

# A FULL ARRAY OF MULTIFAMILY SOLUTIONS

helping you create communities



## STRENGTH AND CONSISTENCY YOU CAN COUNT ON

The right financing structure for your multifamily real estate investment can be achieved through a relationship with experts who understand your objectives and share your vision. For PNC Real Estate, being successful at meeting your needs comes from delivering the most appropriate solution from the complete array of financing options available — all from one bank. Throughout the life of each transaction, an experienced real estate finance professional manages each step of the process with you, to help you deliver favorable results to the communities you create and the families you house.

For more than 160 years, PNC Bank has navigated a steady course while growing in size, sophistication and service. Today we are one of the largest, most prominent and well-capitalized financial services companies in the country. That strength and reliability has enabled PNC Real Estate to be a valuable resource for owners, operators and developers nationwide.

## MULTIFAMILY FINANCE: BUILT AROUND YOUR NEEDS

### AGENCY FINANCE

PNC Real Estate is a prominent Fannie Mae DUS®, Freddie Mac Optigo<sup>SM</sup> and FHA lender for market rate and affordable multifamily property types. In addition to agency lending, we provide construction, bridge and permanent financing through our balance sheet for market rate multifamily properties, affordable multifamily properties, student housing and seniors housing, including independent living, assisted living and skilled nursing facilities. Through our origination, underwriting, closing, servicing and asset management departments, we integrate your experience to optimize advantages and minimize costs.

PNC Real Estate is the largest syndicator of affordable rental housing in the country.

National Multifamily Housing Council, 2020,  
Top 10 Syndicators for Affordable Housing

### TAX CREDIT SOLUTIONS

PNC Real Estate fully integrates the delivery of Low Income Housing Tax Credit equity and debt financing for construction and rehabilitation of affordable housing. For affordable housing properties that are not immediately being considered for the LIHTC program, PNC Bank has equity and debt available for acquisition and preservation. PNC Bank also offers Historic and New Markets Tax Credit equity for various property types.

PNC's Tax Credit Solutions group is a leading sponsor of tax credit investment funds. We invest for our own account or on behalf of our institutional clients. Our comprehensive product capability is delivered through knowledgeable leaders who have many years of industry-specific experience in the affordable housing capital sector.

PRODUCT	SOLUTIONS
Pre-Development Funding	Available for properties with tax credit awards
Tax Credit Equity	Capital for Low Income, Historic and New Markets Tax Credits
Equity Bridge Loans	Structured to cost-effectively increase equity proceeds
Construction Financing	LIBOR and prime rate funding options
Construction/Perm Financing	Variable rate converting to fixed
Letters of Credit	Competitive pricing and ease of execution
Forward Permanent Commitments	Ability to lock permanent interest rate at construction closing

## A STREAMLINED PROCESS

Coordination of multiple financing sources can be one of the biggest challenges you face. PNC Real Estate's platform allows for internal execution on a comprehensive range of financial products, maximizing flexibility and minimizing the issues that can emerge when you work with multiple providers. The decision-makers are within our organization, and they operate through a streamlined approval process guided by the principle that every customer's goals are a top priority.

## EXPERTS FROM COAST TO COAST

PNC Real Estate has a national presence and a regional focus. With locations in 30 cities, we deliver one of the broadest arrays of banking, financing and servicing capabilities available in the commercial real estate industry.

Our regional experts understand that the multifamily housing business requires local knowledge and is built on personal relationships. We are ready to help you with your multifamily housing finance needs.



## READY TO HELP

PNC Real Estate is a leading provider of banking, financing and servicing solutions for commercial real estate clients across the country. Our comprehensive array of capabilities includes acquisition, construction and permanent financing for public and private developers and investors; agency financing for multifamily and seniors housing properties; and debt and equity capital for the affordable housing industry. And, through Midland Loan Services, we provide third-party loan servicing, asset management and technology solutions. Learn more at [www.pnc.com/realestate](http://www.pnc.com/realestate).



DUS is a registered mark of Fannie Mae. Optigo is a service mark of Freddie Mac.

PNC, PNC Bank and Midland Loan Services are registered marks of The PNC Financial Services Group, Inc. ("PNC").

PNC Bank, National Association ("PNC Bank") and certain of its affiliates, including PNC TC, LLC, an SEC-registered investment adviser wholly-owned by PNC Bank, do business as PNC Real Estate. PNC Real Estate provides commercial real estate financing and related services. Through its Tax Credit Solutions segment, PNC Real Estate provides lending services, equity investments and equity investment services relating to Low Income Housing Tax Credit ("LIHTC"), affordable housing preservation, New Markets Tax Credit ("NMTC"), and Historic Tax Credit ("HTC") investments. PNC TC, LLC provides investment advisory services to funds sponsored by PNC Real Estate for LIHTC, HTC and affordable housing preservation investments. Registration with the SEC does not imply a certain level of skill or training. This material does not constitute an offer to sell or a solicitation of an offer to buy any investment product. Risks of each fund, as well as information regarding the investments, risks, and expenses of each fund, are described in the funds' private placement memorandum ("PPM") or other offering documents. Please read the PPM and other offering documents carefully before investing.

**Important Investor Information: Securities, insurance, foreign exchange, and derivative products are:**

**Not FDIC Insured • Not Bank Guaranteed • Not a Deposit  
Not Insured By Any Federal Government Agency • May Lose Value**

Lending, leasing and equity products and services, as well as certain other banking products and services, require credit approval.

PNC does not provide legal, tax or accounting advice unless, with respect to tax advice, PNC Bank has entered into a written tax services agreement.

©2020 The PNC Financial Services Group, Inc. All rights reserved.

CIB RE REB PDF 1017-096-629802

[pnc.com/realestate](http://pnc.com/realestate)

