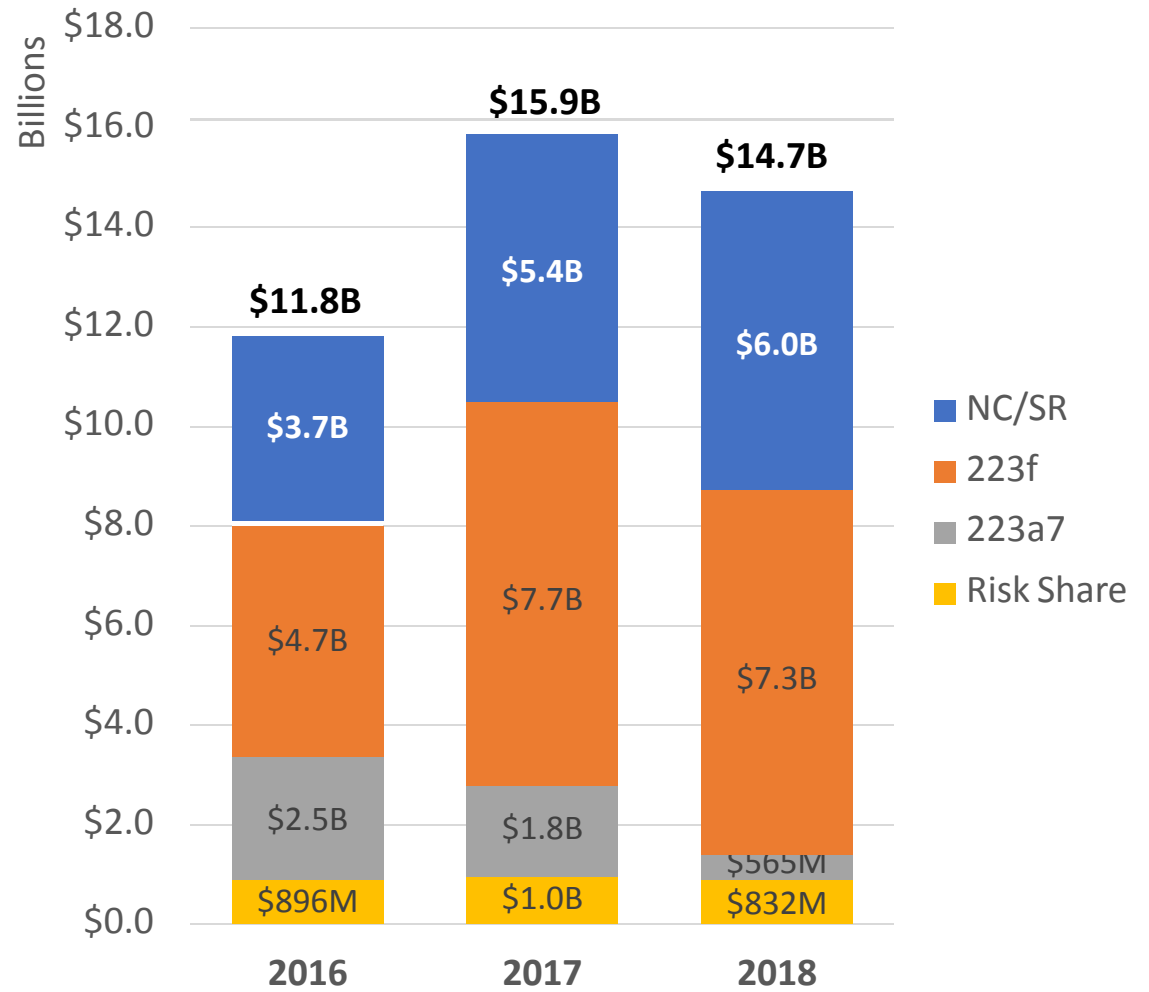


2019 Eastern Lenders Conference

# Multifamily Production Update



