



CAMBRIDGE

Realty Capital Companies

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CAMBRIDGE REALTY CAPITAL REPORTS LOAN ORIGINATION REQUESTS DECLINE IN MAY BUT INTEREST REMAINS HIGH DESPITE BANKING CRISIS

After a sharp rise in April, Cambridge Realty Capital Companies reports loan origination request volume trailed off in May, with 25 requests totaling \$202,707.

"These numbers compare with 35 requests totaling \$546.2 million for the same month last year and appear to represent a significant drop. However, in April, the company was reporting the highest level of monthly activity in two years," Chairman Jeffrey A. Davis noted.

Through the first five months of the year the company processed 137 loan origination requests totaling \$1.88 billion. "These totals are not far behind the 153 requests that totaled \$1.91 billion during the same five-month period last year," he said.

Davis points out that lenders close a relatively small percentage of origination requests received. However, Cambridge tracks this information as an indication of changing market trends and directions.

"Given all the turmoil in the banking industry, it's understandable that borrowers might not be in such a euphoric mood. However, there appears to be a lot of interest in government funding programs and interim loans that bridge to more attractive, recession-proof FHA-insured government loans at some point in the future," 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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