



Office of Multifamily Housing Update ELA Conference

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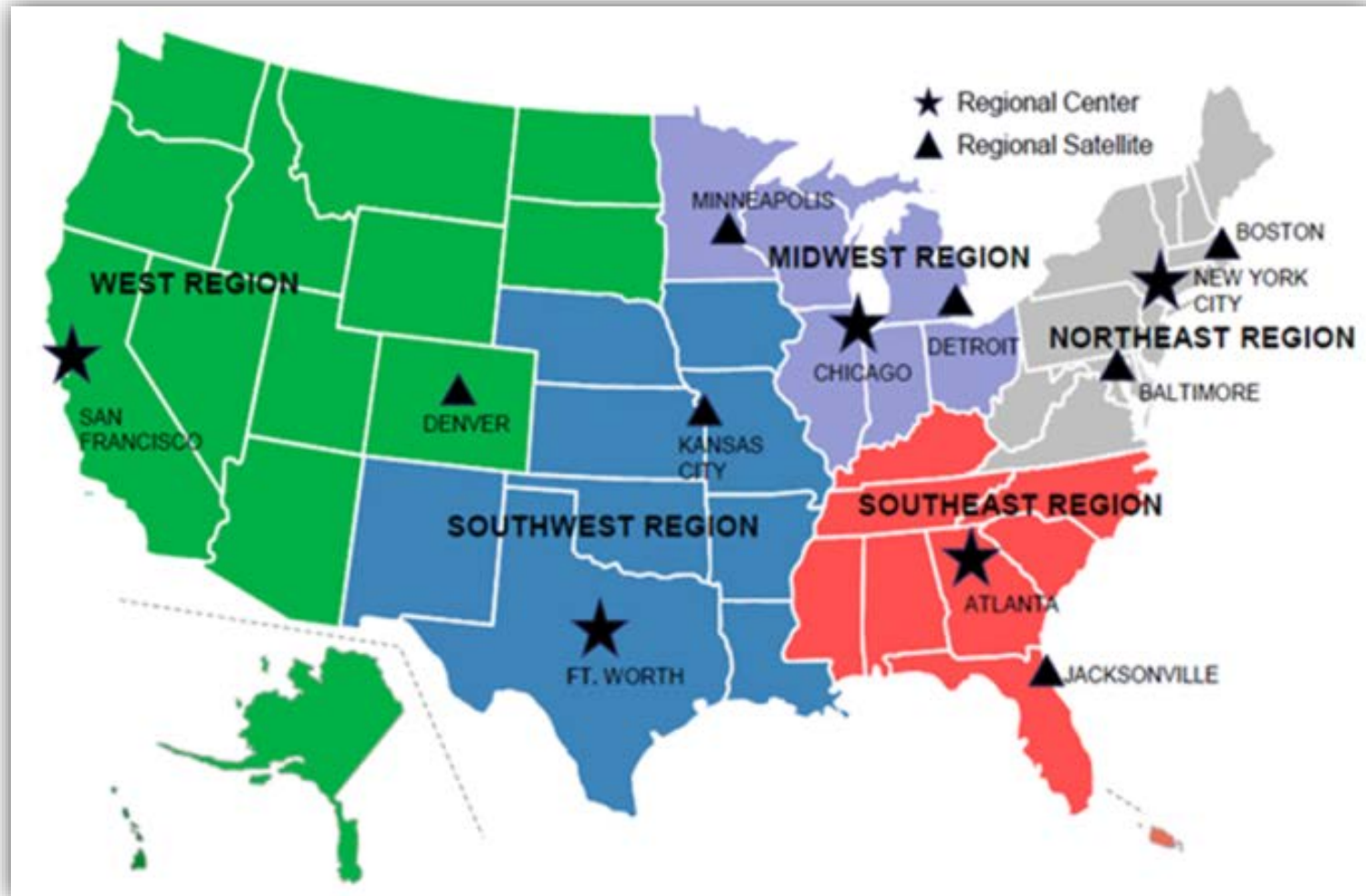
Northeast Regional Director

February 2017

Agenda

- Leadership Update
- Transformation is Complete
- 4350.1 Handbook Update
- Production Update
- Northeast Update
- Questions

The Transformation is complete.



