-338-3232	<a href="mailto:georgeiv@blackburne.com">georgeiv@blackburne.com</a>
2	Ivan	Warner	Bank of American Fork	712 E Main Street		Lehi	UT	84043	801-642-3383	<a href="mailto:ivan.warner@bankaf.com">ivan.warner@bankaf.com</a>
3	Justin	Delgado	First Utah Bank	3826 S. 2300 East		Salt Lake City	UT	84109	801-478-2331	<a href="mailto:jdelgado@firstutahbank.com">jdelgado@firstutahbank.com</a>
4	Kirk	Laser	Zions Bank	5 North Main Street	2nd Floor	Bountiful	UT	84010	801-383-3116	<a href="mailto:kirk.laser@zionsbank.com">kirk.laser@zionsbank.com</a>
5	Kyle	Thomas	Mountain America Credit Union	753 W South Jordan Pkwy		South Jordan	UT	84095	801-325-6229	<a href="mailto:kthomas@macu.com">kthomas@macu.com</a>
6	Jonathan	Laser	Zions Bank	5 North Main Street	2nd Floor	Bountiful	UT	84	801-383-3116	<a href="mailto:jonathan.laser@zionsbank.com">jonathan.laser@zionsbank.com</a>
7	Jeff	Rauth	Celtic Bank	268 South State Street	Suite 300	Salt Lake City	UT	84111	248-885-8797	<a href="mailto:jrauth@celticbank.com">jrauth@celticbank.com</a>
8	Shane	Pierson	First Bank SBA	37 E Center Street	Suite 201	Provo	UT	84606	805-551-7184	<a href="mailto:spierson@firstbanksba.com">spierson@firstbanksba.com</a>
9	Scott	Snow	First Utah Bank	3826 S. 2300 East		Salt Lake City	UT	84109	801-316-6724	<a href="mailto:ssnow@firstutahbank.com">ssnow@firstutahbank.com</a>
10	David	Ellis	Benchmark Commercial Funding	1348 West State Rd. #104		Pleasant Grove	UT	84062	801-785-8885	<a href="mailto:david@bcmfunding.com">david@bcmfunding.com</a>
11	John	Bradshaw	Western Capital Realty Advisors		4525 S Wasach B	Salt Lake City	UT	84124	801-273-4100	<a href="mailto:john@wcrca.com">john@wcrca.com</a>
12	Maurice	Navarro	Private Capital Group	160 West Canyon Crest Road		Alpine	UT	84004	801-216-8850	<a href="mailto:maurice@privatecapitalgroup.com">maurice@privatecapitalgroup.com</a>
13	Peter	Morgan	Zions First National	1 South Main St.	Suite 700	Salt Lake City	UT	84133	801-844-7000	<a href="mailto:peter.morgan@zionsbank.com">peter.morgan@zionsbank.com</a>
14	Ray	Walker	LJ Melody & Company	299 S. Main Street		Salt Lake City	UT	84111	801-350-9090	<a href="mailto:ray.walker@ljmeloody.com">ray.walker@ljmeloody.com</a>
15	Jason	White	Wells Fargo Bank	147 W. Election Rd.	Suite 200	Draper	UT	84020	801-456-3674	<a href="mailto:whitj00@wellsfargo.com">whitj00@wellsfargo.com</a>
16	Randall	Beach	National Apartment Funding Inc.		2 S. Main Street	Pleasant Grove	UT	84062	800-511-5520	
17	Robert	Bowen	U.S. Bank	170 South Main	6th Floor, Suite 60	Salt Lake City	UT	84101	801-537-6708	
18	Marlise	Fisher	Washington Federal Savings	505 E 200 S		Salt Lake City	UT	84102	801-366-2265	
19	Michael	Morris	Bank One	50 West Broadway	Suite UT1-7624	Salt Lake City	UT	84101	801-481-5121	
20	Mike	Plaizier	Zions First National	1 South Main St.	Suite 700	Salt Lake City	UT	84133	801-524-2694	
21	Buzz	Welch	Bank One Western Region	50 West Broadway	Suite 1000	Salt Lake City	UT	84101	801-481-5006	
22	James	Willhite	Zions Bank	One South Main St		Salt Lake City	UT	84133	800-974-8800	

