



An Orange County Business Journal Special Report

BANKING

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Gordon Ditches Branches at Latest Upstart Bank

FINANCE: Genesis aims for minority-owned businesses

By PETER J. BRENNAN

Stephen H. Gordon has a model for his newest bank: no expansion via branches, which he calls “antiquated.”

“No one walks into branches anymore,” Gordon said at **Genesis Bank’s** inaugural party in early October.

“I love the fact that we don’t have all of that legacy. We should have a lower expense structure so we should be able to offer more competitive products.”

Newport Beach-based Genesis, which officially opened in August, is the third bank started by Gordon.

His latest bank will focus on loans for small to medium-size businesses, commercial industry, multifamily, office, industrial and retail. It intends to partner with other entities for consumer banking. He expects about \$100 million in loan production during its first year, with the capacity to loan up to \$7 mil-



The lobby of Genesis Bank in Newport Beach, overlooking the John Wayne Airport

lion per loan. Gordon intends to bring in additional capital to support further growth.

“Everything is relationship driven,” Gordon said. “From previous banks that we’ve built, we have a pretty big following in Southern California.”

\$57M Funding

Gordon has a long history in Orange County banking circles. After the dot-com bust in 2000, he co-founded **Commercial Capital Bancorp**, which was sold for almost \$1 billion in 2006.

Following the 2008 financial crisis, Gordon in 2010 led the \$460 million recapitalization of Bay Cities National Bank and renamed it **Opus Bank**, which was sold for \$743.9 million a year ago to crosstown rival **Pacific Premier Bancorp** of Irvine (Nasdaq: PPBI).

Pacific Premier—run by a different Steve G, **Steven Gardner**—ranks No. 1 on this week’s list of Orange County-based Commercial Banks (see list, page 28).

Five days after that deal closed, Gordon filed paperwork to start Genesis Bank even though it was in the middle of the coron-

avirus-induced recession.

Gordon raised \$57 million in an oversubscribed initial capitalization that included as investors himself and **Arkview Capital** of Stamford, Conn.

Minority Focus

Arkview, a minority-certified private equity fund focused on investing in diversity-oriented businesses, was founded last year by **Joon Chang, Pavel Chernyshov and Vijay Mehta**, a trio who worked together for a decade at the **Ziff** family office in New York. The Ziff family, heirs to the Ziff-Davis publisher of hobbyist magazines, is worth \$15 billion, ranking it No. 20, among Forbes’ annual list of the wealthiest American families.



Stephen H. Gordon
Founder, Chair, CEO
Genesis Bank

Genesis’ private offering represents the largest capitalization ever for an entirely new bank based in Orange County, Riverside County, or San Bernardino County. It is the second ever largest de novo capitalization in all of Southern California, trailing one bank in Los Angeles County.

Out of 5,000 banks in the U.S., only 143 are labeled minority deposit institutions (MDI), according to Gordon.

With about 60% to 75% of Southern California considered “multi-diverse,” “we felt very strongly that we must be reflective of our community,” Gordon said.

“Our mission is very clear to us.”

It’s working closely with Hispanic, Asian and Black chambers of commerce, he said.

On Oct. 18, Genesis announced a partnership with the **Orange County Hispanic Chamber of Commerce** that includes helping the estimated 30,000 Hispanic-owned businesses in Orange County.

“We believe the bank’s diverse, multiracial focus as an MDI distinguishes their commitment to the community from other banking institutions and is a much-needed banking resource to the Orange County Hispanic business community,” Chamber CEO **Reuben Franco** said in a statement.

New Software

At Opus, Gordon employed more than 800 at 50 different locations.

This time around, he’s planning to hire far fewer and might open only a couple of other offices in Los Angeles and another in Orange County.

At the beginning of Opus, its legacy technology had to be rebuilt, Gordon recalled.

“As much as we thought we had an advanced platform in 2010, that was an amalgamation of bank acquisitions. We inherited their technology. That was pretty antiquated compared to where we are right now.”

Genesis’ platform was built from scratch employing software from a variety of vendors.

“We brought together best of breed and bolted them together in a way that no one else had done so before,” he said.

Called **GenTech**, it’s “a groundbreaking combination of best-in-class technologies, which are tightly integrated to give clients a seamless, digital first, and transparent experience.”

► Genesis 33

Genesis Bank



FOUNDED: Aug. 2021

FOUNDER/CEO/CHAIRMAN: Stephen H. Gordon

HEADQUARTERS: Newport Beach

EMPLOYEES: 37

NOTABLE: Gordon, who has successfully started two prior banks, opens Genesis with an emphasis on servicing minorities

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Pair of Large Banks Eyeing Orange County

Torrey Pines, Truist Expanding, Hiring

By PETER J. BRENNAN

Representatives of two large national bank holding companies, **Western Alliance Bancorporation** and **Truist Financial Corp.**, are eyeing Orange County for expansion.

Torrey Pines Bank has officially opened its office in Costa Mesa where it shares space with **Bridge Bank**. Both are part of **Western Alliance Bank**, the primary subsidiary of Phoenix-based Western Alliance Bancorporation (NYSE: WAL), with approximately \$50 billion in assets.

Torrey Pines Bank, which has nine offices

in San Diego and Los Angeles, in Orange County has been financing local nonbank private lenders for commercial real estate development.



Sam Moini
Managing Director
Orange County
Truist Wealth

“There’s a lot of business here.” A sign of the bank’s interest in Orange

“We have quite a few of those customers,” **Robert McAuslan**, executive vice president for Western Alliance Bancorp, where he is managing director of the Los Angeles region, told the Business Journal.

County occurred early last month when Chief Executive **John Maguire** and his executive team held an economic forecast at the **Center Club** in Costa Mesa.



Victoria Rixon
Western Region
Division Director
Truist Wealth

“We can service a lot of good size clients,” said McAuslan, a resident of Corona del Mar.

The parent company’s size helps Torrey Pines Bank offer a variety of services including loan, deposit and treasury management capabilities, McAuslan said.

Truist Intentions

Charlotte-based Truist Financial (NYSE: TFC) was formed in 2019 when BB&T finalized its \$28 billion purchase of SunTrust.

It’s now the nation’s sixth-largest bank, serving 10 million consumer households and holding \$530 billion in assets.

While it has offices for investment banking and insurance in Orange County, it doesn’t yet have a bank branch. It’s currently studying entering the California market, according to Marina del Rey-based **Victoria Rixon**, who heads Truist Wealth’s western region division.

In the meantime, it recently opened a wealth management office in Irvine, headed by **Sam Moini**, who has been working in Orange County since 1981.



Robert McAuslan
EVP, Managing
Director
Los Angeles Region
Western Alliance
Bancorp

His experience includes 18 years as a managing director at **Wells Fargo Bank** in Irvine. During his career, he has held key roles with **Citibank Private Bank** in London, **Bank of America** and **Sanwa Bank of California**, which is now **Bank of the West**.

