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MULTIFAMILY  
CAPITAL MARKETS

# Loan Servicing & Asset Management



NEWMARK

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# Why Newmark

## Newmark is a proven servicer with a long history of excellence

Our loan servicing and asset management platform comprises a national footprint with 4 offices and 60 employees located across the country. Clients benefit from our deep bench of experience.

- Diversified commercial real estate servicing portfolio of \$71 billion including more than 3,500 loans in 48 states
- 30+ year history with a national platform
- Top Fannie Mae and Freddie Mac lender
- Experienced in all property types/multiple capital sources – strong GSE/MF track record
- Committed to long-term investment in people, process and technology



# Loan Servicing & Asset Management

## Advantages of working with Newmark's team of experienced real estate professionals

- Our nationwide scope includes a diverse product type mix of permanent, construction and mezzanine financing and negotiated/multi-asset transactions.
- We have unmatched experience with many collateral types securing our loans, including multifamily, healthcare, lodging, mobile home parks, office, retail, self-storage, industrial and mixed use properties.
- Our robust asset management and servicing platform provides risk management, collateral management, loan servicing, construction loan administration, special servicing and workout expertise.
- We are a highly rated primary and special servicer with experienced management and staff to handle our diverse client base while remaining focused on the customer experience.

### PLATFORM AT A GLANCE:

**\$71B**

SERVICING PORTFOLIO

**60+**

SERVICING TEAM

**3,500**

SERVICING LOANS

**30+**

YEARS IN SERVICE

**48**

STATES

**4**

OFFICES NATIONALLY

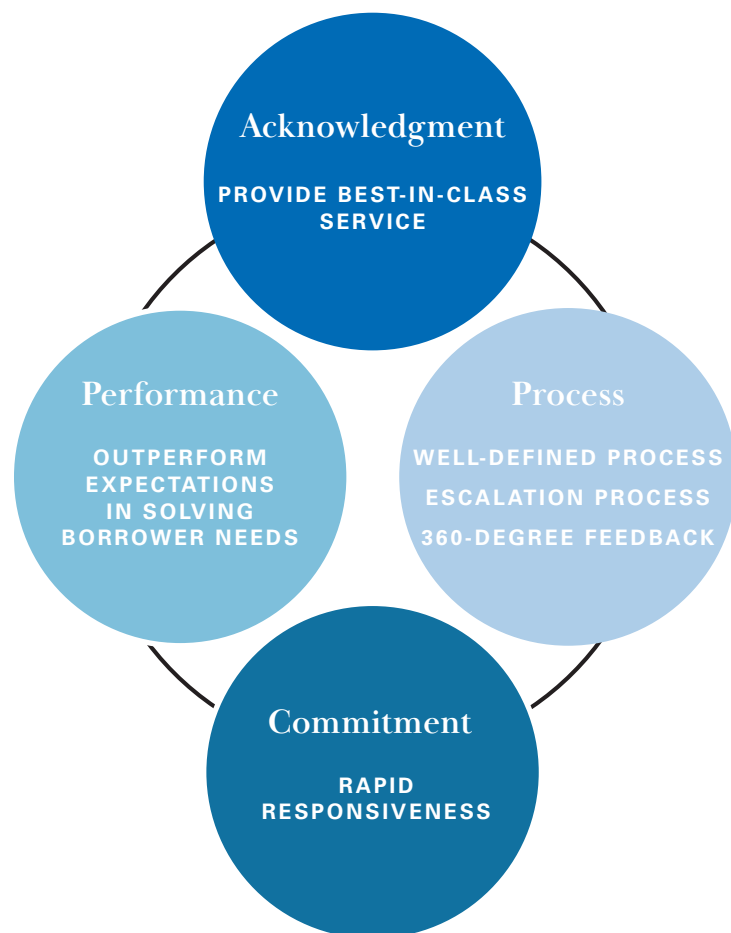


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# Key Differentiators

## A better loan servicing and asset management experience

- Borrower relationship throughout the life cycle of the loan
- Better alignment of interest between originator and servicer
- Deep market knowledge to support creative solutions
- Proven track record
- Longstanding relationships with master servicers