## WASHINGTON

#	First	Last	Company	Address 1	Address 2	City	ST	Zip	Work	Email
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1	Alicia	Gandy	Blackburne & Sons Realty Capital Corp.	4811 Chippendale Drive	Suite 101	Sacramento	CA	95841	916-338-3232	<a href="mailto:gandy@blackburne.com">gandy@blackburne.com</a>
2	Calvin	Pearson	Columbia Bank	1301 A St.		Tacoma	WA	98402	253-305-0824	<a href="mailto:cpearson@columbiabank.com">cpearson@columbiabank.com</a>
3	Don	Brown	Kitsap Bank	5209 Pacific Hwy E.		Fife	WA	98424	253-922-5100	<a href="mailto:dbrown@kitsapbank.com">dbrown@kitsapbank.com</a>
4	Kevin	Johnston	Anchor Bank	1420 5th Ave		Seattle	WA	98101	360-589-1320	<a href="mailto:kevin.johnston@anchorsb.com">kevin.johnston@anchorsb.com</a>
5	Luis	Hernandez	Banner Bank	1222 E Madison	Suite A	Seattle	WA	98122	206-709-8314	<a href="mailto:lehernandez@bannerbank.com">lehernandez@bannerbank.com</a>
6	Andy	Miller	Sundance State	PO Box		Sundance	WA	82729	307-283-1074	<a href="mailto:amiller@sundancestate.bank">amiller@sundancestate.bank</a>
7	Ben	Crowl	First Sound Bank	925 4th Avenue	Suite 2350	Seattle	WA	98104	206-515-2004	<a href="mailto:bcrowl@firstsoundbank.com">bcrowl@firstsoundbank.com</a>
8	James	Bartel	Seattle Savings Bank	190 Queen Anne Ave	Suite 100	Seattle	WA	98109	206-281-1637	<a href="mailto:jbartel@seattlesavingsbank.com">jbartel@seattlesavingsbank.com</a>
9	Jim	Davis	Fife Commercial Bank	5209 Pacific Hwy E.		Fife	WA	98424	253-922-5100	<a href="mailto:jdavis@fifebank.com">jdavis@fifebank.com</a>
10	Kurt	Ursich	Juniper Capital Corp.	22500 SE 64th Place	Suite 230	Issaquah	WA	98027-8111	425-677-8574	<a href="mailto:kurt@junipercapitalcorp.com">kurt@junipercapitalcorp.com</a>
11	Pj	Fisher		17205 SE Mill Plane Blvd.		Vancouver	WA	98683		<a href="mailto:pjfisher@riverviewbank.com">pjfisher@riverviewbank.com</a>
12	Shelly	Beld	People Bank	418 Grover St.		Lynden	WA	98264		<a href="mailto:shelly.beld@peoplebank-wa.com">shelly.beld@peoplebank-wa.com</a>
13	Tom	Jackson	Security State Bank	P.O. Box 1467		Chehalis	WA	98532	360-748-3361	<a href="mailto:tom.jackson@ssbwa.com">tom.jackson@ssbwa.com</a>
14	Aaron	Overland	People's Bank	5600 24th Ave NW		Seattle	WA	98107	206-297-2840	<a href="mailto:aaron.overland@peoplesbank-wa.com">aaron.overland@peoplesbank-wa.com</a>
15	Andrea	Sherwood	Ameritrust CDC	11050 5th Ave. NE		Seattle	WA		206-402-3971	<a href="mailto:Andrea@ameritrustcdc.com">Andrea@ameritrustcdc.com</a>
16	Bruce	Addison	The Bank of Washington	5901 196th St. SW		Lynnwood	WA	98036	425-921-2265	<a href="mailto:baddison@the-bank.com">baddison@the-bank.com</a>
17	Barbara	Jabara	GE Business Property		10900 NE 4th St.	Bellevue	WA	98004-5853	425-451-2792	<a href="mailto:barbara.jabara@ge.com">barbara.jabara@ge.com</a>
18	Ben	Reed	Evergreen Capital	13925 Interurban Ave. S.		Seattle	WA		206-577-1426	<a href="mailto:ben.reed@evergreen504.com">ben.reed@evergreen504.com</a>
19	Brian	Goulet	Seattle Mortgage Co	190 QUEEN ANNE AVE N	Suite 500	Seattle	WA	98109	206-723-7349	<a href="mailto:bgoulet@seattlebank.com">bgoulet@seattlebank.com</a>
20	Bob	Peters	Washington Federal	425 Pike St		Seattle	WA	98101	206-204-3436	<a href="mailto:bob.peters@wafd.com">bob.peters@wafd.com</a>
21	Brandon	Bemis	Union Bank	10900 NE 8th Street	Suite 1650	Bellevue	WA	98004	425-452-1887	<a href="mailto:brandon.bemis@unionbank.com">brandon.bemis@unionbank.com</a>
