

EASTERN LENDERS ASSOCIATION

HUD MULTIFAMILY UPDATE

MARCH 5, 2018

BOB IBER

ACTING DEPUTY ASSISTANT SECRETARY

Agenda

- Leadership & HQ Updates
 - Reg reform, budget
- MFT
- State of the Portfolio
- HUD Strategic Plan
- CNA e-Tool

Leadership Update

- Ben Carson, Secretary
- Pam Patenaude, Deputy Secretary
- Janet Golrick, Senior Advisor
- Brian Montgomery, Nominated, Awaiting Vote
- Dana Wade, General Deputy Assistant Secretary, Housing

HQ Update

- Regulatory Reform
 - Reginfo.gov
- Budget
 - FY18
 - FY19

The Transformation is complete.



OAMPO: Portfolio Snapshot

As of January 2018

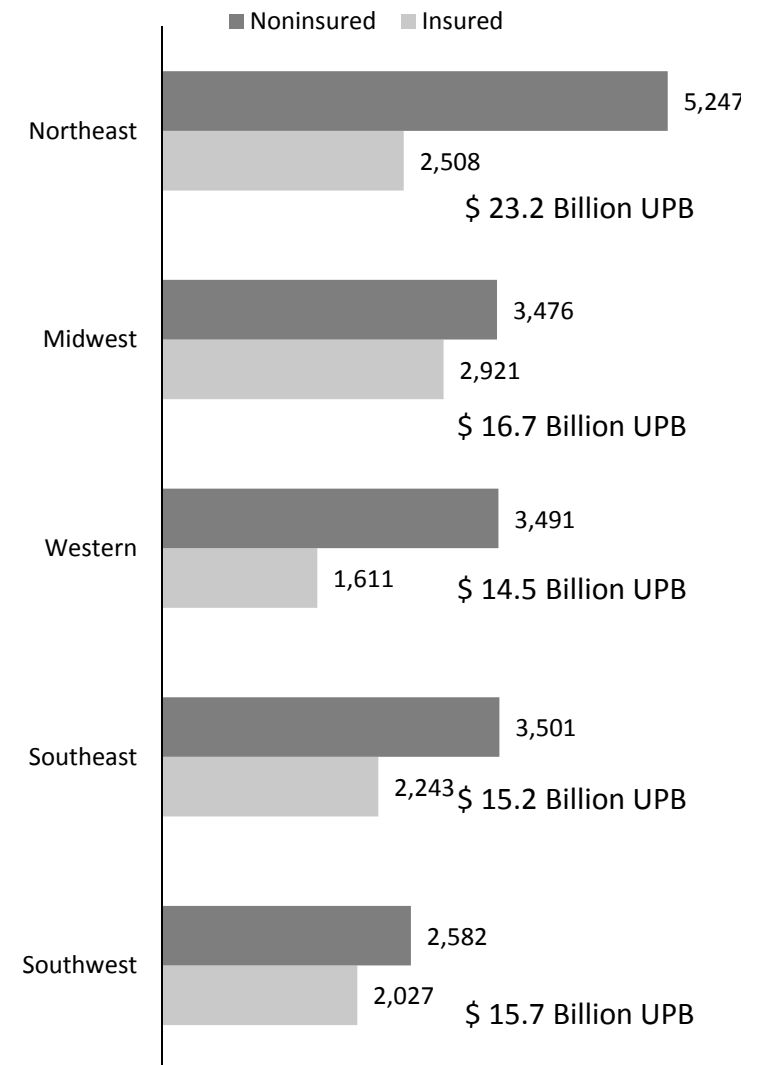
Portfolio Summary

	Type	# of properties	Dollars/Units
Insured UPB: \$85,421,092,266 Total assets: 11,360	221(d)4	1,633	\$20.5 billion
	223(a)7	3,354	\$19.3 billion
	223f	4,705	\$36.1 billion
	542b/ 542c	1,243	\$6.3 billion
	Other	425	\$3.2 billion
Non-Insured Portfolio: 1,169,726 units Total Assets: 18,532	Assisted Only	9,969	796,800 units
	Assisted with CA/DL	7,435	243,358 units
	Other	1,128	129,568 units

Insured Delinquencies – December 2017

	Projects	Amount	% UPB
DQ3 – 90 day	9	\$ 107,994,151	.12 %
DQ2 – 60 day	1	\$ 6,504,220	.01 %
Total	10	\$ 114,498,371	.13%

Project Distribution by Region



HUD Priorities

- FY 2018-2022 Strategic Plan
 - Operations
 - Rental Assistance Programs

CNA e-Tool

The CNA e Tool is an automated process for preparation, submission and review of capital needs assessments for mortgage transactions or selected asset management milestones.

Why the CNA e-Tool was needed and its capabilities

- **Automates & standardizes the industry recognized CNA process**
 - Sets common nomenclature, data inputs and calculations
- **Supports informed investment decisions, component lifecycle cost analytics**
 - CNA e-Tool uses EPA's Energy Star Portfolio Manager reports
 - Database of completed CNAs will support research and policy formation
- **Automates description, budgeting, scheduling of immediate repairs**
 - Automatically alerts accessibility requirements and deficiencies
 - Uses industry standard estimated useful life cycle of building materials and components
- **Sets stage for future automation of Asset Management CNA functions**
 - Automation of RfR Escrow disbursements and reporting (HUD form 9250)
 - Living CNA database (real time updates based on actual repairs, replacements)
 - Future RfR deposits adjusted to real time conditions.