Orange County “is clearly one of the dominant markets for wealth,” Moini said when explaining the bank’s interest.

“Truist has taken steps to grow to a strong base. With the merger, there is more resources and capital to grow.”

Truist and its executives are growing their stature in Southern California. Rixon has joined the **Orange County United Way** at the behest of its CEO, **Sue Parks**, and the bank will be one of the official sponsors of **NFL Super Bowl** slated for Inglewood in February.

Executives at both Truist Wealth and Torrey Pines Bank say they are hiring for their Orange County offices. ■

Commercial Bank of California is now one of the most active SBA lenders in Orange County.

We’re on pace to close \$50 million in SBA loans this year and planning to lend \$60 million in 2022.

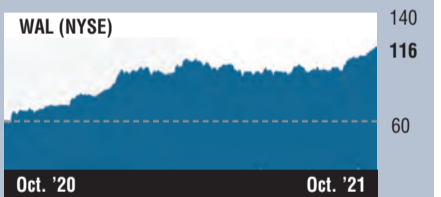
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WESTERN ALLIANCE BANCORPORATION



- HEADQUARTERS: Phoenix
- BUSINESS: banking
- MARKET CAP: \$12.1B
- 2020 NET INCOME: \$506.6M
- NOTABLE: subsidiary Torrey Pines Bank opens office in Costa Mesa with specialty of financing non-bank private lenders for commercial real estate development

TRUIST FINANCIAL CORP.



- HEADQUARTERS: Charlotte, N.C.
- BUSINESS: banking
- MARKET CAP: \$85.3B
- 2020 NET INCOME: \$4.5B
- NOTABLE: opens wealth management office, eyeing bank office in OC

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OC Banks Report Asset Growth Slowing

Execs See Loan Payoffs, Increase in Digital Use

By PETER J. BRENNAN

Assets at Orange County-based commercial banks climbed 3% as growth slowed following a wave of consolidation and payoffs of government-backed loans.

The Business Journal's annual list of locally-based commercial banks showed assets increased to \$38.8 billion as of June 30. Fifteen banks made the list, down from 16 on last year's list. A decade ago, 26 banks made the list, with far fewer assets of \$10.6 billion.

A year ago, the assets soared 31% as local banks benefited from new clients brought on by the government's **Paycheck Protection Program** (PPP) to help small businesses survive during the shutdown caused by the coronavirus.

The biggest decline on the list was Mission Viejo-based **Partners Bank of California**, where assets fell 10% to \$406 million.

Chief Executive **Chris Walsh** attributed the drop to companies paying off the first round of their PPP loans.

"We were No. 28 in the nation of banks between \$100 million and \$1 billion in PPP loan production and those loans are being paid off higher than our normal loan production," he told the Business Journal.

Consolidations

The list of banks headquartered in Orange County has notably changed in the past couple

of years.

Opus Bank, ranked No. 3 two years ago, is now gone after it was bought by **Pacific Premier Bank** in June 2020.

Opus Bank founder **Stephen H. Gordon** in August started **Genesis Bank** (see separate article, page 22).

On last year's list, the Opus purchase helped Pacific Premier Bank increase assets 74%. Assets this year were flat at \$20.5 billion.

Pacific Premier CEO **Steve Gardner** pointed out that assets grew \$500 million in the third quarter to \$21 billion.

"With the successful integration completed in 2020, we are able to increase our focus on new business development throughout the remainder of 2021," Gardner said in an email. "As a result, we enter the fourth quarter with a strong loan pipeline as our teams are attracting larger, more sophisticated clients."

Also gone is **First Foundation Inc.**, No. 4 last year, because its headquarters has shifted to the Dallas area. Many of its banking executives continue to work out of its Irvine office.

No. 5 **Pacific Mercantile Bank** will be off next year's list since it was acquired last month by No. 2 **Banc of California Inc.** (see story, page 1).

Headcount Fall

The local banks remaining on the list shrank their headcount 1.4% to 1,586. A year ago, the local banks boosted their OC headcount by

14%.

The biggest decliner in headcount was Irvine's **Sunwest Bank**, where its OC headcount fell 27% to 97.

The bank moved some back-office functions to Utah and Idaho due to California's challenging employment issues, President **Carson Lappetito** said.

While a year ago, Sunwest's assets climbed 47%, this year they increased at a slower pace, 3.3%, to \$2.1 billion, good enough for No. 3 in the ranking.

A better measure of growth is deposits, which have climbed at a much faster pace, Lappetito said.

"With PPP, we helped a lot of local businesses while others weren't (doing so)," he said. "We created a lot of long-term customers out of that."

Irvine's **Commercial Bank of California** jumped into the No. 4 spot as its assets climbed 19% to \$1.7 billion.

The PPP also gave the bank the opportunity to meet new customers as larger banks didn't respond quickly to the government program, Chief Executive **Ash Patel** said.

"During the PPP era, we helped a lot of customers and non-customers—those non-customers became customers," Patel told the Business Journal.

While about 25% to 30% of CBC's loan portfolio is for firms in the hospitality sector, those companies were able to remain afloat due to government aid like the PPP, Patel said. CBC's assets have steadily climbed from

\$200 million in 2013 when Patel took the CEO position. CBC has been investing in digital assets, which provided to be helpful during the pandemic.

"The pandemic has proven locations aren't as critical as they used to be," said Patel, whose bank only has three branches. "Customers want to be served anywhere at any time. Banks are going to the customers rather than customers going to the banks."

Digital Service

The number of branches on the list has steadily fallen from 56 in 2011 to 41 this year.

One bank that's done well by shedding its branches is No. 7 **CW Bancorp** (OTC: CWBK), parent of **CommerceWest Bank**, which reported assets climbed 27% to \$1.2 billion.

"It's due to our focus for the last several years on a digital banking platform versus physical branches to serve clients throughout California," Chief Executive **Ivo Tjan** told the Business Journal. "This environment of digital and remote working bodes well for our business model."

Since then, its assets have climbed even higher, to \$1.32 billion as of Sept. 30, Tjan added.

Another bank reporting high growth was Garden Grove-based **US Metro Bank**, which climbed 31% to \$872 million in assets.