22	Brandon	Priest	Washington Federal			Longview	WA		360-756-2644	<a href="mailto:brandon.priest@washingtonfederal.com">brandon.priest@washingtonfederal.com</a>
23	Brett	Vehrs	Ameritrust CDC	11050 5th Ave. NE		Seattle	WA		206-919-8220	<a href="mailto:Brett@ameritrustcdc.com">Brett@ameritrustcdc.com</a>
24	Brian	Rockey	Peoples Bank	5600 24th Ave. NW		Seattle	WA		206-297-2840	<a href="mailto:brian.rockey@peoplesbank-wa.com">brian.rockey@peoplesbank-wa.com</a>
25	Bryan	Foxley	Interwest	720 4th Ave.		Kirkland	WA		425-828-1404	<a href="mailto:bryan.foxley@interwestcref.com">bryan.foxley@interwestcref.com</a>
26	Charles	Salas	Seattle Funding Group LTD	1239 120th Ave. NE Suite		Bell	WA	98005	888-751-0556	<a href="mailto:chuck@sfgfunds.com">chuck@sfgfunds.com</a>
27	David	Parr	Homestreet Bank	505 W. Harrison St.		Kent	WA	98032	253-850-9817	<a href="mailto:david.parr@homestreet.com">david.parr@homestreet.com</a>
28	David	Sharon	Sound Community Bank	2001 5th Ave.		Seattle	WA		800-458-5585	<a href="mailto:david.sharon@soundcb.com">david.sharon@soundcb.com</a>
29	David	Beckerman	Metrovantage Capital, LLC.	225 108th Avenue, N.E.	Suite 520	Bellevue	WA	98004	425-990-1205	<a href="mailto:dbeckerman@metrovcap.com">dbeckerman@metrovcap.com</a>
30	Debbie	Yazici	Verity Credit Union	11027 Meridian Ave.		Seattle	WA		206-315-6711	<a href="mailto:DebbieY@veritycu.com">DebbieY@veritycu.com</a>
31	Denise	Tallman	Seattle Funding Group	1239 120th Ave. N.E.	Suite J	Bellevue	WA	98005	425-455-1733	<a href="mailto:denise@sfgfunds.com">denise@sfgfunds.com</a>
32	Diane	Leonidas	HomeStreet Capital			Seattle	WA		206-389-7748	<a href="mailto:diane.leonidas@homestreet.com">diane.leonidas@homestreet.com</a>
33	Dianne	Wasson	HomeStreet Bank	1800 Two Union Square	601 Union St.	Seattle	WA	98101	206-628-0207	<a href="mailto:dianne.wasson@homestreetbank.com">dianne.wasson@homestreetbank.com</a>
34	Douang	Nonthaveth		500-108th Ave. NE	Suite 1770	Bellevue	WA	98004		<a href="mailto:dnonthaveth@gbcib.com">dnonthaveth@gbcib.com</a>
35	Doug	Greybill	CLS Mortgage			Spokane	WA	99206	509-928-6545	<a href="mailto:doug@clsmortgage.com">doug@clsmortgage.com</a>
36	Dean	Sowards	SBP Enterprises, Inc.	605 E. Holland	Suite 204	Spokane	WA	99218	509-220-8933	<a href="mailto:doug@clsmortgage.com">doug@clsmortgage.com</a>
37	Dave	Pontius	Northwest Commercial Mortgage	1425 4th Ave.		Seattle	WA		206-622-5920	<a href="mailto:dpontius@nwcmortgage.com">dpontius@nwcmortgage.com</a>
38	Doug	Thatcher	Northwest Commercial Mortgage	1425 4th Ave.		Seattle	WA		206-622-5920	<a href="mailto:dthatcher@nwcmortgage.com">dthatcher@nwcmortgage.com</a>
39	Dan	Olsen	Timberland Bank	624 Simpson Avenue		Hoquiam	WA	98550	360-591-4092	<a href="mailto:dwlinsen@timberlandbank.com">dwlinsen@timberlandbank.com</a>
40	Erik	Egger	Wadot Capital Inc.	5413 Meridian Ave N	Suite C	Seattle	WA	98103	206-362-4444	<a href="mailto:ee@wadot.com">ee@wadot.com</a>
41	Eric	Hogan	Westar Funding	728 3rd St.		Mukilteo	WA		425-778-7222	<a href="mailto:ej@westarfund.com">ej@westarfund.com</a>
42	Eric	Thorsen	Private Capital Northwest	8423 Mukilteo Speedway		Mukilteo	WA		206-512-8400	<a href="mailto:eric@privatecapitalnw.com">eric@privatecapitalnw.com</a>
