



CAMBRIDGE

Senior Housing & Healthcare Capital

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PRESS RELEASE

2/12/16

FAMILIARITY BREEDS CONTENTMENT AT CAMBRIDGE REALTY CAPITAL

It's all about togetherness.

As Senior Vice President Brent Holman-Gomez puts it, familiarity breeds contentment at Chicago-based Cambridge Realty Capital Companies.

"We hear it all the time. Clients comment on how knowledgeable, responsive and together our staff appears to be. One reason is because we've been working together at this for a long time," he said, adding:

"Familiarity is the glue that has helped the company bond as a tight-knit organization of dedicated senior housing/healthcare funding specialists."

Mr. Holman-Gomez points out that many of the company's top executives joined the firm as college interns and have never worked elsewhere. He joined the internship program about 20 years ago, at the time senior management was making a decision to focus exclusively on funding senior housing/healthcare properties.

"Since then the business has gone on to close transactions totaling more than \$4.5 billion and has emerged as one of the nation's leading senior housing/healthcare lenders," he says.

"The company's training program includes exposure to all facets of managing and marketing a small, highly-focused and specialized entrepreneurial business. The idea is to maintain a responsive, customer-centered culture.

"The dedication of our staff says a lot about who we are as a corporate entity."

Mr. Holman-Gomez makes the point that members of the Cambridge staff have grown to value each other as people. The company routinely plans lunches and other social outings that enable the staff to enjoy each other's company in a relaxed social setting, 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 400 closed senior housing transactions totaling more than \$4.5 billion since the early 1990's, when the firm began its specialization in providing senior housing capital.

Cambridge has consistently ranked among the country's top five FHA-insured HUD lenders (now HUD Lean) over the last 15 years and offers an array of conventional lending options, including permanent construction and interim loans on either a floating or variable rate basis. The company's principal

investment strategy includes direct property acquisitions, joint ventures and sale/leasebacks. The company has acquired 16 facilities totaling approximately \$60 million.

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 Capital Wisdom(R) electronic newsletter, which delivers company news and feature stories via e-mail to corporate friends and clients as well as monthly updates of other relevant news and breaking trends. 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>, via blog at www.cambridgecap.com/blog 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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