

# Thorofare Capital Originations Team

*By Amy Wolff Sorter | Originally published on connectcre.com on September 10, 2025*

Thorofare Capital is a national, vertically integrated commercial real estate investment manager. Headquartered in Los Angeles with additional offices in New York City, Miami, and Dallas, Thorofare manages over \$1.3 billion in AUM. The firm focuses on \$15 million to \$100 million financing transactions, targeting value-add and opportunistic acquisitions, recapitalizations, and distressed debt secured by transitional properties. Since its inception, the firm has originated over \$4 billion in transactions across more than 12 property types throughout 33 states.

Thorofare Capital's Originations Team moved to a regional operating model following the mid-2025 departure of longtime Head of Originations Felix Gutnikov. The firm is now organized geographically, with the team originating nearly \$400 million in loans during 2025. Thorofare has an ambitious goal of \$1 billion by the end of the year.

These are some of the reasons why the Thorofare Capital Originations Team was selected to receive ApartmentBuildings.com's first annual AB 100 Dealmaker of the Year Award, which recognizes those who demonstrate creativity, skill and success in the multifamily industry.

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