43	Gary	Beem	Northwest Commercial Mortgage	1601 5th Avenue SW.	Suite 2060	Seattle	WA	98101	206-622-5932	<a href="mailto:gbeem@nwcmortgage.com">gbeem@nwcmortgage.com</a>
44	Greg	Elderkin	Seattle Funding Group	1239 120th Ave. NE		Bellevue	WA		425-455-1733	<a href="mailto:GElderkin@sfgfunds.com">GElderkin@sfgfunds.com</a>
45	Grace	Peschek	Washington Federal			Lynden	WA		360-255-2806	<a href="mailto:grace.peschek@washingtonfederal.com">grace.peschek@washingtonfederal.com</a>
46	Ian	Crawford	Washington Federal	1500 Cornwall Ave		Bellingham	WA	98225	360-756-2641	<a href="mailto:ian.crawford@wafd.com">ian.crawford@wafd.com</a>
47	Jack	Jacobson	Washington Federal	425 Pike St.		Seattle	WA	98101	206-777-8329	<a href="mailto:jack.jacobson@washingtonfederal.com">jack.jacobson@washingtonfederal.com</a>
48	Jack	Wiser	Bank of America	701 Fifth Ave	15th Floor	Seattle	WA	98104	202-358-3736	<a href="mailto:jack.m.wiser@bankofamerica.com">jack.m.wiser@bankofamerica.com</a>
49	Jon	Beem	Northwest Commercial Mortgage	1425 4th Ave.		Seattle	WA		206-622-4244	<a href="mailto:jbeem@nwcmortgage.com">jbeem@nwcmortgage.com</a>
50	Jon	Covert	Westar Funding	728 3rd St.		Mukilteo	WA		425-778-7222	<a href="mailto:jc@westarfund.com">jc@westarfund.com</a>
51	Jeff	Coats	Interwest	720 4th Ave.		Kirkland	WA		425-828-1404	<a href="mailto:jeff.coats@interwestcref.com">jeff.coats@interwestcref.com</a>
52	Jeff	Huber	Private Capital Northwest	8423 Mukilteo Speedway		Mukilteo	WA		206-512-8400	<a href="mailto:jeff@privatecapitalnw.com">jeff@privatecapitalnw.com</a>
53	Jennifer	Thrower	Chase Commercial			Seattle	WA		206-500-2254	<a href="mailto:jennifer.i.thrower@chase.com">jennifer.i.thrower@chase.com</a>
54	Jeromy	Salvesen	Juniper Capital Corp.	485 Ranier Blvd. N.		Issaquah	WA		425-677-8574	<a href="mailto:jeromy@junipercapitalcorp.com">jeromy@junipercapitalcorp.com</a>
55	Jerry	Zevenbergen	Avatar Financial Group	1200 West Lake Ave.		Seattle	WA		206-728-5900	<a href="mailto:jerry@avatarfinancial.com">jerry@avatarfinancial.com</a>
56	Jeff	Henderson	NBS Financial Services	600 University St.		Seattle	WA		206-587-1852	<a href="mailto:jhenderson@nbsfinancial.com">jhenderson@nbsfinancial.com</a>
57	John	McCain	Seattle Funding Group	1239 120th Ave. NE		Bellevue	WA		425-455-1733	<a href="mailto:JMccain@sfgfunds.com">JMccain@sfgfunds.com</a>
58	Jon	Red	Homestreet Bank	201 W North River Dr		Spokane	WA	99201	509-252-5028	<a href="mailto:jon.red@homestreet.com">jon.red@homestreet.com</a>
59	Jim	Mclean	Banner Bank	3005 112th Ave. NE Suite 100		Bellerue	WA	98004	425-576-4315	<a href="mailto:jpmclean@bannerbank.com">jpmclean@bannerbank.com</a>
60	John	Wallace	Columbia Bank	333 SW 7th Street		Renton	WA	98057	425-430-5365	<a href="mailto:jwallace@columbiabank.com">jwallace@columbiabank.com</a>
61	Karen	McGriff	Washington Federal	425 Pike St.		Seattle	WA		206-204-3436	<a href="mailto:karen.mcgriff@washingtonfederal.com">karen.mcgriff@washingtonfederal.com</a>
62	Keith	Dingfield	Peoples Bank	5600 24th Ave. NW		Seattle	WA		206-297-2840	<a href="mailto:keith.dingfield@peoplesbank-wa.com">keith.dingfield@peoplesbank-wa.com</a>
