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Ashworth Mortgage Corp. partners with Estreich & Company, Inc.

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Ashworth Mortgage Corp. has established a partnership with Estreich & Company, Inc., one of the largest financiers of commercial property in the Greater New York City region. Under the agreement, Ashworth Mortgage will join with Estreich & Co. to become Capital Alliance Advisors, an entity owned by both firms and focused on expanding both companies' existing portfolio of business in New England. This partnership will allow Ashworth to be able to offer a broader array of services and undertake larger projects while establishing Estreich's presence in New England.

"As the commercial real estate industry continues to rebound, our alliance will provide an excellent platform to grow our business while increasing our services to existing clients," said Dick Ashworth, founding partner of Ashworth. "We are excited to join with an established group that not only shares our business philosophy but also our desire to grow for years to come."

Ashworth and Estreich identified synergies and share a common approach to the mortgage brokerage services. Both firms have focused exclusively on the needs of clients and have rejected correspondent relationships with lenders. This philosophy is rare in the New England commercial mortgage markets, and the principals feel this is a key difference and central to their success in providing the best possible service to their clients. "Our only allegiance is to arranging the best possible deal for our clients," said Ashworth.

"We are very pleased to embark on this partnership with Ashworth Mortgage," said Jonathan Estreich, founder of Estreich. "We are always considering innovative ways to make our business more sustainable - always with a primary focus on how to serve our clients. After many conversations with Dick Ashworth, we found that aligning with his firm is not only a strategic fit, but also a cultural fit due to our shared focus on approaching transactions with a critical focus on the borrower."

Sal Torre, a partner at Estreich will be responsible for acting as liaison between the two companies. Capital Alliance, building on each of the founding partners' more than 25 years of mortgage business experience, will specialize in the placement of debt and equity financing for all types of commercial real estate with a client-centered approach. In doing so, the boutique-style corporation will offer an innovative and creative approach to appropriate financing strategies for a wide range of property types and funding structures.

Capital Alliance will continue to utilize the same proven successful principles established by its founding partners.

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