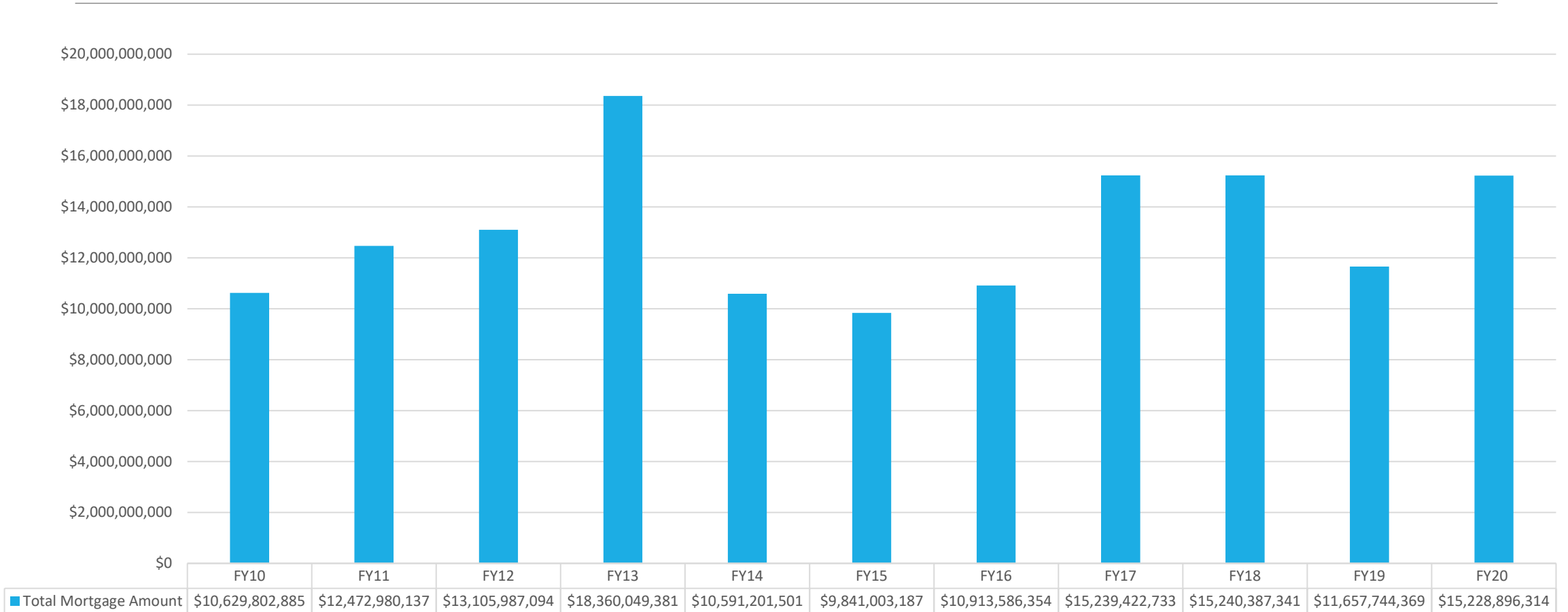




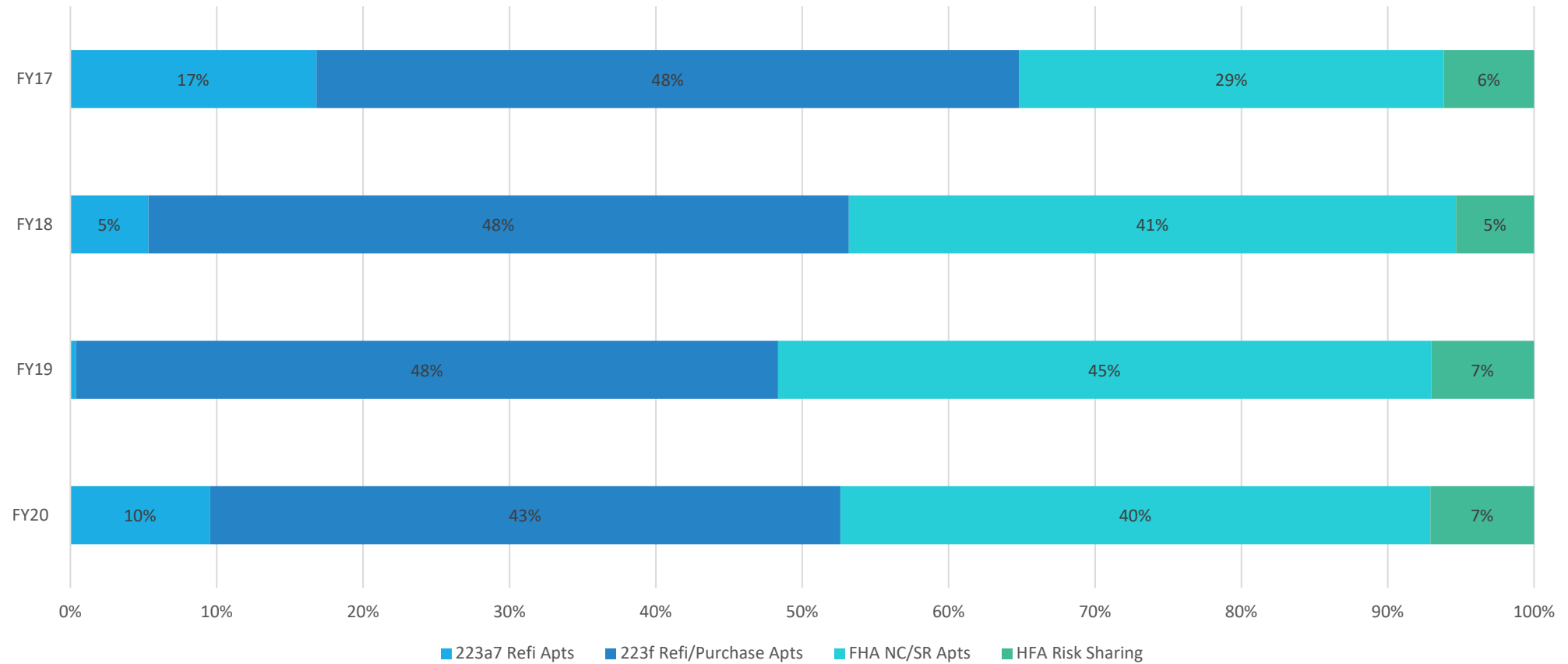
Eastern Lenders Association 2020 Conference

OFFICE OF MULTIFAMILY PRODUCTION
