



MULTI HOUSING ADVISORS

BEECH STREET CAPITAL AND MULTI HOUSING ADVISORS FORM AGREEMENT TO PROVIDE COMPETITIVE EDGE FOR INVESTORS IN TIGHT SOUTHEAST MARKETS

JANUARY 2014 – Beech Street Capital, LLC, and Multi Housing Advisors, LLC (MHA) announced today that they have joined forces to provide multifamily investors with a competitive edge in their quest to successfully acquire apartment properties in tight Southeastern markets. Through the alliance, Beech Street Capital's clients gain direct access to local broker intelligence, and MHA's clients gain direct access to capital markets, providing a more efficient transaction process.

"With the level of competition for attractive properties at record levels, there is a real need among investors for a single source of authoritative market, product, and capital intelligence," says Marc Robinson, a managing partner of MHA in the firm's Charlotte, N.C., office. "This agreement between Beech Street and MHA meets that need perfectly."

The objective of the agreement goes beyond intelligence and insight, however. The goal is to help investors use that intelligence to identify desirable properties and, more importantly, to provide the well-integrated transactional and financial support investors need to seize these opportunities quickly. "Investors will be able to explore their financial options with the Beech Street team at the same time they are analyzing the variety of transactions that MHA generates to meet their requirements," notes Grace Huebscher, president and CEO of Beech Street Capital. "As a result, when they find an apartment investment opportunity, they'll be ideally positioned to bring potential acquisitions to closure more rapidly and with greater certainty by working with Beech Street to provide the best possible financial terms."

MHA and Beech Street Capital bring complementary strengths to the table, yet as Chad Thomas Hagwood, Beech Street's Executive Vice President for Originations, points out, the two firms share a common culture and common

advantages. "Our two companies are both dedicated to going above and beyond for our customers — and share a commitment to responsiveness, speed, and efficiency," Hagwood says. Hagwood notes that fully integrated, full-service platforms are now becoming more common, but adds that the alliance between Beech Street and MHA represents an optimal alternative for investors interested in the Southeast because the two firms are so nimble and entrepreneurial-minded.

Founded in 2002, MHA was established to bring a focused brokerage platform to growing markets throughout the Southeast. Since that time the company has developed a national client base and achieved a total sales volume of more than \$2.6 billion, involving more than 80,000 units and more than 500 individual transactions throughout the Southeast and Texas. "The direct access to capital markets that Beech Street offers, as well as their intelligence and insight, will enable our clients to make more informed buy/sell/hold decisions and will position them to navigate the complex markets more efficiently," Robinson says.

With a national footprint of 10 offices around the country, including five in the Southeast and Texas, Beech Street provided \$4.0 billion in multifamily financing in 2012, achieving a 100 percent annual growth rate for the last two years. The lender draws on its extensive relationships with Fannie Mae, Freddie Mac, FHA, and alternative funding sources, as well as its highly experienced staff, to achieve certainty of execution for its customers. "Our agreement with MHA provides our clients with a direct line to promising investment opportunities throughout the Southeast, thanks to MHA's expert knowledge of local markets, its extensive research, and analytics," Huebscher says. "At the same time, it positions both of our firms for additional growth in the Southeast, where each firm has become a force in multifamily transactions."

About Beech Street Capital

Beech Street Capital, a Capital One company, is a mortgage banking company engaged in originating, underwriting, closing, and servicing high-quality multifamily, manufactured housing, student housing, senior living properties and long-term care facilities nationwide. Our multifamily and seniors housing experts customize each transaction to meet the needs of our borrowers with Fannie Mae, Freddie Mac, FHA, and non-agency lending sources. Beech Street is headquartered in Bethesda, Maryland, Beech Street has offices in Alabama, California, Florida, Georgia, Illinois, Massachusetts, New York and Texas. Web site: www.beechstcap.com

About Multi Housing Advisors

Multi Housing Advisors (MHA) has become known as a solid leader in the multi housing industry. The company, founded in 2002, was established to bring a focused brokerage platform to growing markets throughout the Southeast. Since that time, MHA has created value for clients in virtually every sector of the multi-housing market. The MHA team works hard to build and enhance value by leveraging strong attention to detail, accessing an active investor base and capitalizing on its vast market knowledge in ways that benefit every aspect of the transaction process. MHA serves local, regional and national clients and has become known for its effective multi-office platform, excellent transaction history and rapid growth. For more information, visit www.usmha.com