

# Multifamily Northeast Region Overview

## Eastern Lenders Association Annual Conference

March 12, 2020



# Multifamily Housing Northeast Region

## Who We Serve



**BOSTON SATELLITE OFFICE** (six states)  
Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, Vermont

**NEW YORK REGIONAL CENTER** (three states)  
Delaware, New Jersey, New York

**BALTIMORE SATELLITE OFFICE** (four states + D.C.)  
District of Columbia, Maryland, Pennsylvania, Virginia, West Virginia

## What We Do

**214** FY19 Firms issued, 29% of all MFH firms

**\$4.2 B** FY19 Firms \$s, 32% of all MFH firm \$s

**8,064** Assets, 26% of all MFH Assets

**\$5.5 B** Total annual rental assistance

**459,339** Assisted Units

**678,939** Total population with rental assistance

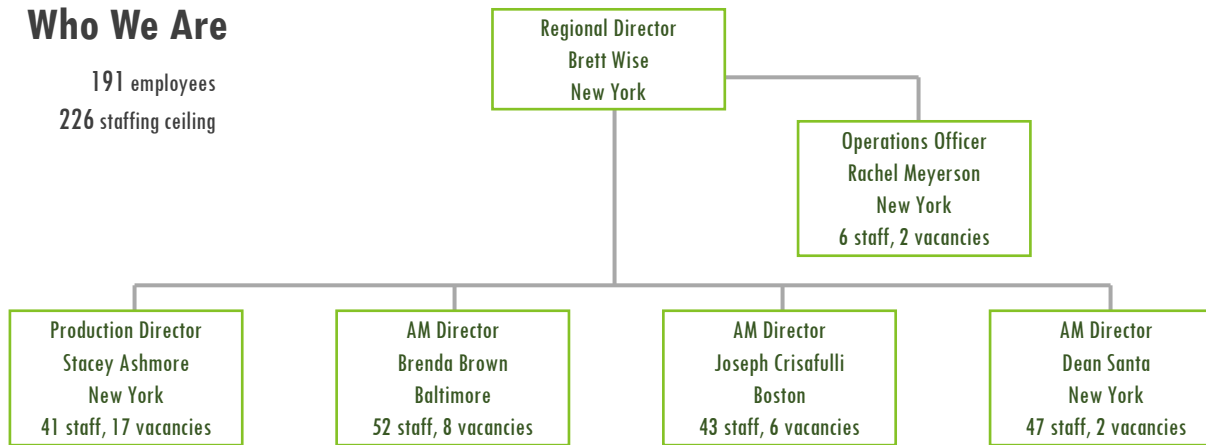
**285,890** Total elderly in assisted households

