

GREYSTONE

MULTIFAMILY SALES AND LENDING.
COVERED.

WHY GREYSTONE

WE ARE A LEADER IN THE INDUSTRY

- Nearly 30 years as a trusted commercial real estate lender
- \$7.0 billion in loans originated in 2016
- \$20.5 billion loan servicing portfolio
- Have developed - from the ground up or through rehabilitation and adaptive re-use - in excess of \$2 billion of luxury mixed-use, commercial, industrial and health care properties throughout the United States

TECHNOLOGY AT THE FOREFRONT

In every industry, technology has accelerated processes and commercial lending is no different. Our proprietary technology not only gives our clients a transparent view of the loan process, there's never any question about the status of an application or what documents are needed to get your loan closed.

RELATIONSHIPS OVER DEALS

Our success is your success. We find the opportunities that help you increase the value of your portfolio. We provide a detailed assessment of your REO schedule to maximize the return on your investments.

FINANCING AND INVESTMENT SALES

- Conventional Multifamily
- Affordable Housing
- Seniors Housing
- Student Housing
- Other Commercial Real Estate



BRIARBROOK APARTMENT HOMES
Multifamily
Wheaton, IL

FINANCING PLATFORMS

Greystone has been a trusted lender for nearly three decades. We have built strong relationships with government agencies allowing us to easily navigate the ever-changing and complex loan process.

PERMANENT FINANCING

FHA Our dedicated team provides valuable insight to help you structure a HUD insured mortgage loan to help you meet your acquisition, refinancing, or construction goals. Greystone is adept at navigating through the complex process - from engagement to closing and beyond.

FANNIE MAE Greystone has been a Fannie Mae DUS® lender for 20 years, delivering acquisition and refinancing loans of all sizes across the country. Our streamlined platform allows us to simplify the loan process for you and enables us to provide a high level of personal service.

FREDDIE MAC As a Freddie Mac Seniors Housing Seller/Service, Greystone is one of a select number of firms able to originate, underwrite and close loans nationwide on behalf of Freddie Mac.

BRIDGE AND MEZZANINE FINANCING

Get interim financing quickly while we help you secure a permanent loan.



GRAND ISLAND
Multifamily
Memphis, TN



SPRING GROVE APARTMENTS
Multifamily
Carpentersville, IL

FINANCING CAN BE USED FOR

- Refinancings
- Acquisitions
- Capital Improvements
- New Construction
- Substantial Rehabilitation

EXPERTISE

AFFORDABLE HOUSING

Greystone offers a broad variety of loan products – both taxable and tax-exempt – to facilitate the construction, acquisition, rehabilitation and repositioning of affordable multifamily housing across the country. We provide financing for affordable transactions that qualify for Fannie Mae, Freddie Mac and FHA programs. We also have sales advisory experience with areas of expertise in LIHTC, Section 8, 501(c)(3) tax-exempt bond financing and USDA rural development section 515/538.

With a dedicated team of experienced affordable housing professionals, Greystone can find the right solution for your affordable housing financing and sales investment needs.

SMALL BALANCE LOANS

Greystone has been in the multifamily small loan business for over 10 years. We have been Fannie Mae's leading small loan lender for the past 5 years and a top Freddie Mac small balance leader since they launched their offering tailored to this market. We have a dedicated team focused on the national small loan market, which ranges from \$1M - \$5M, meaning your small loan remains a priority.

LOAN SERVICING

Upon closing, Greystone handles servicing and asset management for its entire loan portfolio. We understand the unique needs of seniors and healthcare loans and provide the highest level of personal attention and support - often decades after the loan closes. Greystone services a \$20.5 billion portfolio of loans for Fannie Mae, Freddie Mac, Ginnie Mae, private investors and public agencies. Standard & Poor's has ranked us in their highest category as a commercial loan servicer for the past several years.



GROVE STREET
Multifamily
Brooklyn, NY

INVESTMENT SALES ADVISORY

We offer a single point of contact for our clients' financing and brokerage needs. Greystone closed over \$1 billion in multifamily investment sales transactions within our first year of service. Our expanded sales advisory platform distinctively blends our unparalleled brokerage knowledge and experience with our capital sourcing capabilities. This powerful combination offers clients a consistent and highly efficient execution process over a full range of services including debt, equity, acquisition, and investment sales to private owners/operators, REITs, institutions, advisory firms and developers.

ADVISORY SERVICES

- Strategic acquisition and disposition
- Portfolio and property analysis
- Land development analysis
- Investment strategy and debt structuring
- Asset, market, and financial analysis
- Asset repositioning feasibility analysis
- Asset marketing and research services



\$12.4M
SALE
CLOSED

CHARTER SQUARE
Multifamily
Smyrna, GA



\$16.4M
SALE
CLOSED

ANNA'S VINEYARD
Affordable Housing
Portage, MI



\$5.5M
SALE
CLOSED

WILLOW CREEK APARTMENTS
Affordable Housing
Battle Creek, MI



GREYSTONE

REAL ESTATE

Lending | Investment | Advisory

www.greystone.com
www.greystoneadvisors.com

855.527.4381
information@greystone.com

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