



WMAC Annual Conference

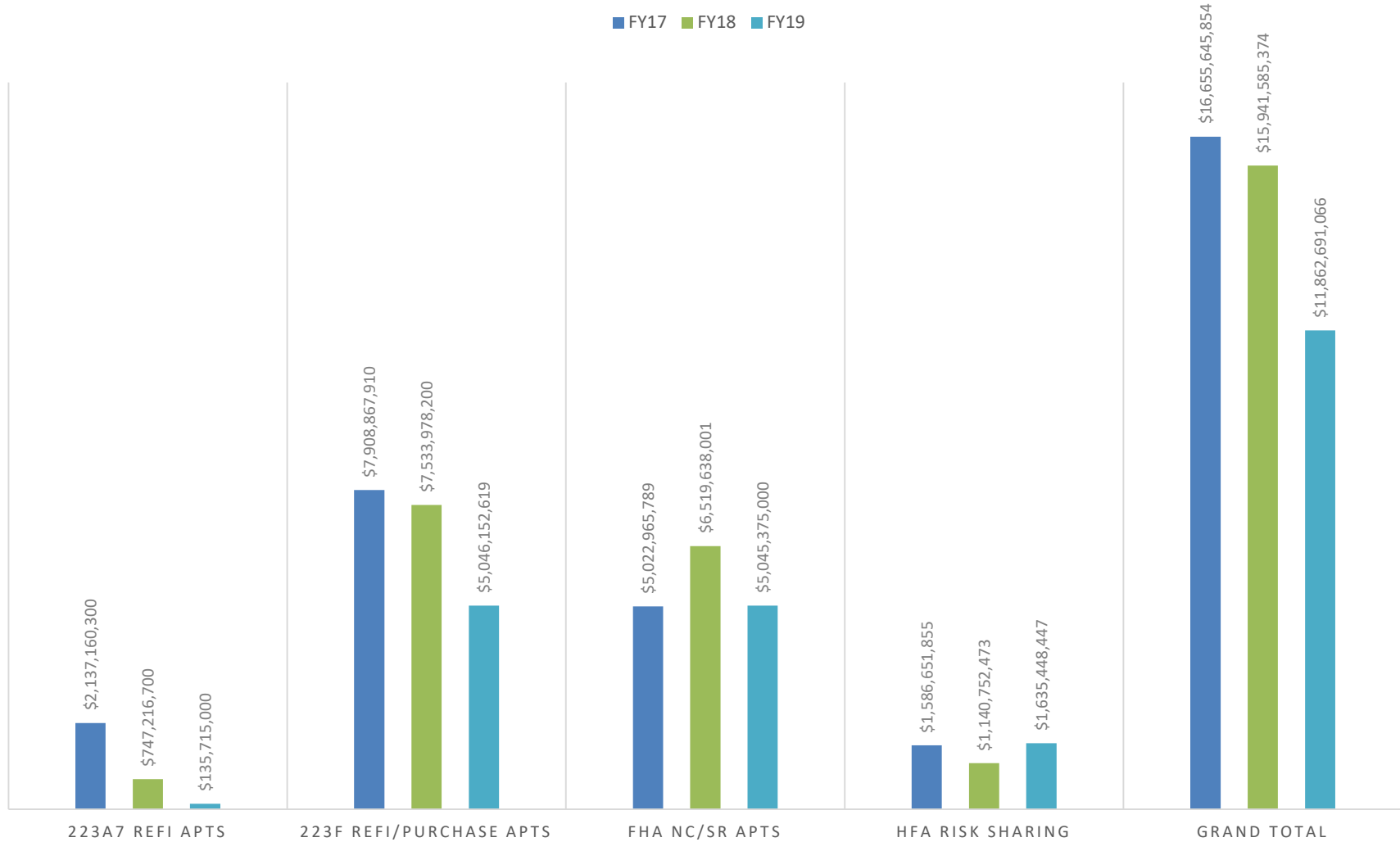
Office of MF Production

September 11, 2019