PATRICIA BURKE, DIRECTOR
MARCH 11, 2020

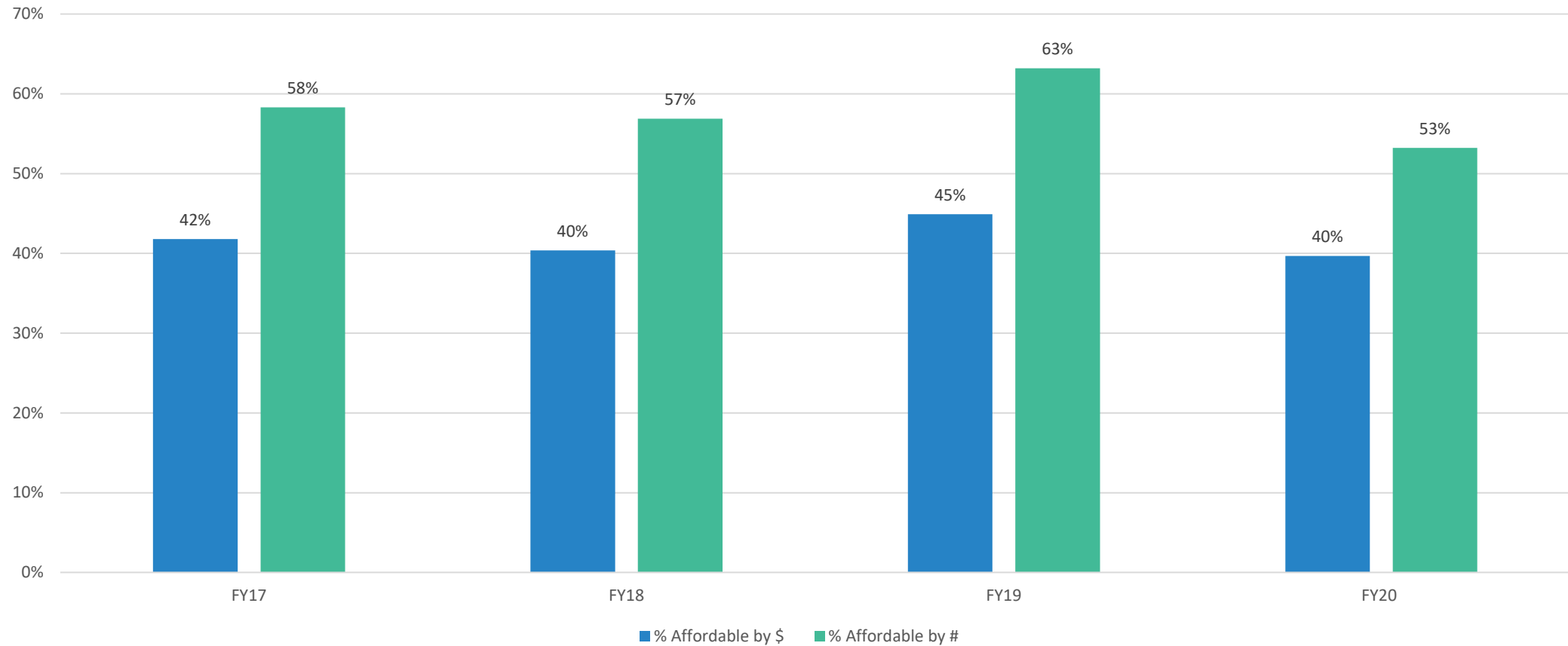
Total Initial Endorsements by Volume FY10 – FY20 (Annualized) (All Basic FHA and Risk Share)



