



CAMBRIDGE

Realty Capital Companies

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PROGRAM TO ACQUIRE SENIOR HOUSING HEALTHCARE LOANS IS ANNOUNCED BY CAMBRIDGE INVESTMENT AND FINANCE COMPANY

Cambridge Investment and Finance Co. has announced plans to begin acquiring outstanding senior housing/healthcare loans from lenders and financial institutions that are seeking to create liquidity by removing this debt from their balance sheets.

Chairman Jeffrey A. Davis said Cambridge Investment and Finance Co. is the investment arm of Cambridge Realty Capital Companies, one of the nation's leading senior housing/healthcare lenders. Initially, the debt acquisition program will involve performing loans, but may ultimately be expanded to include sub-performing or non-performing loans.

Davis believes Cambridge brings a unique perspective to this enterprise. Since the 1990s, the company has consistently ranked among the country's top FHA-insured HUD lenders and offers a wide array of conventional lending options. The company's debt/equity financing strategy includes direct property acquisitions and joint ventures, sale/leasebacks, conventional and mezzanine debt financing, and the acquisition of distressed debt.

Over the years, Cambridge has financed or invested in more than 300 properties valued at more than \$2.75 billion.

"We thoroughly understand the nuances of underwriting HUD and conventional loans for the senior housing/healthcare industry and have excellent asset management processes and procedures in place," he said.

Davis notes that the majority of loan acquisitions the company will purchase will be from financial institutions that hold mortgages on properties "that are generally performing fine. The environment instituting these transactions is typically for clean-up of the institution's balance sheet, desire for liquidity or some other requirement for capital," he said.

Privately owned since its founding in 1983 as a real estate investment banker specializing in commercial real estate properties, Cambridge today has three distinctive business units: FHA-insured HUD loans, conventional financing, and investments and acquisitions. The company is one of the nation's leading senior housing and healthcare debt and equity capital providers, with more than 300 closed transactions totaling more than \$2.75 billion since the mid-1990s.

Cambridge has consistently ranked among the country's top FHA-insured HUD lenders and offers conventional lending options, including permanent construction and interim loans on either a floating or variable rate basis. The company's growing debt / equity financing strategy includes direct property acquisitions, joint ventures, distressed debt acquisitions and sale/leasebacks.

Cambridge is the creator of *The Signature Experience*[™], a four-step process designed to transform the traditional lender / borrower relationship and identify "ideal" capital solutions for worthy projects. The company also has created four separate processes for customer groups that are designed to build and enhance long-term relationship potential and speed the way loans are processed and closed. Programs include *The Key To Capital*[™] for senior housing owners, *The Navigator Experience*[™] for senior housing brokers and mortgage bankers, *The Principal Lender Network*[™] for lenders who refer loans to Cambridge, and *The Relationship Building Experience*[™] for various industry-related consultants, including lawyers and accountants.

The company has an affiliate office in Los Angeles, and correspondent relationships nationwide. The firm also has established key origination relationships and numerous Internet-based strategies.

Cambridge's award-winning Web site, www.cambridgecap.com, provides current updates for its debt and equity capital programs. The company also publishes the bi-monthly e-Pulse! ® electronic newsletter, which delivers company news and feature stories via e-mail to corporate friends and clients. For additional information, contact Cambridge at (312) 357-1601 or via e-mail to info@cambridgecap.com.

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