

Largest Commercial Lenders

RANKED BY LOCAL COMMERCIAL LOANS OUTSTANDING AS OF DEC. 31, 2017

Rank	Bank / Prior Rank (*not ranked) Website	Address and Phone	Local Commercial Loans Outstanding 12/31/2017	New Commercial Local Loans 1/1/ 2017 - 12/31/2017	Number of Total Loans	Specialty Services	Top Local Executive(s)
1	NorthMarq Capital LLC ① northmarq.com	1401 S. Brentwood Blvd. #600 St. Louis, MO 63144 314-301-1800	\$4.62 billion	\$612.24 million	409	life insurance, Freddie Mac, FannieMae, FHA, CMB5 and bank loans	Jeffrey Chaney David Garfinkel
3	Commerce Bank ③ commercebank.com	8000 Forsyth Blvd. Clayton, MO 63105 314-746-8567	\$2.15 billion	\$319.08 million	7,204	working capital, equipment, real estate, health care, agribusiness, not-for-profit, leasing/export, international banking and treasury management	Robert Holmes
3	Enterprise Bank & Trust ② enterprisebank.com	150 N. Meramec Ave. #600 St. Louis, MO 63105 314-725-5500	\$1.73 billion	\$446.58 million	2,479	banking and wealth management to privately owned businesses, owners and owner families	Scott Goodman
4	Gershman Mortgage ⑬ gershman.com	16253 Swingley Ridge Rd. #400 Chesterfield, MO 63017 314-889-0675	\$1.48 billion	\$216.48 million	197	apartments, health care facilities, construction, rehab, acquisition, refinances, construction and permanent loan combined, and long-term fixed rate	Albert Will Jr. Bruce S. Andrews Mark Unanue Adam Mason
3	Q10 Triad Capital Advisors Inc. ④ q10triad.com	10829 Olive Blvd. St. Louis, MO 63141 314-735-8780	\$1.35 billion	\$717 million	361	commercial, multi-family real estate loans, industrial, retail, multifamily, office, medical, single tenant and owner occupied, flagged hotel and credit leased	Jim Wickenhauser Joe Monteleone
6	Central Bank of St. Louis ⑥ centralbank.net	7707 Forsyth Blvd. St. Louis, MO 63105 314-862-9300	\$1.19 billion	\$170.75 million	2,432	full range of commercial products, including cash management	S. Bryan Cook Richard Bagy Jr.
7	Carrollton Bank ⑩ carrolltonbanking.com	315 6th St. Carrollton, IL 62016 314-956-6114	\$1.06 billion	\$130.66 million	3,953	complete line of commercial loans and cash management services to both borrowing and non-borrowing businesses	Tom W. Hough
8	Busey Bank ⑧ busey.com	12300 Olive Blvd. St. Louis, MO 63141 314-478-2210	\$1.03 billion	\$382.63 million	1,780	complete line of commercial loans and treasury management products in addition to wealth management services	W. Thomas Reeves Brian Bjorkman
9	Midwest Bank Centre ⑨ midwestbankcentre.com	2191 Lemay Ferry Rd. St. Louis, MO 63125 314-691-5500	\$985.96 million	\$65 million	N/A	commercial and industrial lines of credit, equipment, owner/user and investor real estate financing, and cash management	James Watson Dale Oberfell Danny Pogue
10	Reliance Bank ⑪ reliancebankstl.com	10401 Clayton Rd St. Louis, MO 63131 314-569-7200	\$990.69 million	\$308.7 million	865	commercial real estate, commercial and industrial lending, working capital lines of credit, treasury management, wealth management, and SBA loans	Thomas Bruster Sr. Norm Toon
11	UMB Bank ⑦ umb.com	2 S. Broadway St. Louis, MO 63102 314-612-8173	\$982.88 million	\$259.36 million	763	lending, real estate, cash management, investment, wealth management, card payment products, HSA and corporate trust, asset based and factoring lending	Peter Blumeier
12	First Bank ⑫ firstbank.com	11903 Olive Blvd. Clewisville, MO 63141 314-995-8700	\$878.98 million	\$285.88 million	2,016	working capital, commercial, residential real estate, construction, leverage and health care financing, agricultural financing and cash management services	Timothy Lathe ² Richard Sems
