

Multifamily Northeast Region Overview

**Eastern Lenders Association Annual Conference
March 2022**

Brett Wise, Regional Director
Multifamily Northeast Region
Department of Housing and Urban Development

Multifamily Housing Northeast Region

Who We Serve



BOSTON SATELLITE OFFICE (six states)
Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, Vermont

NEW YORK REGIONAL CENTER (three states)
Delaware, New Jersey, New York

BALTIMORE SATELLITE OFFICE (four states + D.C.)
District of Columbia, Maryland, Pennsylvania, Virginia, West Virginia

What We Do *as of FY21*

429 FY21 Firms issued, 26% of all MFH firms

\$9.97 B FY21 Firms \$s, 31% of all MFH firm \$s in Nation

8,209 Assets, 23% of all MFH Assets

\$5.6 B Total annual rental assistance

503,930 Assisted Units

661,925 Total population with rental assistance

287,269 Total elderly in assisted households

148,471 Total children in assisted households

\$11,631 Median income of population

Who We Are

201 employees
(including two
Cares Act
employees)

As of 2/27/22

Regional Director
Brett Wise
New York

Operations Officer
Rachel Meyerson
New York
8 staff

Production Director
Stacey Ashmore
New York
49 staff

AM Director
Brenda Brown
Baltimore
50 staff

AM Director
Joseph Crisafulli
Boston
45 staff

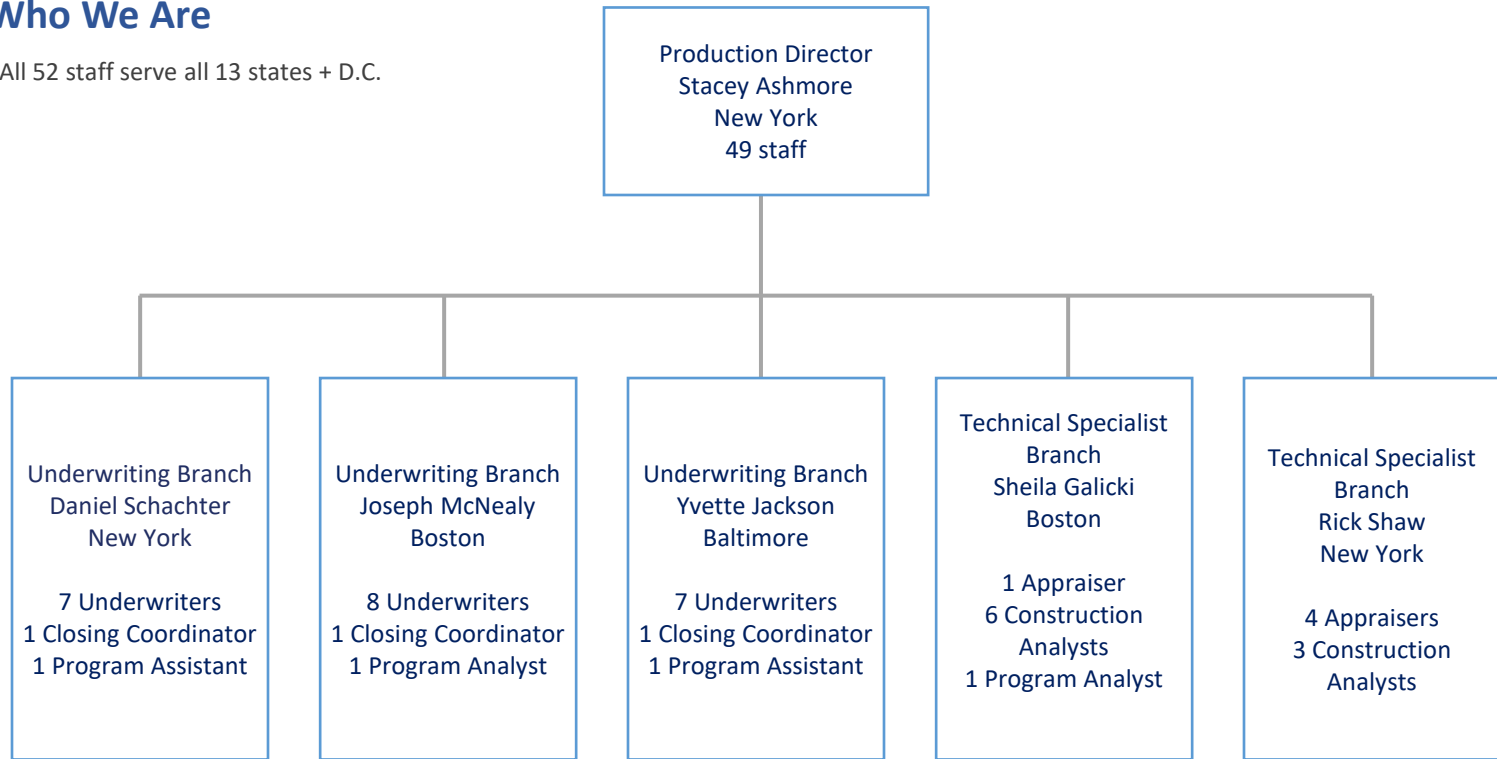
AM Director
Dean Santa
New York
48 staff

