



INDUSTRY WRAPUPS

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Real estate

C&C launches financing arm, aims to back mid-range deals

[Lizette Wilson](#)

[Cornish & Carey Commercial](#) has a new group.

The Northern California brokerage firm has launched a fresh division -- dubbed Cornish & Carey Capital -- to offer financing services to clients.

Now two partners strong, the group is focused on providing capital for mid-tier deals, meaning those in the \$5 million to \$100 million range for office, multi-family, hotels and pretty much every other type of sales property except for single family detached homes.

"We plan on doing about \$500 million in deals this year," said Brad Zampa, who is running the new Cornish & Carey group with former [Michael O'Connor & Co.](#) colleague Matthew Gum. Zampa and Gum said that this year's pipeline is roughly 50 percent previous clients and 50 percent Cornish & Carey referrals -- a balance which they said may well be similar in 2006.

The fresh offering is a strategic one -- designed to both increase revenue flow to the firm and (they hope) boost its investment sales division to more aggressively compete against big boys Secured Capital, Eastdil and others for sales listings. As a stand alone offering, Cornish & Carey Capital will also have a stiff list of worthy competitors including Buchanan Street Partners, Cohen Financial and Northmark Capital -- to name a few.

Zampa and Gum are up for the challenge, however. They say they welcome deals involving "structured" properties -- a.k.a. difficult or distressed properties that are sometimes difficult to fund.

Said Gum: "It's like pulling the thorn out of the lion's paw. Once you show you can do that, the others are easy."

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