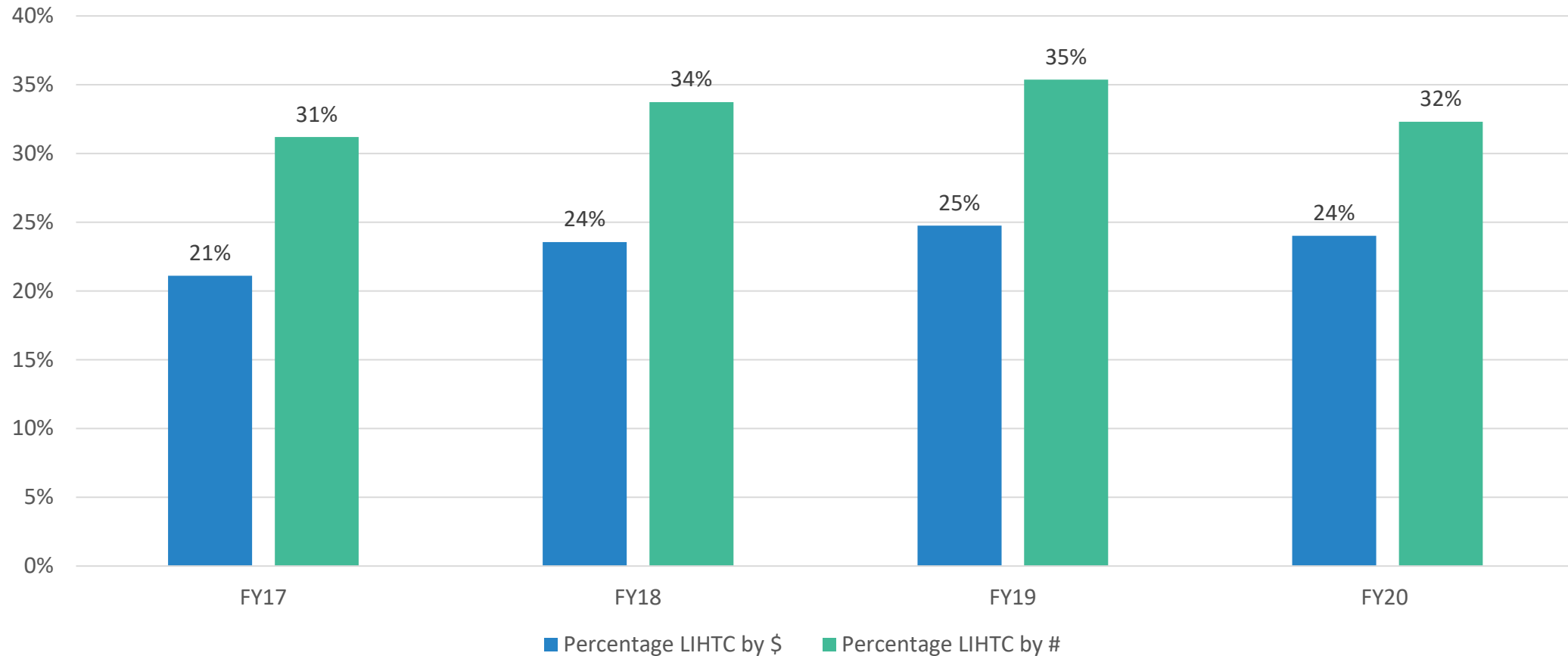
Percentage of Initial Endorsements by SOA FY17 – FY20 YTD



