

Preserve Your Sanity: Preservation Transaction Best Practices

Moderator

Gus Serrano, FHA Chief Underwriter, PNC Real Estate

Panelists

Toby Halliday, Director in the Office of Asset Management and Portfolio Oversight

Eileen Hearty, Asset Management Division Director, Denver

Larry Flood, Production Division Director for the Multifamily West Region

Rick Orf, Deputy Chief Underwriter, PGIM

Eric Garcia, Senior Account Executive, Denver

Shannon Bergman, Branch Chief, San Francisco



Nationwide FHA Platform: Preservation Production

Total Loan Volume					
Preservation Type	223(a)(7)	223(f)	FHA NC/SR	241(a)	Total
Assisted Properties:	\$ 83,908,900	\$ 1,892,608,000	\$ 897,076,100	\$ 16,614,900	\$ 2,890,207,900
LIHTC Properties:	\$ 79,245,900	\$ 1,614,079,000	\$ 1,700,776,900	\$ 16,614,900	\$ 3,410,716,700
Assisted & LIHTC:	\$ -	\$ 468,353,600	\$ 856,670,800	\$ 16,614,900	\$ 1,341,639,300



Nationwide FHA Platform: Preservation Production

Firm Commitments					
Preservation Type	223(a)(7)	223(f)	FHA NC/SR	241(a)	Total FCs Issued:
Assisted Properties:	10	154	40	2	206
LIHTC Properties:	10	121	93	2	226
Assisted & LIHTC:	0	26	37	2	65
Number of Units					
Preservation Type	223(a)(7)	223(f)	FHA NC/SR Apts	241(a)	Total Units:
Assisted Properties:	1,343	16,227	5,749	187	23,506
LIHTC Properties:	431	11,990	7,665	297	20,383
Assisted & LIHTC:	0	3,991	6,012	297	10,300



Western Region: Preservation Production

Total Loan Volume				
Preservation Type	223(a)(7)	223(f)	FHA NC/SR	Total
Assisted Properties:	\$ 3,443,400	\$ 241,476,600	\$ 26,059,100	\$ 270,979,100
LIHTC Properties:	\$ 24,487,700	\$ 335,617,500	\$ 141,202,500	\$ 501,307,700
Assisted & LIHTC:	\$ -	\$ 18,162,100	\$ 20,695,900	\$ 38,858,000

Western Region: Preservation Production

Firm Commitments				
Preservation Type	223(a)(7)	223(f)	FHA NC/SR	Total FCs Issued:
Assisted Properties:	2	23	3	28
LIHTC Properties:	3	18	7	28
Assisted & LIHTC:	0	2	2	4
Number of Units				
Preservation Type	223(a)(7)	223(f)	FHA NC/SR Apts	Total Units:
Assisted Properties:	196	1,862	127	2,185
LIHTC Properties:	187	1318	391	1,896
Assisted & LIHTC:	0	193	92	285