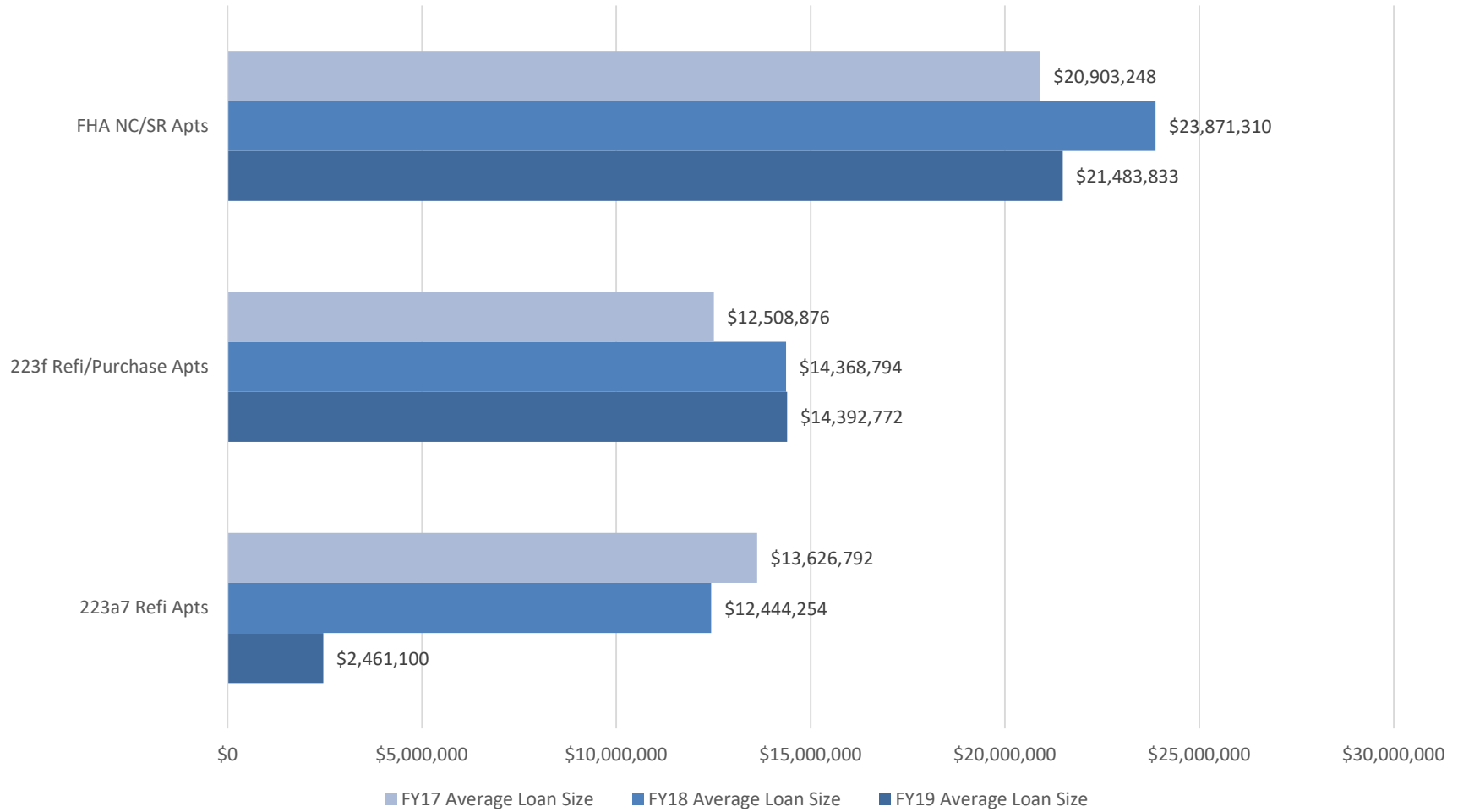
Agenda

- Production Volume and Trends
- Production Priorities
- MAP Guide and Other Updates

