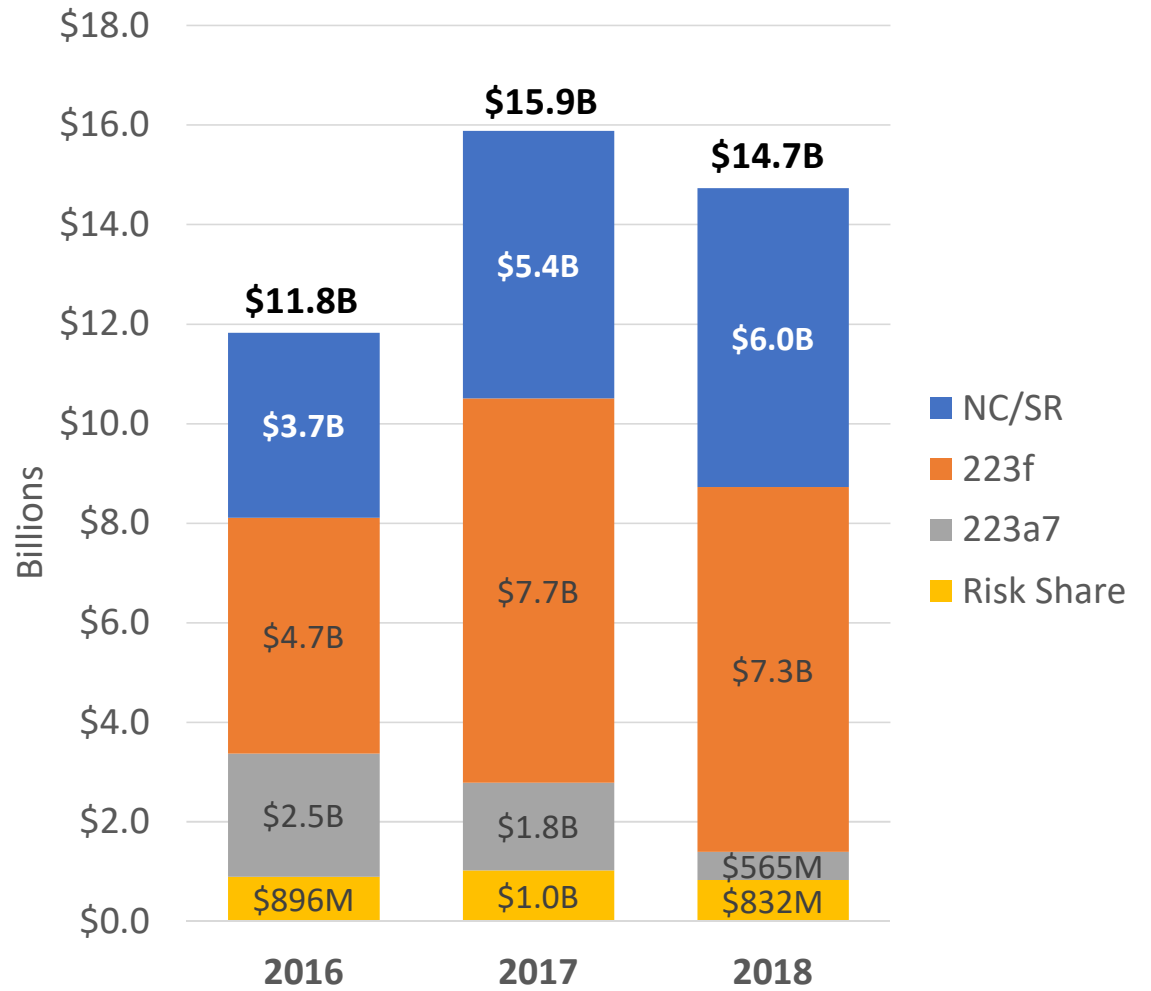


2019 Southeast Lenders Conference

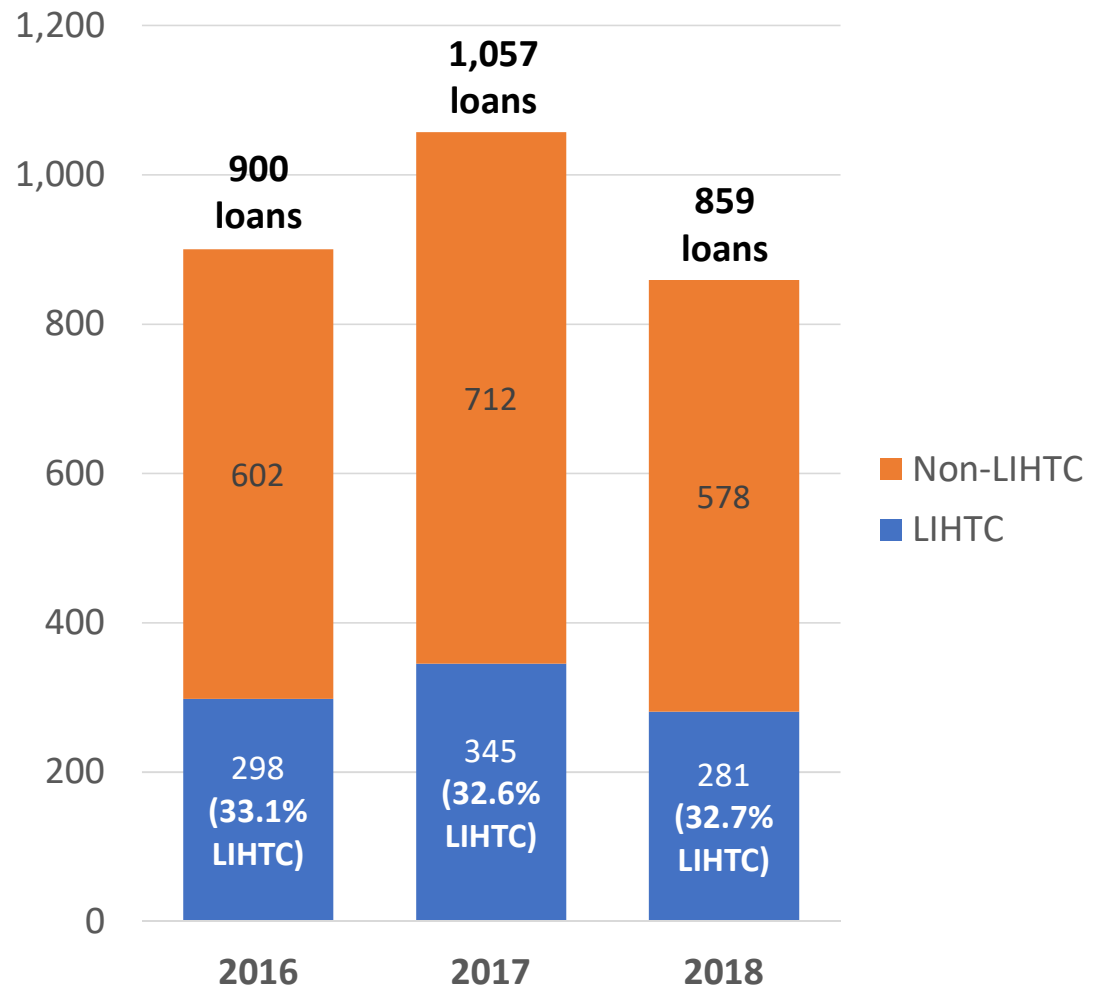
# Multifamily Production Update



# CY16-18 Initial Endorsement Volume (\$) by Program



# CY16-18 Initial Endorsements – LIHTC vs Non-LIHTC



# FHA Multifamily Initial Endorsements

Basic FHA (excluding 232) and Risk Sharing



Historical Production (FY07-18)

