



FINANCIAL SERVICES, INC.

The FHA Expert - It's All We Do!

AGM Financial Services, Inc. is a leading nationwide licensed FHA Mortgagee (lender) providing financing for both **Market Rate and Affordable housing communities.**

AGM arranges federally insured mortgages for apartment projects under FHA's **MAP** (Multifamily Accelerated Processing) program. AGM is also an approved Lender for FHA's **Low Income Housing Tax Credit Pilot Program** and is very active in the **Rental Assistance Demonstration (RAD)** Program.

AGM offers fixed-rate, non-recourse loans for **new construction or substantial rehabilitation** pursuant to Sections 220, 221(d), & 231 of the National Housing Act and for **acquisition or refinace** of existing apartment communities pursuant to Section 223(f). We finance supplemental renovation loans under Section 241(a); refinances of Section 202 properties; Section 223(a)(7) refinances of FHA-insured communities; and Interest Rate Reductions for existing insured loans.

AGM is a privately held lender, based in Baltimore, Maryland. Founded in 1990 under the leadership of Margaret Allen (CEO), AGM's annual transaction volume is approximately \$400 million, with an average deal size of \$20 million. Since AGM's inception we have closed over \$5.2 billion in FHA insured loans.

Our philosophy is that the process should be transparent. We provide you with a full understanding of how the process works, including anticipated sources and uses, not just a mortgage amount. We will come to your office, explain the FHA policies, and show you how it all fits together. Our experienced team will guide you through the process and help you obtain the best loan possible. And you'll get more than just a loan — you'll get the peace of mind of knowing you're working with a company that has an outstanding record of success and a long list of satisfied clients.

— Continued on back



ABOVE:
Printers Square, Baltimore, MD

Arbors at Arundel Preserve
Hanover, MD

Financing Communities with FHA

MARKET RATE & AFFORDABLE



ABOVE:
The Bennington at Silver Spring
Silver Spring, MD

Mosaic at Metro, Hyattsville, MD

All aspects of the FHA loan application are managed by AGM to insure that loan processing moves efficiently. We frequently consult with FHA staff and management on relevant issues, prepare your loan application, and process the loan with FHA, guiding it from application through commitment to funding and servicing. AGM's professional staff also works with numerous state and local housing agencies to coordinate second debt and Low Income Housing Tax Credits (LIHTC) for our projects.

At AGM we never lose sight of the most important aspect of our loan production - you the client. Our goal is to provide the best service in the industry. Each borrower is assigned an experienced loan team to facilitate the FHA process. Our success is rooted in yours.

Underwriting Criteria Sections 221(d), 220, 231

Project Type & Loan Size	Affordable		Market Rate	
	DSC	LTC	DSC	LTC
All Projects with 90% or more Rental Assistance (Section 8)	1.111	90.0%	N/A	N/A
All Other Projects				
<\$75M	1.150	87.0%	1.176	85.0%
>\$75M	1.250	80.0%	1.333	75.0%
>\$100M	Use >\$75M Criteria, can be adjusted by HUD on a case by case basis			

Minimum Initial Operating Deficit (IOD)

<\$25M	4 months Debt Service (6 months for high-rise with 1 C/O)
\$25M-\$75M	9 months Debt Service
>\$75M	12 months Debt Service
>\$100M	Use >\$75M Criteria, can be adjusted by HUD on a case by case basis

Notes:

- Also calculate a Loan Limit based on a locally adjusted Statutory \$/unit plus additional costs and land value.
- Section 231 Substantial Rehabilitation Loans have a LTV test, with LTV ratios equal to the LTC %ages.
- Large Loan Criteria do not apply to projects with 90% or more Project-Based Section 8.
- Large Loan Criteria do not apply to LIHTC projects with rents that are at least 10% below-market.

Underwriting Criteria Section 223f Acquisition / Refinance

Project Type & Loan Size	Affordable			Market Rate		
	DSC	LTV (Loan to Value)		DSC	LTV (Loan to Value)	
		no cash out	cash out		no cash out	cash out
All Projects with Section 202 & 202/8						
Direct Loans	1.111	90.0%	80.0%	N/A	N/A	N/A
All Projects with 90% or more Rental Assistance (Section 8)	1.111	90.0%	80.0%	N/A	N/A	N/A
All Other Projects*						
<\$75M	1.150	87.0%	80.0%	1.176	85.0%	80.0%
>\$75M	1.250	80.0%	70.0%	1.333	75.0%	70.0%
>\$100M	Use >\$75M Criteria, can be adjusted by HUD (case by case)					

* Affordable must be income restricted and have rents at least 10% below Market

Notes:

- A Loan Limitation based on a locally adjusted Statutory \$/unit plus land value will also be calculated.
- Acquisition Loans are limited to the LTV percentage applied to transaction Costs, therefore they do not provide cash out.
- Large Loan Criteria do not apply to projects with 90% or more Project-Based Section 8.
- Large Loan Criteria do not apply to LIHTC projects with rents that are at least 10% below-market.
- Section 202 Refinance: Cash out is tightly restricted, please refer to the related HUD Notices & Memos.



Another Deal is Done through AGM!



PH: 410.727.2111
FX: 410.727.3233

20 South Charles Street, Suite 1000
Baltimore, MD 21201

www.agmfinancial.com