

HUD FINANCING THROUGH NORTHMARQ CAPITAL

***Faster, cheaper
& more attractive
than ever before!***



FASTER

As a fully licensed HUD lender and servicer for your loan regardless of size, NorthMarq Capital's in-house team is committed to assisting borrowers navigate the loan process to ensure a timely closing and certainty of execution. With the recently completed massive 2-year re-organization of HUD locations, now comprised of 5 regional and 7 satellite offices:

> Processing time has drastically reduced to less than 60 days and in some cases less than 45 days for transactions.



CHEAPER

HUD reduced their MIPs (Mortgage Insurance Premiums) for qualified projects:

GREEN/ENERGY EFFICIENT HOUSING
(including Market Rate projects):

> Reduced to 25 bps

BROADLY AFFORDABLE HOUSING
(90%+ TAX CREDIT OR SECTION 8):

> Reduced to 25 bps

AFFORDABLE HOUSING
(10%-90% TAX CREDIT OR SECTION 8):

> Reduced to 35 bps



ATTRACTIVE

HUD liberalized its loan sizing parameters, which are the most generous in the industry, resulting in more cash to the owners while keeping the 35-40 year self-amortizing loan term. Other notable changes:

ALLOWABLE REPAIRS
(under the 223(f) refinance loan program):

> Increased up to \$40,500/unit

> Reduced initial and annual deposits for most properties

Although there is more leniency on replacement reserve minimum balance requirements, HUD's focus still remains on superior property condition and maintenance.

FHA/HUD NON-RECOURSE PERMANENT FINANCING

PROJECT TYPE	LTV/LTC	DSCR
MARKET RATE	85%	1.176
AFFORDABLE HOUSING	87%	1.15
90+% PROJECT-BASED VOUCHERS, OR 202	90%	1.11

Better relationships deliver better results for HUD financing

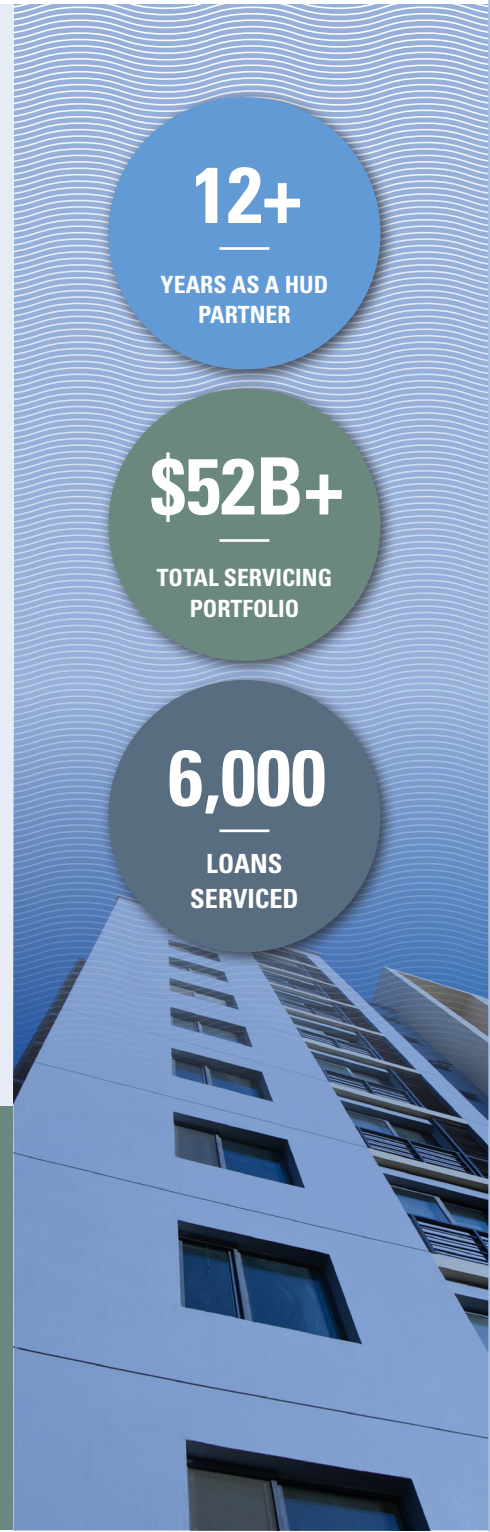
FHA/HUD loans are available for all types of multifamily and healthcare assets, including both affordable and market-rate properties. These loans provide some of the most aggressive rates and terms in the market, which can generate significant debt-service savings for borrowers but can also result in a complex transaction. With an in-house team dedicated to FHA loans, NorthMarq Capital helps first-time FHA borrowers navigate the challenges of the closing process and expedites it for those borrowers who are more familiar with HUD financing. We are with you for the life of your loan as both a fully licensed HUD lender and as the servicer for your loan, regardless of its size.

For more than 50 years, NorthMarq Capital has provided debt and equity to commercial real estate owners and investors through its regional offices coast-to-coast. With an annual production volume of more than \$13 billion and a loan servicing portfolio of \$52 billion on behalf of more than 50 institutional investors, we are one of the largest commercial real estate mortgage banking firms in the world, and the nation's largest privately held servicer and provider of commercial real estate debt and equity.

12+
YEARS AS A HUD
PARTNER

\$52B+
TOTAL SERVICING
PORTFOLIO

6,000
LOANS
SERVICED



CONTACT



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COMMERCIAL REAL ESTATE
DEBT, EQUITY & SERVICING