Affordable Initial Endorsements by % of Volume and # of Loans FY17 – FY20 YTD

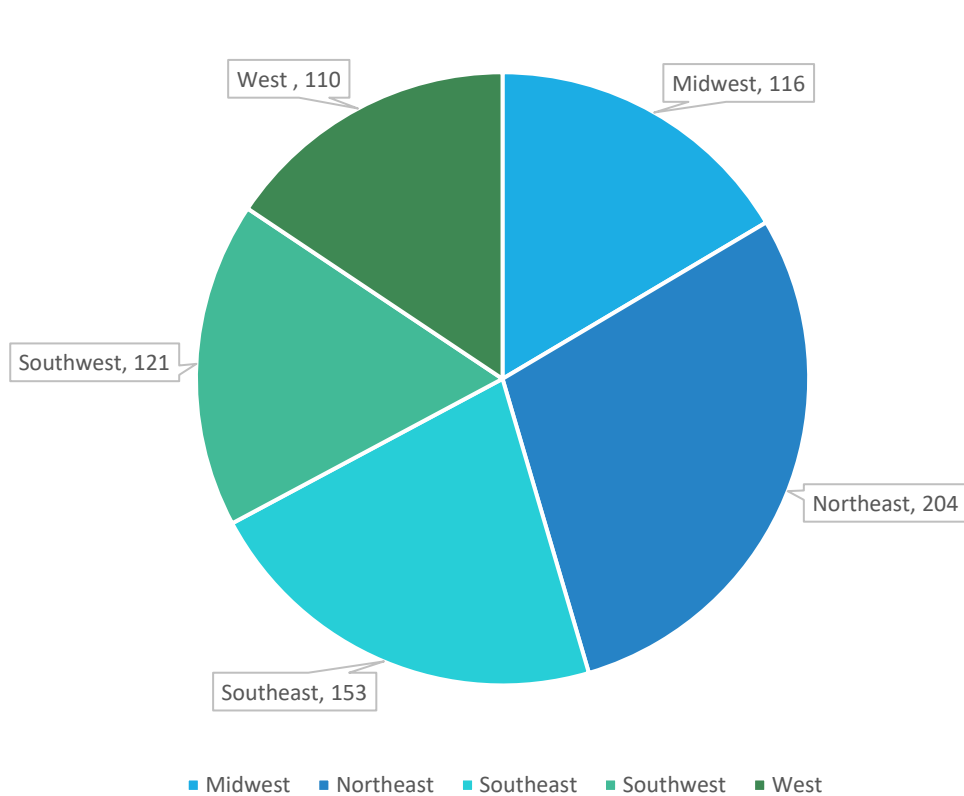


LIHTC Initial Endorsements by % of Volume and # of Loans FY17 – FY20 YTD

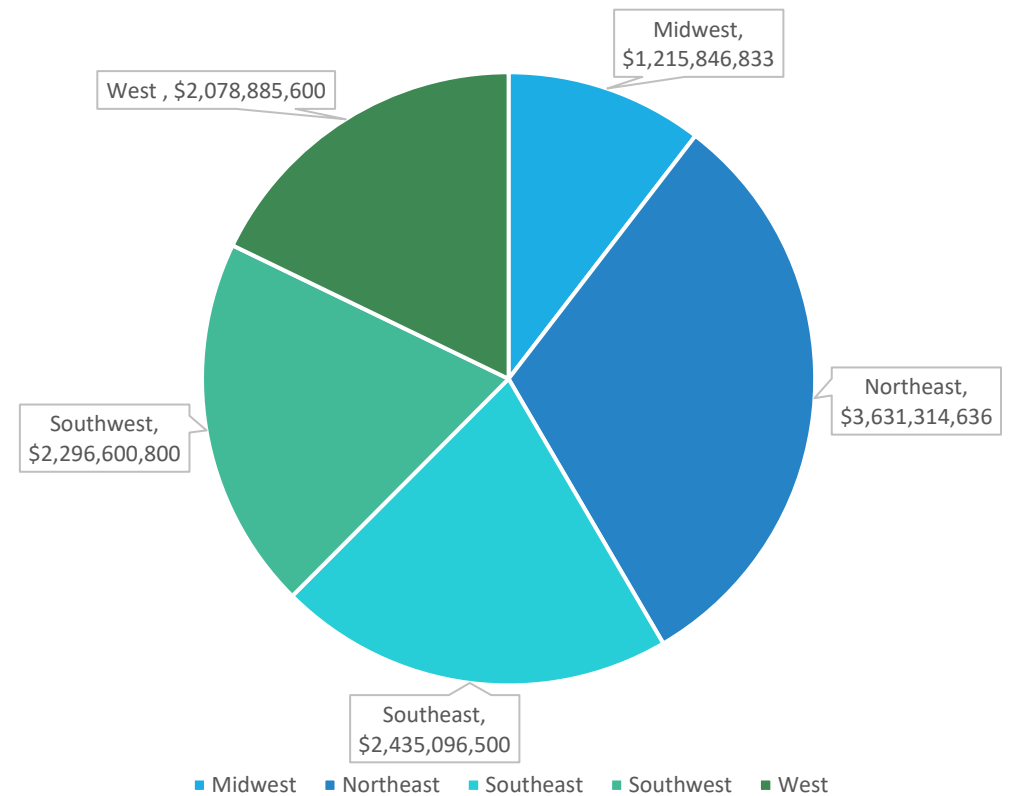


Total Initial Endorsement Count and Volume by Region FY19 (All Basic FHA and Risk Share)