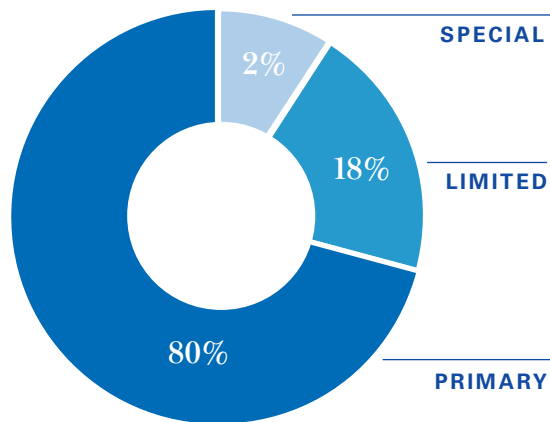
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# Activities and Assignments

Newmark is a leader in loan servicing and asset management

## OUR ACTIVITIES ENCOMPASS A VARIETY OF ROLES:

- Primary Servicing
- Limited Servicing
- Special Servicing



## DUTIES PERFORMED:

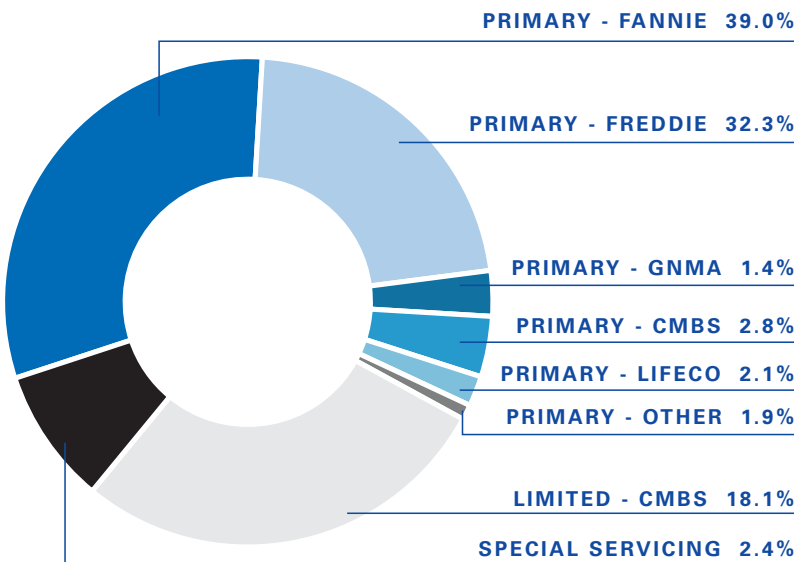
- Cash collections and disbursements
- Escrow and reserve administration
- Investor reporting and remitting
- Financial statement analysis
- Physical property inspections
- Lender consent requests
- Loan and property surveillance

## OUR SERVICING ASSIGNMENTS:

- Fannie Mae
- Freddie Mac
- FHA/Ginnie Mae
- Allstate
- Americo
- Ameritas
- Barclays
- CCRE
- Continental
- Convene Capital
- CUNA
- John Hancock
- JP Morgan Asset Management
- Key Bank
- Lincoln Financial
- Lincoln Investment Management Company
- Midland
- Protective
- Rodin REIT
- State Farm Life Insurance Company
- Sun Life
- Thrivent
- Wells Fargo