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



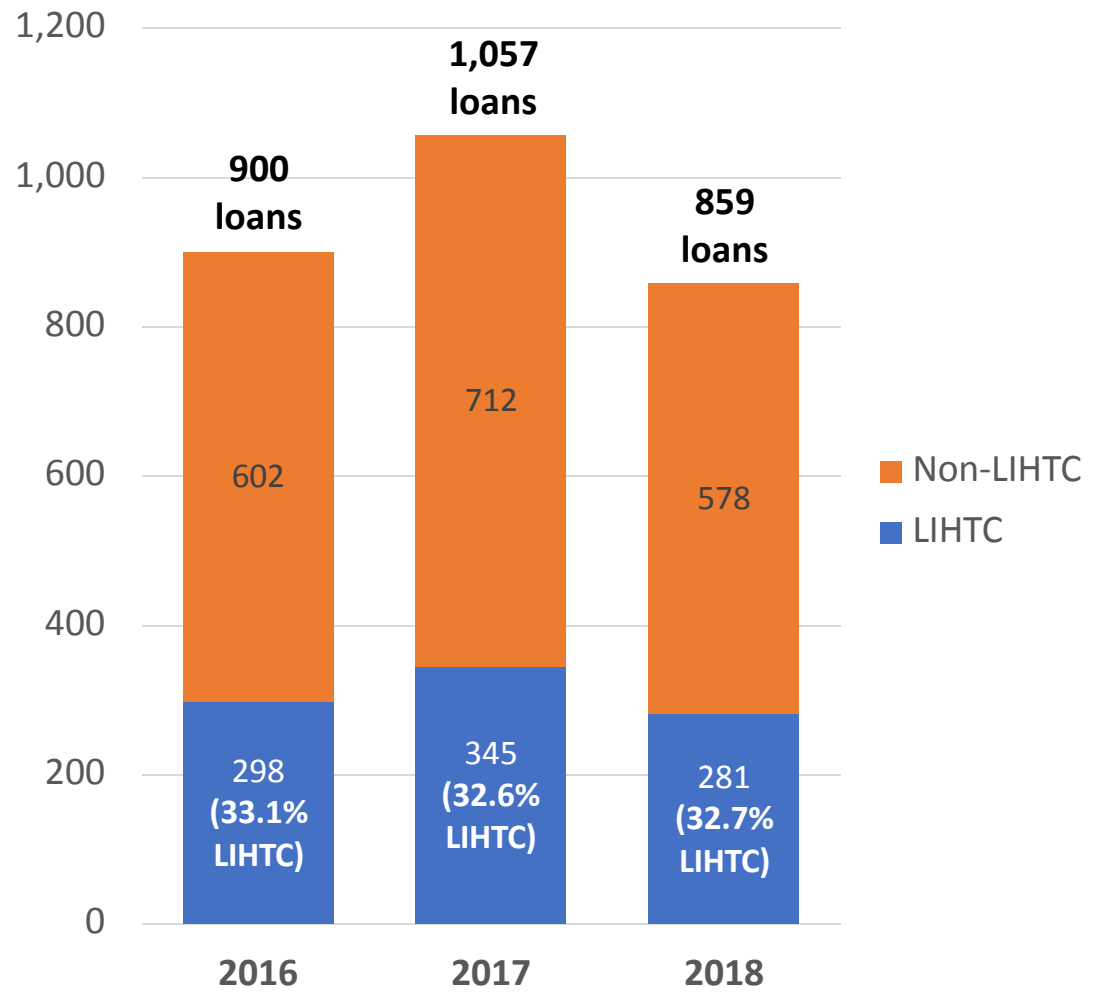
# FHA Multifamily Initial Endorsements