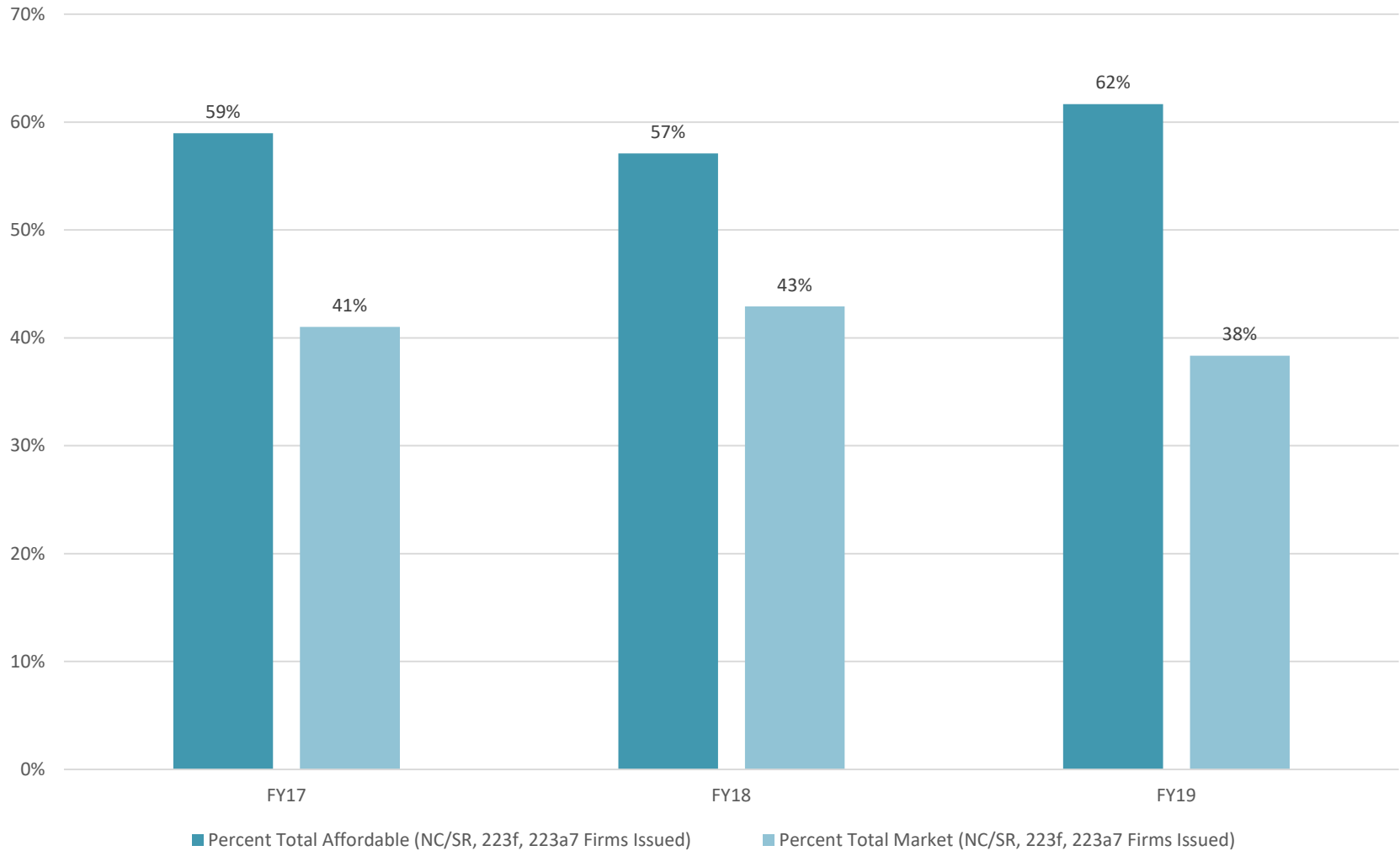
Change in Total Firm Commitment Mortgage Amount by SOA FY17 – FY18, FY19 as of 08.31.19



Average Loan Size at Initial Endorsement FY17 – FY19 (as of 8.31.19)

