

FANNIE MAE DUS LENDERS DIRECTORY

Fannie Mae's Delegated Underwriting and Servicing (DUS®) lenders are authorized by Fannie Mae to underwrite, close and deliver loans without Fannie Mae's pre-review, which reduces the length of time required to close a multifamily loan.

Arbor Commercial Mortgage

Number of offices worldwide: 16
Current Fannie Mae service portfolio: \$9.06B
Types of properties financed: multifamily, affordable housing, cooperative properties, seniors housing, student housing, manufactured housing communities, long-term care facilities
Types of loans provided: Fannie Mae DUS, HUD/FHA, Freddie Mac, bridge financing, construction, CMBS, mezzanine financing
Number of offices in the Northeast: 6
Contact: Jack Youngworth, AVP, Business Development
Phone: 516-506-4266
Email: jyoungworth@arbor.com
Website: www.arbor.com

Bellwether Enterprise

Number of offices worldwide: 19
Current Fannie Mae service portfolio: \$727M (as of 4/30/2015)
Types of properties financed: multifamily, affordable housing, seniors housing
Types of loans provided: Fannie Mae DUS, HUD/FHA, Freddie Mac, bridge financing, construction, CMBS, mezzanine financing, permanent lending (balance sheet)
Number of offices in the Northeast: 2
Contact: Paul Donahue, SVP
Location: Boston, MA **Phone:** 857-305-0607
Email: pdonahue@bwecap.com
Website: www.bellwetherenterprise.com



See ad on page 13.

Berkadia

Number of offices worldwide: 39
Types of properties financed: multifamily, affordable housing, cooperative properties, seniors housing, student housing, manufactured housing communities, long-term care facilities
Types of loans provided: Fannie Mae DUS, HUD/FHA, Freddie Mac, bridge financing, construction, CMBS, mezzanine financing, permanent lending (balance sheet), life insurance, banks
Contact: Dan Brendes **Phone:** 301-202-3551
Email: dan.brendes@berkadia.com
Website: www.berkadia.com

Berkeley Point Capital

Number of offices worldwide: 11
Current Fannie Mae service portfolio: \$15B
Types of properties financed: multifamily, affordable housing, cooperative properties, seniors housing, student housing, manufactured housing communities, long-term care facilities
Types of loans provided: Fannie Mae DUS, HUD/FHA, Freddie Mac, bridge financing, construction, CMBS, life company

Number of offices in the Northeast: 2

Contact: Nancy Spokowski, Senior Managing Director
Location: Boston, MA **Phone:** 617-722-5087
Email: nancy.spokowski@berkpoint.com
Website: www.berkpoint.com



See ad on page 47.

Capital One Multifamily Finance

Number of offices worldwide: 18
Types of properties financed: multifamily, affordable housing, cooperative properties, seniors housing, student housing, manufactured housing communities, long-term care facilities
Types of loans provided: Fannie Mae DUS, HUD/FHA, Freddie Mac, bridge financing, construction, permanent lending (balance sheet)
Number of offices in the Northeast: 8
Contact: Brian Sykes
Location: Boston, MA **Phone:** 617-747-1028
Email: brian.sykes@capitalone.com
Website: www.capitalone.com/commercial/multifamily/

CBRE Group

Number of offices worldwide: 462
Current Fannie Mae service portfolio: \$10B
Types of properties financed: multifamily, affordable housing, cooperative properties, seniors housing, student housing, manufactured housing communities, long-term care facilities
Types of loans provided: Fannie Mae DUS, HUD/FHA, Freddie Mac, bridge financing, construction, CMBS, mezzanine financing, permanent lending (balance sheet)
Number of offices in the Northeast: 5
Contact: Kyle Draeger, Managing Director
Phone: 617-217-6044
Email: kyle.draeger@cbre.com
Website: www.cbre.com/multifamily

Citi Community Capital

Number of offices worldwide: 10
Types of properties financed: multifamily, affordable housing, cooperative properties, seniors housing, supportive housing
Types of loans provided: Fannie Mae DUS, HUD/FHA, Freddie Mac, construction, permanent lending (balance sheet)
Number of offices in the Northeast: 2
Contact: Matt Bissonette, Director
Location: New York, NY **Phone:** 212-723-4241
Email: matthew.bissonette@citi.com
Website: www.citicommunitycapital.com

Dougherty Mortgage LLC

Number of offices worldwide: 10
Current Fannie Mae service portfolio: \$1B
Types of properties financed: multifamily,

affordable housing, cooperative properties, seniors housing, student housing, manufactured housing communities, long-term care facilities
Types of loans provided: Fannie Mae DUS, HUD/FHA, bridge financing, construction
Contact: Chuck Patenaude, SVP
Phone: 703-712-1151
Email: cpatenaude@doughertymarkets.com
Website: www.doughertymortgage.com

