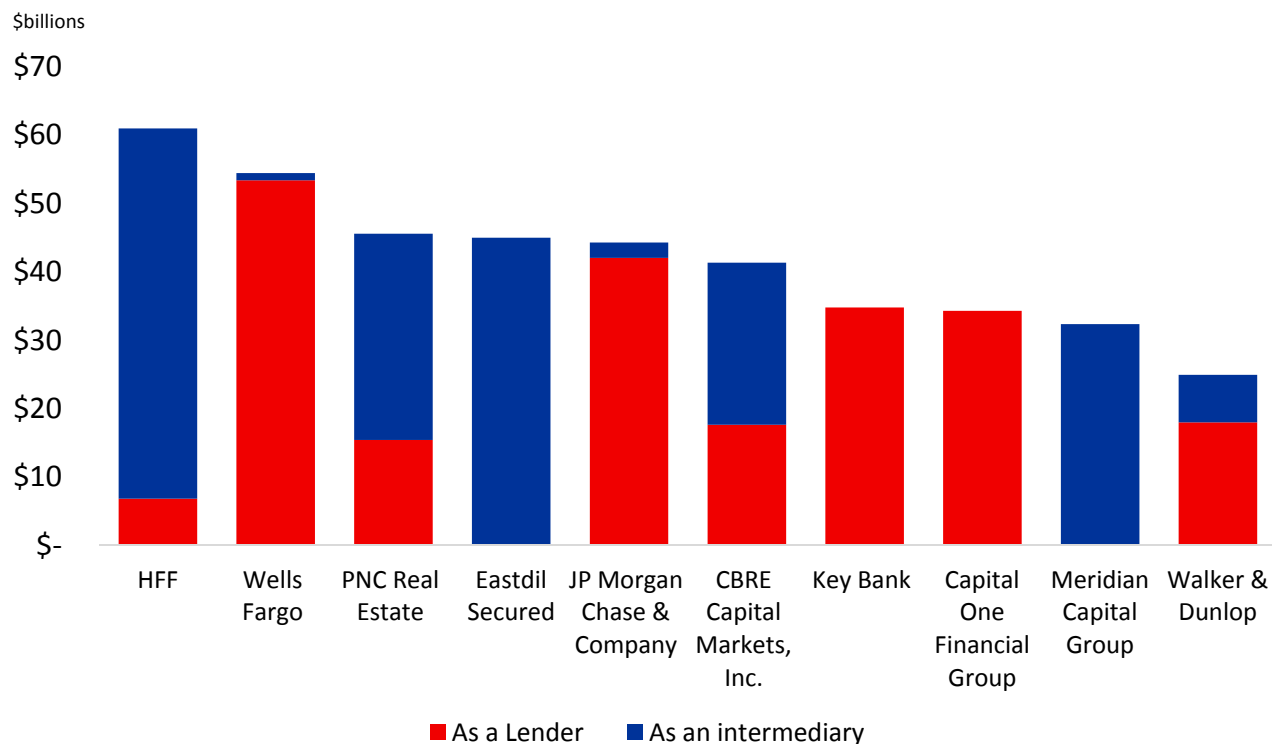


Chart of the Week - April 6, 2018

Top 10 Commercial & Multifamily Mortgage Originators in 2017



Source: MBA 2017 Commercial/Multifamily Annual Origination Ranking

According to a recently released set of commercial/multifamily real estate finance league tables prepared by the Mortgage Bankers Association (MBA), HFF; Wells Fargo; PNC Real Estate; Eastdil Secured; JP Morgan Chase & Company; CBRE Capital Markets, Inc.; Key Bank; Capital One Financial Corp.; Meridian Capital Group; and Walker & Dunlop were the top commercial and multifamily mortgage originators in 2017.

The report tracks 135 firms' total originations activity, and includes -- among others -- breakouts for loans in which the firm acted as a lender (closing the loan in their own name) and as an intermediary (in which the loan was closed in someone else's name). Few firms fall into only one of the two camps, with most originating some loans as a lender and others as an intermediary. Many of the loans closed in a firm's own name (as a lender) may also end up being sold to another entity. The top capital sources in the market include commercial bank and life company portfolios, the government-sponsored enterprises (Fannie Mae and Freddie Mac) and FHA, and the commercial mortgage-backed securities (CMBS) market.

The report is available for purchase through MBA's Online Store here: www.mba.org/originatorrankings

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