Total Initial Endorsement Count



Total Volume at Initial Endorsement

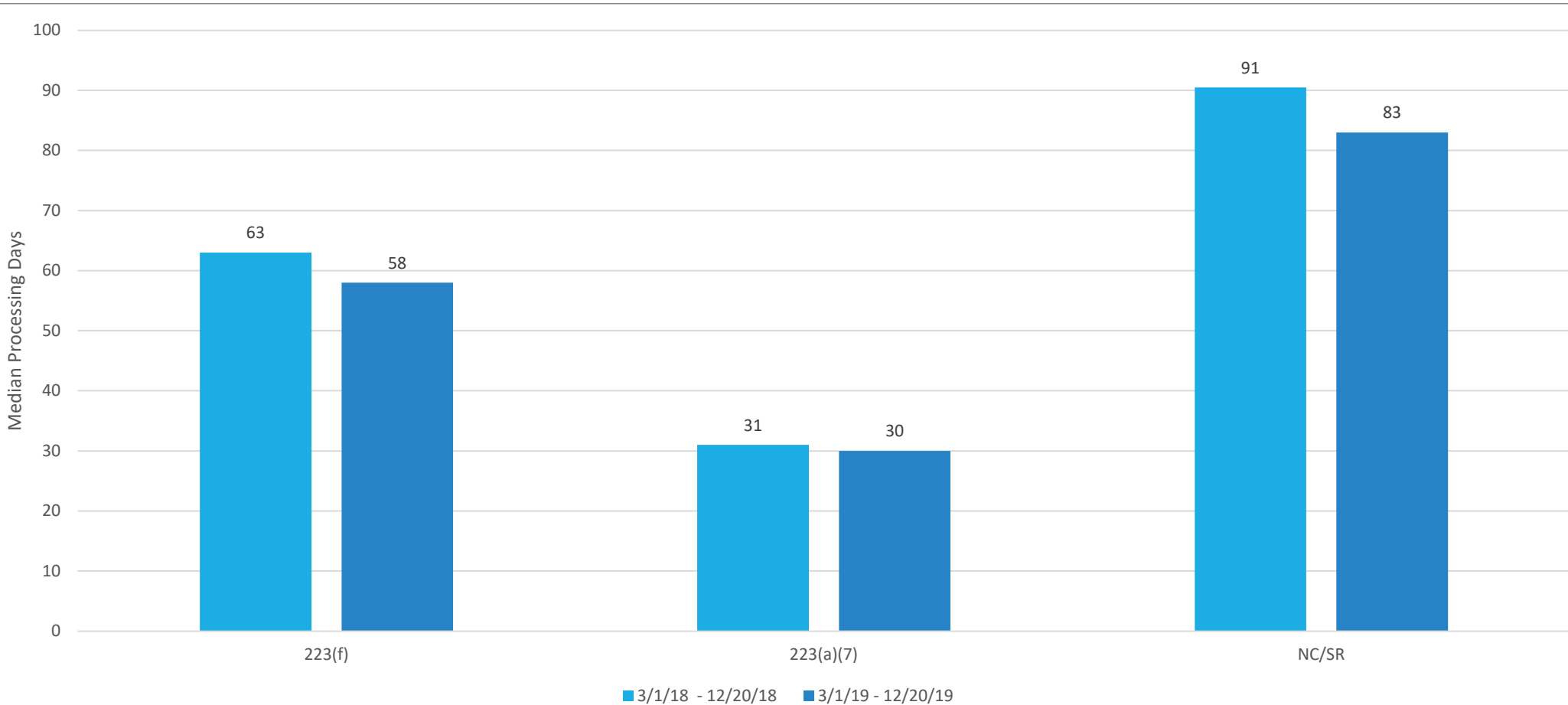


Pipeline Snapshot

03/04/19 vs 03/02/20

SOA	Number of Applications in Processing as of 03/04/19	Number of Applications in Processing as of 03/02/20	Percent Change (Number of Applications)		Volume of Applications in Processing as of 03/04/19	Volume of Applications in Processing as of 03/02/20	Percent Change (Volume)
223f Refi/Purchase Apts	82	110	34%		\$983,331,904	\$2,261,761,900	130%
223a7 Refi Apts	0	37	100%		\$0	\$457,286,300	100%
FHA NC/SR Apts	124	85	-31%		\$3,266,847,039	\$2,540,449,100	-22%
241a	1	1	0%		\$51,940,400	\$13,060,100	-75%
Total	207	233	13%		\$4,302,119,343	\$5,272,557,400	23%

Median Days from Application Received to Firm Issuance 03/01/18 – 12/20/18 vs 03/01/19 – 12/20/19



2019 Progress



ENVIRONMENTAL
REVIEWS



CLOSING
PROCESS



LENDER METRICS



MAP GUIDE



THREE-YEAR
RULE

2020 Priorities

HUD

- In Progress
 - Reduce Processing Times
 - CNA e-Tool
 - Single-Underwriter Model
- New Initiatives
 - Workforce Housing