Grandbridge Real Estate Capital

Number of offices worldwide: 26
Current Fannie Mae service portfolio: \$5B
Types of properties financed: multifamily, affordable housing, seniors housing, student housing, manufactured housing communities, long-term care facilities
Types of loans provided: Fannie Mae DUS, HUD/FHA, Freddie Mac, bridge financing, construction, CMBS, mezzanine financing, permanent lending (balance sheet), BB&T Real Estate Funding - Structured and Stabilized
Number of offices in the Northeast: 1
Contact: Matt Rocco, EVP/National Production Manager
Location: Charlotte, NC **Phone:** 704-332-4454
Email: MRocco@Grandbridge.com
Website: www.Grandbridge.com



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Greystone & Co.

Number of offices worldwide: 20
Current Fannie Mae service portfolio: \$15B (total servicing portfolio including FHA loans)
Types of properties financed: multifamily, affordable housing, cooperative properties, seniors housing, student housing, manufactured housing communities, long-term care facilities
Types of loans provided: Fannie Mae DUS, HUD/FHA, Freddie Mac, bridge financing, CMBS, mezzanine financing, permanent lending (balance sheet)
Number of offices in the Northeast: 8
Contact: Mordecai Rosenberg, Head of FHA Lending
Location: New York, NY **Phone:** 212-649-9700
Email: information@greyco.com
Website: www.greyco.com

HomeStreet Bank Commercial Real Estate

Number of offices worldwide: 3
Current Fannie Mae service portfolio: \$773M
Types of properties financed: multifamily, affordable housing, student housing, manufactured housing
Types of loans provided: Fannie Mae DUS, bridge, construction, permanent lending (balance sheet)
Contact: Randy Daniels, EVP, CRE Lending Director
Phone: 206-515-4050
Email: randy.daniels@homestreet.com
Website: www.homestreet.com/CRE

Hunt Mortgage Group

Number of offices worldwide: 16
Current Fannie Mae service portfolio: \$6.8B
Types of properties financed: multifamily, affordable housing, cooperative properties, seniors housing, manufactured housing communities, long-term care facilities
Types of loans provided: Fannie Mae DUS, HUD/FHA, Freddie Mac, bridge financing, permanent lending (balance sheet)
Number of offices in the Northeast: 2
Contact: Steve Cox
Location: New York, NY **Phone:** 212-588-2015
Email: steven.cox@huntcompanies.com
Website: www.huntmortgagegroup.com



See ad on page 20.

KeyBank Real Estate

Number of offices worldwide: 23
Current Fannie Mae service portfolio: \$13.5B
Types of properties financed: multifamily, affordable housing, seniors housing, student housing, manufactured housing communities
Types of loans provided: Fannie Mae DUS, HUD/FHA, Freddie Mac, bridge financing, construction, CMBS
Number of offices in the Northeast: 5
Contact: Todd Goulet, SVP
Location: Boston, MA **Phone:** 617-385-6262
Email: Todd_Goulet@keybank.com
Website: key.com/realstate



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M&T Realty Capital Corp.

Number of offices worldwide: 12
Current Fannie Mae service portfolio: \$8.5B
Types of properties financed: multifamily, affordable housing, cooperative properties, seniors housing, student housing, manufactured housing communities, long-term care facilities, military housing
Types of loans provided: Fannie Mae DUS, HUD/FHA, Freddie Mac, bridge financing, construction, CMBS, mezzanine financing, permanent lending (balance sheet), life insurance company
Number of offices in the Northeast: 7
Contact: John Taylor, Managing Director
Location: Florham Park, NJ
Phone: 973-261-5101
Email: jntaylor@mtb.com
Website: www.mandtrcc.com

NorthMarq Capital

Number of offices worldwide: 36
Current Fannie Mae service portfolio: \$5.1B
Types of properties financed: multifamily, affordable housing, cooperative properties, student housing, manufactured housing communities
Types of loans provided: Fannie Mae DUS, HUD/FHA
Number of offices in the Northeast: 7
Contact: Scott Suttle **Phone:** 301-718-6688
Email: SSuttle@NorthMarq.com
Website: northmarq.com

For information on advertising in future Fannie Mae DUS directories, please contact Scott France at 404-832-8262 or scott@francemediainc.com



Oak Grove Capital

Number of offices worldwide: 10

Current Fannie Mae service portfolio: \$5.2B

Types of properties financed: multifamily, affordable housing, cooperative properties, seniors housing, student housing, manufactured housing communities, long-term care facilities

Types of loans provided: Fannie Mae DUS, HUD/FHA, Freddie Mac, bridge financing, construction, CMBS, mezzanine financing, permanent lending (balance sheet)