The bank, which caters to Korean-Americans, is thinly traded on pink sheets (OTC Pink: USMT). If it can get to \$1 billion in assets, it might join Nasdaq, CEO **Dong Il Kim** has previously said. ■

The LIST
Commercial Banks
p28

THE LIST OC-BASED COMMERCIAL BANKS



ERIC HOVDE
Chairman and CEO
Sunwest Bank



DONG I. KIM
CEO and President
US Metro Bank



ASH PATEL
CEO and President
Commercial Bank of California



IVO A. TJAN
Chairman, CEO and President
CW Bancorp

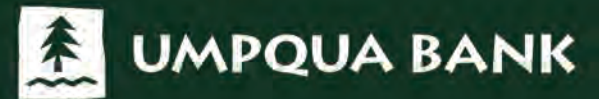


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Management/Commercial Card

\$60,000,000

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Treasury Management

\$47,000,000

Transportation Company

Working Capital/Term Loan/Equipment
Leasing/Treasury Management/
Commercial Card

\$190,000,000

Environmental Services Company

Umpqua-Agent Bank (Syndication)
Working Capital/Treasury Management

\$85,000,000

Professional Services Firm

Term Loan/Working Capital/Acquisition
Financing/Treasury Management/
Commercial Card/Interest Rate SWAP

\$31,000,000

Organic Materials Processing/ Composting

Equipment Term Loan/Treasury
Management/Tax-Exempt Financing



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THE LIST OC-BASED COMMERCIAL BANKS

▶ NEXT WEEK'S LIST *Shopping Centers*

RANKED BY ASSETS

Rank	Bank •Address Rank	Company logo	Assets as of June 30, 2021 •yearly % change	Return on assets (%) as of June 30, 2021	Core capital ratio (%) as of June 30, 2021	Loans/ deposits (%) as of June 30, 2021	Net income (loss) for six months ended: -June 30, 2021 -June 30, 2020	OC branches OC employees •yearly % change	Parent company •Headquarters	Top local official(s) •Title •Phone/fax	
1	Pacific Premier Bank 17901 Von Karman Ave., Ste. 1200 (1) Irvine 92614-5248 Website: ppbi.com		\$20.5 billion 0.1%	1.74%	11.31%	78.2%	\$175 million (\$65 million)	9 577 -1.4%	Pacific Premier Bancorp Irvine	Steven R. Gardner chairman/CEO (949) 864-8000	
2	Banc of California Inc. 3 MacArthur Place (2) Santa Ana 92707-6067 Website: bancocal.com		\$8 billion 3.5%	1%	12.52%	94.7%	\$39.5 million (\$17.5 million)	14 385 0%	Banc of California Inc. ⁽¹⁾ Santa Ana	Jared Wolff CEO/president (714) 850-6440/(714) 800-1950	
3	Sunwest Bank 2050 Main St., Ste. 300 (4) Irvine 92614-8279 Website: sunwestbank.com Email: info@sunwestbank.com		\$2.1 billion 3.3%	1.64%	10.48%	88.35%	\$16.7 million \$9.6 million	3 97 -27.1%	H Bancorp LLC Irvine	Eric Hovde/Carson Lappetito/ Kent Smith chairman, CEO/president/CFO (714) 730-4444/(714) 832-0258	
4	Commercial Bank of California 19752 MacArthur Blvd., Ste. 100 (6) Irvine 92612-2409 Website: cbcal.com Email: apatel@cbcal.com		\$1.7 billion 18.5%	0.92%	8.7%	72.29%	\$7.6 million \$2.3 million	3 103 8.4%	CBC Bancorp Irvine	Ash Patel CEO/president (714) 431-7000/(714) 825-0982	
5	Pacific Mercantile Bank⁽¹⁾ (5)		\$1.5 billion -9%	1.07%	11.34%	81.81%	\$8.4 million \$207,000	- -	Banc of California Inc. ⁽¹⁾ Santa Ana		
6	Nano Banc 7755 Irvine Center Drive, Ste. 300 (7) Irvine 92618-2904 Website: nanobanc.com		\$1.3 billion 13.1%	0.25%	10.16%	88.22%	\$1.5 million \$2.4 million	1 60 22.4%	Nano Financial Holdings Irvine	Mark Troncale president (844) 626-0262	
7	CommerceWest Bank 2445 McCabe Way (8) Irvine 92614-4293 Website: cwbk.com Email: itjan@cwbk.com		\$1.2 billion 27.4%	1.14%	8.02%	61.01%	\$7 million \$2.1 million	1 75 0%	CW Bancorp Irvine	Ivo A. Tjan chairman/CEO/president (949) 251-6959/(949) 251-6957	
8	US Metro Bank 9866 Garden Grove Blvd. (9) Garden Grove 92844-1643 Website: usmetrobank.com Email: ralphwiita@usmetrobank.com		\$872 million 31.1%	1.71%	10.82%	80.1%	\$7.1 million \$2.2 million	3 60 1.7%	US Metro Bancorp Garden Grove	Dong I. Kim CEO/President (714) 620-8888/(714) 620-8889	
9	Pacific Enterprise Bank 17748 Sky Park Circle, Ste. 100 (10) Irvine 92614-4497 Website: pacificenterprisebank.com Email: bhalle@pacificenterprisebank.com		\$646.6 million 5.4%	1.04%	12.25%	131.88%	\$3.3 million \$995,000	1 87 -5.4%	Pacific Enterprise Bancorp Irvine	Brian Halle CEO/president (949) 623-7600/(949) 623-7601	
10	Partners Bank of California 27201 Puerta Real, Ste. 160 (11) Mission Viejo 92691-8556 Website: pbofca.com Email: information@pbofca.com		\$406 million -10.5%	0.83%	9.2%	97.09%	\$1.7 million \$752,000	1 40 -4.8%	Partners Bank of California Mission Viejo	Chris Walsh CEO/president (949) 732-4000/(949) 348-0180	
11	Infinity Bank 6 Hutton Centre Drive, Ste. 100 (12) Santa Ana 92707-8729 Website: goinfinitybank.com Email: info@goinfinitybank.com		\$204.3 million 13.5%	0.55%	13%	86.03%	\$553,000 (\$383,000)	1 28 12%	Infinity Bank Santa Ana	Bala Balkrishna/Victor Guerrero/ Patty Staples CEO/president, COO, CFO/chief credit officer (657) 223-1000/(714) 619-7456	
12	California First National Bank 4 Executive Circle, Ste. 120 (13) Irvine 92614-6728 Website: calfirst.com Email: bankinfo@calfirst.com		\$144.1 million 17.4%	-3.28%	36.27%	32.29%	(\$1.9 million) \$2.2 million	1 20 ⁽²⁾ NA	DMG Bancshares Inc. Irvine	Don M. Griffith CEO/chairman (949) 255-0500/(949) 255-0501	
13	California Business Bank 3200 El Camino Real, Ste. 220 (14) Irvine 92602-1381 Website: californiabusinessbank.com Email: crosas@californiabusinessbank.com		\$97.1 million -1%	0.1%	11.68%	93.15%	\$46,000 (\$556,000)	1 14 -6.7%	California Business Bank Irvine	Cesar Rosas executive VP/head of commercial & business banking (714) 389-0163/(714) 619-8864	
14	Tustin Community Bank 13891 Newport Ave., Ste. 100 (15) Tustin 92780-7801 Website: tustincmtybank.com Email: genemicco@tustincmtybank.com		\$85.7 million -0.6%	1.4%	12.8%	82.06%	\$606,000 \$304,000	1 25 0%	Saddleback Bancorp Tustin	Gene Micco CEO/president (714) 730-5662/(714) 731-2794	
15	California International Bank N.A. 15606 Brookhurst St., Ste. C-D (16) Westminster 92683-7581 Website: calibankna.com Email: thanh.pham@calibankna.com		\$82.8 million 35.7%	-1.3%	13.71%	75.55%	(\$527,000) (\$724,000)	1 15 50%	California International Bank N.A. Westminster	Thanh Pham president (714) 338-8700/(714) 338-8730	

Sources: Federal Deposit Insurance Corp. and the banks. Abbreviations: NA: not applicable. Note: To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Unless otherwise noted, the information on this list was provided by the companies themselves. List may not be reprinted without permission of the editor. Photos show the first top official listed.