**157,583** Total children in assisted households

**\$11,501** Median income of population

## Who We Are

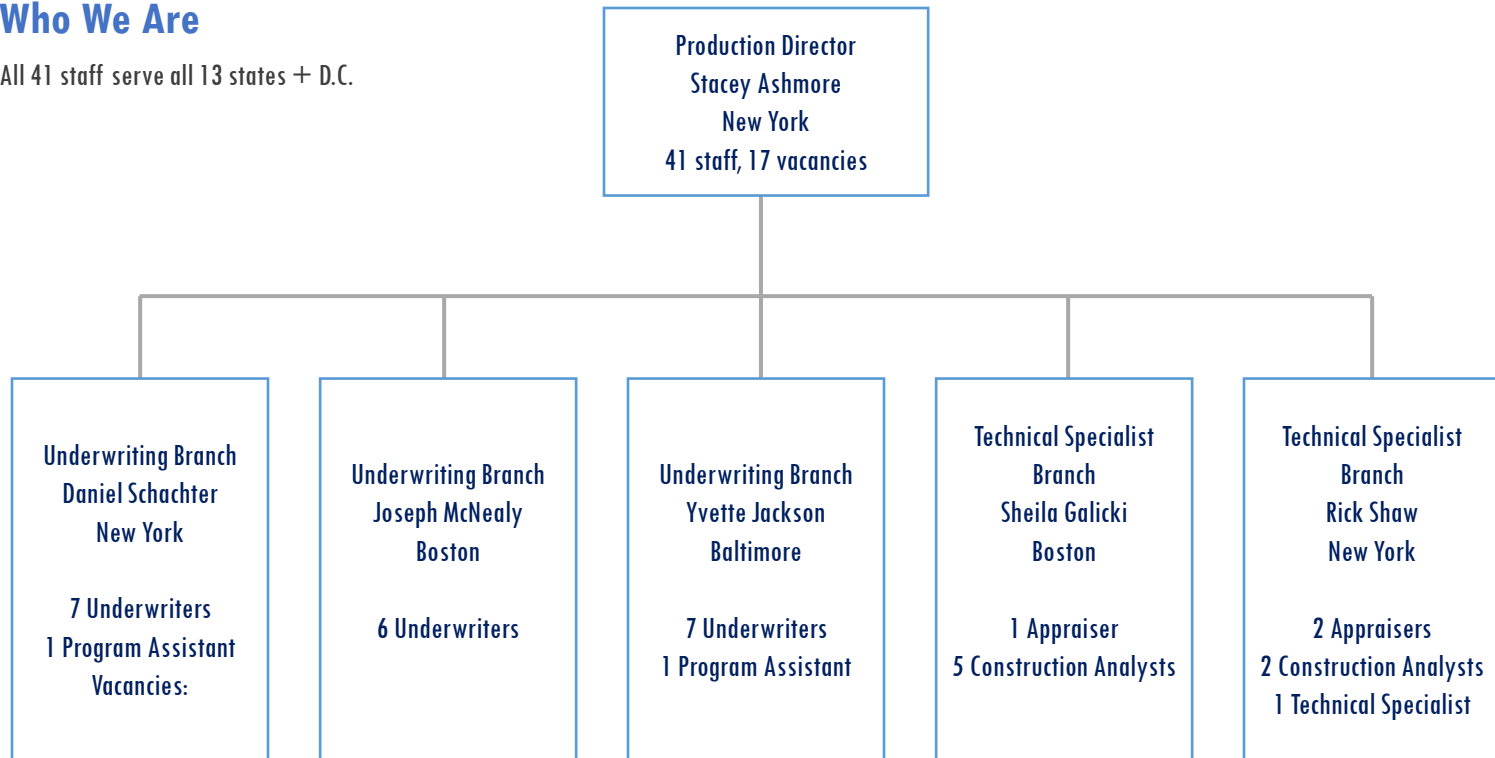
191 employees  
226 staffing ceiling



# Production

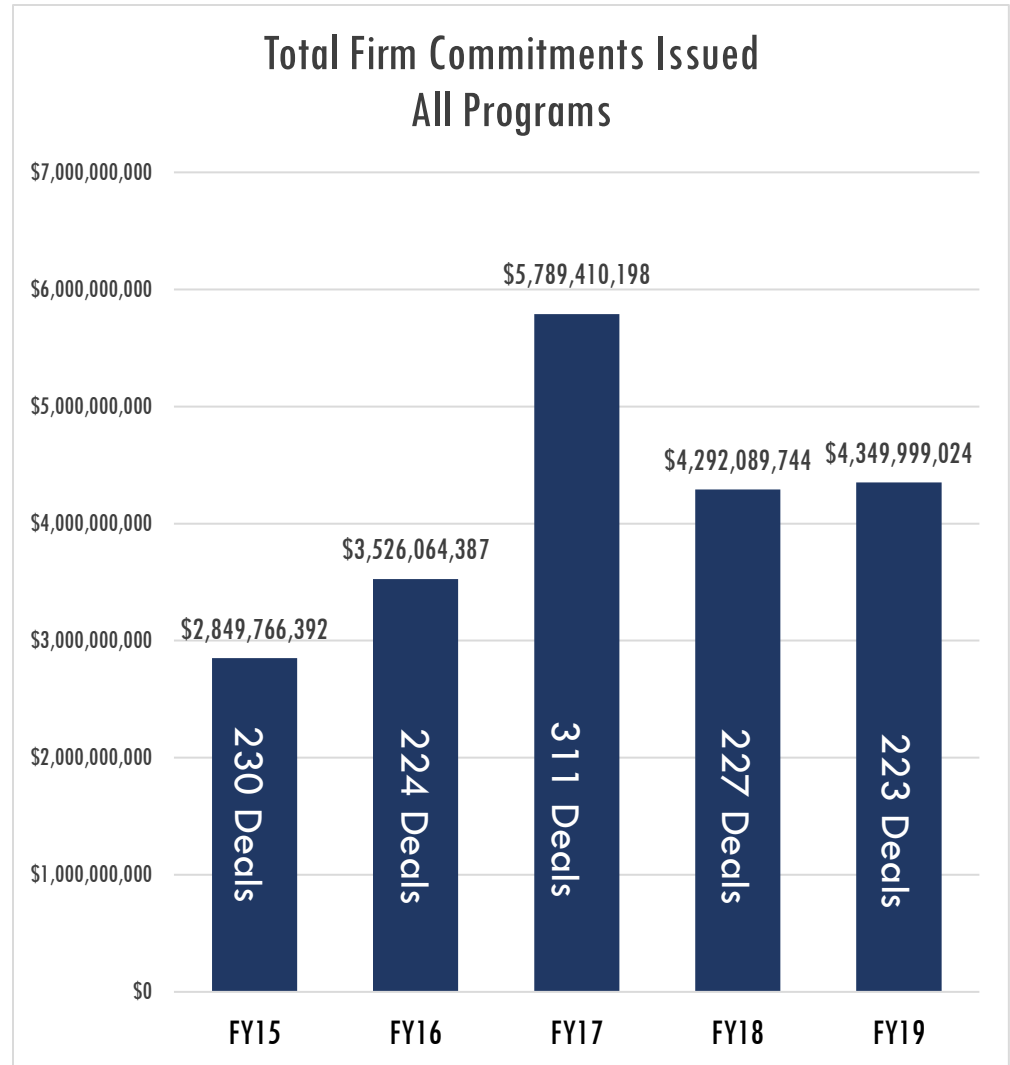
## Who We Are

All 41 staff serve all 13 states + D.C.



