Freddie Mac Names Top Multifamily Lenders for 2018

January 17, 2019

MCLEAN, Va., Jan. 17, 2019 (GLOBE NEWSWIRE) -- Freddie Mac (OTCQB: FMCC) today announced the multifamily lenders who transacted the most financing volume with the company in 2018. In addition, the company announced the top regional lenders of Multifamily Conventional Loans and the top lenders for its other multifamily offerings. These and other lenders enabled Freddie Mac Multifamily to lead the industry with $78 billion in total production last year, financing approximately 860,000 rental units, of which more than 90 percent of eligible units were affordable to low- and moderate-income households earning up to 120 percent of area median income.

"Freddie Mac Multifamily's mission of making rental housing more accessible and affordable would not be possible without the best network of lenders in the mortgage banking industry," said John Cannon, senior vice president of Freddie Mac Multifamily Production and Sales. "Our lenders are working every day to meet the challenges of the market, and together we are achieving great things for borrowers. We congratulate all of our multifamily lenders and look forward to our continued collaboration in 2019."

Top Freddie Mac Multifamily Lenders by Volume

1. CBRE ($13.69B)
2. Berkadia ($9.86B)
3. HFF ($7.20B)
4. Walker & Dunlop ($7.11B)
5. KeyBank ($6.01B)
6. Wells Fargo ($4.86B)
7. BPC d/b/a Newmark Knight Frank ($3.66B)
8. Capital One ($3.55B)
9. Jones Lang LaSalle ($2.61B)
10. Greystone ($2.61B)

Top Conventional Seller Offices by Freddie Mac Multifamily Region

- Western Region: CBRE, Los Angeles office
- Central Region: CBRE, Dallas office
- Southeast Region: BPC d/b/a Newmark Knight Frank, Bethesda office
- Northeast Region: Capital One, New York City office

Top Sellers by Freddie Mac Multifamily Product

- Top Small Balance Loans Business Sellers:

1. CBRE
2. Arbor
3. Greystone
4. Sabal

- Top Targeted Affordable Housing Sellers:

1. Wells Fargo
2. Jones Lang LaSalle
3. Citibank

- Top Seniors Housing Seller: KeyBank
- Top Conventional Structured Transactions Seller: HFF

"In 2018 we passed milestones and set records, but equally important is that we continued to innovate and lead, allowing us to finance even more affordable rental units than we did last year," said Debby Jenkins, executive vice president and head of Freddie Mac Multifamily. "Our network of lenders was with us every step of the way, helping drive the growth we've seen across our product lines. As we look to 2019, we're going to continue working together so that we can meet the housing needs of more American families."

Freddie Mac Multifamily is the nation's multifamily housing finance leader. Historically, more than 90 percent of the eligible rental units we fund are affordable to families with low-to-moderate incomes earning up to 120 percent of area median income.

Freddie Mac makes home possible for millions of families and individuals by providing mortgage capital to lenders. Since our creation by Congress in 1970, we've made housing more accessible and affordable for homebuyers and renters in communities nationwide. We are building a better housing finance system for homebuyers, renters, lenders and taxpayers. Learn more at FreddieMac.com, Twitter @FreddieMac and Freddie Mac's blog FreddieMac.com/blog.

[1] Financing for properties that feature either some or all units with rent restrictions and/or other federal and state subsidies. 2017 amount adjusted to conform to current presentation.

MEDIA CONTACT: Mike Morosi
(703) 918-5851
Michael_Morosi@FreddieMac.com