Production

As of 2/27/22

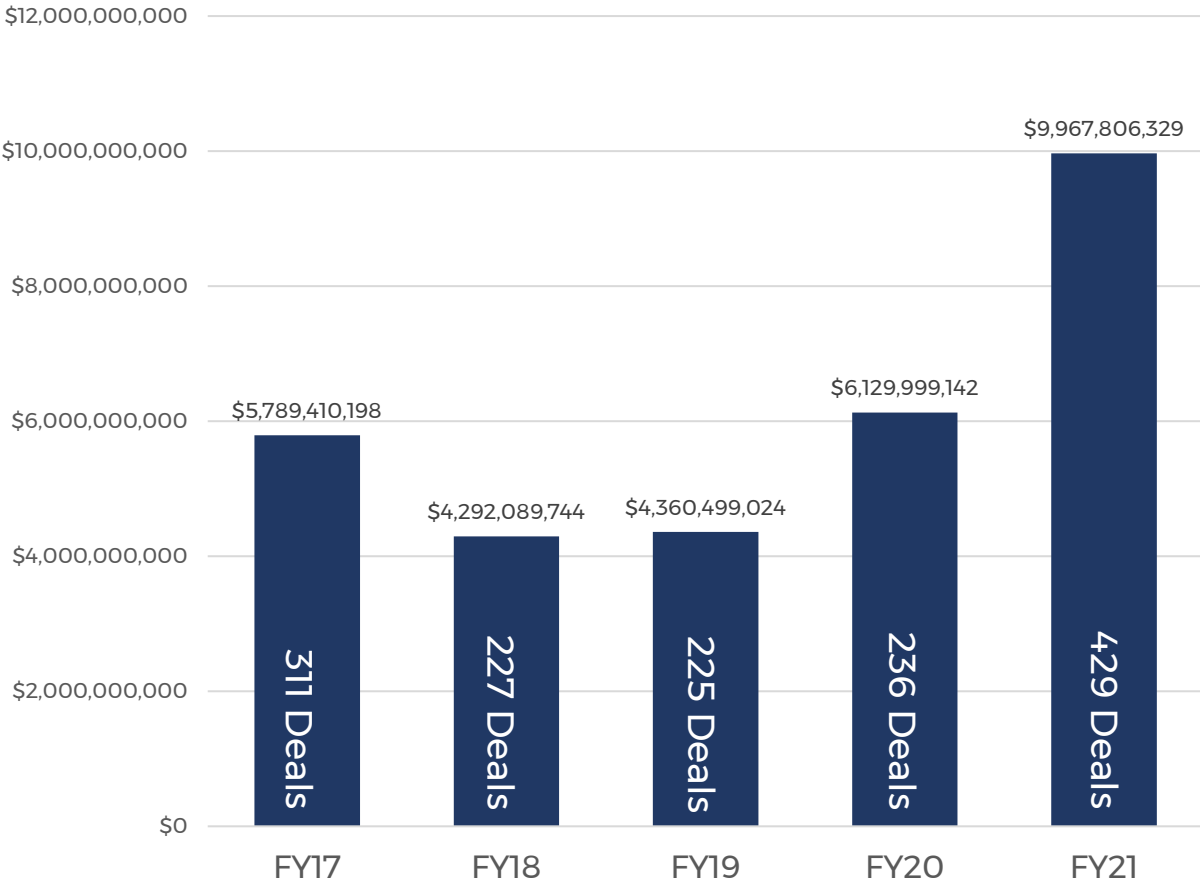
Who We Are

All 52 staff serve all 13 states + D.C.



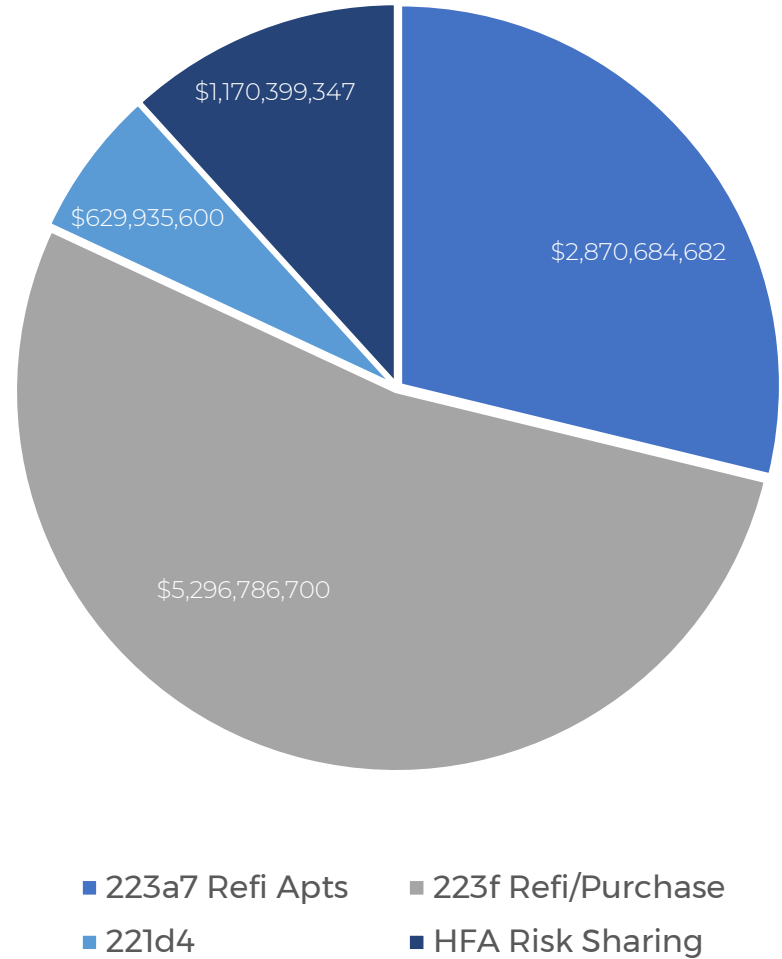
Firm Commitments (All Programs): FY17 – FY21

