



# CAMBRIDGE

*Senior Housing & Healthcare Capital*

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

WWW.CAMBRIDGECAP.COM

## PRESS RELEASE

4/11/16

### FOR SENIOR HOUSING HEALTHCARE BORROWERS, ATTENTION TO DETAIL NOT AN OPTION

For a lot of very good reasons, senior housing/healthcare borrowers rarely chance sending information they know to be inaccurate to lenders.

"But," says Cambridge Realty Capital Companies Chairman Jeffrey A. Davis, "it's not uncommon for borrowers to submit data that's incomplete, which can lead to unwanted problems."

Cambridge is one of the nation's leading senior housing/healthcare lenders, with more than \$4.5 billion in closed transactions. The company consistently ranks among the top FHA-insured HUD lenders in the country.

"Lenders are often asked to deal with projections, and these projections can get very aggressive. But it's never a good idea for borrowers to fudge, not even a little bit," Mr. Davis says.

"Borrowers applying for a popular HUD funding program in today's market are finding that accuracy and attention to detail is not an option," he added.

From the lender's perspective, Mr. Davis points out that accuracy and timing issues are more important now than ever.

"It's important for borrowers to carefully and pragmatically review the checklists provided by their lender to make certain that all the information bases have been covered. The guiding principle in this endeavor is that more is better than less."

Mr. Davis says long-term relationships with lenders are predicated on the assumption that borrowers will provide accurate and reliable information when applying for a loan. From the borrower's perspective, long-term relationships are important for many reasons, but mostly because they make the outcome of any loan application more predictable.

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*<sup>™</sup>, 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](http://www.cambridgecap.com), and Cambridge can be reached at (312) 357-1601 or via e-mail to [info@cambridgecap.com](mailto: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](http://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.

# # #

Contact:

Evan Williams

Phone: [\(312\) 521-7610](tel:(312)521-7610)

Fax: (312) 357-1611

E-Mail: [ew@cambridgecap.com](mailto:ew@cambridgecap.com)