



AGM

**FINANCIAL
SERVICES, INC.**



Financing Communities with FHA

MARKET RATE & AFFORDABLE

A better loan from a better lender.

At AGM, our experienced team will guide you through the FHA process and help you obtain the best loan possible.

And you'll get more than just a loan. You'll get the peace of mind of knowing you're working with a company that has an outstanding record of success and a long list of satisfied clients.

It's good to work with an expert.

As an independent lender, we've made a name for ourselves doing one thing and doing it well: arranging FHA-insured financing for multi-family properties.

Since we opened our doors in 1990, we've closed over \$6.8 billion in FHA-insured loans, and more importantly, we've helped clients like you get the most favorable terms. We apply FHA's rules and regulations to your best advantage, something only an expert with a deep understanding of the process can do. Then, we guide you through the FHA application process until you get the loan commitment, lock the rate and reach the closing table. Once your loan closes, our Servicing division will continue to provide the same focus and attention as they monitor and manage payments, escrows, reserves, inspections, and any other needs.

Doing our homework upfront.

Properly structuring your transaction is one of the cornerstones of the AGM process. We dig into the details early, enabling us to

identify both advantages and potential obstacles. We solve the problems first, to eliminate any adverse surprises down the road.

We have the answers—now you have them too.

We firmly believe that the better informed our clients are about the complexities of the FHA process, the better off they are. Transparency is a basic tenet of the AGM philosophy. We explain what's happening every step of the way—we want you to know and understand how the process works and why we're taking a particular approach.

Our pro forma will identify all the sources and uses, not just a mortgage amount, to ensure you have a full understanding of the project budget. We want to make sure the entire deal—not just the loan—works for you.

Why choose a specialized firm?

For one, we're user-friendly. You can talk to any member of our deal team, including the CEO, to gain insight into your situation and detailed answers to your questions. Your AGM team will include an originator, two



MARYLAND PROJECTS:

ABOVE:
Printers Square
Baltimore

Arbors at Arundel Preserve
Hanover

COVER:
(Upper left-clock wise)

The Bennington at Silver Spring
Orchard Ridge, Baltimore

Arbors at Arundel Preserve, Hanover
Orchard Ridge (Clubhouse), Baltimore
Mosaic at Metro, Hyattsville

Rhode Island Row
Washington D.C.



member underwriting team, credit specialist, and servicer.

And unlike our larger competitors who assign a small department to FHA loans, our entire company is dedicated to FHA. So when you work with AGM, you'll keep your existing banking relationships. If you have a need for services that AGM doesn't provide, we know the best in the market and will recommend an expert who can help. And you'll know it's not because they happen to work down the hall—they don't. We'll recommend them because they're the most qualified.

Experience our experience.

Every member of our senior staff has more than fifteen years of FHA experience, plus many years of prior experience in various capacities within the commercial real estate field.

So we've seen and solved innumerable scenarios, including complicated deals with multi-layered financing, tight deadlines, and intricate documentation requirements. We embrace the deals other lenders shy away from.

Margaret Allen, Founder and CEO of AGM, has been a leader in the multifamily lending industry for several decades. She has been very active in specialty groups and committees in the Mortgage

Bankers Association of America (MBAA) and the National Association of Home Builders (NAHB), and served on the board of the Maryland Affordable Housing Coalition (MAHC).

Myles Perkins, President, oversees all aspects of daily operations including the Origination, Underwriting, and Servicing divisions. Myles also runs our Trading Desk, managing our relationships with the GNMA investors on Wall Street.

The FHA Advantage.

Once we sit down with you and talk about your project, we can help you determine if FHA has the right kind of loan for you. Often, it does—which is good news. For over twenty eight years, we've been financing loans almost exclusively through FHA, so we have a pretty high opinion of it. Here's why.

Maximum proceeds

So you minimize your cash investment.

One loan instead of two

With typical construction or renovation projects, you'd need to get two loans—construction and permanent—often from two separate lenders, with two separate sets of fees. Your FHA loan, on the other hand, is both a construction and a permanent loan. So you go through the process once and pay just a single set of fees. In addition, there is no income performance test at permanent loan closing.

Fixed interest rate

Your low interest rate is locked in before you close; if you have a construction loan there's no risk of the rate increasing while you're under construction.

Non recourse

An FHA-insured loan is fully non-recourse, except for certain fraud and theft carve-outs.

Longer term

You'll stretch your payments over 35-40 years, not 25-30. And there is no balloon payment due in five to ten years, so you or a future owner can choose if and when to refinance this assumable loan.



Villa Grande on Saxon
Orange City, Florida



River House Apartments
Norfolk, Virginia



Almeda Park Apartments
Houston, Texas



One Light Tower
Kansas City, Missouri



Let's Go!

Our Origination team will be happy to consult with you on the pros (and cons) of the various FHA mortgage insurance programs. Do you need a simple refinance? A construction / permanent loan for a mixed income LIHTC project with eight layers of funds and a ground lease? A second mortgage for renovation of a property with an

existing FHA-insured loan? Whatever your project entails, we'll put together an initial proforma that provides both a preliminary loan sizing and the basis for a conversation about any project-specific issues, their impact on the FHA process or loan amount, and how to address any that are problematic.

The sooner we start, the sooner we can close!

Visit agmfinancial.com or call 410.727.2111 and ask for a loan originator.



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