



# STANDOUT in Affordable Multifamily Financing

Tailored solutions built on deep lending expertise

LEARN MORE



# Affordable and Mission-Driven Financing Expertise

Financing across

**50** States

+D.C. and Puerto Rico

**\$23.7B**

Agency Financing<sup>1</sup>

**260,000+**

Units<sup>1</sup>

**TOP 10**

Affordable Multifamily Lender<sup>2</sup>

**20+** Years

Agency Experience

**13**

Offices Nationwide

As of December 31, 2023. <sup>1</sup> Includes all affordable lending since 2001, and mission-driven lending since 2020. <sup>2</sup> PGIM Real Estate is the tenth largest Affordable multifamily real estate lender (out of 129 firms surveyed) in terms of production based on the 2023 Mortgage Bankers Association Annual U.S. Origination Rankings published in 3/24. This ranking represents originations production volume from 1/1/23 - 12/31/23. Participation in the ranking is voluntary and no compensation is required to participate in the ranking.

## Legacy of Affordable Leadership

We take an active role across industry organizations to help to drive the future of affordable lending.

- Fannie Mae DUS Advisory Council and Mission-Driven Subcommittee
- Freddie Mac Optigo Advisory Council
- Sustaining National Housing & Rehabilitation Association (NH&RA) Member
- Mortgage Bankers Association (MBA) FHA Committee and Affordable Rental Housing Advisory Council
- Regional Mortgagee Advisory Committee Positions
- Multifamily Impact Council
- Urban Land Institute (ULI) Public/Private Partnership Council

# Property Highlights



**\$40.7M**

**FHA  
Camden, NJ**

- 221(d)(4) Acquisition
- 4% LIHTC Rehab
- PILOT
- 321 Units



**\$17.7M**

**Freddie Mac  
Washington, D.C.**

- Cash Out Refinance
- 100% Section 8
- 35-Year Amortization
- 230 Units



**\$69.0M**

**Fannie Mae  
Long Beach, CA**

- Cash Out Refinance
- Deep Affordability
- 35-Year Amortization
- 528 Units



**\$48.9M**

**Fannie Mae  
Seattle, WA**

- Acquisition
- Sponsor Initiated Affordability (SIA)
- Tax Abatement
- 209 Units

As of As of October, 2024. Property highlights and images shown are for illustrative purposes only. Terms and specifics vary by deal.

## Our Team:

**20**

Dedicated Affordable Lending Experts

**25**

Average Years of Experience<sup>3</sup>

### **KELLY FOLLAIN**

Head of Agency Lending

### **JAMILA HOUSER**

Chief Operating Officer,  
Agency Lending

### **STEPHANIE WIGGINS**

Head of Production,  
Agency Lending



[pgimrealestate.com/affordableexperts](https://pgimrealestate.com/affordableexperts)  
**CONTACT AN EXPERT TODAY.**

<sup>3</sup> Includes all Agency Leadership and Affordable Originations leads.



PGIM Real Estate has more than 20 years of experience as a select lender with FHA, Fannie Mae, and Freddie Mac, financing the acquisition, refinancing, new construction or substantial rehabilitation of affordable multifamily, senior housing and healthcare facilities.

With over \$206B AUM/AUA globally, PGIM Real Estate strives to deliver exceptional outcomes for borrowers through a range of financing solutions. We recognize the power of our platform and are committed to engaging in practices that ignite positive environmental and social impact, while pursuing activities that seek to strengthen communities.

## Trusted Partner, Financing the Future



**145+** YRS  
Lending experience<sup>4</sup>



**1,600+**  
Borrowers



**\$206B**  
AUM and AUA<sup>5</sup>

As of June 30, 2024. <sup>4</sup> Includes legacy lending, from 1878, through our parent company, Prudential Financial, Inc. (PFI).

<sup>5</sup> Gross; net AUM is \$132B and AUA is \$47B.

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