



Strategic Alliance Mortgage caps successful 2012 with \$9.4 billion in closed transactions

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According to Strategic Alliance Mortgage, LLC, (SAM), its members closed \$9.4 billion in loan transactions in 2012, with a total of 1,067 transactions originating with 221 different lenders. Additionally, SAM member servicing volumes surged to \$40 billion as of year's end – an increase of 10 percent over the previous year's volume.

The figures represent an increase from 2011, when SAM members closed \$7.6 billion in loans, with a total of 884 transactions originating with 190 different lenders. With 23 member firms, SAM now has a presence in 51 markets throughout the country. "We have experienced an astounding resurgence over the past two years, witnessed significant improvements in the lending climate, and are encouraged to see healthy lenders across every spectrum of the capital stack," said SAM president Brock Walter, who is a founding principal with Pinnacle Financial Group in Cleveland, Ohio. "A growing number of clients are responding to the unique power of SAM. By tapping into the SAM database, our members have in-depth knowledge of commercial real estate capital sources throughout the country, including information on current lending rates, terms and trends."

The SAM network provides a wealth of valuable services and arranges debt and equity solutions for owners of commercial real estate throughout all sectors. Financing structures include construction, bridge/interim, fixed-rate permanent, floating-rate and permanent loans; forward commitments; credit tenant and mezzanine financing; equity and structured finance; and joint ventures. "We look forward to continuing to serve our clients in 2013 by supporting our members in accessing the resources and real-time market information needed to provide creative solutions for the marketplace's capital needs," Walter said. SAM members include Bernard Financial Group; Colliers International New England; Colliers International-Atlanta, Inc.; D. Ansley Company, Inc.; Dickinson, Logan, Todd & Barber, Inc.; Draper and Kramer, Inc.; Essex Financial Group; Eustis Commercial Mortgage Corp.; First Southern Mortgage Corp.; G.S. Wilcox & Co.; Holliday American Mortgage; InterFirst Capital; M. Robert Goldman & Company; Newmark Realty Capital, Inc.; NBS Financial Services; Pacific Southwest Realty Services; Phillips Realty Capital; Pinnacle Financial Group; Rose Hill Group; Thomas D. Wood & Company; Venture Mortgage; V.P. Clarence Company; and Western Capital Realty Advisors.

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