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# Financial Services Co. Opens First Office in Scottsdale

Tauro Capital Advisors



Tauro Capital Advisors, Inc., a fully integrated financial services company and fiduciary with a diverse background in capital markets of all aspects of commercial real estate, has announced its expansion into Arizona with the opening of its first office in Scottsdale.

This is Tauro's first location outside of California. The firm is currently headquartered in Los Angeles and has additional offices in San Diego, Orange County, and Sacramento, according to Stephen Stein, Managing Partner at Tauro Capital Advisors, pictured above.

"We have been rapidly expanding year-over-year and are on track to triple in size by the end of 2022," says Stein. "A key reason for our continued growth is our team's ability to source innovative and competitive debt and equity solutions for a range of clients, even during the economic uncertainty of the pandemic."

Tauro Capital Advisors is one of the most active financial intermediaries in the country and sources debt for construction, refinancing or acquisition, and equity across all product types including multifamily, office, industrial, hospitality and retail.

"We look forward to strengthening our lender and equity relationships in Arizona and on a national scale, as well as continuing to bolster our advisory team to support this growth," says Stein. "This expansion will enhance our presence in the Greater Phoenix Area and allows us to continue to provide top-notch, creative, and sound capital solutions to new and existing clientele that are looking to work with sophisticated financial intermediaries."

The firm is continuing to eye new geographic markets for potential office locations that will strategically position the growing team near existing and potential clients, debt and equity sources, and other industry partners, Stein notes.

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“As we continue to grow, we have also expanded our offerings, including launching a new advisory platform to help investors and capital providers navigate the post-COVID commercial real estate market,” says Stein. “This platform enables us to continue delivering creative capital solutions while expanding into a deeper advisory role through which we help investors take a more comprehensive view of their asset performance.”

Tauro’s Phoenix office will be led by Lead Advisor, Rich Perry, Senior Advisor at Tauro Capital Advisors.

Perry says: “We are actively looking for advisors to join our Phoenix team. Our new office will reinforce our commitment to recruiting talented and passionate individuals who want to be part of a supportive company culture that provides the resources and mentorship necessary for its professionals to seamlessly solve clients’ financing needs and challenges with integrity and transparency.”

At Tauro, advisors can enjoy a vibrant and rewarding environment filled with collaboration, personal development, and support from leadership. Additionally, advisors receive unique perks such as baby bonds, a \$100 bond that is issued to all employees’ kids on their birthdays every year, virtual assistants, fun company events, and prior to COVID-19, paid trips to run with the bulls in Pamplona, Spain for top performers.

“We deeply value our team members and are committed to providing them with the resources to thrive both personally and professionally,” says Stein. “In addition to personal perks, each of our advisors has access to our proprietary software Brahma, which instantly connects its advisors with thousands of lenders across the country, Matador, which houses hundreds of branded and highly customizable marketing templates for advisors to utilize to actively generate new business leads and continued learning opportunities including access to weekly presentations from up to three capital providers per week.”

Tauro’s Phoenix office opened this month and is located at 7014 East Camelback Road Suite B100A is Scottsdale, Arizona.

Founded in 2017, the principals at Tauro Capital Advisors have more than 65 years of combined experience rooted in investment real estate and capital markets that enables the team to provide clients innovative and sound solutions for debt and equity requirements and advisory services related to opportunities, re capitalizations, dispositions, asset management, portfolio and capital structuring, due diligence/analysis manpower, and down-market situation strategies.

With longstanding lender and equity investor relationships, vast experience in structured finance, and access to capital from traditional and non-traditional sources, Tauro has an unparalleled track record of success. The firm’s principals are steadfast in providing the resources and support necessary for its professionals to flawlessly execute in solving client’s financing needs and challenges with integrity and transparency.

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