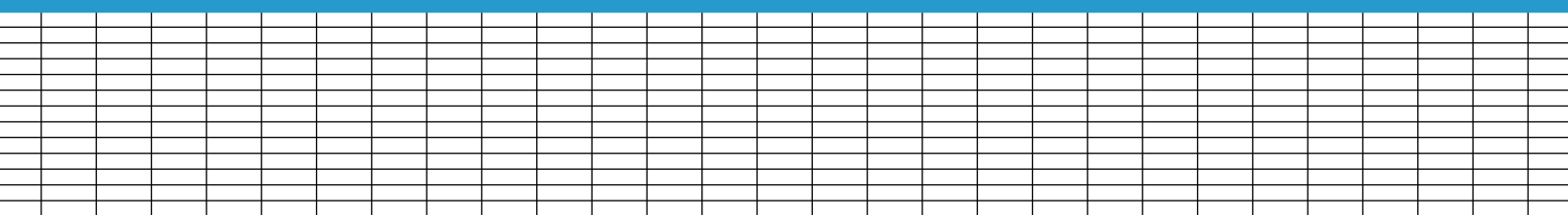


---

# Multifamily Capital Markets



**NEWMARK**





WHERE VISION MEETS ACTION

---

# One global platform. One seamless way to meet your real estate, financial and investment needs.

As one of the world's premier commercial real estate advisory firms, Newmark offers a fully integrated global investment sales and lending platform. From marketing the sale of single assets and portfolios to structuring complex debt solutions to providing life-of-loan servicing and asset management, we offer comprehensive services tailored to our clients' unique needs. With \$64 billion in multifamily transaction volume annually, our Multifamily Capital Markets team works collaboratively with clients to craft and execute targeted strategies, effectively optimizing the capital structure, increasing efficiency and maximizing value.

Newmark's Multifamily Capital Markets Investment Sales team is recognized nationwide for its expertise, providing asset-specific customization that yields highly effective transaction strategies. Tapping into our proprietary database, each advisor has real-time access to unique market intelligence, driving demand and

matching each client's assets to a diverse group of investors, from private and institutional owners to global investors.

Investment Sales advisors work closely with the Multifamily Capital Markets Debt & Structured Finance team on loan origination, underwriting, closing, life-of-loan servicing and asset management. This experienced team provides clients with innovative and comprehensive solutions by accessing a full suite of debt products, including Fannie Mae, Freddie Mac, FHA, Bridge, Life Company, Bank and CMBS products.

California loans will be made or arranged pursuant to a finance lender license under the name of Berkeley Point Capital LLC.



**AN ELITE MULTIFAMILY  
PLATFORM**

As one of the largest multifamily capital markets platforms in the country, Newmark represents:

- **Top two multifamily investment sales platform**
- **Top Freddie Mac and Fannie Mae lender**
- **Multifamily production of \$64 billion in 2022**
- **178k units sold in 2022 and over 1,400 transactions**
- **Closed transactions across 125 different lenders**
- **Access to global capital**
- **Servicing portfolio of over \$71 billion, including 3,500 loans**
- **National coverage, local expertise**
- **Advisors with an average of 20 years' experience**
- **Deep bench of talent with 575 Multifamily experts**

---

UNPARALLELED PRODUCTS, BEST-IN-CLASS SERVICES

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

---

01

**Asset Types**

Conventional Multifamily  
Portfolios  
Affordable Housing  
Cooperative Housing  
Healthcare & Seniors Housing  
Land  
Manufactured Housing  
Military Housing  
Mixed-Use  
New Construction  
Student Housing  
Single-Family Rental (SFR)  
and Build-for-Rent (BFR)  
Workforce Housing

---

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

---

03

**Full Range of Products**

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

---

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

---

05

**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



## 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.

---

*For more information:*

**Jeff Day**

*Chief Strategy Officer  
and President,  
Head of Multifamily  
Capital Markets*

t 301-347-4850  
jeff.day@nmrk.com

**Sharon Karaffa**

*Vice Chairman  
Co-Head of Production  
Debt & Structured Finance*

t 301-347-4815  
sharon.karaffa@nmrk.com

**Peter Torti**

*Vice Chairman  
Co-Head of Production  
Debt & Structured Finance*

t 301-347-4920  
peter.torti@nmrk.com

**New York Headquarters**

125 Park Ave.  
New York, NY 10017  
t 212-372-2000

**nmrk.com**

**NEWMARK**