

# SOLUTIONS FOR CONVENTIONAL PROPERTY OWNERS AND DEVELOPERS



PNC Real Estate is a top nationwide capital provider and Fannie Mae, Freddie Mac and FHA MAP lender to both the conventional and affordable housing sectors. PNC Real Estate also offers bank finance options that provide flexibility in a changing debt market, such as a fixed rate mortgage product for borrowers who desire alternatives to agency lending or life company executions on quality multifamily real estate. We can customize financing solutions to meet your multifamily project needs.

PROPERTY TYPES	FINANCING	HOUSING TYPES
<b>Multifamily Apartments</b>	<ul style="list-style-type: none"> <li>▪ Fannie Mae DUS<sup>®</sup></li> <li>▪ Freddie Mac Optigo<sup>SM</sup></li> <li>▪ FHA</li> <li>▪ Construction/Bridge</li> </ul>	<ul style="list-style-type: none"> <li>▪ Conventional</li> <li>▪ Affordable</li> </ul>
<b>Seniors Apartments, Assisted Living</b>	<ul style="list-style-type: none"> <li>▪ Fannie Mae DUS<sup>®</sup></li> <li>▪ Freddie Mac Optigo<sup>SM</sup></li> <li>▪ FHA</li> </ul>	<ul style="list-style-type: none"> <li>▪ Conventional</li> <li>▪ Affordable</li> </ul>
<b>Skilled Nursing, Critical Care Facilities</b>	<ul style="list-style-type: none"> <li>▪ FHA</li> </ul>	<ul style="list-style-type: none"> <li>▪ Conventional</li> <li>▪ Affordable</li> </ul>
<b>Student Housing</b>	<ul style="list-style-type: none"> <li>▪ Fannie Mae DUS<sup>®</sup></li> <li>▪ Freddie Mac Optigo<sup>SM</sup></li> <li>▪ Construction/Bridge</li> </ul>	<ul style="list-style-type: none"> <li>▪ Conventional</li> </ul>
<b>Manufactured Housing</b>	<ul style="list-style-type: none"> <li>▪ Fannie Mae DUS<sup>®</sup></li> <li>▪ Freddie Mac Optigo<sup>SM</sup></li> <li>▪ FHA</li> <li>▪ Construction/Bridge</li> </ul>	<ul style="list-style-type: none"> <li>▪ Conventional</li> <li>▪ Affordable</li> </ul>

- Fannie Mae DUS<sup>®</sup> Lender
- Freddie Mac Optigo<sup>SM</sup> Lender
- FHA/HUD Lender
- Balance Sheet Options
- Construction Lender to the Multifamily Industry
- Fixed and Floating Rate Options

## Tax Credit Solutions

In addition to Agency lending, PNC Real Estate's Tax Credit Solutions group is a:

- Top syndicator of LIHTC equity investments
- Leading sponsor of investment funds for LIHTC investments
- Source for HTC's and NMTC's for a range of property types

## GENERAL TERMS

<b>Loan Term:</b>	From 5 to 40 years
<b>Amortization:</b>	Up to 40 years depending on execution
<b>Rates:</b>	Fixed or floating
<b>Recourse:</b>	Generally non-recourse except for carve-outs
<b>Supplementals/ Assumptions:</b>	Allowed in accordance with Agency guidelines for Fannie Mae and Freddie Mac

## A STRONG FINANCIAL INSTITUTION WITH MORE THAN 160 YEARS OF BANKING EXPERIENCE

PNC Bank has navigated a steady course to become one of the largest, most prominent and well-capitalized financial services companies in the country.

Other banking products include:

- Retail banking
- Cash management
- Interest rate risk management and hedging
- Capital markets solutions
- Personal wealth management
- Foreign exchange



### READY TO HELP

PNC Real Estate is a leading provider of banking, financing and servicing solutions for commercial real estate clients across the country. Our comprehensive array of capabilities includes acquisition, construction and permanent financing for public and private developers and investors; agency financing for multifamily and seniors housing properties; and debt and equity capital for the affordable housing industry. And, through Midland Loan Services, we provide third-party loan servicing, asset management and technology solutions. Learn more at [www.pnc.com/realestate](http://www.pnc.com/realestate).



DUS® is a registered mark of Fannie Mae. Optigo is a service mark of Freddie Mac.

This outline contains the current general parameters of the lending program. The program contains additional details and requirements that are not included in the summary. All program requirements, parameters and underwriting criteria are subject to change without notice. Nothing contained herein is intended to be, nor should it be construed as, a commitment to lend on these or any other terms.

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Bank deposit, treasury management and lending products and services, foreign exchange and derivative products (including commodity derivatives), and investment and wealth management and fiduciary services, are provided by PNC Bank, National Association ("PNC Bank"), a wholly-owned subsidiary of PNC and **Member FDIC**.

Investment banking and capital markets activities are conducted by PNC through PNC Bank, a subsidiary, and the following subsidiaries, each of which are registered broker-dealers and members of FINRA and SIPC: PNC Capital Markets LLC, PNC FIG Advisory, Inc., Harris Williams LLC, and Solebury Capital LLC. PNC Bank, National Association ("PNC Bank"), and certain of its affiliates, including PNC TC, LLC, an SEC-registered investment advisor wholly-owned by PNC Bank, do business as PNC Real Estate. PNC Real Estate provides commercial real estate financing and related services. Through its Tax Credit Solutions segment, PNC Real Estate provides lending services, equity investments and equity investment services relating to Low Income Housing Tax Credit ("LIHTC"), affordable housing preservation, New Markets Tax Credit ("NMTC"), and Historic Tax Credit ("HTC") investments. PNC TC, LLC provides investment advisory services to funds sponsored by PNC Real Estate for LIHTC, HTC and affordable housing preservation investments. Registration with the SEC does not imply a certain level of skill or training. This material does not constitute an offer to sell or a solicitation of an offer to buy any investment product. Risks of each fund, as well as information regarding the investments, risks, and expenses of each fund, are described in the funds' private placement memorandum ("PPM") or other offering documents. Please read the PPM and other offering documents carefully before investing.

**Important Investor Information: Securities, insurance, foreign exchange, and derivative products are:**

**Not FDIC Insured • Not Bank Guaranteed • Not a Deposit  
Not Insured By Any Federal Government Agency • May Lose Value**

Lending, leasing and equity products and services, as well as certain other banking products and services, require credit approval.

PNC does not provide legal, tax or accounting advice unless, with respect to tax advice, PNC Bank has entered into a written tax services agreement.

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