



**Cynthia A. Hammond, C.M.B.**

Cynthia Hammond is President, C.E.O. and owner of Churchill Commercial Capital (f.k.a. Churchill Mortgage of Arizona, Inc.), an income property mortgage banking company based in Phoenix, Arizona. Churchill Commercial Capital (“CCC”) is a loan correspondent for major life insurance companies, specialized commercial finance companies as well as for select Wall Street investment banks, domestic banks, and pension fund advisors. In addition to running Churchill, Cynthia arranges permanent mortgages and equity for owners of property located in the southwestern United States. CCC has closed \$2.3 billion in loans over its history and services a \$700 million loan portfolio. Since forming the company in 1994, Cynthia has arranged over \$1 billion in financing on office, industrial, retail, multifamily, hospitality and senior housing located in Arizona, California, Nevada, Colorado, New Mexico, and Utah.

Cynthia has 26 years experience in finance, acquisitions and marketing of institutional quality commercial real estate. Prior to forming Churchill Mortgage of Arizona in 1994, Cynthia ran Hammond Commercial Real Estate Finance, a Scottsdale based mortgage brokerage company (1991 – 1994); arranged commercial mortgage loans as Vice President of John Hancock Real Estate Finance, Inc. (1986 – 1991); analyzed commercial property acquisitions as a Real Estate Investment Analyst with pension fund advisor First Chicago Investment Advisors (1984-1986); and worked as a Research Analyst with Grubb & Ellis (1983-1984). She earned her Certified Mortgage Banker designation from the Mortgage Banker’s Association of America in 2008.

Cynthia has authored several articles on commercial real estate finance seen in The Scotsman Guide, AZRE Magazine, Tucson Trend Report, Urban Land Institute’s Arizona Report, and Lambda Alpha’s KeyNotes. She has given presentations to the Urban Land Institute, CREW Network, Arizona Commercial Real Estate Women, Grubb & Ellis and ASU’s Master’s in Real Estate Development. She has served as an expert witness on commercial mortgage finance in commercial litigation.

She is a past president of the Arizona Commercial Mortgage Lender’s Association, past national director of CREW Network, past president of AZCREW, an active member of the Urban Land Institute serving on the Executive, Steering and Program Committees, board member of Lambda Alpha, member of the Pima County Real Estate Research Council, and Phi Beta Kappa. She holds licenses as an Arizona commercial mortgage banker, real estate broker and California real estate broker. Cynthia earned a B.S. degree in Economics, summa cum laude with honors, from Arizona State University in 1984. She has been married for 24 years and has one daughter.