Basic FHA (excluding 232) and Risk Sharing

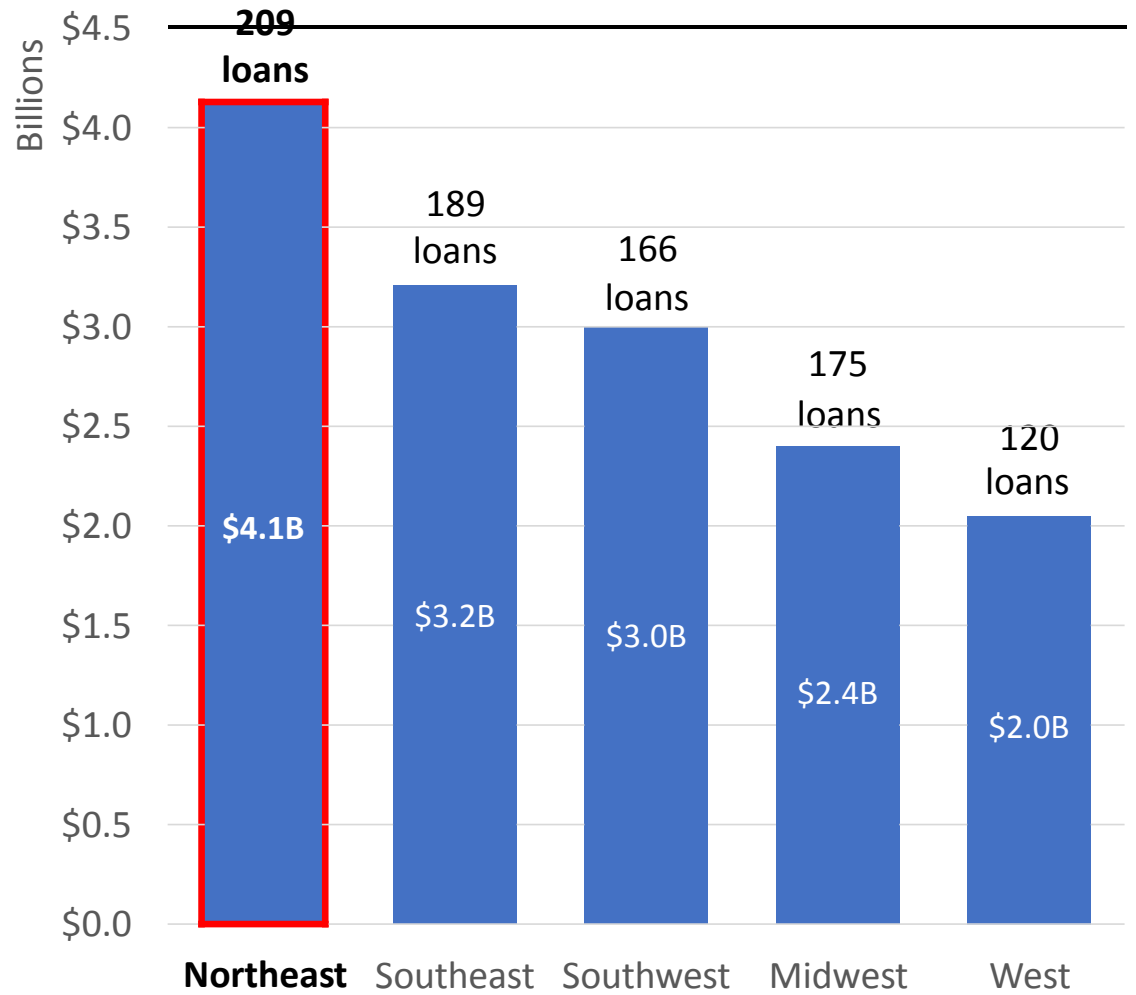


Historical Production (FY07-18)