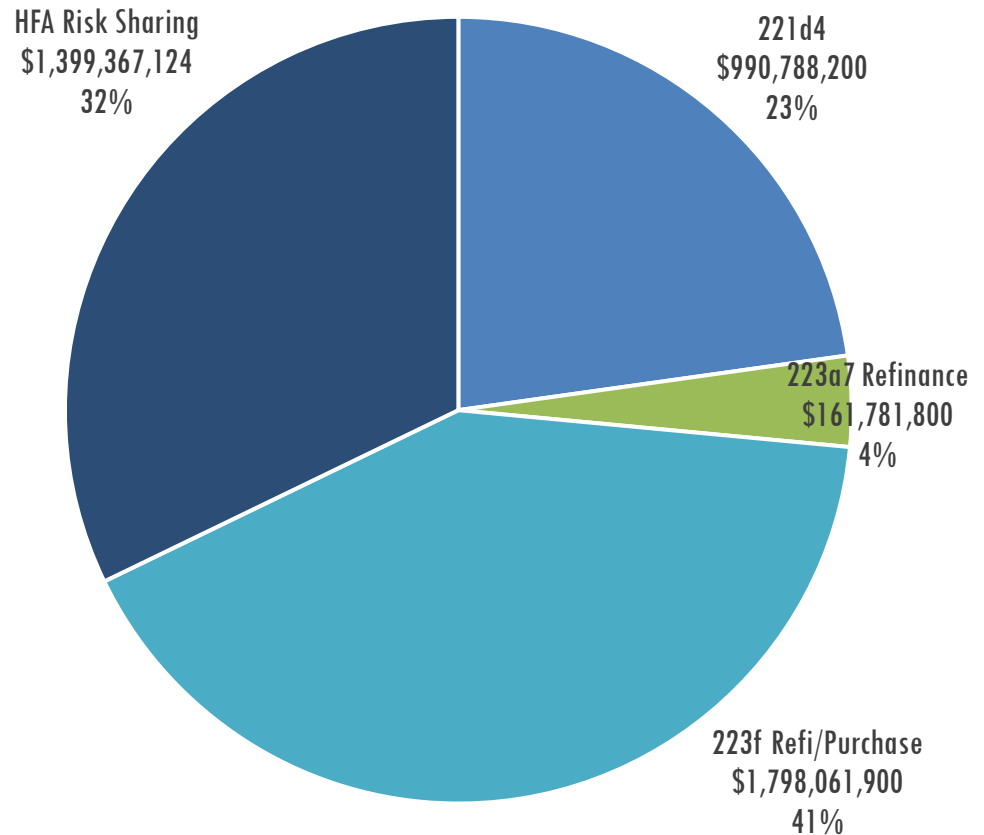
# FY 15 – FY19 Firm Commitments (All Programs)

Over the past five (5) fiscal years, the Northeast has issued 26% (1,215 of 4,687) of all firm commitments and has generated 30% (\$20.8 Billion of \$67.8 Billion) of all new dollars financed in the country.



