



CAMBRIDGE

Realty Capital Companies

125 SOUTH WACKER DRIVE | SUITE 1800 | CHICAGO, IL 60606 | M 312-357-1601 | F 312-357-1611
WWW.CAMBRIDGECAP.COM

FOR IMMEDIATE RELEASE

3/22/2010

CRC - 1623

CAMBRIDGE SVP SUGGESTS FOOLPROOF WAY OF FINDING A HIGHLY QUALIFIED HUD LENDER IN TODAY'S FLINTY ECONOMIC CLIMATE

Cambridge Realty Capital Senior Vice President [Sampada D'silva](#) has this advice for senior housing/healthcare borrowers looking for a foolproof way to determine if the FHA-approved HUD lender they're considering is up to the task.

"A good yardstick measures how successful the lender has been in securing repeat business from existing clients. And borrowers should also check out the lender's success rate in closing the loan applications it submits to the federal agency," she suggests.

Ms. D'silva says a big reason why Cambridge has emerged as one of the nation's leading FHA-approved HUD lenders has been the company's ability to build solid client relationships based on mutual respect and trust. Once clients have closed a deal with the company, they rarely see any need to look elsewhere when future financing needs arise.

Especially appreciated is the fact that Cambridge closes more than 95 percent of the loan applications it submits to HUD, which is an exceptionally high number, based on industry standards.

"Such a high closing rate implies that Cambridge fully understands the underwriting complexities and nuances involved with HUD financing. But it also means the company is unwilling to waste valuable client time and energy pursuing deals that aren't likely to survive HUD's conservative underwriting guidelines," she points out.

Ms. D'silva says there are a number of other reasons why senior housing/healthcare borrowers shopping for desirable HUD financing should consider making Cambridge their lender of choice, including these:

-- The Cambridge team has spent more than 20 years learning how to qualify a property for government programs and how to move a loan through the HUD process.

-- The company has consistently ranked among the nation's leading HUD 232 healthcare lenders, with more than \$1.8 billion in closed HUD transactions in 27 states.

-- Cambridge is one of only a handful of direct lenders authorized to issue GNMA securities to fund HUD 232 and HUD 242 mortgage programs.

-- Accountability and accessibility are important management concepts. The Cambridge staff carefully and insightfully guides clients through every phase of the funding process, sharing and transferring needed knowledge along the way.

-- Only Cambridge offers the added value of The Signature Experience™, a unique four-step process designed to transform traditional lender/borrower relationships and identify ideal capital solutions for worthy projects.

-- With three distinct business units, Cambridge is uniquely positioned to work with borrowers whatever their financial needs might be. In addition to HUD financing, the company offers conventional funding options and is involved in property acquisitions, joint ventures and sale/leasebacks through its Cambridge Investment and Finance Company subsidiary.

-- Cambridge is headquartered in Chicago, has a national origination office in Los Angeles, and numerous correspondent and brokerage relationships nationwide. In this era the company is strategically positioned to coordinate HUD Loan transactions anywhere in the country.

Cambridge has been privately owned since its founding in 1983 as a real estate investment banker specializing in commercial real estate properties. The company 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 \$3.0 billion since the early 1990's, when the firm began its specialization in providing senior housing capital.

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 has a national origination office in Los Angeles, and numerous correspondent and brokerage relationships nationwide.

Cambridge publishes the bi-monthly e-PULSE!(R) electronic newsletter, which delivers company news and feature stories via e-mail to corporate friends and clients. Additional information is available on the Cambridge website, www.cambridgecap.com, and Cambridge can be reached at (312) 357-1601 or via e-mail to info@cambridgecap.com.

The firm also has embraced social media and networking via Twitter at <http://twitter.com/cambridgecap>, via Facebook at <http://www.facebook.com/cambridgecap>, and via LinkedIn at <http://www.linkedin.com/companies/454232>, where information on the firm and its employees can be found.

###

Contact:
Evan Washington
Phone: (312) 521-7603
Fax: (312) 357-1611
E-Mail: ew@cambridgecap.com
Twitter: <http://twitter.com/CambridgeCap>