Handbook 4350.1 Update

- Updated chapters posted when available
- Current chapters:
 - Financial Statements
 - Flexible Subsidy
 - Defaults and Assignments
- Public comments until March 7
- More chapters will be available in 30-60 days

Current Efforts

- Preserving existing project-based rental assistance
- RAD cap
- Expanding neighborhood revitalization work
- Making business with Multifamily easier



FHA Multifamily Production Headquarters Update

Dan Sullivan comments

ELA Conference

Baltimore 2/6/17

Multifamily Endorsements by Program

| Section of the Act | Initial Endorsements CALENDAR Year 2016 | | |
|---|---|----------------------------|-------------------|
| | Dollars (millions) | Percentage of \$ volume | # of Mortgages |
| New Construction / Sub Rehab Program | \$3,665.4 | 31% | 196 |
| 223(f) 223(a)(7), and 241(a) | \$7,179.2 | 61% | 603 |
| Risk Share | \$839.8 | 7% | 89 |
| Totals | \$11,684.5 | 100% | 888 |

Multifamily Endorsements by Program

| Section of the Act | Initial Endorsements YTD Fiscal Year 2017 , as of 1/23/17 | | |
|---|--|----------------------------|-------------------|
| | Dollars (millions) | Percentage of \$ volume | # of Mortgages |
| New Construction / Sub Rehab Program | \$1,116.6 | 28% | 60 |
| 223(f) 223(a)(7), and 241(a) | \$2,649.9 | 67% | 205 |
| Risk Share | \$173.8 | 4% | 32 |
| Totals | \$3,940.3 | 100% | 297 |

LIHTC production

Initial Endorsements YTD Fiscal Year 2017 , as of
1/23/17

| Section of the Act | # of FHA loans with Tax Credits | % of closings using Tax Credits (by # of loans) | Volume of FHA loans with Tax Credits (\$ millions) |
|--------------------------------------|---------------------------------|---|--|
| New Construction / Sub Rehab Program | 35 | 58% | \$382.1 |
| 223(f) 223(a)(7), and 241(a) | 46 | 22% | \$488.7 |
| Total | 81 | 31% | \$870.8 |

Pipeline snapshot

of applications in pipeline (received not rejected withdrawn, or closed)

| Program | <i>October 2016</i> | <i>January 2017</i> | Average Loan Size (\$millions) Oct16/Jan17 |
|-------------------------|-------------------------|-------------------------|---|
| New Constr/Sub Rehab | 240 | 228 | \$21.7/\$25.4 |
| 223(f) | 266 | 281 | \$11.3/\$13.2 |
| 223(a)(7) | 89 | 85 | \$14.7/\$12.3 |

Firm Commitments

of applications and volume – first 4 months of Fiscal Yr

| Firms Issued and Reissued | <i>October-January FY2016</i> | <i>October-January FY2017</i> | <i>% Change 2017 vs 2016</i> |
|----------------------------------|--|--|---|
| # of Apps. | 310 | 432 | +39% |
| Mortgage volume (\$MM) | \$3,542.8 | \$5,808.0 | +64% |

“Hit Ratio”

% of applications received which are approved – based on final decisions made

| Stage of Processing | % approved Oct 2012 – June 2013 | # of Decisions Q3-Q4 of FY16 | % approved Q3-Q4 of FY16 |
|--------------------------|---------------------------------------|---------------------------------|-----------------------------|
| Refinancing - FIRM | 75% | 386 | 95% |
| NewC/Sub Rehab PREAPP | 48% | 115 | 54% |
| NewC/Sub Rehab FIRM | 78% | 100 | 93% |



% of FY16 Firms within DAS Timeframes

| Program type | Standard for # of calendar days HUD processing (net of prelim. Rejects) | Percent within goal |
|------------------------------|---|---------------------|
| New Construction / Sub Rehab | 60 days (at each stage) | 87% |
| Section 223(f) | 45 | 74% |
| Section 223(a)(7) | 30 | 81% |