# FY 19 Firm Commitments (All Programs)

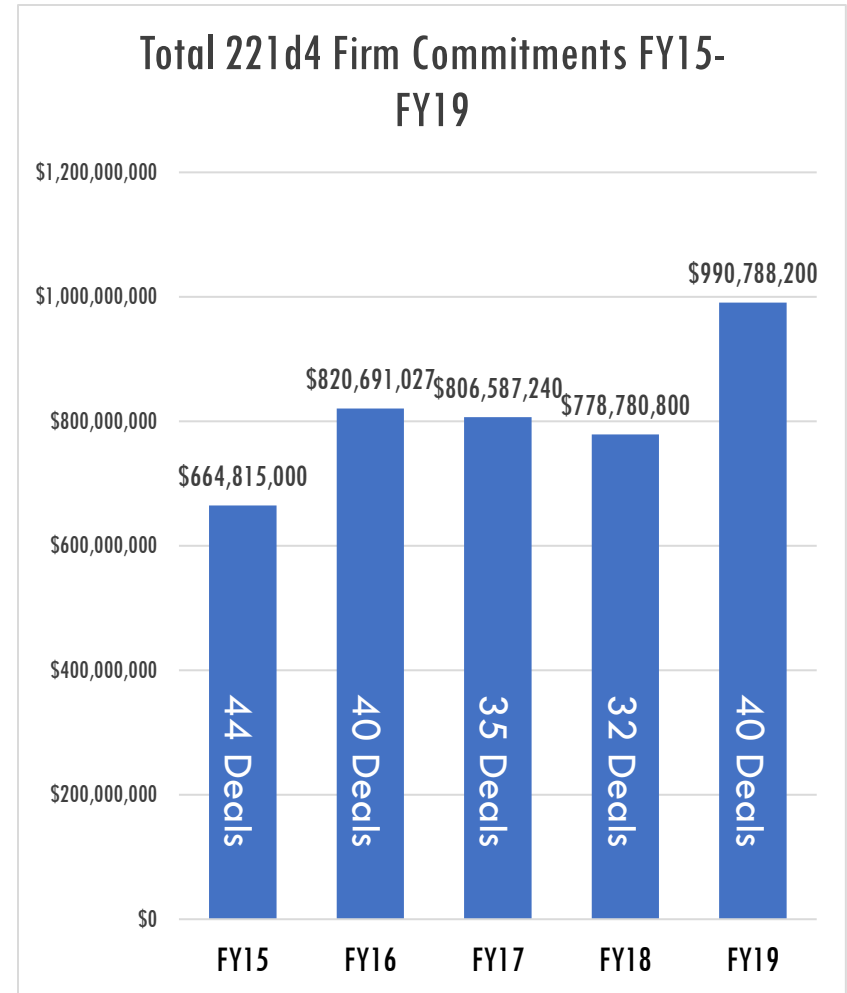
<b>Region I</b>	<b>\$997,197,969</b>
CT	\$90,109,600
MA	\$753,922,200
ME	\$18,591,200
NH	\$84,069,969
RI	\$48,905,000
VT	\$1,600,000
<b>Region II</b>	<b>\$1,565,888,700</b>
NJ	\$160,001,900
NY	\$1,405,886,800
<b>Region III</b>	<b>\$1,786,912,355</b>
DC	\$61,083,450
DE	\$9,500,000
MD	\$807,124,605
PA	\$89,710,000
VA	\$795,091,100
WV	\$24,403,200
<b>Total</b>	<b>\$4,349,999,024</b>