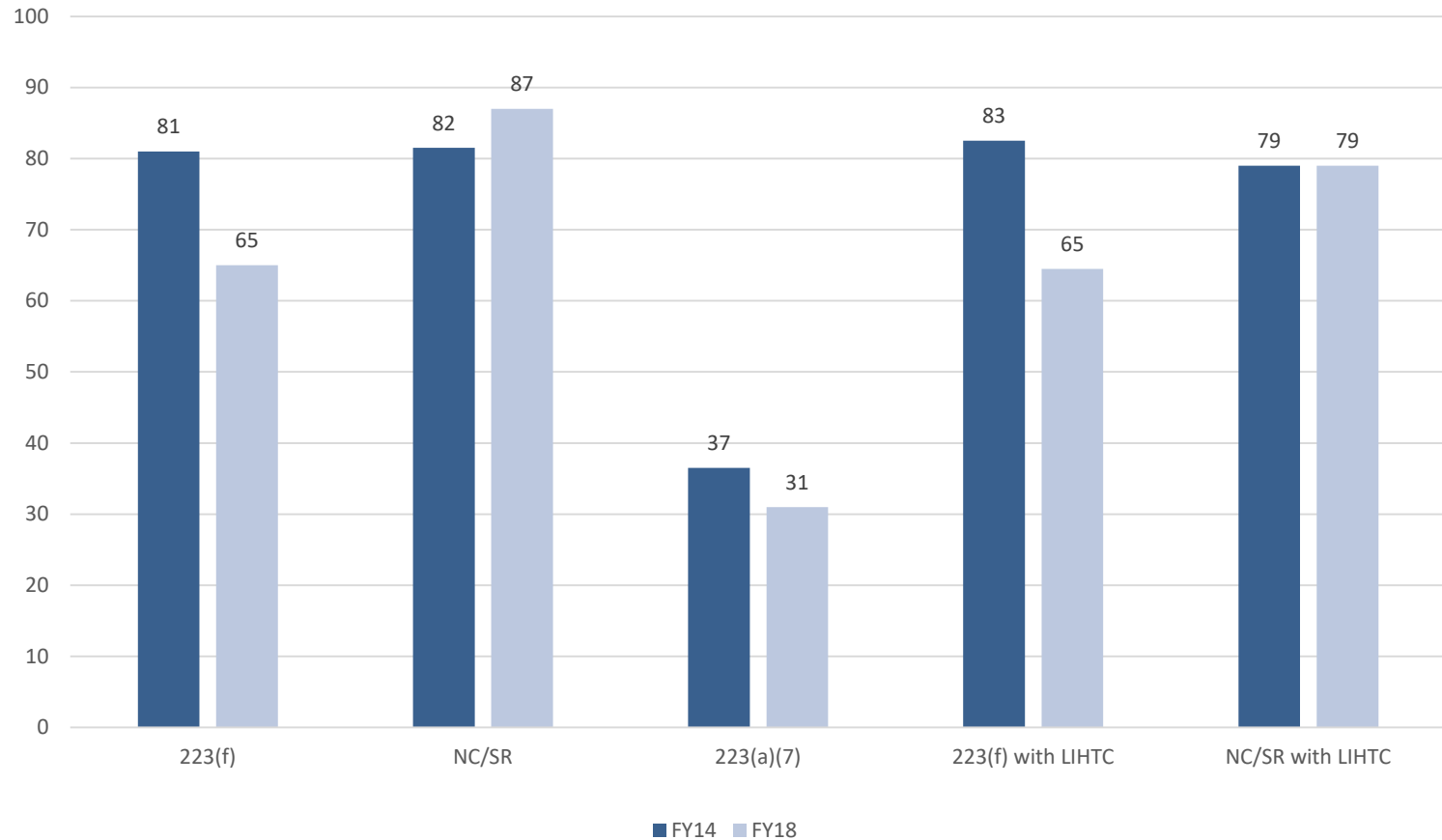


Affordable vs Market Rate Firms Issued as Percentage of FY Total FY17 - FY18, FY19 YTD (as of 8.31.19)



Median Days Firm App Received to Firm Issuance FY14 vs FY18 (Including Days in Suspension)