# Top 20 FHA Multifamily Lenders

CY 2018  
Initial Endorsements

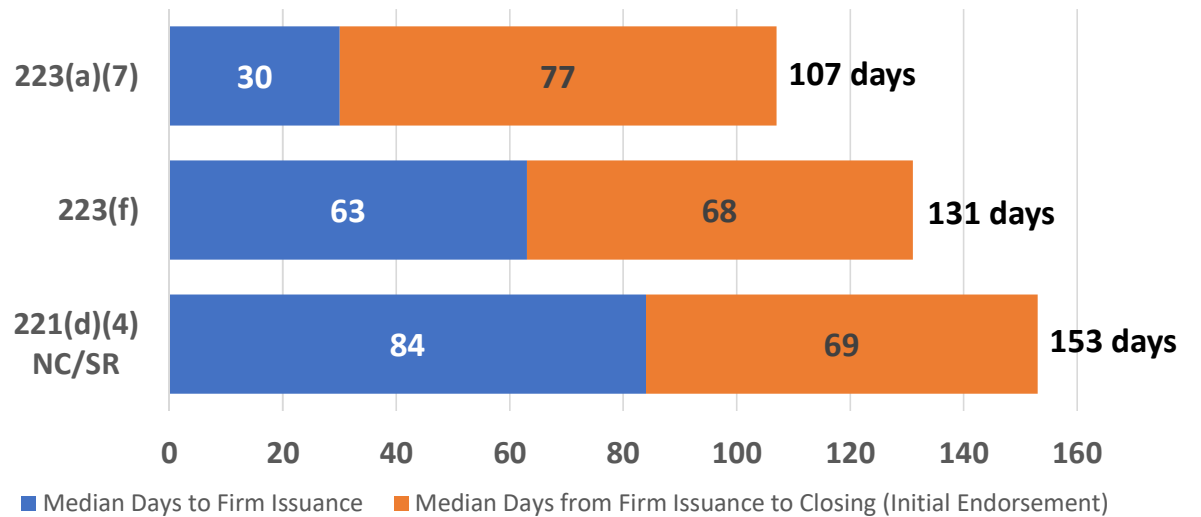
Basic FHA (excluding 232), No  
Risk Share

	MAP Lender	Loan Amount at Endorsement	# of Loans
1	ORIX REAL ESTATE CAPITAL LLC	\$ 1,709,780,800	95
2	BERKADIA COMMERCIAL MTG	\$ 1,348,374,200	65
3	GREYSTONE FUNDING/SERVICING	\$ 1,378,277,100	61
4	MERCHANTS CAPITAL CORP	\$ 913,413,900	53
5	WALKER AND DUNLOP LLC	\$ 910,323,300	47
6	DWIGHT CAPITAL LLC	\$ 777,010,300	47
7	WELLS FARGO BANK NA	\$ 744,051,700	33
8	JONES LANG LASALLE MULTIFAMILY, LLC	\$ 617,565,000	33
9	DOUGHERTY MORTGAGE LLC	\$ 522,420,100	28
10	CBRE HMF INC	\$ 461,971,300	17
11	PRUDENTIAL HUNTOON PAIGE	\$ 382,757,900	20
12	GERSHMAN INVESTMENT	\$ 362,467,600	21
13	CAPITAL ONE MF FINANCE LLC	\$ 309,570,300	12
14	AGM FINANCIAL SERVICES	\$ 297,288,600	15
15	LOVE FUNDING CORP	\$ 263,940,000	28
16	M & T REALTY CORP	\$ 216,302,900	7
17	MASSACHUSETTS HFA	\$ 207,981,100	7
18	HIGHLAND COMMERCIAL MTGE	\$ 191,457,100	11
19	BELLWETHER REAL EST CAPITAL	\$ 185,708,700	22
20	KEYBANK NA	\$ 163,152,500	14

FHA Multifamily...

How long does it take?

## Median Days to Firm Issuance and Closing Fiscal Year 2018





Current  
Multifamily  
Production  
Priorities

- CUSTOMER SERVICE
- Affordable Housing
- Closing Process
- Environmental Reviews
- Davis-Bacon
- MAP Guide Revision
- Application Portal
- Lender Metrics