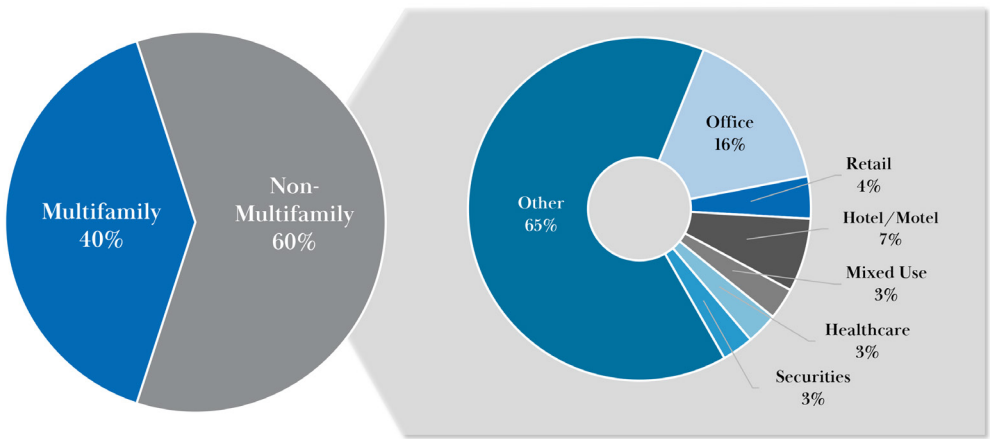
# Capital Sources and Property Types

Newmark has rapidly grown its servicing book by both increasing its traditional GSE servicing business and expanding into new business lines such as CMBS, life company and balance sheet loans



## Breadth of Services

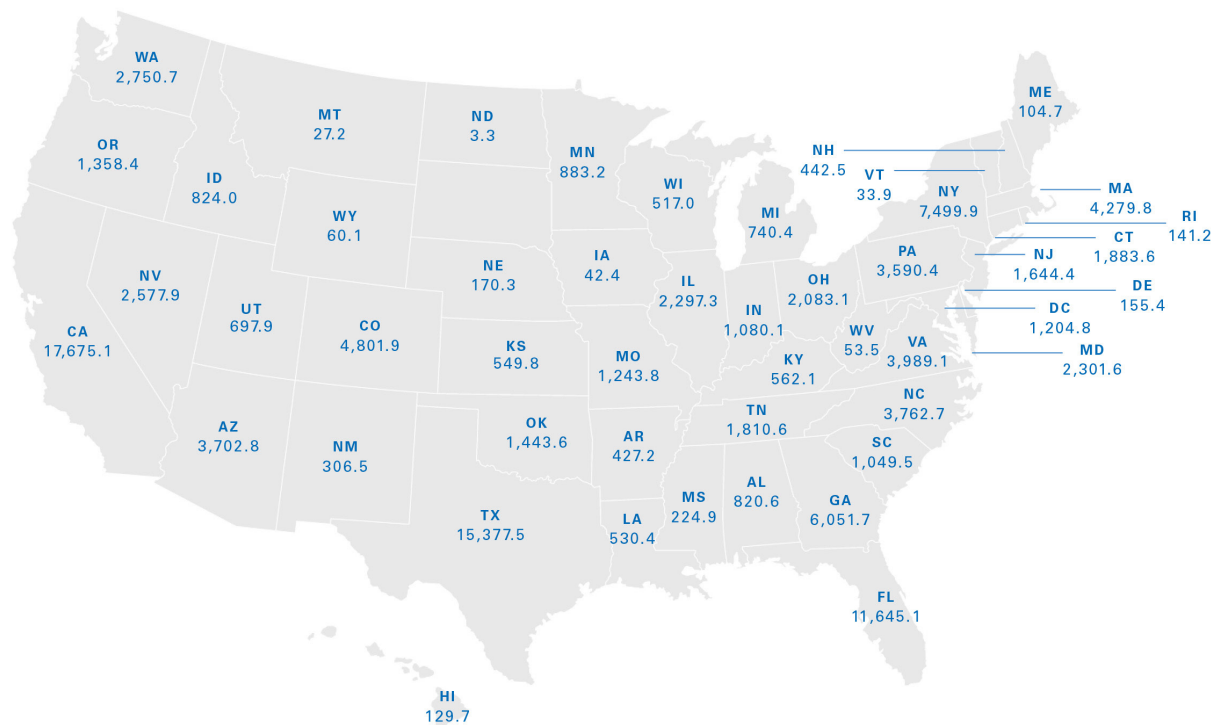
Portfolio includes a strong presence beyond traditional multifamily focus.