⁽¹⁾ Banc of California acquired Pacific Mercantile Bank on Oct. 18
⁽²⁾ Business Journal estimate

OC's Credit Unions Outpacing Banks in Asset Growth

See 16% Rise to \$38.3B; SchoolsFirst Adds \$4.25B

By PETER J. BRENNAN

Orange County's credit unions are growing their assets at a far faster pace than the county's for-profit banks.

The 17 credit unions on the Business Journal's annual list reported assets climbed 16% to \$38.3 billion. That compares with banks increasing assets 3% to \$38.8 billion (see story, page 26).

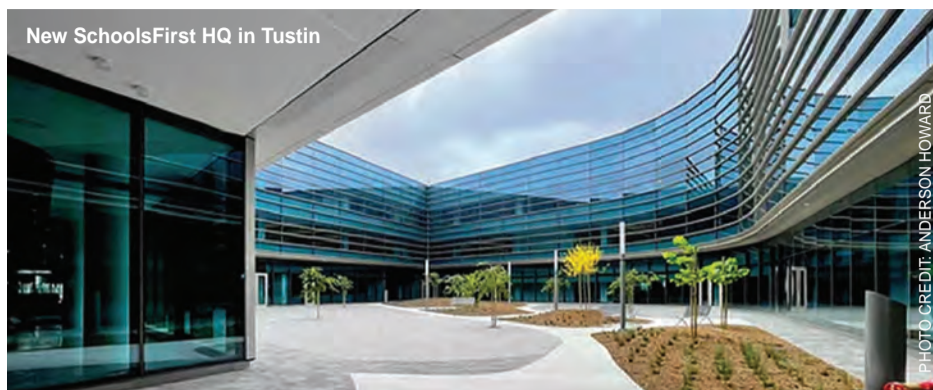
It's not a one-off either. A year ago, the credit unions grew their assets 26%.

Annual growth for the local credit union industry was mostly in the single digits in the decade after the 2008 financial crisis.

This year, 15 of the 17 credit unions reported an increase in assets from the prior year, including 10 by more than 10%.

No. 1 **SchoolsFirst Federal Credit Union** of Tustin had the biggest increase in dollar terms with a \$4.25 billion boost to \$25.9 billion, up 20% year-over-year. A year ago, its assets climbed 35%.

"Our members' willingness to share the benefits of membership with their family and colleagues has afforded us the growth and the ability to help more school employees and their families have the financial security they deserve," SchoolsFirst Chief Executive **Bill Cheney** told the Business Journal. "Our growth allows us to help all members with highly competitive products



and services, many with no to low fees from everyday payments, to buying a home and planning for a comfortable retirement."

SchoolsFirst accounts for 68% of ranked firms' assets, compared with 61% two years ago.

SchoolsFirst has more assets than Irvine-based **Pacific Premier Bank**, the largest commercial bank headquartered in OC, with \$20.5 billion in assets as of June 30.

THE LIST

OC-Based Credit Unions

p30

Net Income Up

The list ranks the 17 OC-based member-owned credit unions by assets. The list also includes their net incomes, local employment and

branches in operation, though those metrics don't factor into the rankings.

All the credit unions on the list kept the same ranking as last year's.

The credit unions reported net income increased 18% to \$120.5 million for the first half ended June 30.

Employment at credit unions was down 1.2% with 2,796 employees.

The firms reported OC memberships were flat at 732,200.

They increased their branch count by one to 67.

SchoolsFirst had by far the most branches, with 20, followed by 10 at No. 3 **Orange County's Credit Union** and seven at **Credit Union of Southern California**.

Santa Ana has the most credit union headquarters on our list, with three, followed by Huntington Beach with two. Irvine, which has the most bank headquarters at eight, has no credit unions on this week's list inside its city limits.

Largest

SchoolsFirst reported net income of \$80.4 million, slightly down for the first six months of 2020 compared to the same period a year ago. Its OC employment was estimated flat at 1,460 and its memberships remained flat at 452,160.

■ **Nuvison Federal Credit Union** in Huntington Beach placed No. 2 by growing its assets 8.3% to \$2.8 billion. Its first half net income climbed tenfold to \$12.2 million from \$1.9 million a year earlier.

■ No. 3 Orange County's Credit Union in Santa Ana boosted assets by 14% to \$2.3 billion. Its net income fell to \$4 million from \$5.1 million a year ago. The credit union employs 322 locally, down 5.6%, and has 121,539 members, up 3%.

■ No. 4, Credit Union of Southern California in Anaheim, grew assets 16% to \$2.2 billion. The institution said net income climbed to \$12.3 million from \$9.2 million a year ago. It has 28,151 members in Orange County, a 2.9% increase from a year ago.

■ **LBS Financial Credit Union**, which debuted on the 2019 list when it moved from Long Beach to Westminster, ranked No. 5. It was originally founded in 1935 as Long Beach School District Employees Federal Credit Union.

LBS' assets climbed 15% to \$1.9 billion. It reported \$5.4 million in net income, up from \$4 million a year earlier. It has 163 employees and 10,730 members in Orange County.

Notables

■ The fastest grower was No. 17 **Fountain Valley Credit Union**, which saw a 37% rise to \$2.8 million. It only has one employee and 220 members.

