



More Deals Are Getting Done!



Camellia Commons, Enterprise, AL

AGM Financial Services, Inc. is a leading nationwide licensed FHA Lender providing financing for both **Market Rate and Affordable housing communities.**

AGM arranges federally insured, fixed-rate, non-recourse loans for apartment projects under FHA's MAP (Multifamily Accelerated Processing) program. AGM has financed over \$9 billion in multifamily and healthcare loans:

- **New Construction: Construction & Permanent Loan**
- **Substantial Rehabilitation: Construction & Permanent Loan**
- **Acquisition**
- **Refinance**

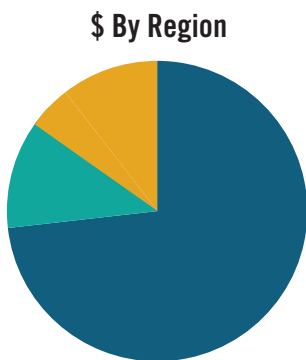


Three Light Tower - New construction
Kansas City, Missouri

Recap of Recent Loan Activity (2018-2022)

- \$3.2B in loans closed in the past 5 years
- 157 loans covering 24,700 units
- 40% of loan volume was New Construction or Substantial Rehab, while 60% was for Refinance and Restructuring
- Market Rate projects accounted for 69% of loan volume and 39% of the projects financed
- Affordable accounted for 31% of loan volume and 61% of the projects financed (includes LIHTC, Section 8 or previously income restricted)
- Five RAD projects closed for \$80.2M covering 1,100 units in three States

AGM REGIONS



- MD/DC/VA/PA/DE
- NC/SC/GA/AL/FL
- Other States

By Region	# of Loans	#of Units*	Total Loan Volume*	% of Total	Average Loan Size*
MD/DC/VA/PA/DE	110	17,200	2,472,943,000	77.8%	22,481,000
NC/SC/GA/AL/FL	30	3,700	301,604,000	9.5%	10,053,000
Other States	17	3,800	403,501,000	12.7%	23,735,000
TOTALS	157	24,700	3,178,048,000	100.0%	20,242,000

*Rounded

AGM is a national lender able to underwrite, close and service loans anywhere in the country. We routinely go with our clients to markets across the country. About three quarters of our loans are in the Mid-Atlantic region, closest to our main office.

Financing Communities with FHA

MARKET RATE & AFFORDABLE



Beacon on 5th, Charlottesville, VA



Tanglewood Lake Apartments, Elizabeth City, NC



Two Light Tower, Kansas City, MO

To see how AGM can help get your deal done, contact Steve Rudow at 443.573.2061 or srudow@agmfinancial.com.



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www.agmfinancial.com

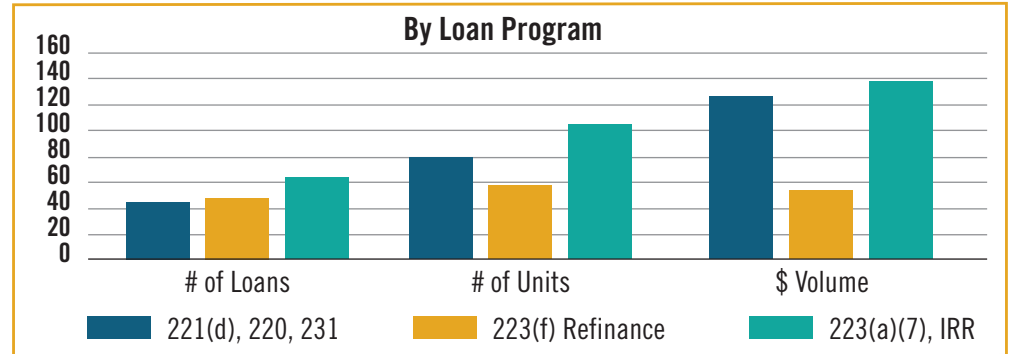
20 South Charles Street, Suite 1000
 Baltimore, MD 21201

Charts Updated 1/2023

LOAN PROGRAMS

By Loan Program	# of Loans	#of Units*	Total Loan Volume*	% of Total
221(d), 220, 231	45	7,800	1,269,538,000	39.9%
223(f) Refinance	49	5,900	524,165,000	16.5%
223(a)(7), IRR	63	11,000	1,384,345,000	43.6%
TOTALS	157	24,700	3,178,048,000	100%

*Rounded

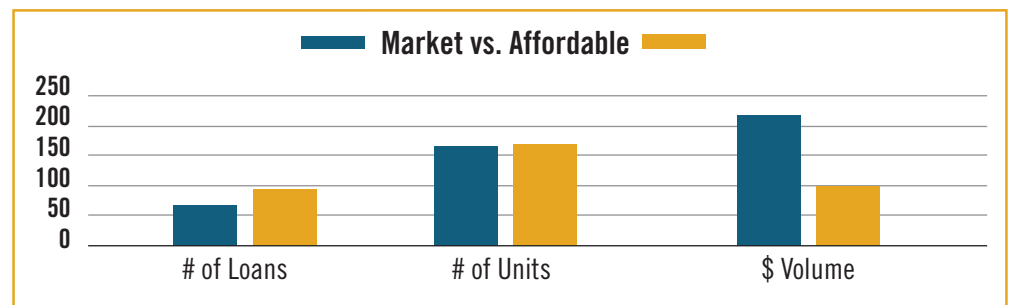


We are known for our expertise in closing loans for complex development projects, both large Market Rate deals and multi-layered mixed finance Affordable transactions. Despite a recent surge in refinances and restructurings, the new construction / substantial rehabilitation programs (Sections 221(d), 220 and 231) still account for close to half of our lending activity.

MARKET VS. AFFORDABLE

Markets vs. Affordable	# of Loans	#of Units*	Total Loan Volume*	% of Total	Average Loan Size*
Market Rate	61	12,400	2,193,147,000	69.0%	35,953,000
Affordable	96	12,300	984,901,000	31.0%	10,259,000
TOTALS	157	24,700	3,178,048,000	100%	20,242,000

*Rounded



Although we make more Affordable loans, the Market Rate communities we finance have a comparable number of units and their larger loan amounts result in much higher dollar volumes. Affordable includes:

- Projects with new LIHTC
- Projects with long term Section 8 contracts
- Projects with existing income restrictions