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# NH&RA Tennessee Developers Symposium

January 17, 2018  
Vanderbilt University  
Nashville, TN

# Multifamily Debt Executions

Leading lenders explore an array of debt financing products including FHA, Fannie, Freddie, construction, and bond deals.

## Panel Members

- **Jeff Englund**, Greystone, Atlanta, GA
- **Ted Fellman**, Raymond James, Nashville, TN
- **Carr Hagan**, LHP Capital, Knoxville, TN *Moderator*
- **Ryan Lunderby**, Dominion, Plymouth, MN
- **Mark Ragsdale**, PNC, San Francisco, CA
- **Rob Rotach**, Walker & Dunlop, Bethesda, MD
- **Cody Wilson**, Stifel, Atlanta, GA

A photograph of a city skyline at sunset, with several skyscrapers silhouetted against a warm, orange and yellow sky. The buildings are dark, and the sky is a mix of orange, yellow, and blue.

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# Volume Growth of THDA Multifamily Tax-Exempt Bond Authority (MTBA)

MTBA Year	MTBA Closed	Total Units	Total Deals
2017	\$198,100,000	3,050	17
2016	\$165,873,000	2,222	15
2015	\$118,093,000	2,366	30
2014	\$25,075,000	580	4
2013	\$20,173,874	512	3



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# Looking Ahead- Next Year & Beyond

- Concerns in certainty of delivery of rates, processing times, underwriting changes, etc.?
- Updated FHFA Duty to Serve Guidance – what does this mean for affordable housing debt execution?
- New Products under consideration from GSEs
- Other/Questions?