



# 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

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### KNOW WHAT YOU WANT AND WHAT QUESTIONS TO ASK, LENDER ADVISES HEALTHCARE BORROWERS

Cambridge Realty Capital Companies Chairman Jeffrey A. Davis has this advice for borrowers looking to finance or refinance a senior housing/healthcare property:

"Know what you want. And know what questions you want to ask your lender," he advises.

"Motivated lenders want to fully understand the borrower's objectives and what, specifically, the funding is for. Unfortunately, this isn't always apparent," he points out.

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

"Lenders are always hopeful that borrowers will communicate their needs and describe their specific situation in a clear, concise manner, using specific examples as appropriate. However, when developing written material, less can sometimes be more," he cautioned.

Mr. Davis says the expectation is that borrowers will provide meaningful exhibits, professional photos and readable maps. The numbers presented are expected to "add up."

"Lenders are especially appreciative when borrowers are responsive and decisive. The borrower's ability and/or willingness to deliver a speedy yes or no response when a decision is needed can profoundly affect the way things turn out," he said.

The Cambridge Chairman makes the point that a surprising number of deals unravel because potential borrowers fail to respect the process and what it takes to get the job done.

"It's important to know and understand precisely where your lender is coming from," he stressed.

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.

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Contact:

Evan Williams

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

Fax: (312) 357-1611

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