

# Multifamily FHA Production

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*Department of Housing & Urban Development*

**NCHMA SPRING MEETING**

June 16-17, 2014 | NCHMA/NH&RA Conference Center | Washington, DC



# Topics to be Covered:

- **How much?**
  - Production Numbers
- **What are we working on?**
  - Policy, Pilot Programs
- **Where are we heading?**
  - Progress on transformation



# MF Pipeline Snapshot

## Last Year Compared to Now

Program	October 2012	April 2014	Average Loan Size (millions)	Average Loan Size (millions)
	# of apps in pipeline (received, not rejected, withdrawn, or closed)	# of apps in pipeline (received, not rejected, withdrawn, or closed)	October 2012	Now
NewConstr/Sub Rehab	185	220	\$16.7	\$16.1
223(f)	364	414	\$10.9	\$9.5
223(a)(7)	429	63	\$8.4	\$8.4
<b>TOTAL # of DEALS</b>	<b>978</b>	<b>697</b>		



# MF Production Volume

## New Constr/Sub Rehab Firms Issued

Fiscal Year	# of Firm Commitments issued	Average Loan Size (millions)
'08	88	\$11.6
'11	179	\$16.6
'12	162	\$15.7
'13	185	\$14.0
FY14 YTD	99	\$12.6
<i>'14 annualized</i>	<i>198</i>	<i>Expect Total \$2.5 Billion</i>



# MF Production Volume

## 223(f) Firms Issued

Fiscal Year	# of Firm Commitments issued	Average Loan Size (millions)
'08	237	\$3.7
'11	412	\$7.6
'12	597	\$8.9
'13	728	\$7.5
FY14 YTD	439	\$10.0
'14 annualized	878	<i>Expected Total = \$8.7 Billion</i>



# FY 2012 MF Production Volume

## 223(a)(7) Firms Issued

Fiscal Year	# of Firm Commitments issued	Average Loan Size (millions)
'08	84	\$2.8
'11	606	\$8.9
'12	585	\$8.3
'13	843	\$6.9
FY14 YTD	72	\$8.4
'14 annualized	144	<i>Expected Total = \$1.4 Billion</i>