■ The biggest decliner was **Evangelical Christian Credit Union** of Brea, which fell 15.6% to \$618.8 million. ■

THE LIST OC-BASED CREDIT UNIONS



ANGELA K. CLITHEROW
CEO and President
Huntington Beach Credit Union



DAVE GUNDERSON
CEO and President
Credit Union of Southern California



SHRUTI MIYASHIRO
CEO and President
Orange County's Credit Union



JEFFREY A. NAPPER
CEO and President
LBS Financial Credit Union



SCOTT RAINS
CEO and President
Eagle Community Credit Union



JON SHIGEMATSU
CEO
American First Credit Union

THE LIST OC-BASED CREDIT UNIONS

▶ NEXT WEEK'S LIST *Shopping Centers*

▶ From page 29

RANKED BY ASSETS

Rank	Credit union Prev. Rank	Address	Company logo	Assets as of June 30, 2021 *yearly % change	Net income (loss) for six months ended: -June 30, 2021 -June 30, 2020	OC branches OC employees *yearly % change	OC members *yearly % change	Eligible members	Top local official(s) •Title •Phone/fax	
1	(1)	SchoolsFirst Federal Credit Union 15332 Newport Ave. Tustin 92780 Website: schoolsfirstfcu.org		\$25.9 billion 19.7%	\$80.4 million \$81 million	20 1,460 ⁽¹⁾ NA	452,160 ⁽¹⁾ NA	California education industry employees, retirees, their families	William Cheney CEO/president (714) 258-4000	
2	(2)	NuVision Federal Credit Union 7812 Edinger Ave. Huntington Beach 92647-1220 Website: nuvisionfederal.com Email: kim.gulledge@nuvisioncu.org		\$2.8 billion 8.3%	\$12.2 million \$1.9 million	7 148 -10.3%	24,718 -12.5%	Employees and family members of Boeing, The Gas Company/Sempra Energy, Tesoro Corp., residents of Leisure World, other select employee groups	Roger Ballard CEO (714) 375-8000	
3	(3)	Orange County's Credit Union 1701 E. Saint Andrew Place Santa Ana 92705-4934 Website: orangecountyscu.org Email: info@orangecountyscu.org		\$2.3 billion 14.1%	\$4 million \$5.1 million	10 322 -5.6%	121,539 3%	Anyone who lives or works in Orange, Los Angeles, Riverside, and San Bernardino counties	Shruti Miyashiro CEO/president (888) 354-6228/(714) 885-7618	
4	(4)	Credit Union of Southern California 8101 E. Kaiser Blvd., Ste. 300 Anaheim 92808-2243 Website: cusocal.org Email: mhunter@cusocal.org		\$2.2 billion 16%	\$12.3 million \$9.2 million	7 245 -1.6%	28,151 2.9%	Individuals who live, work, worship, or attend school in Orange County, Los Angeles County, Riverside County, and San Bernardino Counties and their families	Dave Gunderson CEO/president (866) 287-6225/(714) 990-5492	
5	(5)	LBS Financial Credit Union 5505 Garden Grove Blvd. Westminster 92683-1892 Website: lbsfcu.org Email: info@lbsfcu.org		\$1.9 billion 15.6%	\$5.4 million \$4 million	1 163 3.8%	10,730 -0.8%	People who reside or work in the Counties of Orange, Riverside, San Diego, San Bernardino, and most Los Angeles County cities	Jeffrey A. Napper CEO/president (714) 893-5111/163	
6	(6)	Southland Credit Union 10701 Los Alamitos Blvd. Los Alamitos 90720-2330 Website: southlandcu.org Email: info@southlandcu.org		\$1 billion 10.2%	\$579,412 (\$1.1 million)	1 60 -25%	8,300 3.8%	People who live, work, go to school or worship in Orange County or Los Angeles County	Thomas Lent CEO/president (800) 426-1917/(866) 526-5854	
7	(7)	American First Credit Union 6 Pointe Drive, Ste. 400 Brea 92821-6322 Website: amerfirst.org Email: contactus@amerfirst.org		\$813.6 million -2%	\$3 million \$68,449	4 140 6.9%	11,800 -1.7%	Individuals who live, work, attend school or worship in any city in Orange County, Riverside County, San Bernardino County, 14 adjacent cities in Los Angeles County, or are employed by one of the 100 Affinity Groups	Jon Shigematsu CEO (800) 290-1112	
8	(8)	Evangelical Christian Credit Union (ECCU) 955 W. Imperial Highway, Ste. 100 Brea 92821-3814 Website: eccu.org Email: memberservices@eccu.org		\$618.8 million -15.6%	\$703,205 \$1.2 million	1 107 3.9%	11,000 10%	Christians who agree to our statement of faith, including families, non-profits, and small businesses	Abel Pomar CEO (714) 671-5700/(714) 671-5775	
9	(9)	Eagle Community Credit Union P.O. Box 5196 Lake Forest 92609-8696 Website: eaglecu.org Email: info@eaglecu.org		\$319.1 million 9.2%	\$1.5 million \$153,004	5 90 11.1%	20,000 6.7%	People who live, work, worship or go to school in Orange County	Scott Rains CEO/president (949) 588-9400	
10	(10)	Sea Air Federal Credit Union 800 Seal Beach Blvd., Bldg. 12 Seal Beach 90740-5607 Website: seaairfcu.org Email: mbrservices@seaairfcu.org		\$142.2 million 5.2%	(\$118,146) (\$169,864)	2 15 -6.3%	6,512 -4%	Employees, contractors, military personnel of Naval Weapons Station Seal Beach/Norco and Los Alamitos Joint Forces Training Base; Seal Beach city employees, Leisure World employees, Sunset Beach Community Association, USA Water Polo employees and members	Michael Pardon/Marissa Rabaja CEO, president/executive VP (888) 732-2471/(562) 430-3921	
11	(11)	Santa Ana Federal Credit Union 800 W. Santa Ana Blvd. Santa Ana 92701-4530 Website: safcu.org		\$93.5 million 14.3%	\$370,630 \$254,133	1 15 25%	6,048 -0.6%	People who live, work, go to school or worship in Santa Ana	Jill Mahany CEO (714) 834-1341/(714) 834-0461	
12	(12)	Union Yes Federal Credit Union 1918 W. Chapman Ave., Ste. 100 Orange 92868-2629 Website: uyfcu.org Email: cucucu@msn.com		\$83.5 million 11.3%	\$40,833 \$108,036	1 11 0%	21,457 -4%	Union members, employees of union shops, their families	William W. Byerly Jr. CEO/president (714) 704-2800/(714) 978-0965	

Sources: National Credit Union Administration, California Department of Financial Institutions and the credit unions

Abbreviations: NA: not applicable

Note: To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Unless otherwise noted, the information on this list was provided by the companies themselves. List may not be reprinted without permission of the editor. Photos show the first

top official listed.