# Total 221d4 Firm Commitments Issued

## Total 221d4 Firms FY15-FY19

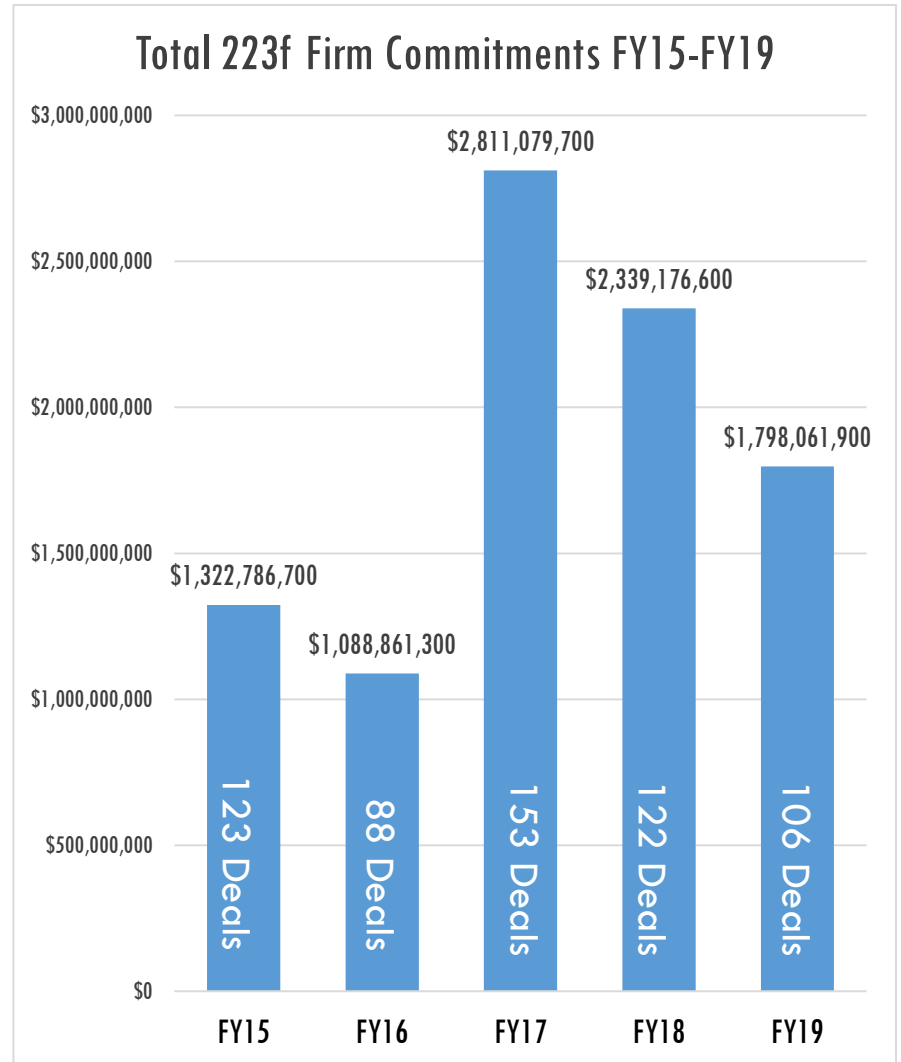
<b>Region I</b>	<b>\$174,196,800</b>
CT	\$76,147,100
MA	\$52,103,200
ME	\$12,628,500
NH	\$33,318,000
<b>Region II</b>	<b>\$250,459,500</b>
NJ	\$173,182,300
NY	\$77,277,200
<b>Region III</b>	<b>\$3,637,005,967</b>
DC	\$125,426,300
DE	\$35,517,300
MD	\$1,655,475,200
PA	\$219,592,540
VA	\$1,589,003,427
WV	\$11,991,200
<b>Total</b>	<b>\$4,061,662,267</b>



# Total 223f Firm Commitments Issued

## Total 223f Firms FY15-FY19

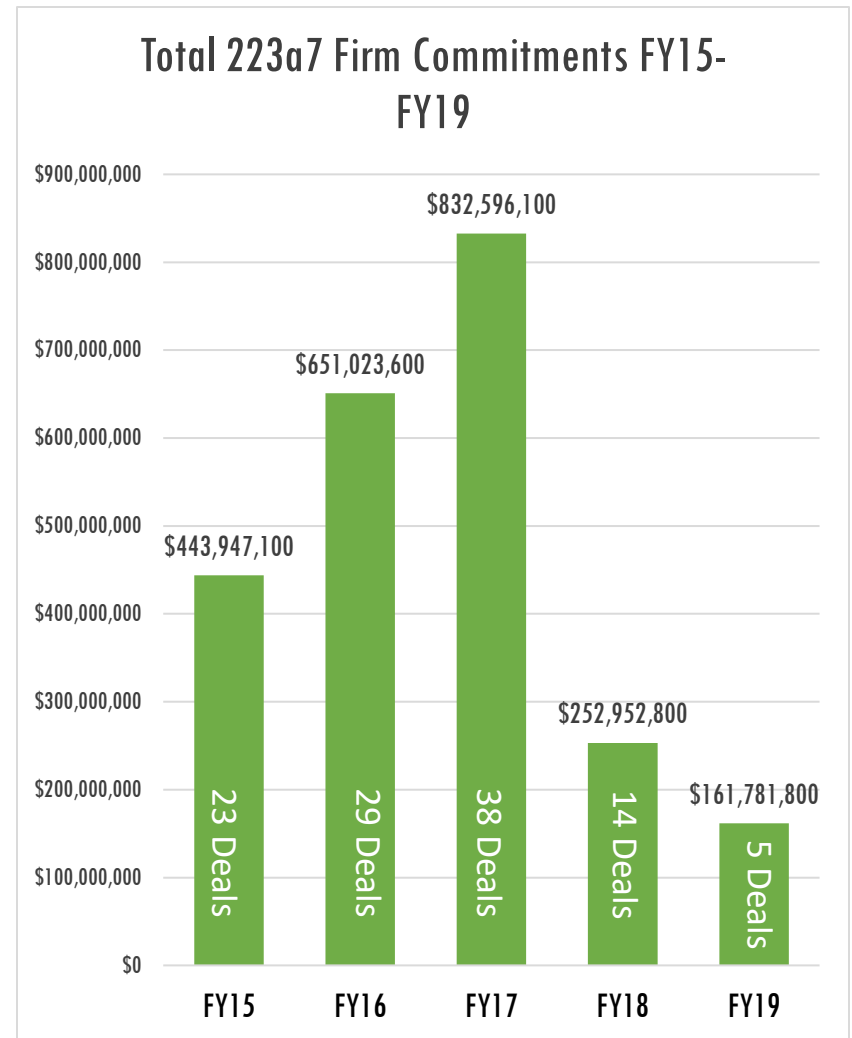
<b>Region I</b>	<b>\$3,351,810,900</b>
CT	\$270,084,900
MA	\$2,918,028,200
ME	\$39,899,200
NH	\$66,535,200
RI	\$57,263,400
<b>Region II</b>	<b>\$2,583,652,900</b>
NJ	\$586,947,100
NY	\$1,996,705,800
<b>Region III</b>	<b>\$3,424,502,400</b>
DC	\$205,934,100
DE	\$121,519,000
MD	\$874,402,200
PA	\$543,811,800
VA	\$1,606,699,900
WV	\$72,135,400
<b>Total</b>	<b>\$9,359,966,200</b>