MF Production Issues – things we’re working on

- Workload/ pipeline management
- Consistency
- Closings coordinators



MF Production Issues

- **Automate IT systems.** Lender Portal, reduce duplication of forms/submittals/review material
- **Institutionalizing MIP – Green, affordable**
- **MIP Calculations**



MF Production Issues

- C.NA e-tool
- Davis Bacon
- Noise, Water, other Env. issues



Multifamily Northeast Regional Spotlight

Eastern Lenders Association

Arden Sokolow

February 6, 2017

Regional Summary



Staffing Levels

214 Staff Members

151 Asset Management, 53 Production, 10 Front Office/Operations

Locations

Regional Center: New York City

Newark and Buffalo

Satellite Office: Boston

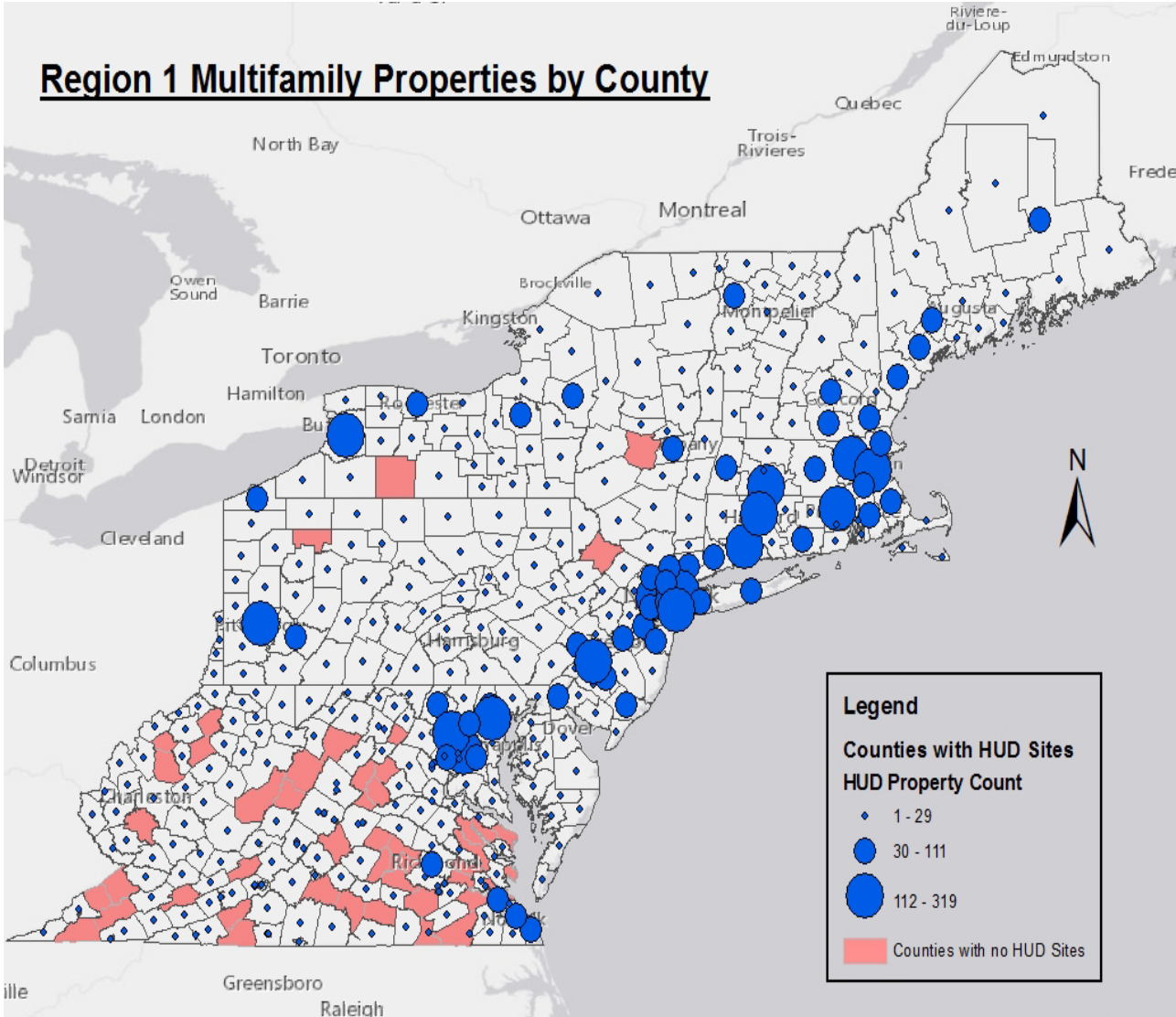
Hartford, Providence, and Manchester

Satellite Office: Baltimore

Richmond, Philadelphia, Pittsburgh, Charleston, and Washington, DC

Regional Facts

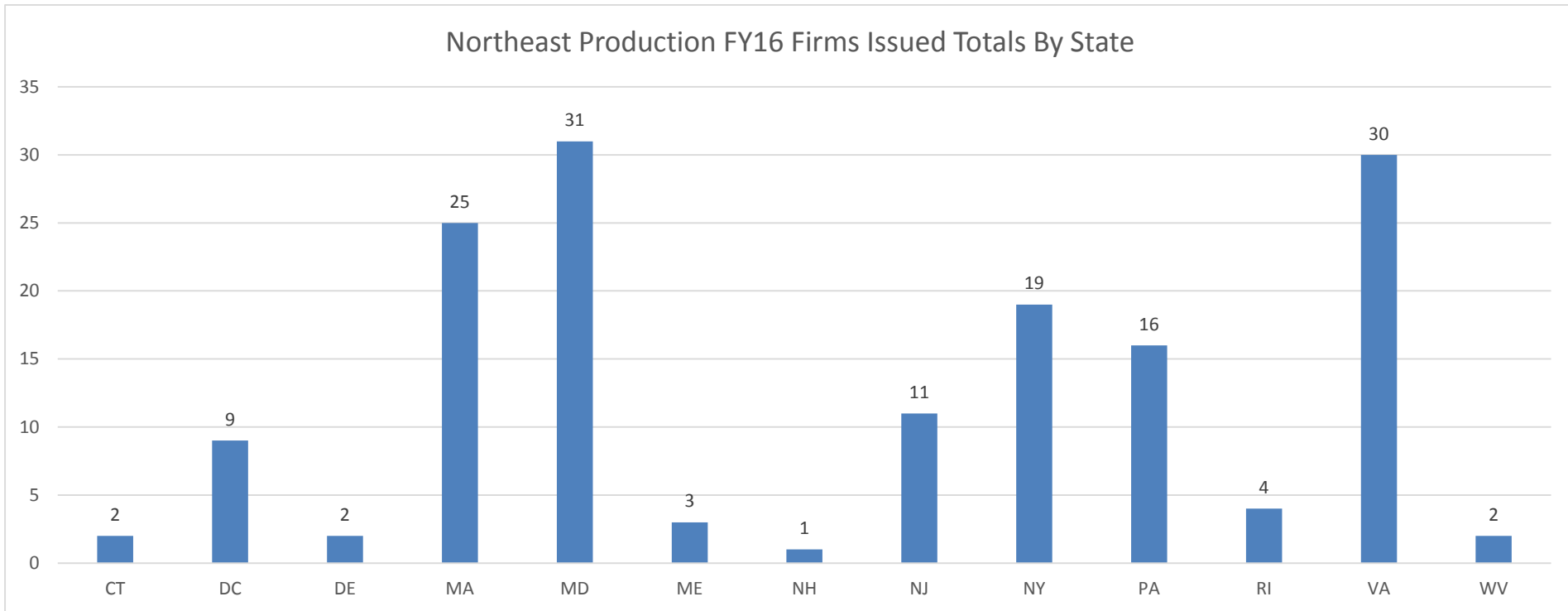
Region 1 Multifamily Properties by County



- Approximately \$2.6 Billion in FHA FY16 Firms Issued
- 7885 Assets Across the Region (23% of the entire country)
 - Provide housing to 1.5 million people
 - 702,425 total units
- 4,673 Contracts totaling in \$5.26 billion in project based funding (Section 8, Rent Subsidies, etc.)
- 555 Grants totaling \$45 million