63	Kerry	Travers	Juniper Capital Corp.	485 Ranier Blvd. N.		Issaquah	WA		425-677-8574	<a href="mailto:kerry@junipercapitalcorp.com">kerry@junipercapitalcorp.com</a>
64	Lori	Gilbreath	Columbia bank	208 High School Road		Bainbridge Island	WA	98110	206-842-5651	<a href="mailto:lgilbreath@columbiabank.com">lgilbreath@columbiabank.com</a>
65	Mark	Willis	Ameritrust CDC	11050 5th Ave. NE		Seattle	WA		206-595-5888	<a href="mailto:MarkW@ameritrustcdc.com">MarkW@ameritrustcdc.com</a>
66	Matt	Couch	Interwest	720 4th Ave.		Kirkland	WA		425-828-1404	<a href="mailto:matt.couch@interwestcref.com">matt.couch@interwestcref.com</a>
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68	Marque	Burbatt	Westar Funding	728 3rd St.		Mukilteo	WA		425-778-7222	<a href="mailto:mb@westarfund.com">mb@westarfund.com</a>
69	Mike	Fishback	Seattle Mortgage	600 University St	Suite 1850	Seattle	WA	98101	206-282-0232	<a href="mailto:mfishback@seattlebank.com">mfishback@seattlebank.com</a>
70	Michael	Block	Evergreen Capital	13925 Interurban Ave. S.		Seattle	WA		206-577-1438	<a href="mailto:michael.block@evergreen504.com">michael.block@evergreen504.com</a>
71	Michael	Githens	Chase Commercial			Seattle	WA		206-240-2893	<a href="mailto:michael.githens@chase.com">michael.githens@chase.com</a>
72	Michael	Wood	NBS Financial Services	600 University St.		Seattle	WA		206-587-1850	<a href="mailto:mwood@nbsfinancial.com">mwood@nbsfinancial.com</a>
73	Norm	Davis	Westar Financial Inc	5005 200th Street, SW		Lynnwood	WA	98036	425-778-7222	<a href="mailto:normdavis@comcast.net">normdavis@comcast.net</a>
74	Pat	Tracy	JP Morgan Chase			Seattle	WA		206-500-6884	<a href="mailto:patrick.tracy@chase.com">patrick.tracy@chase.com</a>
75	Patrick	Wilson	Washington Federal	425 Pike St.		Seattle	WA		206-204-3435	<a href="mailto:patrick.wilson@washingtonfederal.com">patrick.wilson@washingtonfederal.com</a>
76	Peter	Delmage	GE Healthcare Financial Svc's			Lynden	WA		360-882-2919	<a href="mailto:peter.delmage@ge.com">peter.delmage@ge.com</a>
77	Peter	Wong	Interwest	720 4th Ave.		Kirkland	WA		425-828-1404	<a href="mailto:peter.wong@interwestcref.com">peter.wong@interwestcref.com</a>
78	Robert	Grugge	Timberland Bank	7805 South Hosmer Street		Tacoma	WA	98408	253-471-2542	<a href="mailto:radrugge@timberlandbank.com">radrugge@timberlandbank.com</a>
79	Ruth Ann	Halford	Fortune Bank	1201 3rd Ave.		Seattle	WA		206-254-7284	<a href="mailto:rhalford@fortunebankwa.com">rhalford@fortunebankwa.com</a>
80	Rob	Raile	Boston Private Bank & Trust	10885 NE 4th Street	Suite 100	Bellevue	WA	98004	425-586-5032	<a href="mailto:rraile@bostonprivatebank.com">rraile@bostonprivatebank.com</a>
81	Ruth	Webster	Seattle Funding Group	1239 120th Ave. NE		Bellevue	WA		425-455-1733	<a href="mailto:ruth@sfgfunds.com">ruth@sfgfunds.com</a>
82	Sean	Spencer	Sound Community Bank	2001 5th Ave.		Seattle	WA		800-458-5585	<a href="mailto:sean.spencer@soundcb.com">sean.spencer@soundcb.com</a>
83	Scott	Harvey	Fortune Bank	1201 3rd Ave.		Seattle	WA		206-254-7280	<a href="mailto:sharvey@fortunebankwa.com">sharvey@fortunebankwa.com</a>
84	Skip	Slavin	Seattle Mortgage	190 Queen Anne Ave N	Suite 500	Seattle	WA	98109	206-281-1566	<a href="mailto:sslavin@seattlemortgage.com">sslavin@seattlemortgage.com</a>
