



CAMBRIDGE

Realty Capital Companies

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CAMBRIDGE LOAN ORIGINATION REQUESTS UP 25 PERCENT IN OCTOBER

Reflecting a trend that began in the third quarter, Cambridge Realty Capital Companies reports that the number of loan origination requests processed by the company in October were up 25 percent over the same month last year.

Chairman Jeffrey A. Davis says the company reviewed 30 loan origination requests totaling \$242.1 million in October, compared with 24 loans totaling \$278.1 million during the same month last year.

"We're seeing a spike in borrower interest, but the dollar volume for origination requests has trailed 2008 totals all year," he noted.

The Cambridge Chairman points out that lenders close a relatively small percentage of the loan requests received. But it's useful to track this information as an indication of market direction, he believes.

Through the first 10 months of the year, Cambridge has processed 262 loan requests totaling \$3.6 billion. This compares with 286 loans totaling \$4.2 billion for the same period in 2008.

"Curiously, while year-to-date dollar volume is down, the number of beds/units involved in these requests are up substantially through October, from 47,165 in 2008 to 57,743 a year later. What this suggests is that we're looking at fewer funding requests for new construction," Davis observed.

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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