⁽¹⁾ Business Journal estimate

Researched by Meghan Kliever

THE LIST OC-BASED CREDIT UNIONS

▶ NEXT WEEK'S LIST *Shopping Centers*

RANKED BY ASSETS

Rank	Credit union	Assets as of June 30, 2021	Net income (loss) for six months ended: -June 30, 2021 -June 30, 2020	OC branches	OC members	Eligible members	Top local official(s)	
Prev. Rank	•Address	•yearly % change		OC employees	•yearly % change		•Title	
Rank	Company logo			•yearly % change			•Phone/fax	
13 (13)	Huntington Beach Credit Union 2000 Main St., Room B272 Huntington Beach 92648-2702 Website: huntingtonbeachcu.org Email: info@huntingtonbeachcu.org	\$63.2 million 13%	(\$86,024) \$92,204	1 6 -14.3%	2,400 -14.3%	Exclusively for individuals who live, work, worship or go to school and businesses and other legal non-natural person entities located within the city of Huntington Beach	Angela K. Clitherow CEO/president (714) 536-6517/(714) 969-0817	
14 (14)	Capstone Federal Credit Union 3 Polaris Way, Ste. 31B Aliso Viejo 92656-5356 Website: capstonefcu.coop Email: candice.landeros@capstonefcu.coop	\$40.6 million 8.1%	\$17,031 \$77,429	1 5 0%	2,179 -3.8%	Select employer groups, including Fluor Corp., Soka University, Quest, Costco Wholesale Corp.	Candice Landeros president (949) 716-5746/(949) 716-5756	
15 (15)	California Agribusiness Credit Union 6281 Beach Blvd., Ste. 87 Buena Park 90621-2293 Website: calagcu.org Email: info@calagcu.org	\$30.4 million 5.9%	(\$40,446) (\$3,529)	3 5 0%	3,541 -0.1%	Agriculture, food, dairy company employees, their families	Angel Hernandez CEO (714) 690-4865/(714) 690-4863	
16 (16)	Comunidad Latina Federal Credit Union 1317 W. Warner Ave. Santa Ana 92704-5118 Website: clfcu.org Email: info@clfcu.org	\$6.6 million 11.7%	\$116,527 \$34,395	1 3 -25%	1,445 6.3%	Individuals who live, work, worship, or attend school in the city of Santa Ana or through an immediate family member that is currently a member	Erick R. Orellana CEO (714) 754-7675/(714) 754-7820	
17 (17)	Fountain Valley Credit Union 10200 Slater Ave. Fountain Valley 92708-4736 Website: N/A Email: silvialopezs@aol.com	\$2.8 million 37.1%	\$14,150 \$15,274	1 1 0%	220 1.4%	Fountain Valley city employees, their families	Silvia Lopez manager (714) 968-3080/(714) 968-2718	

Sources: National Credit Union Administration, California Department of Financial Institutions and the credit unions

Abbreviations: NA: not applicable

Note: To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Unless otherwise noted, the information on this

list was provided by the companies themselves. List may not be reprinted without permission of the editor. Photos show the first top official listed.

Researched by Meghan Kliever




Helping build the lives of hard-working people has been our mission since the day we were founded. Beyond ensuring members can confidently make financial decisions, this means creating a community that helps people pursue their dreams and provide for their families.

NuVision honors and contributes throughout the year to veterans, active military, first responders, local heroes & businesses, youth programs and more.

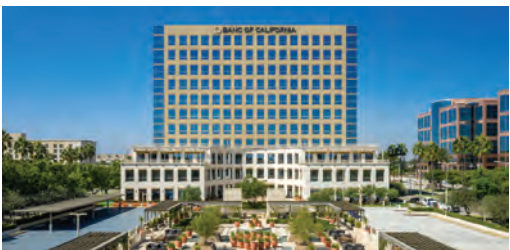
Visit our blog for more on NuVision's outreaches:
nuvisionfederal.com/blog/community

From checking accounts to loan products, NuVision Credit Union is here in your community to provide you with all your financial needs to help you with the life you build.

Visit nuvisionfederal.com to find out more.



HELPING OUR COMMUNITY



Santa Ana HQ of Banc of California

Banc of California Back in Growth Mode

FINANCE: Completes \$226M
buy of rival Pacific Mercantile

■ By PETER J. BRENNAN

▶ Special
Report

Banking
page 21

Banc of California Inc. on Oct. 18 officially completed its \$226 million acquisition of smaller local rival

Pacific Mercantile Bancorp, marking another sign of consolidation among Orange County's cluster of locally based banks.

"We are certainly in growth mode," Chief Executive **Jared Wolff** told the Business Journal. "We don't see a lot of headwinds to expand our balance sheet. We

▶ *OC Banks 32*

New complex trades for \$545K per unit



\$163M Laguna Niguel Sale as Rentals Stays Hot

APARTMENTS: 2021 activity
in overdrive; mega-deals abound

■ By MARK MUELLER

A recently built apartment complex in Laguna Niguel has traded hands for \$163 million, the priciest reported multifamily transaction for Orange County in a year already heavy with big-dollar apartment deals.

Virtu Investments, a Larkspur-based multifamily real estate investment firm focused on properties in the Western U.S., recently closed on the purchase of **Vilara**, a 299-unit complex just west of the San

▶ *Apartments 33*

OC Banks

► from page 1

see a lot of opportunity ahead.”

The acquisition swallows what was once the fifth-largest bank headquartered in Orange County. Last year, the third largest, Opus Bank, was acquired by **Pacific Premier Bank**, now the largest bank headquartered here.

The purchase is further evidence of a return to growth for once-troubled Banc of California (NYSE: BANC), the county's second largest.

After Wolff took over the Santa Ana bank in March 2019, he cut pet projects of a previous CEO, focused the bank on real estate and

health industries and reduced \$2 billion in less profitable assets; the bank's assets fell as low as \$7.8 billion.

The Pacific Mercantile acquisition adds \$1.5 billion in total assets, as well as \$980 million in gross loans and \$1.3 billion in total deposits and as of Sept. 30.

Two Pacific Mercantile directors, **Denis Kalscheur** and **Shannon Eusey**, joined Banc of California's board. Eusey is the co-founder and CEO of Newport Beach's **Beacon Pointe Advisors**, which has \$20 billion in assets under advisement.

Pacific Mercantile brings about 100 employees focused on commercial loans and helps Banc of California's non-interest bearing accounts, an important metric for banking in-

vestors, to rise from 32% to 36% of all deposits, Wolff said.

While the acquisition took a few weeks longer than originally expected, a conversion of Pacific Mercantile's system should be complete in a few weeks and the cost savings will be in place by the end of the year.

“We'll start 2022 as a fully integrated company,” Wolff said.

The acquisition ends the saga of Costa Mesa-based Pacific Mercantile, which began in 1999, hit speed bumps after the 2008 financial crisis and recovered from two regulatory cease-and-desist orders involving its mortgage and commercial banking practices.

Once the fifth-largest bank based in Orange County, its longtime chairman in the past decade was **Ed Carpenter**, who has

helped start more than 500 banks and who was the Business Journal's executive of the year for finance in 2012.

Banc of California is ranked No. 2 on the Business Journal's annual list of Orange County-based commercial banks (see list, page 28).

The list doesn't include a few banks with significant operations or executive offices here because of their non-OC headquarters designation, such as **Mechanics Bank**, **First Foundation Bank**, and **Farmers & Merchants Bank**.

