



CAMBRIDGE

Realty Capital Companies

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CAMBRIDGE SAYS LOAN ORIGATION REQUESTS FOR MAY MATCH LAST YEAR'S TOTAL BUT YEAR-TO-DATE NUMBERS CONTINUE TO TRAIL 2009

Although news on the economic front was less than encouraging, Cambridge Realty Capital Companies reports the company processed 25 loan origination requests totaling \$210.9 million in May.

Chairman Jeffrey A. Davis said the loan request total precisely matched the number of requests processed during the same month last year, but the dollar volume total was slightly higher than the \$202.7 million reported for May, 2009.

For the year-to-date, origination totals for the five-month period were down 16 percent, from 137 in 2009 to 115 a year later. And dollar volume was down a comparable amount, from \$1.8 billion in 2009 to \$1.5 billion in 2010.

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

"When we look at 12 month tracking data the picture that emerges shows we're running about 10 percent behind last year's totals for the comparable period. Underwriting criteria has tightened and conventional lenders aren't terribly active.

"However, the good news is that borrowers are finding interest rates for popular HUD LEAN loans are at exceptionally attractive levels," he noted.

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.

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