 - Surplus Cash Disbursements

Lenders

- Conservative Underwriting/Quality Submissions
- Raise Issues Early/Concept Meetings

MAP LENDER AT INITIAL ENDORSEMENT (IE)	TOTAL IE (\$\$)	TOTAL IE (COUNT)
1 ORIX REAL ESTATE CAPITAL LLC	\$1,657,760,695	95
2 BERKADIA COMMERCIAL MTG	\$753,746,400	38
3 WALKER AND DUNLOP LLC	\$686,158,300	38
4 GREYSTONE FUNDING COMPANY LLC	\$685,284,500	33
5 DWIGHT CAPITAL LLC	\$671,768,100	39
6 MERCHANTS CAPITAL CORP	\$528,157,800	39
7 AGM FINANCIAL SERVICES	\$507,377,900	29
8 CBRE HMF INC	\$467,878,000	18
9 GERSHMAN INVESTMENT	\$392,194,200	21
10 PRUDENTIAL HUNTOON PAIGE	\$363,756,000	16
11 KEYBANK NA	\$325,720,500	16
12 DOUGHERTY MORTGAGE LLC	\$295,672,200	16
13 WELLS FARGO BANK NA	\$228,804,400	14
14 GRANDBRIDGE REAL ESTATE CAP	\$221,691,300	11
15 SUNTRUST BANK	\$220,070,500	18
16 LOVE FUNDING CORP	\$218,819,100	29
17 JONES LANG LASALLE MULTIFAMILY, LLC	\$211,878,300	14
18 HUNT MORTGAGE CAPITAL, LLC	\$202,017,600	8
19 MASON JOSEPH COMPANY INC	\$188,430,500	8
20 M & T REALTY CORP	\$177,624,400	4

Top 20 Lenders by Initial Endorsement FY19
