



# CAMBRIDGE

Realty Capital Companies

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## CAMBRIDGE REPORTS LOAN ORIGATION REQUESTS DOWN 16.6 PERCENT FOR FIRST HALF AS TIGHT CREDIT MARKETS DISCOURAGE BORROWERS

Cambridge Realty Capital Companies reports that loan origination requests processed by the company during the first half of the year were down 16.6 percent from 2008 totals, as credit markets remained in the deep freeze.

Chairman Jeffrey A. Davis said the company reviewed 145 loan origination requests totaling \$2.05 billion during the first six months of 2009. This compares with 174 loans totaling \$2.7 billion for the same period last year.

In June, Cambridge reviewed 15 loan requests totaling \$249.5 million, compared with 22 loans totaling \$250.8 million in June 2008.

Davis points out that lenders close a relatively small percentage of origination requests received, but believes it's useful to track this information as an indication of market directions.

"At this point, borrowers must be wondering if the cup is half full or empty? Origination requests are down, but relatively strong given current conditions," he noted.

"While it's easy to become discouraged, HUD loans remain at especially attractive rates. And there are other options that borrowers who do not qualify for attractive HUD financing can consider at this time," 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*<sup>™</sup>, 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*<sup>™</sup> for senior housing owners, *The Navigator Experience*<sup>™</sup> for senior housing brokers and mortgage bankers, *The Principal Lender Network*<sup>™</sup> for lenders who refer loans to Cambridge, and *The Relationship Building Experience*<sup>™</sup> 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](http://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](mailto:info@cambridgecap.com).

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