# Total 223a7 Firm Commitments Issued

## Total 223a7 Firms FY15-FY19

<b>Region I</b>	<b>\$425,886,700</b>
CT	\$96,250,500
MA	\$257,351,600
ME	\$5,752,500
NH	\$40,361,700
RI	\$26,170,400
<b>Region II</b>	<b>\$257,424,000</b>
NJ	\$81,990,500
NY	\$175,433,500
<b>Region III</b>	<b>\$1,658,990,700</b>
DC	\$439,406,900
MD	\$711,383,500
PA	\$25,400,100
VA	\$461,901,800
WV	\$20,898,400
<b>Total</b>	<b>\$2,342,301,400</b>





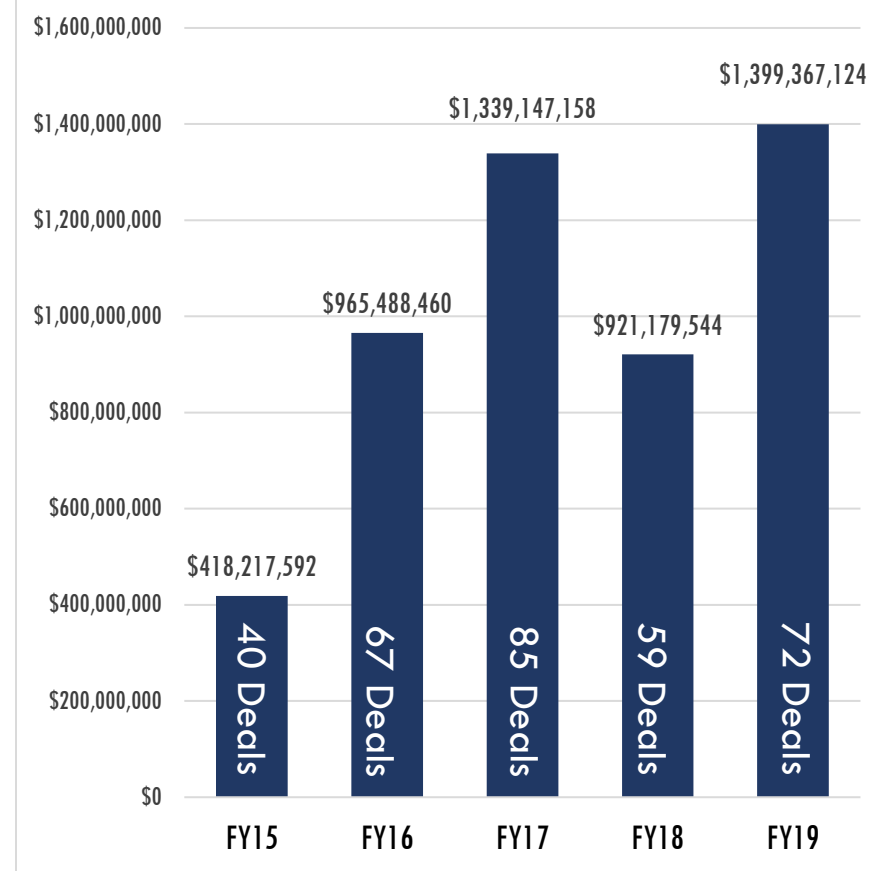
# Total Risk Share Firm Commitments Issued