85	Stu	Young	Private Capital Northwest	8423 Mukilteo Speedway		Mukilteo	WA		206-512-8400	<a href="mailto:stu@privatecapitalnw.com">stu@privatecapitalnw.com</a>
86	Tim	Grant	Washington Federal			Seattle	WA		206-626-8579	<a href="mailto:tim.grant@washingtonfederal.com">tim.grant@washingtonfederal.com</a>
87	Todd	Sechrist	Chase Commercial			Seattle	WA		206-500-4634	<a href="mailto:todd.sechrist@chase.com">todd.sechrist@chase.com</a>

88	Tom	Essig	Peoples Bank	5600 24th Ave. NW		Seattle	WA		206-297-2840	<a href="mailto:tom.essig@peoplesbank-wa.com">tom.essig@peoplesbank-wa.com</a>
89	Tom	Pozarycki	Washington Federal			Seattle	WA		206-626-8505	<a href="mailto:tom.pozarycki@washingtonfederal.com">tom.pozarycki@washingtonfederal.com</a>
90	Ty	Palmer	Bank of the Pacific	P.O. Box 1826		Aberdeen	WA	98520	360-533-8870	<a href="mailto:tpalmer@bankofpacific.com">tpalmer@bankofpacific.com</a>
91	T.R.	Hazelrigg IV	Avatar Financial Group	100 Wall Street		Seattle	WA	98121	206-728-5900	<a href="mailto:tr@avatarfinancial.com">tr@avatarfinancial.com</a>
92	Vivian	Valencia	Verity Credit Union	11027 Meridian Ave.		Seattle	WA		206-361-5398	<a href="mailto:VivianV@veritycu.com">VivianV@veritycu.com</a>
93	Wendy	Avila	Evergreen Capital	13925 Interurban Ave. S.		Seattle	WA		206-577-1433	<a href="mailto:wendy.avila@evergreen504.com">wendy.avila@evergreen504.com</a>
94	Dan	Ahl	City Bank	P.O. Box 97007		Lynnwood	WA	98046	425-745-5933	
95	Nick	Angelikis	Seattle Funding Group	1239 120th Avenue NE, Suite J		Bellevue	WA	98005	425-455-1733	
96	Ryan	Beneson	Pacific Coast Investment Co.	700 5th Avenue	Suite 6010	Seattle	WA	98104	800-562-6278	
97	Cathy	Bieler	Bay Bank	10500 NE 8th Street	Suite 1750	Bellevue	WA	98004	425-452-1543	
98	Stan	Brazington	CLS MORTGAGE INC.	12904 East Nora Avenue		SPOKANE	WA	99216	509-928-6545	
99	Bob	Bryce	First Heritage Bank	167 Lincoln Avenue		Snohomish	WA	98290	360-243-4602	
100	Michael	Butcher	Anchor Bank	601 Woodland Square Loop SE		Lacey	WA	98503	360-491-2250	
101	Charles	Chesterfield	Chesterfield Mortgage, Inc.	1001 4th Avenue, Suite 3313		Seattle	WA	98154	206-464-8770	
102	Chris	Clery	Columbia Bank	721 2nd Avenue		Seattle	WA	98104	206-223-1000	
103	Joanne	Coy	Columbia Bank	P.O. Box 2156	Mail Stop 8300	Tacoma	WA	98401-2156	253-305-1965	
104	Dana	Dewberry	Equity Funding	2101 Fourth Avenue		Seattle	WA	98111	866-332-3863	
105	Rob	Flynn	Westar Funding Inc.	5005 200th Street, SW		Lynnwood	WA	98036	425-778-7222	
106	Virgil	Garland	Umpqua Bank	1300 16th Ave.		Clarkston	WA	99403	208-750-7182	
107	Jake	Good	Thurstan First Bank	204 Pear Street North East		Olympia	WA	98506	360-528-4111	
108	Jay	Hanson	CWCapital	15375 SE 30th Place	Suite 290	Bellevue	WA	98007	425-746-1020	
109	Steve	Lee	Cashmere Valley Bank	1100 Maple Street		Wenatchee	WA	98801	509-665-7840	
110	Tim	Marymee	Washington Federal Savings	425 Pike Street		Seattle	WA	98101	206-624-7930	
111	Sandy	Matson	Banner Bank	25 N. Mullan Road	Suite 100	Spokane	WA	99206	509-921-2265	
112	To-Quyen	Nguyen	Westar Funding Inc.	5005 200th Street, SW		Lynnwood	WA	98036	425-778-7222	
113	John	Odegard	SEATTLE FUNDING GROUP LTD	1239 120th Avenue NE, Suite J		Bellevue	WA	98005	425-455-1733	
