

**DIGITAL EDITION**

**COMMERCIAL  
REAL ESTATE  
FINANCE**

**AUTUMN 2018**

- Fully searchable directory
- Easily find key executives you need to reach
- Now over 1,000 contacts

Real Estate Executives Inc.

| [www.realestateexecutives.ca](http://www.realestateexecutives.ca)

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# REAL ESTATE EXECUTIVES INC.

## Autumn 2018 | Commercial Real Estate Finance

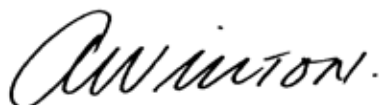
**Real Estate Executives Inc.** is pleased to welcome you to the Autumn 2018 edition of **The Commercial Real Estate Finance Directory**.

Since 2004, we've been providing this valuable business tool to professionals just like you, who need to quickly reference hundreds of Vice Presidents, Directors and Account Managers. Each listing has addresses, telephone numbers, websites and proper titles. We're proud of the quality and accuracy of our directory and are confident it will meet all your networking and contact management requirements.

This Autumn 2018 edition contains 1,152 contacts at over 400 companies. The listings include Life Companies, Pension Funds, Banks, Credit Unions, Mortgage Brokers, Mezz Lenders and others.

We hope you enjoy using this new edition of the directory and find it useful in growing your business.

Regards,



J. Anderson Winton  
*Publisher*

Commercial Real Estate Finance  
Directory is published quarterly by  
Real Estate Executives Inc.

For newsletter subscription  
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416-223-3711

info@realestateexecutives.ca

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# REAL ESTATE EXECUTIVES INC.

## Autumn 2018 | Commercial Real Estate Finance Directory

### ACM Advisors Ltd.

Suite 210  
1140 Homer Street  
Vancouver, BC V6B 2X6

Tel 604-682-4865  
Type Lender

[www.acma.ca](http://www.acma.ca)

Gordon Allan, Co-Chief Executive Officer  
Allan Collings, Co-Chief Executive Officer  
Chad Mallow, President  
Chad Mercer, Chief Financial Officer  
Colin Young, Vice President, Finance  
Graham Collings, Executive Vice President, Investments  
Brenda Lee, Senior Manager, Finance  
Lezlie Mintz, Director, Business Development

### ACM Advisors Ltd.

Suite 804  
80 Richmond Street W  
Toronto, ON M5H 2A4

Tel 416-860-6242  
Type Lender

[www.acma.ca](http://www.acma.ca)

Ishbel Buchan, Senior Vice President, Investments  
Rob Stevens, Vice President, Investments  
Whitney Stevenson, Real Estate Analyst  
Greg Martin, Real Estate Analyst

### AMK Mortgages Ontario Inc.

102-2171 Avenue Road  
Toronto, ON M5M 4B4

Tel 416-385-2211  
Type

Arthur Kraus, Principal

### BMO Bank of Montreal

11th Floor  
100 King Street W  
Toronto, ON M5X 1A1

Tel 416-867-4950  
Type Bank A

[www.bmo.com](http://www.bmo.com)

Mike Beg, Vice President & Head, Real Estate Finance  
Rob McLean, Regional Vice President, Toronto Central  
Jim Eplett, Vice President, Commercial Mortgages  
Halim Chaccour, Director, Real Estate Finance  
Victor Wong, Director, Real Estate Finance

### BNP Paribas

Suite 3110  
155 Wellington Street W  
Toronto, ON M5V 3H1

Tel 416-365-9600  
Type Bank B

[www.bnpparibas.ca](http://www.bnpparibas.ca)

Tony Baratta, Managing Director, Corporate Coverage

### Centurion Mortgage Capital Corporation

710-25 Sheppard Avenue W  
North York, ON M2N 6S6

Tel 905-733-5600  
Type

[www.centurion.ca](http://www.centurion.ca)

Stephen Stewart, Executive Vice President, Mortgage Investments  
Ryan Buzzell, Senior Director, Mortgage Investments  
Bob Vavaroutsos, Director, Mortgage Investments  
Maria Accomando, Director, Mortgage Administration  
Vijay Kilambi, Senior Mortgage Underwriter

### Community Trust Company Ltd.

2350 Matheson Boulevard E  
Mississauga, ON L4W 5G9

Tel 416-763-2291  
Type Trust Company

[www.communitytrust.ca](http://www.communitytrust.ca)

Christopher Humeniuk, President & Chief Executive Officer  
Lisa Abbatangelo, Vice President Mortgage Operations  
Stuart Robertson, Vice President, Risk Management  
Kateryna Yason, General Counsel  
Thom Henderson, Director of Commercial Mortgages  
Kyle Howard, Director, Treasury & Securitization

### HSBC Bank Canada

2nd Floor  
70 York Street  
Toronto, ON M5J 1S9

Tel 416-868-8000  
Type Bank A

[www.hsbc.ca](http://www.hsbc.ca)

Chris Golding, Senior Relationship Manager  
Jeff Parkes, Vice President Commercial Real Estate

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# REAL ESTATE EXECUTIVES INC.