## Total Risk Share Firms FY15-FY19

<b>Region I</b>	<b>\$2,461,252,721</b>
MA	\$1,956,164,870
NH	\$208,147,851
RI	\$256,282,000
VT	\$40,658,000
<b>Region II</b>	<b>\$1,728,586,650</b>
NJ	\$31,685,038
NY	\$1,696,901,612
<b>Region III</b>	<b>\$853,560,507</b>
DC	\$94,048,450
MD	\$720,952,496
VA	\$38,559,561
<b>Total</b>	<b>\$5,043,399,878</b>



## Total Risk Share Firm Commitments FY15-FY19

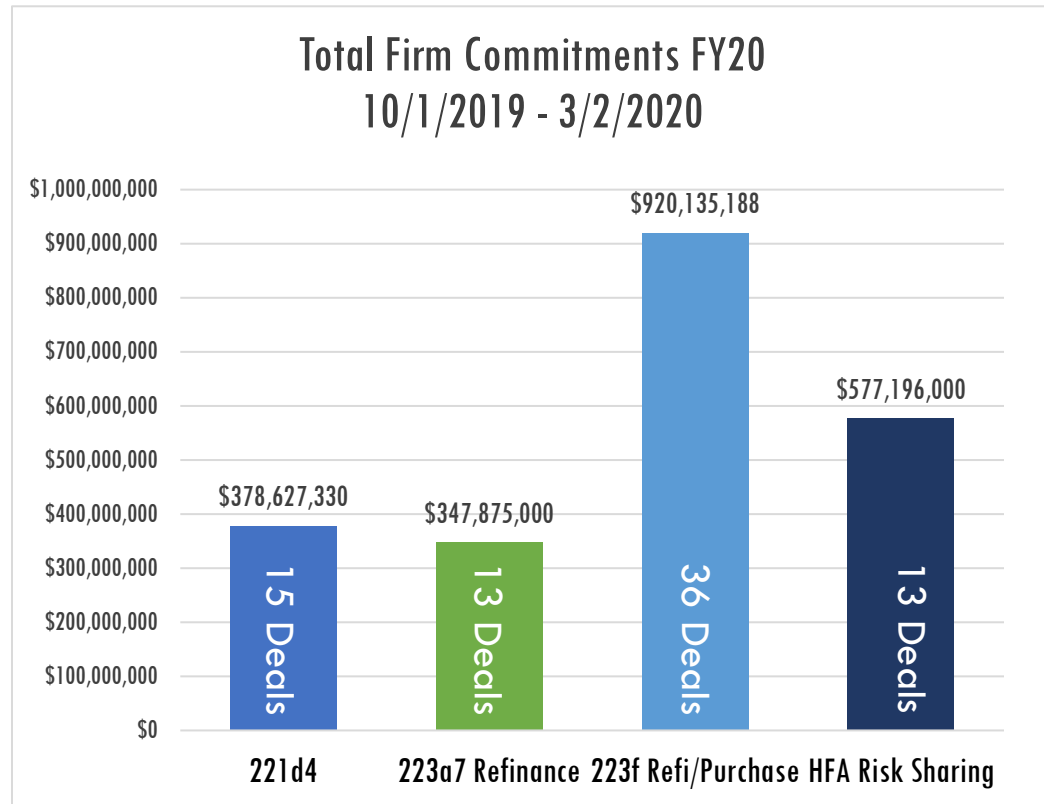


# FY20 Firm Commitments to-date

## Total Firms FY20 to-date

<b>Region I</b>	<b>\$492,851,558</b>
CT	\$23,754,458
MA	\$454,427,100
RI	\$14,670,000
<b>Region II</b>	<b>\$809,633,530</b>
NJ	\$129,874,000
NY	\$679,759,530
<b>Region III</b>	<b>\$921,348,430</b>
DC	\$72,570,730
DE	\$23,371,500
MD	\$465,010,600
PA	\$31,529,700
VA	\$328,865,900
<b>Total</b>	<b>\$2,223,833,518</b>

The Northeast has issued 77 firms in FY20, 21% of all firms issued in the country, which is \$2.2 billion in new financing, 30% of all dollars financed in the country.