114	Steve	Palatikas	Kitsap Bank	P.O. Box 9	11711 SE 8th St	Fort Orchard	WA	98366	360-876-7834	
115	Tom	Peters	CWCapital	1010 Washington St. Ste. 200		Vancouver	WA	98661	360-694-1322	
116	Terry	Peterson	Charter Bank	10885 NE 4th Street	Suite 100	Bellevue	WA	98004	425-586-5000	
117	Rick	Pitts	Olympia Federal Savings	P.O. Box 1338		Olympia	WA	98507	360-754-3400	
118	Charles	Richmond	Washington Federal Savings	425 Pike Street		Seattle	WA	98101	206-624-7930	
119	Lee	Rombaugh	Evergreen Bank	301 Eastlake Avenue E		Seattle	WA	98109	206-628-4250	
120	Byron	Steenerson	EF&A Funding	4746 11th Ave. N.E.	Suite 102	Seattle	WA	98105	800-522-6865	

## WYOMING

#	First	Last	Company	Address 1	Address 2	City	ST	Zip	Work	Email
1	George	Blackburne	Blackburne & Sons Realty Capital Corp.	4811 Chippendale Drive	Suite 101	Sacramento	CA	95841	916-338-3232	<a href="mailto:georgeiv@blackburne.com">georgeiv@blackburne.com</a>
2	Garrett	Growney	Pinnacle Bank	1702 Sheridan Ave		Cody	WY	82414	307-527-7186	<a href="mailto:garrett.growney@pinnbank.com">garrett.growney@pinnbank.com</a>
3	Jay	Martinson	First Interstate Bank	1613 Coffeen Ave		Sheridan	WY	82801	307-672-1521	<a href="mailto:jay.martinson@fib.com">jay.martinson@fib.com</a>
4	Sabrina	Hamby	The Rawlins National Bank	220 5th Street		Rawlins	WY	82301	307-324-1101	<a href="mailto:sabrinah@rnbonline.com">sabrinah@rnbonline.com</a>
5	Victor	Allen	Wyoming Community Bank	1700 N. Federal		Riverton	WY	82501	307-857-9080	<a href="mailto:valen@wyocb.com">valen@wyocb.com</a>
6	Daniel	Moline	Wyoming Community Bank	1700 N. Federal		Riverton	WY	82501	82501	<a href="mailto:dmoline@wyocb.com">dmoline@wyocb.com</a>
7	Claire	Snyder	Wyoming Bank & Trust	5827 Yellowstone Road		Cheyenne	WY	82009	307-632-7733	<a href="mailto:claire.snyder@wyomingbank.com">claire.snyder@wyomingbank.com</a>
8	Dan	Davis	Central Bank & Trust	285 Main Street		Lander	WY	82520	307-332-4730	<a href="mailto:ddavis@centralbanktrust.com">ddavis@centralbanktrust.com</a>
9	Irene	Papadopoulos	Bank of the West	2200 E. Lincoln Way		Cheyenne	WY	82001	307-634-1351	<a href="mailto:irene.papadopoulos@bankofthewest.com">irene.papadopoulos@bankofthewest.com</a>
10	Larry	Larsen	Big Horn Federal Savings	105 East 2nd St.		Powell	WY		307-754-9501	<a href="mailto:llarsen@bighornfederal.com">llarsen@bighornfederal.com</a>
11	Rich	Griffith	Banks of Buffalo	106 Fort St.		Buffalo	WY	82834	307-684-5591	<a href="mailto:rgriffith@thebank-buffalo.com">rgriffith@thebank-buffalo.com</a>

## DISCLAIMER

While C-Loans, Inc. believes that each of the commercial lenders listed above is bona fide and legitimate, we make no warranty to that effect. The commercial lending industry is crawling with con men, and the thing about con men is that they are very, very convincing. Despite our years of experience, even we here at C-Loans, Inc. occasionally get fooled. You must not assume that simply because a "lender" makes The Blackburne List that he can be trusted!

