



CAMBRIDGE

Realty Capital Companies

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CAMBRIDGE LOAN ORIGINATION REQUESTS DIP SLIGHTLY IN NOVEMBER

After a sizable bump in October, Cambridge Realty Capital Companies reports that loan origination requests processed by the company during the month of November were slightly off last year's pace.

Cambridge Chairman Jeffrey A. Davis says the company reviewed 20 loan requests in November totaling \$246.8 million. This compares with 22 loans totaling \$347.4 million for the same month last year.

For the year to date, the numbers for both origination totals and dollar volume continue to trail last year's totals for the same 11-month period. Through November, the company has processed 281 loan origination requests totaling \$3.8 billion, compared with 308 loans totaling \$4.6 billion for the same period in 2008.

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

"The slightly lower loan request numbers for November 2009 are not enough to reverse a trend that has seen borrower optimism improve noticeably in the second half of the year. But the lower dollar value for origination requests we've seen all year continues to indicate that fewer new construction loans are in the mix," 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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