

HUD VERSUS OTHER LOAN-TYPES

	HUD	AGENCY	CMBS	LIFECO / OTHER
ASSET-CLASSES	MARKET-RATE MULTIFAMILY AFFORDABLE MULTIFAMILY HEALTHCARE (ALF, SNF)	MARKET-RATE MULTIFAMILY AFFORDABLE	ALL COMMERCIAL	ALL COMMERCIAL
TERM	35-40 YEARS (NON-RECOURSE)	5-10 YEARS	5-10 YEARS	2-10 YEARS
INTEREST RATE	3.50%	4.80%	5.00%	3.50%
NON-RECOURSE	YES	YES	YES	?
FIXED VS. FLOATING	FIXED	FIXED OR FLOATING	FIXED OR FLOATING	FIXED OR FLOATING
ANNUAL MORTGAGE INSURANCE PREMIUM	25 – 65BPS	NA	NA	NA
LTV / LTC	85% - 90%	75-80%	70-75%	<70%
PRE-PAYMENT	CUSTOMIZABLE, NO LOCKOUT 10,9,8,7,6,5,4,3,2,1%	1-2YR LOCKOUT YIELD MAINTENANCE	1-2YR LOCKOUT YIELD MAINTENANCE	FLEXIBLE PRE-PAY STRUCTURES
SERVICER	GREYSTONE	GREYSTONE	3 RD PARTY	3 RD PARTY
TARGET LOAN SIZE	\$5 - 100MM	\$1+MM	\$5+MM	\$5+MM
EXECUTION	6-9 MONTHS	2-3 MONTHS	2-3 MONTHS	1-3 MONTHS

QUICK MAP FACTS

- * MAP is a response to a need to modernize and streamline the FHA mortgage insurance program.
- * MAP was created in response to lenders who value FHA mortgage insurance and wanted to see its expansion in the marketplace.
- * The goal of MAP is to establish HUD as the #1 multifamily finance source.
- * MAP strikes a balance between expedited processing and acceptable risks.
- * MAP efficiently utilizes HUD staff resources by balancing workload among the Program Centers within each of the 18 Hubs.
- * MAP recognizes that employees who specialize in a specific program, perform better than those who must work several program areas.
- * The MAP Guide was designed with Field, Headquarters, and lender input.
- * MAP establishes specific norms and timeframes for work to be accomplished.
- * MAP provides consistency of reviews, but flexibility in the administration of FHA program underwriting.
- * MAP accommodates Traditional Processing (TAP) by establishing teams within each Program Center to process non-MAP work, like Section 202/811, Section 223(a)(7), Section 241, Section 207 Mobile Home Parks, etc.

PRIMARY MAP PROGRAMS

Section 221(d)(3) & 221(d)(4)- New Construction and Substantial Rehabilitation for Rental Housing

- * Fixed interest rate (market)
- * Non-recourse & Assumable
- * 5 or more units
- * No cap on the number of units or the loan amount
- * Statutory limits vary by location
- * Construction financing
- * Davis-Bacon wage rates
- * 40-year term
- * LTV (loan-to-value) 90% (up to 100% for nonprofits)
- * DSC (debt service constant) 90% (up to 95% for nonprofits)

Section 223(f)- Refinance

- * Projects must be at least 3 years' old and remain rental housing for at least 5 years
- * Fixed interest rate (market)
- * Non-recourse & Assumable
- * 5 or more units
- * No cap on the number of units or the loan amount
- * Statutory limits vary by location
- * No Davis-Bacon rates
- * Equity take-outs possible
- * 35-year term or 75% of remaining economic life
- * LTV 85%
- * DSC 85%

Section 232 & 232/223(f)- Nursing Homes, Intermediate Care Facilities, Assisted Living, and Board and Care

- * Fixed interest rate (market)
- * Non-recourse & Assumable
- * No statutory limits
- * Construction financing
- * Davis-Bacon rates for new construction and sub. rehab.
- * Licensed/certified by state/ local agency
- * Nursing homes and intermediate care facilities with 20+ beds
- * Assisted living facilities with 5+ beds
- * 40-yr. term (35 for 232/223f)
- * LTV 90% (85% for 232/223f)
- * DSC 90% (85% for 232/223f)