CY16-18 Initial Endorsements – LIHTC vs Non-LIHTC



# CY18 Initial Endorsement Volume (\$) by Region



# Top 20 FHA Multifamily Lenders

## CY18 Firm Commitments

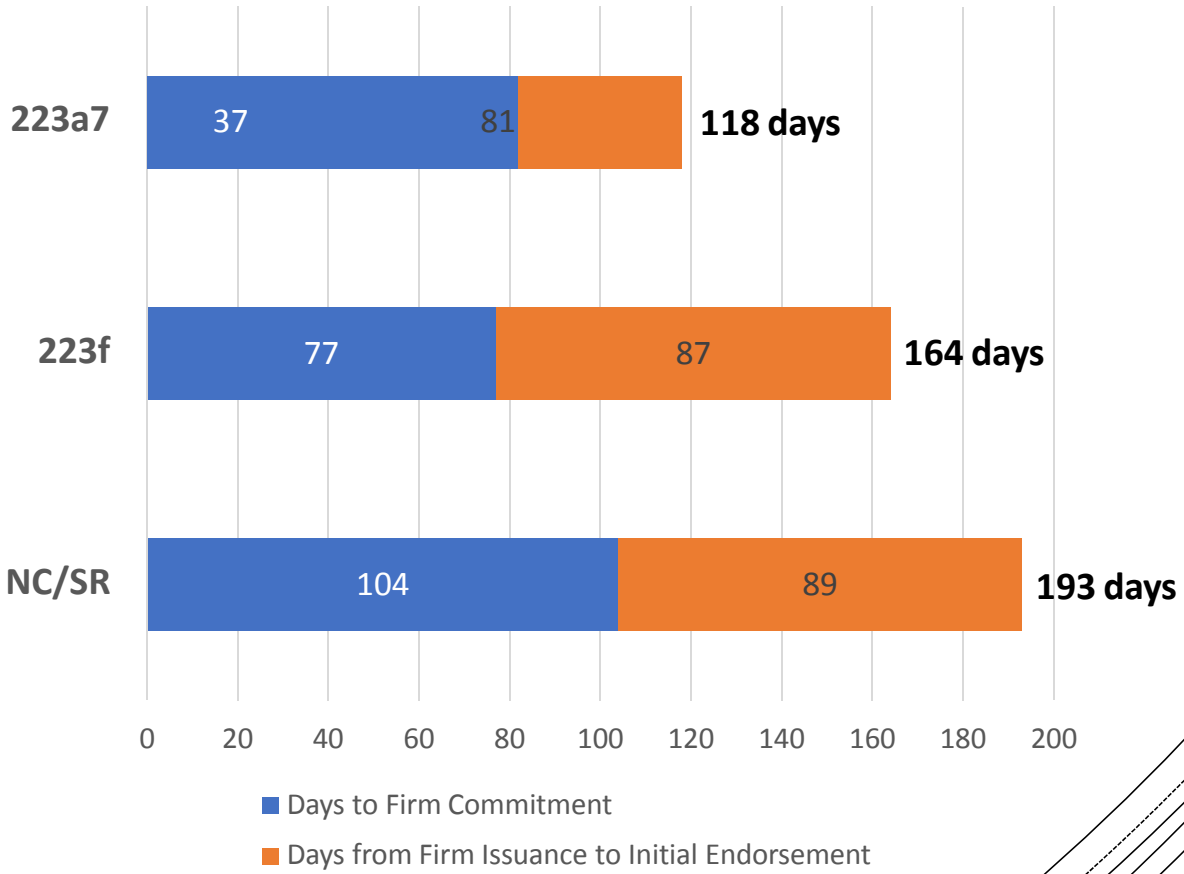
Basic FHA (excluding 232),  
No Risk Share;  
Issuances and Reissuances

	MAP Lender	Loan Amount at Firm Issuance	# of Loans
1	GREYSTONE FUNDING CORP	\$1,413,352,400	72
2	BERKADIA COMMERCIAL MTG	\$1,129,120,900	49
3	WALKER AND DUNLOP LLC	\$1,022,863,300	49
4	DWIGHT CAPITAL LLC	\$964,013,600	58
5	ROCKPORT MORTGAGE	\$887,267,200	33
6	AGM FINANCIAL SERVICES	\$604,113,300	32
7	CBRE HMF INC	\$568,932,500	19
8	MASON JOSEPH COMPANY INC	\$564,307,400	22
9	MERCHANTS CAPITAL CORP	\$517,453,700	35
10	JONES LANG LASALLE MULTIFAMILY, LLC	\$449,579,400	21
11	DOUGHERTY MORTGAGE LLC	\$443,379,800	24
12	PRUDENTIAL HUNTOON PAIGE	\$411,626,300	20
13	ORIX REAL ESTATE CAPITAL LLC	\$408,026,300	45
14	GRANDBRIDGE REAL ESTATE CAP	\$345,898,900	15
15	DRAPER & KRAMER COMCL MTGE	\$337,414,600	14
16	WELLS FARGO BANK NA	\$324,869,400	16
17	GERSHMAN INVESTMENT	\$309,752,600	18
18	M & T REALTY CORP	\$282,727,100	8
19	CAPITAL ONE MF FINANCE LLC	\$248,444,400	10
20	LOVE FUNDING CORP	\$241,068,000	30

FHA Multifamily...

How long does it take?

### Average Days to Firm Issuance and Total Days to Closing (FY18)





Current  
Multifamily  
Policy  
Initiatives

- Single Underwriter Model – Best Practices
- MAP Guide 2019
- Opportunity Zones
- Closing Process Improvements
- Environmental Reviews
- Application Portal/Electronic Submissions
- Lender Metrics
- Delegated Reserve for Replacements
- PRAC Conversions