# Leaders in Loan Servicing & Asset Management

- Increased growth in the non-multifamily sector since 2014
- A depth of market knowledge built over 30 years in the industry
- Nationwide presence with a strong customer focus

## NEWMARK'S MULTIFAMILY CAPITAL MARKETS SERVICING MAP



\$ IN MILLIONS  
BASED ON Q2 2023 STATISTICS





**AWARDS & RATINGS**

**Awards:**

- Top Fannie Mae and Freddie Mac Lender, MHN Capital Choice Awards
- Freddie Mac Program Plus® Top Producing Office in the Southeast
- Freddie Mac Program Plus® Top Producing Office in the Northeast
- Fannie Mae Excellence in Operations (4 times)
- Fannie Mae Excellence in Credit Underwriting (3 times)

**Ratings:**

- Fitch:     Primary – CPS2  
              Special – CSS3+
- S&P:       Primary – Above Average  
              Special – Average
- KBRS:     Primary – Approved  
              Special Servicer – Approved



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## UNPARALLELED PRODUCTS, BEST-IN-CLASS SERVICES

Newmark's Multifamily Capital Markets platform offers a full suite of products and services, including:

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### Asset Types

- Conventional Multifamily Portfolios
- Affordable Housing
- Cooperative Housing
- Land
- Manufactured Housing
- Military Housing
- Mixed-Use
- New Construction
- Healthcare & Seniors Housing
- Student Housing
- Workforce Housing

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02

### Investment Sales

- National Coverage, Local Expertise
- Innovative Marketing
- Asset-Specific Sales Strategies
- Sophisticated Investor Intelligence and Research
- Extensive Exposure to Diverse Buyer Pool
- Market Analysis and Underwriting
- Access to International Capital

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03

### Full Range of Products

- Fannie Mae
- Freddie Mac
- FHA
- Bridge
- Life Company
- CMBS
- Bank
- Global Equity Sourcing and Placement

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04

### Flexible Financing

- Fixed-Rate Mortgages
- Adjustable-Rate Mortgages
- Standard or Structured
- Credit Facilities
- Partial and Full-Term
- Interest-Only Structures
- Early Rate Lock
- Index Lock

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### Financing Types

- Acquisitions
- Refinances
- Supplemental Loans
- Streamline Refinances
- Single-Asset Substitutions
- Tax Exempt/Tax Credit/Rehab and Preservations
- Integrated Construction and Permanent Loans
- Structured Financings
- Pre-Stabilization Loans



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## ABOUT NEWMARK

# We transform untapped potential into limitless opportunity.

**At Newmark, we don't just adapt to what our partners need—  
we adapt to what the future demands.**

Since 1929, we've faced forward, predicting change and pioneering ideas. Almost a century later, the same strategic sense and audacious thinking still guide our approach. Today our integrated platform delivers seamlessly connected services tailored to every type of client, from owners to occupiers, investors to founders, and growing startups to leading companies.

**Tapping into smart tech and smarter people, Newmark brings  
ingenuity to every exchange and transparency to every relationship.**

We think outside of boxes, buildings and business lines, delivering a global perspective and a nimble approach. From reimagining spaces to engineering solutions, we have the vision to see what's next and the tenacity to get there first.

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**NORTH AMERICA**

Canada  
United States

**LATIN AMERICA**

Argentina  
Brazil  
Chile  
Colombia  
Costa Rica  
Mexico  
Panama  
Peru  
Puerto Rico

**EUROPE**

Austria  
Belgium  
Czech Republic  
France  
Germany  
Hungary  
Ireland  
Italy  
Netherlands  
Poland  
Romania  
Russia  
Spain  
Switzerland  
United Kingdom

**ASIA-PACIFIC**

Australia  
Cambodia  
China  
India  
Indonesia  
Malaysia  
New Zealand  
Philippines  
Singapore  
South Korea  
Taiwan  
Thailand

**AFRICA**

Botswana  
Kenya  
Malawi  
Nigeria  
South Africa  
Tanzania  
Uganda  
Zambia  
Zimbabwe

**MIDDLE EAST**

Saudi Arabia  
United Arab Emirates

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