## Autumn 2018 | Commercial Real Estate Finance Directory

### Industrial Alliance Insurance & Financial Services

522 University Avenue  
Toronto, ON M5G 1Y7  
Tel 416-598-2122  
Type Life Insurance

[www.ia.ca](http://www.ia.ca)

Victor Gosselin, Senior Director, Mortgage Portfolios  
Joanne Crichton, Senior Account Manager  
Parbati Prashad, Account Manager, Commercial Mortgages  
Elena Tchaika, Account Manager, Commercial Mortgages

### iQ Commercial Mortgage Strategy Inc.

300-795 Main Street  
Moncton, NB E1C 1E9  
Tel 506-204-8345  
Type Broker M

[www.iqcommercial.ca](http://www.iqcommercial.ca)

Greg Inglis, Managing Partner & President  
Richard Tower, Managing Partner & Vice President  
Graham Milley, Director, Newfoundland & Labrador  
Falon Cameron, Mortgage Coordinator

### iQ Commercial Mortgage Strategy Inc.

208-620 Nine Mile Drive  
Bedford, NS B4H 0H4  
Tel 902-832-4615  
Type Broker M

[www.iqcommercial.ca](http://www.iqcommercial.ca)

Steve Foot, Managing Partner  
John Bulley, Director

### MCAP Real Estate Finance Group

2500-140 4 Avenue SW  
Calgary, AB T2P 3N3  
Tel 403-266-5722  
Type Lender

[www.mcap.com](http://www.mcap.com)

Bob Balfour, Managing Partner, Development Finance Group  
Mike Roulston, Managing Director, Central West Region  
Blake Lowden, Senior Director  
Stephen Jones, Director, Investment Management  
Susannah Boisclair, Manager, Funding & Administration

### Morcan Financial Inc.

207-7007 Islington Avenue  
Woodbridge, ON L4L 4T5  
Tel 905-850-8100  
Type Broker M

[www.reagroup.ca](http://www.reagroup.ca)

Joe Taibi, President

### Quahold Corporation

3 New Street  
Toronto, ON M5R 1P7  
Tel 416-214-1114  
Type Lender

[www.quahold.ca](http://www.quahold.ca)

Manfred Doblinger, President

### Scotiabank

2nd Floor  
5075 Yonge Street  
Toronto, ON M2N 6C6  
Tel 416-590-7320  
Type Lender

[www.scotiabank.com](http://www.scotiabank.com)

Elliot Gosselin, Vice President  
Mario Cacciola, Director & Group Lead  
Jim Simandl, Director & Group Lead  
Robin Levy-Ofir, Director & Group Lead  
Peter Gioia, Director & Group Lead  
Luciano Liscio, Director & Group Lead

### TD Commercial Banking Centre

2nd Floor  
220 Commerce Valley Drive W  
Markham, ON L3T 0A8  
Tel 905-771-2313  
Type Lender

[www.td.com](http://www.td.com)

Chris Porter, District Vice President, Real Estate  
Stelio Zupancich, Vice President  
Riccardo Del Greco, District Vice President  
John Karanicolas, Senior Account Manager  
Leslie Kalogiros, Senior Account Manager  
Andy Wu, Manager Commercial Services

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### Trez Capital Corporation

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1700-745 Thurlow Street  
Vancouver, BC V6E 0C5

Tel 604-689-0821  
Type Mezzanine

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[www.trezcapital.com](http://www.trezcapital.com)

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Morley Greene, Chairman & Chief Executive Officer

Greg Vorwaller, President

Robert Perkins, Managing Director

Barry Brovender, Vice President Lending

Chris Enns, Vice President Lending

Mike Fortier, Associate Vice President

### Trez Capital Corporation

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1404-401 Bay Street  
Toronto, ON M5H 2Y4

Tel 416-350-1224  
Type Mezzanine

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[www.trezcapital.com](http://www.trezcapital.com)

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Peter Dimakarakos, Senior Vice President, Origination

James Kim, Associate Vice President Origination

Peter Ivanovic, Associate Vice President Origination

Garret MacGillvray, Senior Associate, Origination