



CAMBRIDGE

Senior Housing & Healthcare Capital

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PRESS RELEASE

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CAMBRIDGE BOASTS PERFECT HUD LOAN APPLICATION SUCCESS RATE

It doesn't get any better than this.

Cambridge Realty Capital Companies Senior Vice President Brent Holman-Gomez says the company has a perfect 100 percent acceptance rate for the HUD Section 232 loan applications it has submitted to the federal agency in the current century.

"HUD has been known to be picky. Over the years, we've developed a loan origination scoring system that assures the applications we submit have an exceptionally high probability of success," he said.

"Effectively, we screen new requests for capital in a systematic way that takes location, dollar amount and a number of other factors into account. But mostly, for us, it has been a matter of practice leading to perfect," he noted.

Cambridge has specialized in the senior housing/healthcare market segment for more than 20 years. The company has closed more than 450 transactions totaling more than \$5 billion.

"Our loans close on time and the application process never winds up wasting anyone's valuable time. What other lenders see as obstacles are not necessarily obstacles for us because Cambridge has found ways to work around such things as bankruptcies, tax liens and challenges that might discourage others."

Mr. Holman-Gomez says Cambridge also is involved in the acquisition and owning of senior healthcare properties, most typically in secondary or tertiary markets.

"We're continually looking for turnaround opportunities in which our operating company partners can grow and expand in local communities without the need to come up with large capital outlays for real estate," 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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