# Facts and Figures as of April 23, 2014

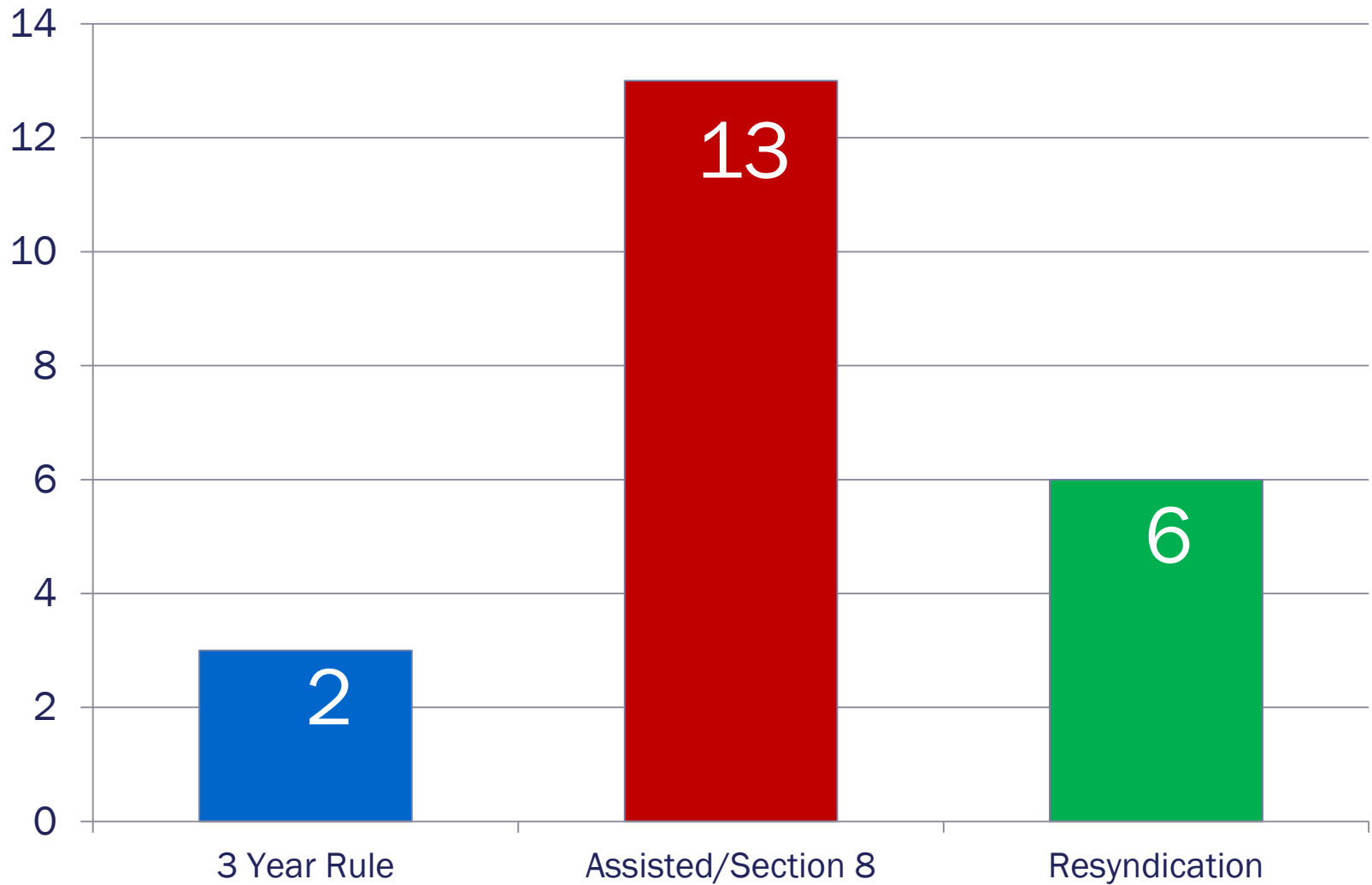
## – 38 Projects in the Pipeline

- ✓ 3,854 Units
- ✓ 16 States (California, Illinois , Ohio have the most)

