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Tauro Capital Advisors Expands in California

The firm opened new offices in Sacramento and Orange County, the latest step in its rapid expansion strategy.

By Kelsi Maree Borland | September 01, 2021

Tauro Capital Advisors has expanded its California footprint with the opening of new offices in Sacramento and Orange County. The offices will help the firm better serve its growing client base in the state.

"The expansions reflect our company's our desire to serve more clients throughout California. They also allow us to further develop our role as one of the most active financial intermediaries in the state," Stephen Stein, managing partner at Tauro Capital Advisors, tells GlobeSt.com. "As we redefine capital advisory on a national basis via our expertise in both real estate and the capital markets, we continue to offer a platform that helps our clients and our team in finding optimal financing solutions." In opening the two new offices, Tauro will also expand these services.

The California expansion is the firm's latest move in its rapid expansion strategy. In the last three years, Tauro has doubled in size, and it is currently on track to triple in size by the end of next year. "We are able to expand in this way—even during a global health and economic crisis—because we understand financing and the markets so well, we know what borrowers' and lenders' pain points are and how to solve for them, and we have a broad network of relationships within the industry that most financing companies don't have," says Stein.

The firm is also leveraging technology to accomplish its goals. "Our proprietary software products connect our advisors with thousands of lenders nationwide, and we recently released a suite of research reports that provide our clients with relevant information about commercial real estate. These factors set us apart from our competitors," adds Stein.

While the expansion strategy speaks to the firm's success, Stein says it is also illustrative of the health and strength of the commercial real estate industry. "There are many investors with a lot of dry powder looking to deploy it in something stable right now," he says, adding that he foresees a complete recovery. "CRE has recovered well from several Black Swan events over the years, including the dotcom bubble, the Great Recession, and COVID-19. In fact, the bulk of CRE asset classes fared quite well during the pandemic. The categories that were especially challenged at this time, such as hotel and retail, are adept at figuring out how to reinvent themselves regardless of these challenges."

In addition, the pandemic created new opportunities in asset uses, like ghost kitchens. "This has become a specialty financing category for us, along with triple-net-lease properties," says Stein. "Resilience and creativity are simply the nature of this industry, and that is reflected in our growth during this crisis."