



# 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**



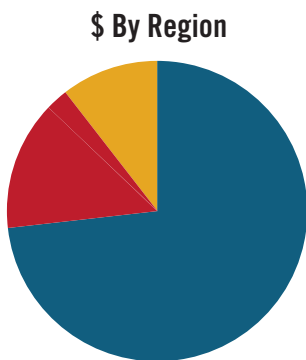
**WOODFALL GREENS APARTMENTS**  
 AGM FINANCIAL SERVICES, INC. Financing Communities with FHA MARKET RATE & AFFORDABLE  
 AGM Financial Services, Inc. is proud to announce the successful closing of Patapoco Place Apartments \$25,719,000  
 New Construction of 230 Apartments in Brooklyn Park, Maryland  
 Financed using FHA Mortgage Insurance  
 We want to thank...

Woodfall Greens Apartments, Brooklyn Park, MD  
 Another Deal is Done through AGM.

## Recap of Recent Loan Activity (2017-2021)

- Over \$1B closed in 2021
- Over \$3.4B in loans closed in the past five years
- 176 loans covering over 28,500 units
- 42% of loan volume was New Construction or Substantial Rehab, while 58% was for Refinance and Restructuring
- Market Rate projects accounted for 69% of loan volume and 36% of the projects financed
- Affordable accounted for 31% of loan volume and 64% of the projects financed (includes LIHTC, Section 8 or previously income restricted)
- 8 RAD projects closed for \$75.2M covering 1,300 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	115	18,728	2,506,168,000	73.4%	21,793,000
NC/SC/GA/AL/FL	40	5,587	507,405,000	14.9%	12,685,000
Other States	21	4,242	400,713,000	11.7%	19,082,000
<b>TOTALS</b>	<b>176</b>	<b>28,557</b>	<b>3,414,286,000</b>	<b>100.0%</b>	<b>19,399,000</b>

\*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



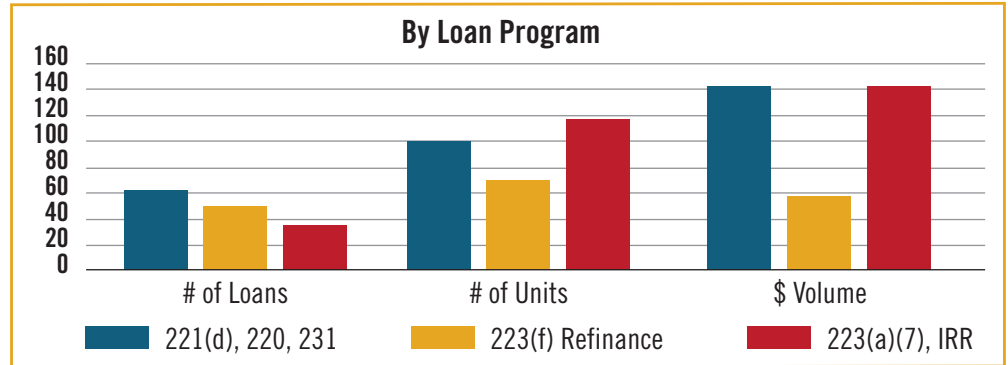
Two Light Tower, Kansas City, MO

To see how AGM can help get your deal done, contact Steve Rudow at 443.573.2061 or [srudow@agmfinancial.com](mailto:srudow@agmfinancial.com).

## LOAN PROGRAMS

By Loan Program	# of Loans	#of Units	Total Loan Volume*	% of Total
221(d), 220, 231	54	9,861	1,437,887,000	42.1%
223(f) Refinance	56	7,140	572,643,000	16.8%
223(a)(7), IRR	66	11,556	1,403,756,000	41.1%
<b>TOTALS</b>	<b>176</b>	<b>28,557</b>	<b>3,414,286,000</b>	<b>100%</b>

\*Rounded

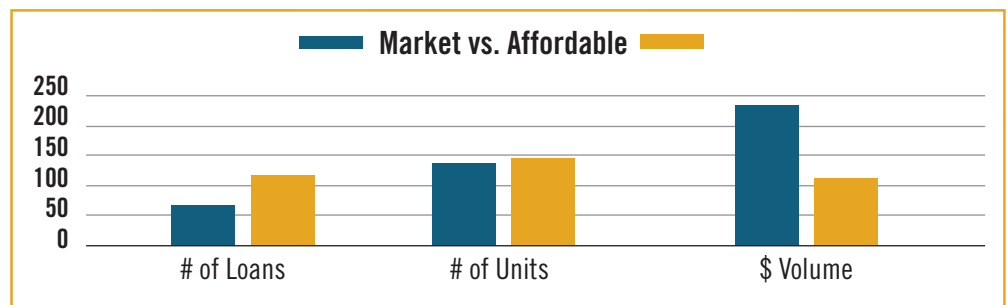


We are known for our expertise in closing loans for complex development projects, both large Market Rate deals and multi-layered mixed finance Affordable transactions. Despite a recent surge in refinances and restructurings, the new construction / substantial rehabilitation programs (221(d), 220 and 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	63	13,729	2,345,384,000	68.7%	37,228,000
Affordable	113	14,828	1,068,902,000	31.3%	9,459,000
<b>TOTALS</b>	<b>176</b>	<b>28,557</b>	<b>3,414,286,000</b>	<b>100%</b>	<b>19,399,000</b>

\*Rounded



Although we made more Affordable loans over the past five years, the larger size of the Market Rate communities resulted in a comparable number of units and much larger dollar volume. Affordable includes:

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



PH: 410.727.2111  
[www.agmfinancial.com](http://www.agmfinancial.com)

20 South Charles Street, Suite 1000  
 Baltimore, MD 21201