While the weekly list concentrates on the trailing 12 months ended June 30, what follows are the highlights from the most recent third-quarter results of the four remaining publicly traded banks headquartered in Orange County:

PPBI



Steven Gardner
CEO
Pacific Premier
Bancorp

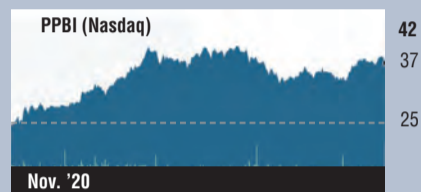
About 17 months ago, **Pacific Premier Bancorp Inc.** (Nasdaq: PPBI) completed the acquisition of Irvine rival Opus Bank, almost doubling its assets to \$21 billion as of Sept. 30, by far the largest bank headquartered in Orange County.

Its most recent third-quarter results, which include the business it took over from Opus, show earnings jumped 35% to \$90.1 million. Its 95 cents a share topped the 85 cents average estimate of analysts.

“The acquisition created greater scale and deepened our market penetration which has further enhanced our franchise value,” CEO **Steven Gardner** said.

“While the resurgence of COVID-19 cases slowed the pace of the economic recovery

PACIFIC PREMIER BANCORP INC.



- **HEADQUARTERS:** Irvine
- **CEO:** Steven Gardner
- **Q3 NET INCOME:** \$90.1M (up 35%)
\$5.8M (up three fold)
- **MARKET VALUE:** \$4.1B
- **NOTABLE:** bank assets more than twice amount of No. 2 Banc of California

during the third quarter, our dynamic business development capabilities coupled with our proprietary technology enabled us to generate high-quality loan and deposit growth, increase revenue, and achieve higher positive operating leverage.”

The shares of the bank are up 44% this year, compared to a 33% rise for the benchmark KBW Nasdaq Bank Index. It sports a \$4.1 billion market cap.

“Core trends are favorable,” **Raymond James** analyst **David Feaster Jr.** wrote in a report to investors. “Importantly, loan production remains strong and just shy of record Q2 levels (\$1.46 billion vs. \$1.58 billion), which again translated into stronger than expected net loan growth.”

BANC



Jared Wolff
CEO
Bank of California

Banc of California reported third-quarter net income climbed 77% to \$21.4 million. Its earnings of 38 cents per share topped the average analyst estimate for 26 cents.

“Things are looking very positive,” Wolff said.

“Orange County's economy is expanding. While the second quarter had robust growth, the third-quarter growth seemed slower because of the Delta variant. Things have re-

BANC OF CALIFORNIA INC.



- **HEADQUARTERS:** Santa Ana
- **CEO:** Jared Wolff
- **Q3 NET INCOME:** \$21.4M (up 77%)
- **MARKET VALUE:** \$1.3B
- **NOTABLE:** Wolff signals return to growth mode

turned to normal, although it is subdued because of the supply chain issue.”

The bank's shares are up 43% this year to a \$1.3 billion market cap.

In his note to investors, **Raymond James** analyst **David Feaster Jr.** said, “The bank has continued to execute on its strategic transformation, and the fruits of its labor are being realized as profitability and growth continue to exceed forecasts.”

CWBK



Ivo Tjan
CEO
CW Bancorp

CW Bancorp (OTC: CWBK), the parent of Irvine's **CommerceWest Bank**, reported net income climbed 81% to \$3.6 million.

“It's really the result of primarily three factors,” CEO **Ivo Tjan** told the Business Journal. “One, the overall continued strong growth in acquiring new clients and growing existing client relationships. Two, our well-defined business model in customiz-

CW BANCORP



- **HEADQUARTERS:** Irvine
- **FOUNDER/CEO:** Ivo Tjan
- **Q3 NET INCOME:** \$3.6M (up 81%)
- **MARKET VALUE:** \$109M
- **NOTABLE:** company has been profitable every quarter except one since Tjan started company in 2001

ing products and services that are tailored made to each business, which allows us to focus on structure first, then pricing. Three, we have one of the best efficiency ratios of any bank in the country, which is the result of us effectively using technology to improve our internal workflows and client experience online or on the mobile app.”

Shares for the bank, which moved to larger headquarters in Irvine earlier this year, have climbed 31% this year to a \$109 million market cap.

USMT

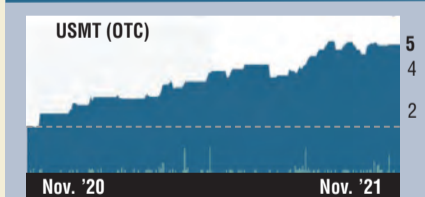


Dong Il Kim
CEO
US Metro Bank

US Metro Bancorp Inc. (OTC: USMT), a relatively small Korean-focused bank based in Garden Grove, reported third-quarter net income climbed 282% to \$4.2 million.

“Beginning with the interest rate decreases seen mid-March of last year, earnings on liquid investments have decreased substantially. Fortunately, SBA loan demand has been positive,” CEO **Dong Il Kim** said in the third quarter

US METRO BANCORP INC.



- **HEADQUARTERS:** Garden Grove
- **CEO:** Dong Il Kim
- **Q3 NET INCOME:** \$4.2M (up fourfold)
- **MARKET VALUE:** \$66.9M
- **NOTABLE:** Kim, who co-founded bank in 2006, left in 2010 and came back in 2013 to rescue bank that was then failing

statement.

SBA loan originations for the nine months ending Sept. 30 were \$154 million compared to \$49.4 million for the same nine month period in 2020. “Capital and liquidity remain strong and USMB is well positioned to continue managing through the pandemic,” the CEO said.

Shares of the thinly traded stock have climbed about 43% year to date to a \$66.9 million market cap.

Sunwest Helps Start VC Fund BankTech Ventures

Seeks Startups That Can Assist Small Banks

By AUDREY KEMP AND PETER J. BRENNAN

Irvine-based **Sunwest Bank** is helping kick off **BankTech Ventures LP**, a venture capital fund designed to connect fintech startups to community banks.

BankTech Ventures recently hired as managing director a prominent member in Orange County's startups scene: **Carey Ransom**, whose 25-year background in software and venture capital includes early senior executive positions with fintech startups **Aspiration** in Marina del Rey and Tustin's **Happy Money**, chief product officer at Costa Mesa's **Experian PLC**, and most recently as co-founder and president of **Operate**, a venture studio based in Newport Beach investing in fintech entrepreneurs.

"Bank innovation is becoming a material part of the ecosystem," Sunwest Bank President Carson Lappetito told the Business Journal. "Community banks have to innovate to survive."

The fund's other general partners are **Steven**

Hovde, chairman and CEO of **Hovde Group**; **Eric Sprink**, CEO of **Coastal Community Bank**; **Charles Potts**, chief innovation officer at the **Independent Community Bankers of America**; and **Wayne Miller**, executive director, **The Venture Center**.

