



# CAMBRIDGE

Realty Capital Companies

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## FIRST QUARTER LOAN ORIENTATION REQUESTS REMAIN AT HIGH LEVEL, CAMBRIDGE REALTY CAPITAL CHAIRMAN JEFFREY A. DAVIS REPORTS

Borrower interest in refinancing senior housing/healthcare loans remained at a high level during the first quarter of the year, Cambridge Realty Capital Companies Chairman Jeffrey A. Davis reports.

Davis says his company processed 71 loan origination requests totaling \$1.1 billion through the first three months of the year. These totals are ahead of last year's record-setting pace, when the company processed 68 loan requests totaling \$561.9 million.

During the month of March, Cambridge processed 25 loan requests, or precisely the same number of loan originations for the same month last year. However, the dollar volume for origination requests in March was significantly higher, \$561 million compared with \$229.4 million for March 2012.

Davis points out that lenders close a relatively small percentage of the loan requests received. But Cambridge tracks this data as an indication of market direction.

"It's still early but we continue to see borrower enthusiasm at a high level, with the dollar volume for these requests significantly higher than last year's impressive totals," 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 nursing home, [assisted living](#) and healthcare debt and equity capital providers, with more than 400 closed 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 and joint ventures, sale/leasebacks, conventional and mezzanine debt financing, and the acquisition of distressed debt.

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, 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), via YouTube at <http://www.youtube.com/user/ePulseLive>, 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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