Production

Northeast Production FY16 Firms Issued Totals By State



223f
\$1,113,073,000

A7
\$644,313,100

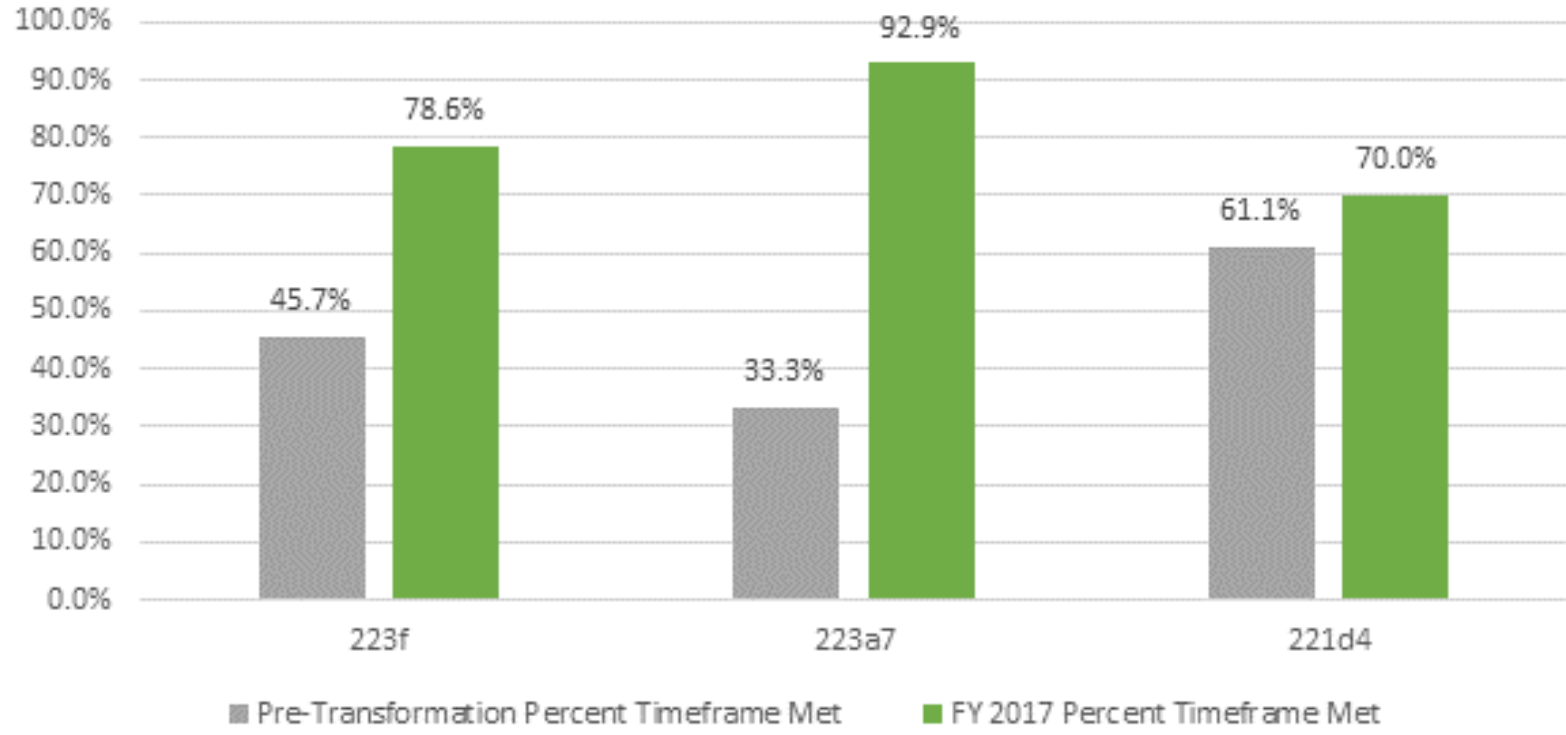
D4
\$841,576,027

Grand Total
\$2,598,962,127

FHA Commitment Timeframes

Percentage of Firms Issued within Timeframes
Pre-Transformation* vs. FY 2017

*Pre-Transformation defined as 09/30/16 - 03/31/16



Questions