Contact: Jeff Patton, Managing Director

Phone: 205-402-4246

Email: JPatton@oakgrovecap.com

Website: oakgrovecap.com

Pillar

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Pillar

Number of offices worldwide: 13

Types of properties financed: multifamily, affordable housing, cooperative properties, seniors housing, student housing, manufactured housing communities, long-term care facilities

Types of loans provided: Fannie Mae DUS, HUD/FHA, Freddie Mac, bridge financing, construction, CMBS, mezzanine financing, permanent lending (balance sheet)

Number of offices in the Northeast: 1

Contact: Justin Ginsberg, Managing Director

Location: New York, NY Phone: 212-372-6317

Email: justin.ginsberg@pillarfinance.com

PNC

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PNC Real Estate

Number of offices worldwide: 37

Current Fannie Mae service portfolio: \$14B

Types of properties financed: multifamily, affordable housing, cooperative properties, seniors housing, student housing, manufactured housing communities, long-term care facilities

Types of loans provided: Fannie Mae DUS, HUD/FHA, Freddie Mac, bridge financing, construction, permanent lending (balance sheet)

Contact: Daniel Cunningham

Phone: 202-912-3916

Email: daniel.cunningham@pnc.com

Website: pnc.com/realestate

Prudential Mortgage Capital Co.

Number of offices worldwide: 14

Current Fannie Mae service portfolio:

\$11.7B (as of 3/31/15)

Types of properties financed: multifamily, affordable housing, cooperative properties, seniors housing, student housing, manufactured housing communities, long-term care facilities, military housing

Types of loans provided: Fannie Mae DUS, HUD/FHA, Freddie Mac, bridge financing, construction, CMBS, permanent lending (balance sheet)

Number of offices in the Northeast: 3

Contact: Michael McRoberts, Managing Director

Phone: 888-263-6800

Email: michael.mcroberts@prudential.com

Website: www.prumortgagecapital.com

redcapitalgroup

See ad below.

Red Capital Group

Number of offices worldwide: 10

Current Fannie Mae service portfolio: \$16.4B

Types of properties financed: multifamily, affordable housing, cooperative properties, seniors housing, student housing, manufactured housing communities, long-term care facilities

Types of loans provided: Fannie Mae DUS, HUD/FHA, Freddie Mac, bridge financing, construction, CMBS, mezzanine financing, permanent lending (balance sheet)

Number of offices in the Northeast: 2

Contact: Matthew P. Napoleon, Director

Phone: 614-857-1429

Email: mpnapoleon@redcapitalgroup.com

Website: www.redcapitalgroup.com

Regions Bank

Current Fannie Mae service portfolio: \$2B

Types of properties financed: multifamily, affordable housing, cooperative properties, seniors housing, student housing, manufactured housing communities, long-term care facilities

Types of loans provided: Fannie Mae DUS, HUD/FHA, bridge financing, construction, CMBS, permanent lending (balance sheet)

Contact: Troy Marek

Phone: 205-264-5294

Email: troy.marek@regions.com

Website: www.regions.com

Walker & Dunlop

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Walker & Dunlop

Number of offices worldwide: 23

Current Fannie Mae service portfolio:

\$20.8B (as of 3/31/15)

Types of properties financed: multifamily, affordable housing, cooperative properties, seniors housing, student housing, manufactured housing communities, long-term care facilities

Types of loans provided: Fannie Mae DUS, HUD/FHA, Freddie Mac, bridge financing, construction, CMBS, mezzanine financing, permanent lending (balance sheet)

Number of offices in the Northeast: 2

Contact: Don King

Location: Needham, MA Phone: 781-707-9494

Email: dking@walkeranddunlop.com

Website: www.walkeranddunlop.com

Wells Fargo

Number of offices worldwide: 14

Current Fannie Mae service portfolio: \$28.2B

Types of properties financed: multifamily, affordable housing, cooperative properties, seniors housing, student housing, manufactured housing communities, long-term care facilities

Types of loans provided: Fannie Mae DUS, HUD/FHA, Freddie Mac, bridge financing, construction, CMBS, mezzanine financing, permanent lending (balance sheet)

Number of offices in the Northeast: 1

Contact: Vince Toye, GSE Head of Production

Location: New York, NY Phone: 212-214-7322

Email: vince.toye@wellsfargo.com

Website: wells Fargo.com



financing communities

MULTIFAMILY HOUSING



BALANCE SHEET • CMBS • FANNIE MAE DUS® • FHA MAP



THE FACE OF LENDING

Matthew P. Napoleon | Director

614.857.1429

mpnapoleon@redcapitalgroup.com

Nation's #1 FHA MAP & Lean Lender by Loan Volume in HUD FY 2013 & FY 2014

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