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## **MBA names top commercial/multi family originators**

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Wachovia, Wells Fargo and Bank of America were the top commercial/multifamily originators in 2007, according to the Mortgage Bankers Association (MBA) 4th Annual Commercial/Multifamily Finance Firms Annual Originations Rankings. Other originators in the top 10 include: Deutsche Bank Commercial Real Estate; Credit Suisse; Holliday Fenoglio Fowler, L.P.; Capmark Financial Group Inc.; CBRE|Melody; Goldman, Sachs & Co.; and KeyBank Real Estate Capital.

Five different companies topped the 11 lists reporting originations by investor groups:

- \*Wachovia as the top originator for REIT, mortgage REITs, investments funds, Fannie Mae and conduits;
- \*Capmark Financial Group for Freddie Mac, FHA/Ginnie Mae, and specialty finance companies;
- \*Bank of America for commercial banks/savings institutions;
- \*Wells Fargo for life insurance companies and for other investors;
- \*TIAA-CREF for pension funds; and
- \*GE Real Estate for credit companies.

By dollar volume, the top three intermediaries in 2007 were Wells Fargo, Holliday Fenoglio Fowler, L.P., and CBRE|Melody. The top three lenders were Wachovia, Bank of America and Wells Fargo. The MBA Annual Originations Rankings study is the only report of its kind that provides firm-specific dollar volumes and loan counts detailing the mortgage originations of 124 leading commercial/multifamily intermediaries and lenders.

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