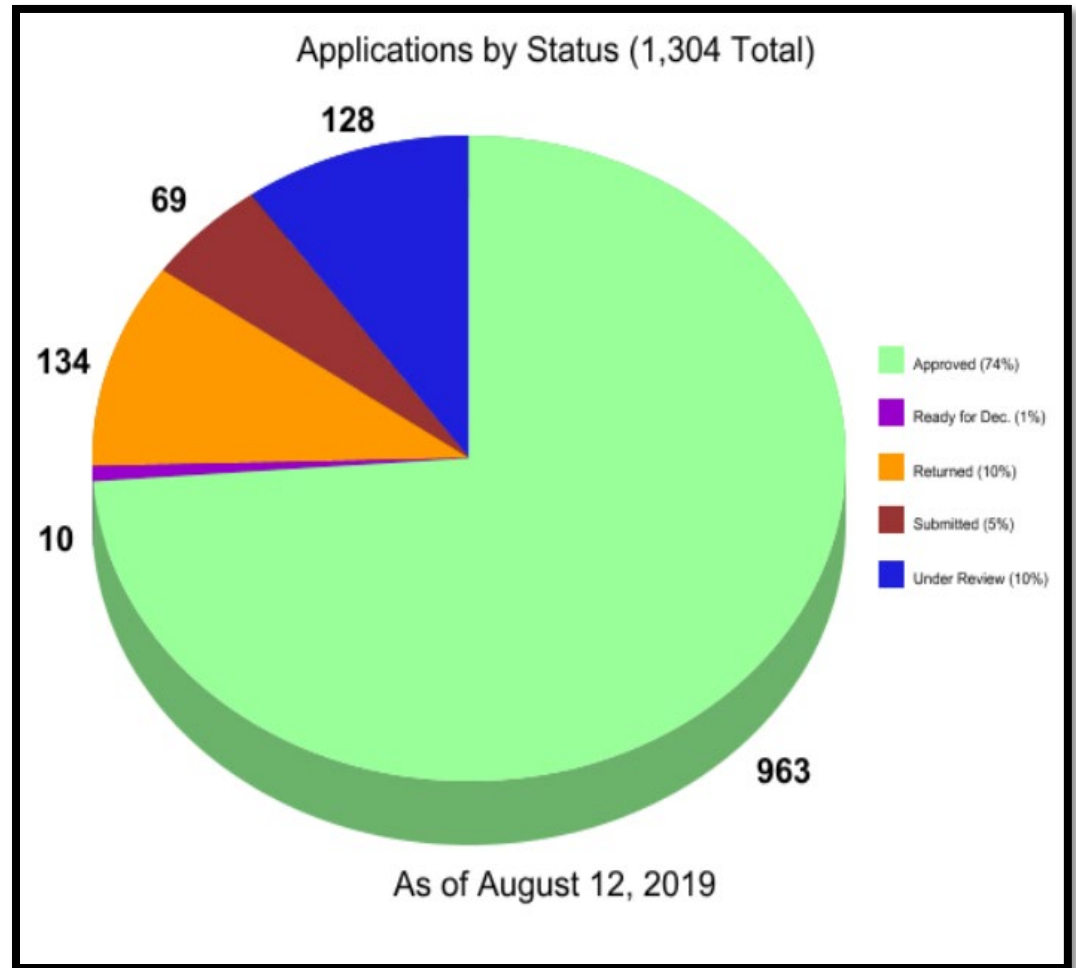
FY14 - FY18 Median Processing Days



CNA eTool Updates

1,304 FHA applications have been submitted as of August 12, 2019

- 963 applications approved
- 123 under active review
- 10 ready for decision
- 134 returned for revision
- 69 submitted and to be assigned



Production Priorities

- Reduce Processing Time
 - Risk-Based Underwriting
 - Environmental Reviews
 - Closings
 - Lender Metrics
- Eliminate Three-Year Rule for 223(f)s
- MAP Guide Revision

Top 20 FHA Multifamily Lenders

Initial Endorsements FY19 as of 08.31.19

MAP Lender at Initial Endorsement	Total Mortgage Amount at IE	Total Number of IE	
1	ORIX REAL ESTATE CAPITAL LLC	\$1,552,647,010	90
2	BERKADIA COMMERCIAL MTG	\$681,292,600	35
3	GREYSTONE FUNDING COMPANY LLC	\$637,575,800	29
4	WALKER AND DUNLOP LLC	\$624,714,300	34
5	DWIGHT CAPITAL LLC	\$505,523,400	32
6	CBRE HMF INC	\$467,878,000	18
7	MERCHANTS CAPITAL CORP	\$454,316,800	36
8	AGM FINANCIAL SERVICES	\$416,460,100	26
9	GERSHMAN INVESTMENT	\$392,194,200	21
10	PRUDENTIAL HUNTOON PAIGE	\$347,415,200	15
11	KEYBANK NA	\$318,210,400	15
12	DOUGHERTY MORTGAGE LLC	\$245,170,600	14
13	GRANDBRIDGE REAL ESTATE CAP	\$221,691,300	11
14	WELLS FARGO BANK NA	\$210,037,200	13
15	JONES LANG LASALLE MULTIFAMILY, LLC	\$202,428,300	13
16	HUNT MORTGAGE CAPITAL, LLC	\$202,017,600	8
17	LOVE FUNDING CORP	\$194,298,400	28
18	M & T REALTY CORP	\$177,624,400	4
19	GREYSTONE SERVICING COMPANY LLC	\$173,802,300	7
20	HIGHLAND COMMERCIAL MTGE	\$170,412,200	7