Questions



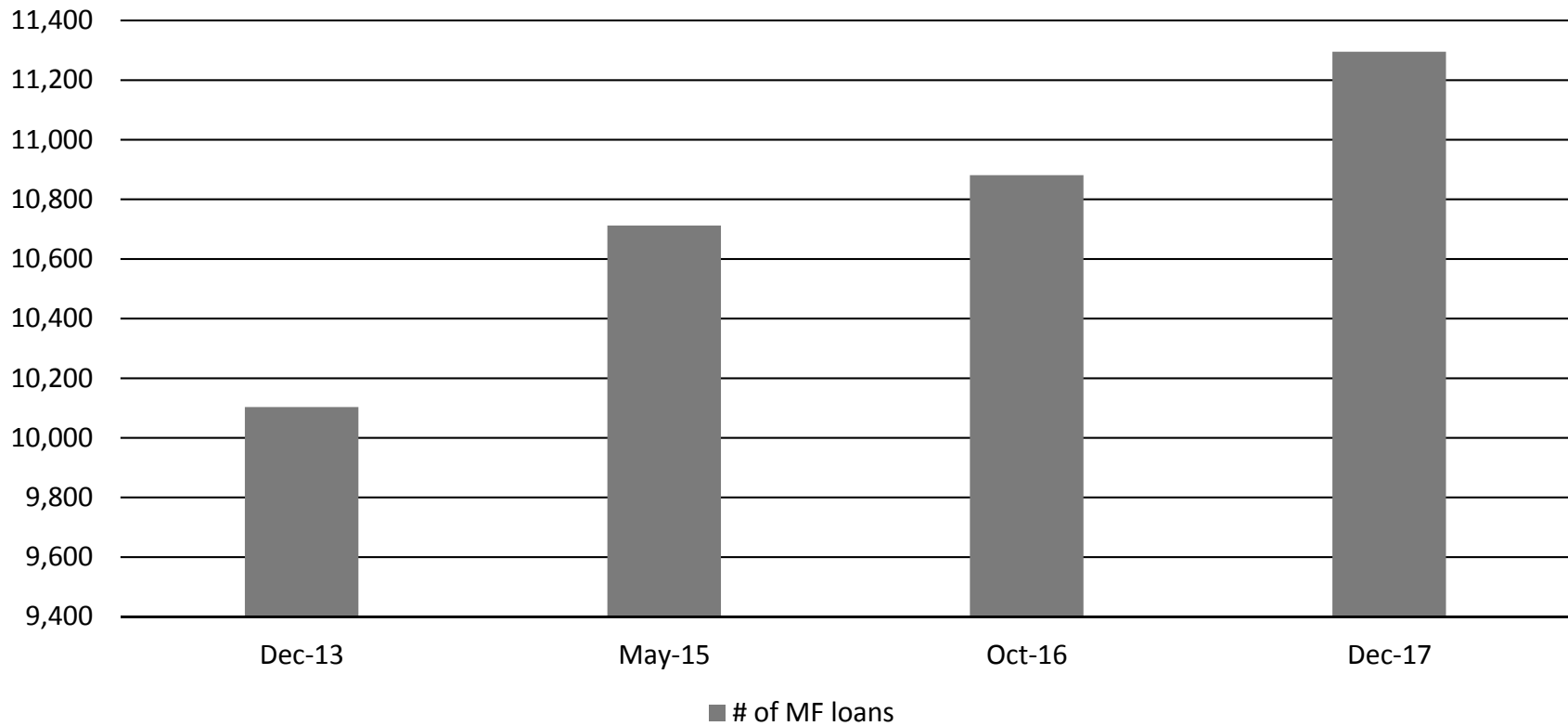
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DAN SULLIVAN
DEPUTY DIRECTOR
MULTIFAMILY PRODUCTION

FHA Insured Portfolio

of MF loans



Change in volume – Closings Calendar Year 2017 compared to 2016

Multifamily FHA Program Type	2016 - # of loans	2017 - # of loans	% change	2016 - \$ Volume (millions)	2017 - \$ Volume (millions)	% change
New Construction / Sub Rehab Programs	202	240	19%	\$3,724.3	\$5,420.4	46%
Refinancing – Sections 223(f) and 223(a)(7)	603	720	19	\$7,200.0	\$9,365.2	30%
Risk Share	93	86	-8%	\$881.1	\$986.7	12%
Totals	898	1046	16%	\$11,805.4	\$15,772.3	34%

Pipeline snapshot

of applications in active pipeline (received not rejected withdrawn, or closed)

Program	2/22/18	1/18/18	1/11/17
New Constr/Sub Rehab	275	266	222
223(f)	249	204	275
223(a)(7)	29	44	77
TOTAL	553	514	574

FY2018 Annualized

Firm Commitment data as of 2/28/18

Program	# of loans	Volume (\$ Millions)	% change in \$ volume from FY2017
New Constr/Sub Rehab	262	\$6,338	20%
223(f)	566	\$8,410	2%
223(a)(7)	96	\$1,191	-80%
TOTAL	1185	\$15,939	3%

Incoming Pipeline

	# of Firms Received	\$ Volume (Billion)
10/1/15-3/2/16	286	\$3.60
10/1/16-3/2/17	467	\$7.08
10/1/17-3/2/18	333	\$6.40

3 things to think about

HUD:

- Volume
- Pipeline Management
- Data integrity

Lenders:

- Quality – of deals, of underwriting/packaging
- Sustainability of the platform – automate, simplify
- Corporate governance / integrity