Hovde with his brother **Eric Hovde** own a controlling interest in Sunwest Bank, which has approximately \$2.1 billion in assets and \$220 million in equity.

\$150M-\$200M Raise

BankTech, which began this year, calls itself the first venture fund created for and by key leaders in community banking, bank technology and fintech.

It aims to raise \$150 million to \$200 million for its first fund, which was expected to close at the end of October.

The problem community banks face is an increasing expectation that its technology looks and feels like other emerging tech platforms, including convenience and simplicity.

"These changes are driving a growing digital divide between technology enabled banks, fintechs and Big Tech," BankTech Ventures' website said. "These companies

are gaining market share by taking customers from traditional banks."

The company expects to reach over 150 community banks across the U.S., making the strategic value of the fund's ecosystem for both bank-focused startups and community banks unprecedented.



Carey Ransom
Managing Director
BankTech Ventures

"Community banks are the cornerstone of thousands of cities and towns across the country, and as they continue to evolve in serving their communities, emerging technologies will play a key role," Ransom said.

Local fintechs serving smaller banks have seen their share of success of late.

Costa Mesa software firm **MeridianLink**, whose services are used by smaller banks and credit unions to set up digital lending and deposit accounts, went public a few months ago (NYSE: MLNK) and is now

BankTech Ventures LP

- **FOUNDED:** 2021
- **MANAGING DIRECTOR:** Carey Ransom
- **BUSINESS:** fund startups to help community banks adapt to internet
- **NOTABLE:** Sunwest Bank plays key role in fintech fund aiming to raise up to \$200M

valued around \$2 billion.

Happy Money, which partners with credit unions and other smaller banks to help consumers pay off credit card debt and improve financial literacy, is among OC's better-backed fintech startups with over \$70 million reported raised as of last year.

"I'm excited to join an all-star banking and technology team in launching BankTech Ventures to invest in the next generation of community bank-focused technologies," said Ransom, an early investor in Happy Money.

"Together, we will help ensure community banks remain competitive amid a rapidly changing landscape." ■

Genesis

from page 22

ience," according to the bank. Most of its documents are paperless and can be signed online.

Genesis' software can compete with the biggest banks, Gordon said.

"Here we are, a little startup bank that is able to go head-to-head with **Wells Fargo** in terms of treasury management," he said. "Don't think of Genesis as a small startup bank. Think

of it as a new platform led by a team that has built multibillion-dollar asset institutions."

New Hires

Opus was known for expanding through acquisitions along the West Coast. Even though he's already been shown one possible acquisition in Northern California, Gordon this time plans to stay focused in Southern California.

As of early October, the bank employed 37. Genesis' top floor office, with a view of

planes taking off and landing at nearby John Wayne Airport, has space for 80 employees.

Genesis has generated more business than expected, Gordon said.

"We're only two months into it, but a lot is happening very quickly."

Genesis' edge is that it has skilled bankers with dozens of years of experience, including at major rivals like **City National** and **Wells Fargo**, Gordon said.

His team includes executives who worked alongside him at Opus: **Jennifer Simmons**,

president and chief operating officer; **Brian Fitzmaurice**, senior chief credit officer; **William Han**, chief financial officer; and **Andres Gallardo**, chief legal and risk officer.

"We've got an incredible seasoned team that can run circles around other banks around us," Gordon said.

Also, clients have an affinity for those who believe in social impact, Gordon said.

"They believe in our mission and purpose for existence." ■

Apartments

from page 1

Diego (5) Freeway, near Crown Valley Road.

The investor paid about \$545,000 per unit for the 2-year-old complex, according to property records.

The five-story complex along Getty Drive was built and sold by Scottsdale, Ariz.-based **Alliance Residential Co.**, following the 4-parcel site's entitlement for residential development by Newport Beach-based investor and entitlement firm **Blackwood Real Estate**.

Alliance and Blackwood are among those that have led the charge to transform a largely commercial 315-acre spot just west of the 5 freeway in Laguna Niguel into one of the most active residential development areas in South OC in recent years.

The city approved nearly 3,000 residential units for the area about a decade ago. Other new rental complexes in the area include the nearby **Broadstone Cavora** complex, a nearly 350-unit project also built by Alliance, which has a local office in Irvine and numerous other multifamily development projects elsewhere in OC.

The immediate area continues to see a heavy amount of construction for other multifamily and for-sale housing projects.

New to OC

Vilara marks the first OC investment for Virtú Investments, according to the company's website. The buyer took out a pair of loans with **First Republic Bank** totaling \$75 million to finance the purchase, records indicate.

The buyer currently owns eight complexes in California and 19 complexes in total, its

Vilara among several new developments in Laguna Niguel's Gateway District



website indicates.

The Laguna Niguel property is one of three it is reported to have bought this year; the others are in Washington and Colorado.

Since its founding in 1997, Virtú said it has acquired and operated more than 130 properties, totaling over 24,000 units.

Blockbuster Year

The \$163 million price for Vilara is the most reported paid for an apartment complex in Orange County this year, and already marks the ninth multifamily deal in OC to top the \$100 million mark in 2021, according to data from real estate market tracker **CoStar Group Inc.**

In all of 2020, there were two local apartment complexes to trade for over \$100 million. There were three to hit that mark in 2019, according to CoStar's data.

Per-unit prices for the nine mega-deals of 2021 have ranged from \$400,000 for Ana-

heim's **Jefferson Platinum Triangle** complex to nearly \$569,000 for Orange's **Cameo**, according to brokerage data.

Five of the nine largest deals of 2021 to date are for complexes built in the past four years. Vilara is the only South County property among those nine sales; five of the nine are in Anaheim.

Vilara is one of two of the larger deals to close in the past month or so; the other is Anaheim's **1818 Platinum Triangle**, a 265-unit apartment community at 1818 S. State College Blvd.

Newport Beach's **Waterford Property Co.** paid \$127 million, or about \$480,000 per unit, for the complex.

Waterford, in partnership with **California Statewide Community Development Authority**, has been involved in four of the top nine rental deals in OC this year, with a focus on converting the properties into essential housing, and lowering rents for qualified mid-

1818 Platinum Triangle: latest big-dollar acquisition for Waterford this year



dle-income tenants such as first responders, school district employees and others.

Vilara in Laguna Niguel isn't part of that middle-income housing program. Units start around \$2,200 a month for one-bedroom units; larger three-bedroom units are currently being offered at \$4,500 a month. ■

Virtú Investments

- **FOUNDED:** 1997
- **CO-FOUNDER, PRINCIPAL:** Scott McWhorter
- **HEADQUARTERS:** Larkspur
- **BUSINESS:** apartment investor, operator
- **PORTFOLIO:** 19 companywide, 1 in OC, according to website
- **NOTABLE:** McWhorter played college basketball for University of San Francisco; would later play, act as a player agent in Europe