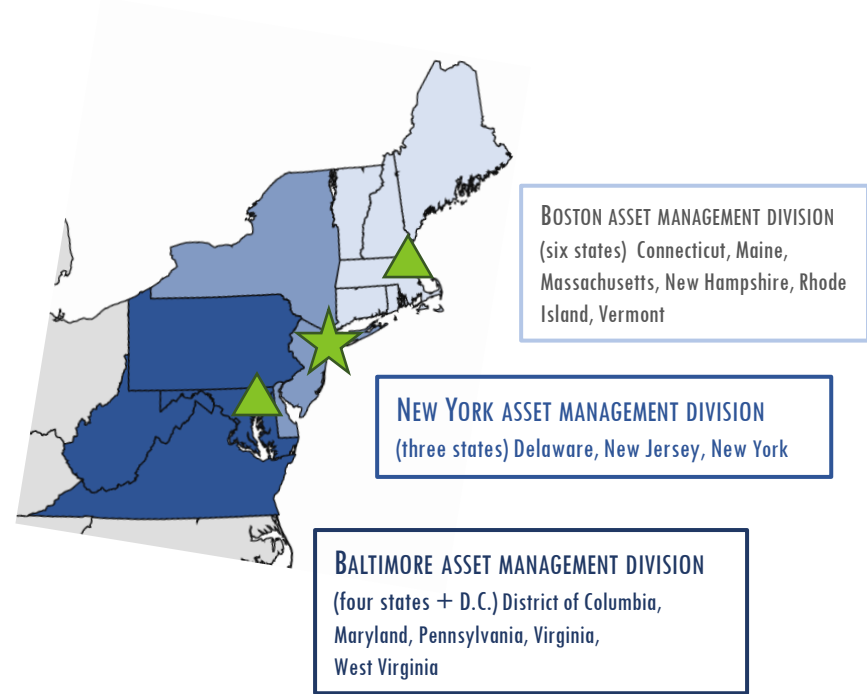
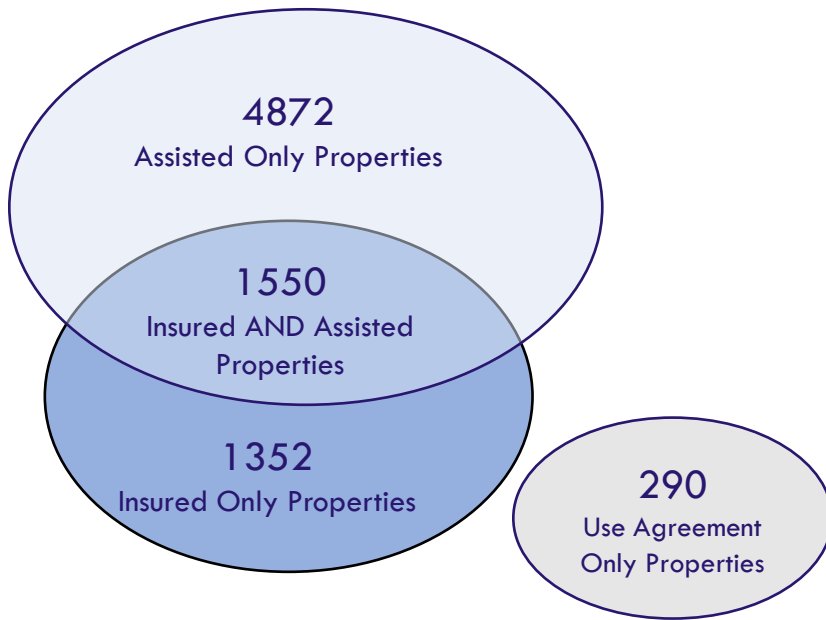


# Multifamily Performance Goals

Production MPG		FY 19			FY 20 (January 2020)		
		Percentage Toward Goal	Met Goal?	National Ranking	Percentage Toward Goal	Met Goal?	National Ranking
<b>1e</b>	85% of 221(d)(4) firm decisions processed within 60 days	<b>95%</b>	<b>Yes</b>	<b>2nd</b>	<b>100%</b>	<b>Yes</b>	<b>1st</b>
<b>1f</b>	85% of 223(f) firm decisions processed within 45 days	<b>97%</b>	<b>Yes</b>	<b>1st</b>	<b>97%</b>	<b>Yes</b>	<b>2nd</b>
<b>1g</b>	90% of 223(a)(7) firm decisions processed within 30 days	<b>100%</b>	<b>Yes</b>	<b>1st</b>	67%	No	5th



# Asset Management



Northeast Property Totals					
	Assisted Only	Insured Only	Insured AND Assisted	Use Agreement Only	Total
Baltimore	1716	750	512	86	3064
Boston	1458	417	627	71	2573
New York	1698	185	411	133	2427
<b>Total</b>	<b>4872</b>	<b>1352</b>	<b>1550</b>	<b>290</b>	<b>8064</b>