## – 21 Deals Closed

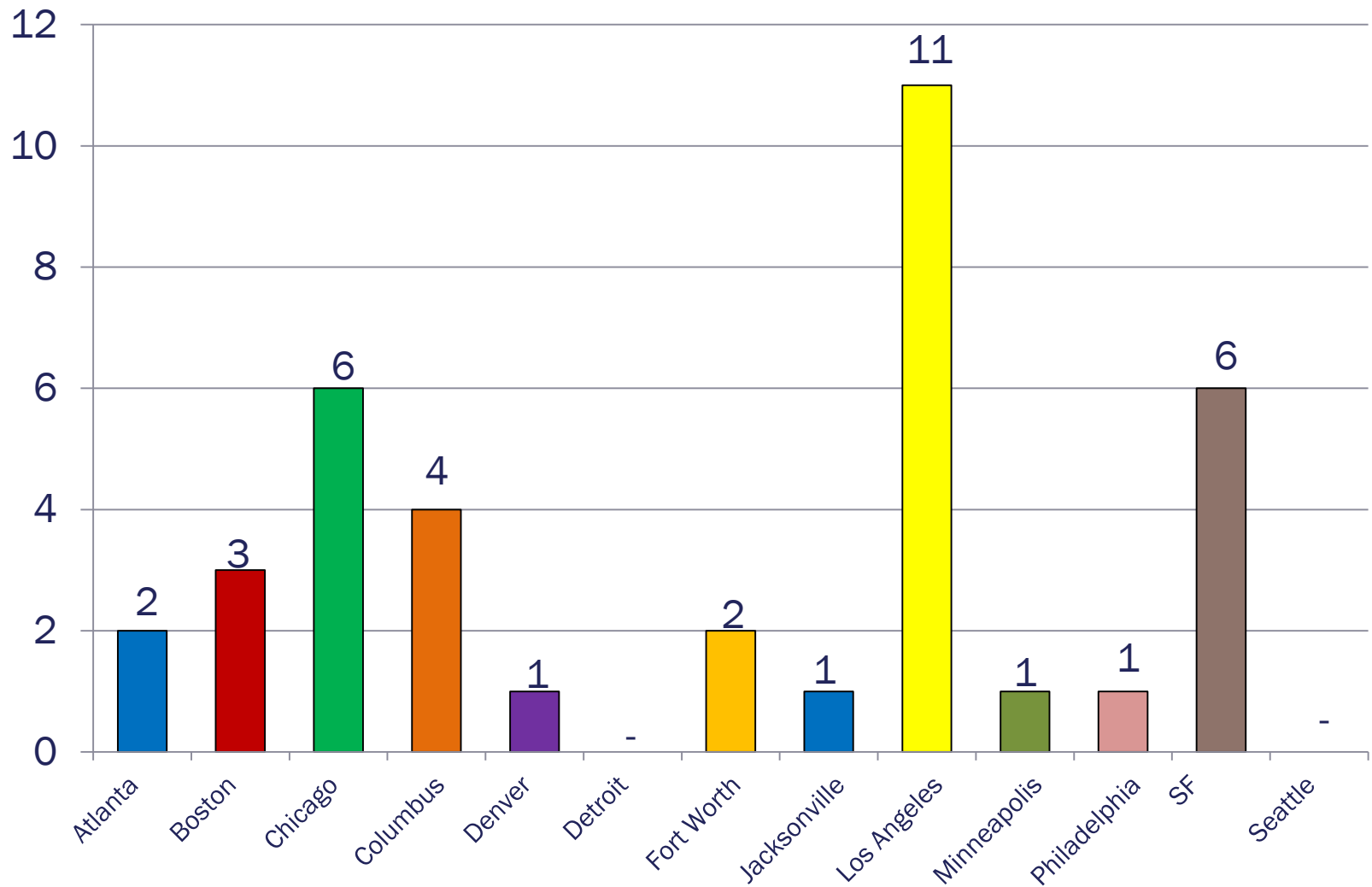
- ✓ 2,539 Units
- ✓ 9 States (California, Detroit, Seattle had the most)
  - 13 Projects were Assisted/Section 8
  - 6 were Re-Syndications
  - 2 were a 3-Year Rule Waiver

## LIHTC Pilot - Closed Deals





# Pipeline by Hub



# What are we working on?

## Policy

- MAP Guide
- Large Loan Policy
- PCNA – eCNA, increased R4R standard, “intrusive testing”
- Leasehold valuation
- Seniors Housing issues
- Rental Assistance Demonstration Program



# The Tax Credit Pilot: Navigating & Adjusting

## Recent Policy Changes

1. **Secondary financing** - Total Debt Load Allowed Under 223(f)
2. **Three Year Waiver Transactions**
3. Identity of Interest and Mortgage Calculations
4. Completion Assurance
5. Timing of Repair Escrow Funding and General Equity Pay In Schedule
6. Due Diligence with Respect to Nonprofit Boards  
(Clarification Memo issued)

# Where are we heading?

## Transformation

- Consolidation of Production - Wave 1
- Workload Sharing – electronic submissions
- Single Underwriter and Account Executive model



# Questions and Contacts

- **Tax Credit Pilot Program:**
  - John Hamm: (502) 618-8124
  - Lynn Wehrli: (202) 402-5210
- **RAD Program:**
  - Sean Gallagher :(206) 220-5208
- **Lender Qualification and Monitoring Division Issues:**
  - Terry Clark: (202) 402-2663
- **Everything else related to MF Production:**
  - Our new MF Technical Support Division Director
  - Or...Dan Sullivan: (202) 402-6130

