



CAMBRIDGE

Realty Capital Companies

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CAMBRIDGE REALTY CAPITAL PROCESSES 298 LOAN ORIGINATION REQUESTS TOTALING \$4.03 BILLION IN 2009, CHAIRMAN DAVIS REPORTS

Borrower enthusiasm as measured by loan origination requests clearly perked up in the second half of 2009, but not enough to offset the slower pace established earlier in the year, Cambridge Realty Capital Companies reports.

Chicago-based Cambridge is one of the nation's leading senior housing/healthcare lenders. Chairman Jeffrey A. Davis said the company processed 298 loan origination requests totaling \$4.03 billion in 2009, compared with 333 requests totaling \$4.77 billion a year earlier.

"Given all the challenging economic news they had to deal with, borrowers were out in surprisingly large numbers. But availability of capital from traditional lending sources remained problematic throughout the year," Davis said.

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

"We saw a definite bounce in borrower interest during the third quarter of the year, and fourth quarter numbers were only slightly behind 2008 totals for the final three months of the year," he noted.

In the fourth quarter of 2009, Cambridge processed 94 origination requests totaling \$1.0 billion, compared with 97 loans totaling \$1.2 billion for the same period in 2008.

Davis said the significantly lower dollar volume for 2009 origination requests suggests fewer new construction loans were in the mix than was the case in 2008.

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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