

COMMERCIAL REAL ESTATE CAPABILITIES



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.

REAL ESTATE BANKING – Bank lending for the acquisition, development, interim and permanent financing of commercial real estate

AGENCY FINANCE – Financing through Fannie Mae DUS®, Freddie Mac OptigoSM and FHA programs for market rate and affordable multifamily property types and seniors housing accompanied by construction and bridge debt financing

TAX CREDIT SOLUTIONS – Capital options that integrate equity and debt solutions for tax credit and affordable housing preservation projects

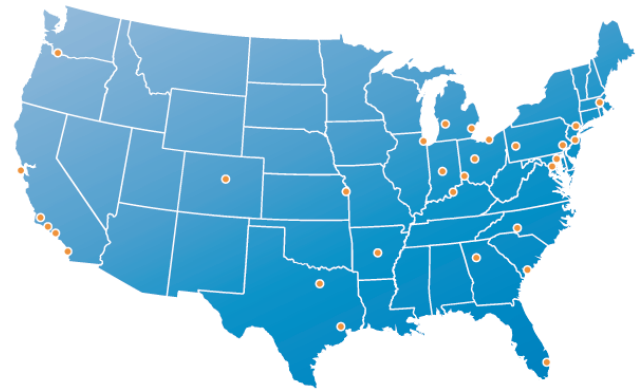
PNC Bank invests in, sponsors, and syndicates funds investing in LIHTC, NMTC, HTC and affordable housing preservation projects

MIDLAND LOAN SERVICES – Third-party loan servicing, asset management and technology solutions for commercial real estate finance companies

Our financial services and real estate industry expertise enables us to offer a full array of customized options that span the life of each transaction while providing a comprehensive spectrum of banking products. That includes cash management, interest rate risk management, capital markets solutions, foreign exchange and personal wealth management. All available through a single source.

NATIONWIDE EXPERTISE¹

We have more than 1,000 experienced real estate professionals in 30 office locations across the country to serve you.



- Little Rock, AR
- Calabasas, CA
- Los Angeles, CA
- Newport Beach, CA
- San Diego, CA
- San Francisco, CA
- Denver, CO
- Washington, DC
- Boca Raton, FL
- Atlanta, GA
- Chicago, IL
- Indianapolis, IN
- Overland Park, KS
- Louisville, KY
- Boston, MA
- Baltimore, MD
- Grand Rapids, MI
- Troy, MI
- Charlotte, NC
- East Brunswick, NJ
- New York City, NY
- Cincinnati, OH
- Cleveland, OH
- Columbus, OH
- Portland, OR
- Philadelphia, PA
- Pittsburgh, PA
- Beaufort, SC
- Dallas, TX
- Houston, TX

YOUR SOURCE FOR COMMERCIAL REAL ESTATE CAPITAL

- Approximately \$38.1 billion in commercial real estate outstandings¹
- \$17.9 billion of new real estate capital provided in 2019
- More than \$10 billion in debt syndications in 2019²
- More than \$918 million in equity syndications in 2019³

BREADTH AND DEPTH OF CAPITAL SOLUTIONS

	Conventional Multifamily Housing	Affordable Multifamily Housing	Seniors Housing	Student Housing	Office, Industrial, Retail, Hotel and Mixed Use	Community Facilities
Predevelopment, Interim, Permanent, Construction	•	•	•	•	•	
Fannie Mae	•	•	•	•		
Freddie Mac	•	•	•	•		
FHA	•	•	•			
LIHTC		•	•			
HTC	•	•	•	•	•	•
NMTC					•	•
Syndications, Cash and Risk Management, Foreign Exchange	•	•	•	•	•	•

MIDLAND LOAN SERVICES: A PREMIER COMMERCIAL LOAN SERVICER AND ASSET MANAGER

- Servicing Portfolio: \$646.8 billion outstanding principal balances¹
- Special Servicing Portfolio: \$216.2 billion¹
- Market-leading *Enterprise!*[®] Loan Management Technology System

A RECOGNIZED INDUSTRY LEADER, PART OF THE PNC FINANCIAL SERVICES GROUP, INC.

- Largest syndicator of affordable rental housing in the country (National Multifamily Housing Council, 2020, Top 10 Syndicators for Affordable Housing)
- #7 in the number of syndicated deals in the U.S. primary real estate loan market²
- More than \$11.9 billion of tax credit and affordable housing preservation equity under management⁴ for active investments in 2019
- Largest U.S. third-party commercial loan servicer with \$631.9 billion in total loans serviced⁵
- Second largest U.S. Commercial Mortgage-Backed Securities (CMBS) primary and master servicer with a \$218.3 billion portfolio⁶
- Largest U.S. named special servicer⁶
- Largest primary and master servicer of Fannie Mae; second largest primary and master servicer of Freddie Mac, FHA and Ginnie Mae⁶
- One of the largest banks in the United States based on deposits and branches, with \$410 billion in assets⁷

¹ As of 12/31/19

² Loan Pricing Corporation, 2019

³ LIHTC and Historic Tax Credit-related

⁴ Equity under management is the total of equity committed for multi-investor funds and capital contributed for proprietary and PNC direct investments. Equity under management for active syndicated funds is \$5.6bn.

⁵ MBA Year-End 2019 Commercial/Multifamily Mortgage Servicer Rankings report

(Derived by excluding Total Loans Held in Own Portfolio)

⁶ MBA Year-End 2019 Commercial/Multifamily Mortgage Servicer Rankings report

⁷ PNC Corporate Profile, 12/31/19



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

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PNC Bank and certain of its affiliates including PNC TC, LLC, an SEC-registered investment advisor 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, NMTC 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.

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.

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