12	Berkadia ⑤ berkadia.com	101 S. Hanley Rd. #50 St. Louis, MO 63105 314-984-5500	\$774.46 million	\$250.34 million	57	Fannie Mae, Freddie Mac, HUD, life insurance companies, CMB5 and balance sheet lending	Kevin Kozminski
14	Midland States Bancorp Inc. ⑭ midlandsb.com	219 S. Central Ave. St. Louis, MO 63105 355-696-4352	\$735.54 million	\$297.76 million	1,120	commercial, industrial, SBA, FHA/ HUD bridge and permanent financing, treasury management, merchant credit card services and wealth management	Steve Linton
15	Cass Commercial Bank ⑮ cassbank.com	12412 Powerscourt Dr. #175 St. Louis, MO 63131 314-506-5517	\$685 million	\$176.77 million	770	lines of credit for receivable and inventory financing, equipment and real estate loans, fact-based lending, and full line of cash management services	Dwight Erdbruegger Robert Mathias Mark Benteen
16	The BANK of Edwardsville ⑯ thebank.com	330 W. Vandalia St. Edwardsville, IL 62025 619-692-6003	\$569 million	\$212 million	1,833	A/R and inventory financing, fixed plant and equipment, commercial real estate, multifamily, churches, owner-occupied commercial and lines of credit	Kevin Powers
17	Royal Banks of Missouri ⑰ royalbanksofmo.com	8021 Olive Blvd. St. Louis, MO 63130 314-712-1500	\$551.67 million	\$203.46 million	658	commercial real estate, commercial equipment, commercial and industrial loans	Steve Baden Mitchell Baden
18	The Business Bank of St. Louis ⑱ bbstl.com	8000 Maryland Ave. #100 St. Louis, MO 63105 314-721-8003	\$437.74 million	\$140.98 million	787	contractor financing, working capital, equipment, A/R and inventory financing, and real estate financing	Larry Kirby Doug Look
19	Bank of Washington ⑲ bankofwashington.com	200 W. Main St. Washington, MO 63090 636-239-7831	\$414.16 million	\$230.98 million	881	SBA loans, business lines of credit, equipment and commercial real estate	L. B. Eckelkamp Jr.
20	Jefferson Bank and Trust Co. ⑳ jbt-stl.com	2301 Market St. St. Louis, MO 63103 314-621-0100	\$391.77 million	\$123.65 million	1,062	receivable/inventory lines of credit, equipment financing, commercial real estate, cash management, bill pay and remote deposit	John Dulle Michael Ross
21	Parkside Financial Bank & Trust ㉑ pfbt.com	8112 Maryland Ave. #101 St. Louis, MO 63105 314-290-8600	\$370 million	\$110 million	600	business loans for working capital, equipment purchases, plant expansion, and mergers and acquisitions	James Wagner Andrew Lierford
23	St. Louis Bank ㉒ stlouisbank.com	14323 S. Outer Forty Rd. Town & Country, MO 63017 314-851-6200	\$327.54 million	\$108.2 million	1,501	commercial, commercial real estate and SBA	Mark Muesenfechter Michael Jung
23	Citizens National Bank of Greater St. Louis ㉓ citizensnationalbank.net	7305 Manchester Rd. St. Louis, MO 63143 314-645-0665	\$287.04 million	\$5.45 million	824	business loans, commercial real estate financing, construction financing, commercial equipment/vehicle financing and treasury management	Steven Hart David Bentele
24	Peoples National Bank ㉔ peoplesnationalbank.com	101 S. Hanley Rd. #100 Clayton, MO 63105 314-726-7300	\$179.54 million	\$33.32 million	749	commercial real estate, commercial, industrial and small business loans	Jason Ramthun Thomas Dolson
25	PGIM Real Estate Finance ㉕ pgimref.com	655 Broad St. Newark, NJ 07102 312-565-6262	\$64.6 million	\$77.7 million	21	loan products including portfolio lending, agency, FHA, affordable, agricultural and senior housing	Adrian Hartman Robyn Cunningham

Compiled by Lea Konczal (314) 421-8309 | konczal@bizjournals.com | @stlbizkonczal

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