



# 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

**\$21B**

Agency Financing <sup>1</sup>

**200,000**

Units <sup>1</sup>



**20+** Years

Agency Experience

**13**

Offices Nationwide

As of September 30, 2023. <sup>1</sup> Includes all affordable lending since 2001, and mission-driven lending since 2020.

## 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



**\$24.5M**

**Fannie Mae  
Oregon City, OR**

- Cash Out Refinance
- LIHTC Preservation
- 35 Year Amortization
- 260 Units



**\$16.0M**

**FHA  
Billings, MT**

- 223(f) Acquisition
- 4% LIHTC Rehab
- 100% Senior Section 8
- 101 Units



**\$13.5M**

**Freddie Mac  
Glendale, AZ**

- New Construction, Forward TEL
- Targeting underhoused senior veterans
- 148 Units



**\$18.2M**

**Fannie Mae  
West Babylon, NY**

- Cash Out Refinance
- LIHTC LP Buyout
- Green Rewards
- 164 Units

As of September 30, 2023. Property highlights represent full amount of the loan at time of origination.

## Our Team:

**21**

**Dedicated Affordable Lending Experts**

**25**

**Average Years of Experience<sup>2</sup>**

**MICHAEL McROBERTS**

Chairman, Agency Lending

**KELLY FOLLAIN**

Chief Operating Officer,  
Agency Lending

**STEPHANIE WIGGINS**

Head of Production,  
Agency Lending



[pgimrealestate.com/affordableexperts](https://pgimrealestate.com/affordableexperts)

**CONTACT AN EXPERT TODAY.**

<sup>2</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 \$210B 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



**140+**

Years lending experience<sup>3</sup>



**1,700+**

Borrowers



**\$210B**

AUM and AUA<sup>4</sup>

As of June 30, 2023. <sup>3</sup> Includes legacy lending through our parent company, Prudential Financial Inc. (PFI). <sup>4</sup> Gross AUM/AUA; net AUM is \$133B and AUA is \$49B.

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