Here's how these cons work. Essentially all commercial real estate lenders require a large deposit for third party reports – the appraisal report, the toxic report, the title commitment, and sometimes an engineering report. These deposits for third party reports can run from \$3,000 to \$10,000. Even experienced commercial mortgage borrowers expect to be required to pay for these third party reports fairly early in the loan process.

The con man creates an imaginary commercial lending company. He'll prepare expensive looking letterhead and sometimes even a small web site. Then he'll advertise for commercial loans. When borrowers call, he'll quote delicious rates, like 5.25% in a market where most banks are quoting 6.75%. After receiving a loan application, he'll issue a conditional commitment letter and ask for a \$10,000 deposit for third party reports, made payable to his "lending company". After receiving your \$10,000 deposit, the typical advance fee scammer will stop returning your phone calls and move on to his next victim. The victim typically threatens and threatens, but he seldom actually sues the con man. Litigation is simply too expensive. After fleeing 300 or more victims, the con man often then moves to a different state.

So how do you protect yourself? Try to work only with banks. If your deal isn't strong enough for a bank, and you simply have to apply to a private (hard money) commercial lender, you must be very alert for clues. The cheaper the loan offered by a "commercial mortgage company", the more suspicious you should be. Certainly you should be wary of any "commercial mortgage company" quoting an interest rate of less than what most banks are quoting. I tend to trust lenders who quote 15% and 8 points for one year. Lenders with painful terms are usually legitimate.

Look at the "commercial mortgage company's" web site. Does it smell legitimate? Do they list a street address and a phone number? If there is only a post office box address and no phone number listed, run-run-run! Does the web site contain lots of pages or just two or three pages? If the "lender" claims to take deposits and investments from private investors, does his web site have an extensive investor section? Does the "lender" even have a web site? If not, run, run, run. Do the loan officer's emails come from the "lender's" web site or from some free gmail or hotmail account?

Finally, be sure to actually read the conditional commitment letter (aka: term sheet). Has it defined "quick sale value" or addressed what happens to your "commitment fee" if the property does not appraise for enough money? What does the conditional commitment letter say about the disposition of your deposit if the deal falls apart?

A wise man once told me how to spot a con man. He said, "George, if you're in a room full of 100 people, pick out the one man in the room who you are absolutely sure is not the con man. He will be your con man." The moral of that story is that con men are usually very convincing. Therefore even we here at C-Loans, Inc. occasionally get fooled. So please be careful out there. If you do get conned or suspect a con, would you kindly notify Tom Blackburne right away at 916-338-3232 Ext. 317 or email [tommy@blackburne.com](mailto:tommy@blackburne.com)? At least we can immediately remove the "lender" from The Blackburne List.