Over the past five (5) fiscal years, the Northeast has issued 26% (1,428 of 5,589) of all firm commitments and has generated 31% (\$30.5 Billion of \$99.1 Billion) of all new dollars financed in the country.



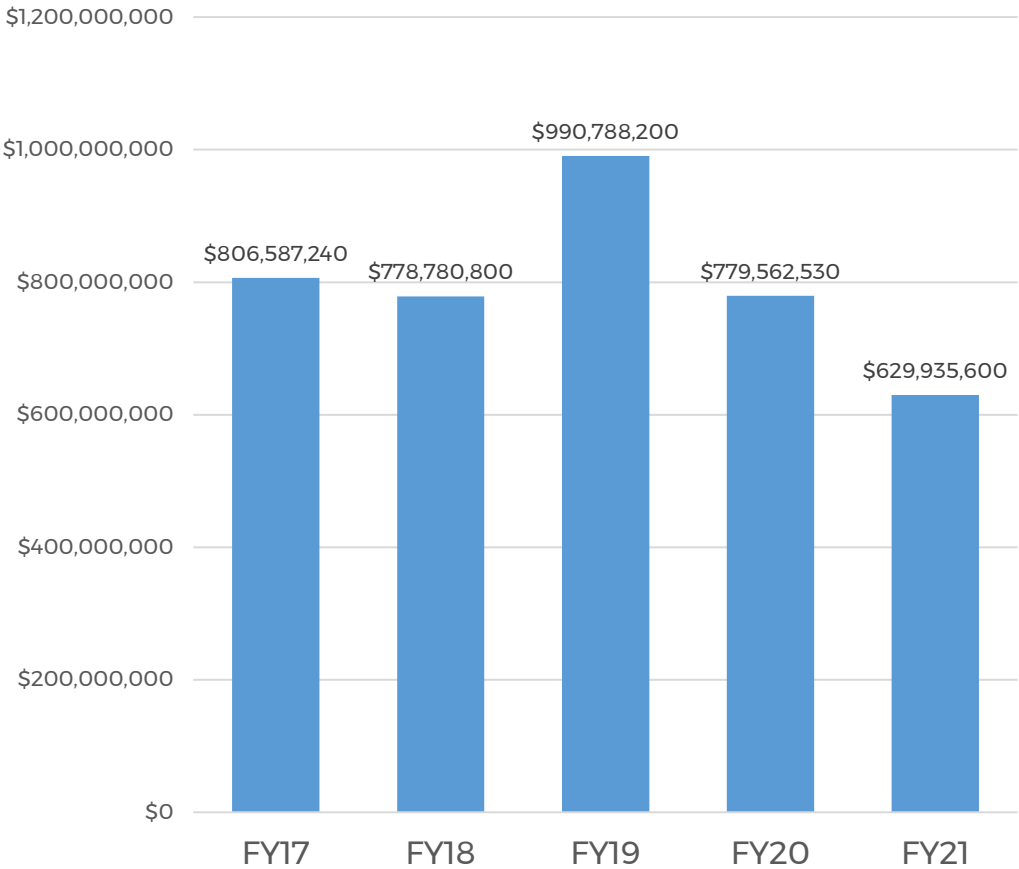
Firm Commitments (All Programs): FY21

Region I	\$2,626,137,224
CT	\$191,885,800
MA	\$2,116,200,724
ME	\$5,913,900
NH	\$152,589,400
RI	\$153,182,400
VT	\$6,365,000
Region II	\$2,619,056,800
NJ	\$482,483,000
NY	\$2,136,573,800
Region III	\$4,722,612,305
DC	\$437,240,846
DE	\$131,991,000
MD	\$1,700,516,959
PA	\$414,425,700
VA	\$2,007,681,700
WV	\$30,756,100
Grand Total	\$9,967,806,329



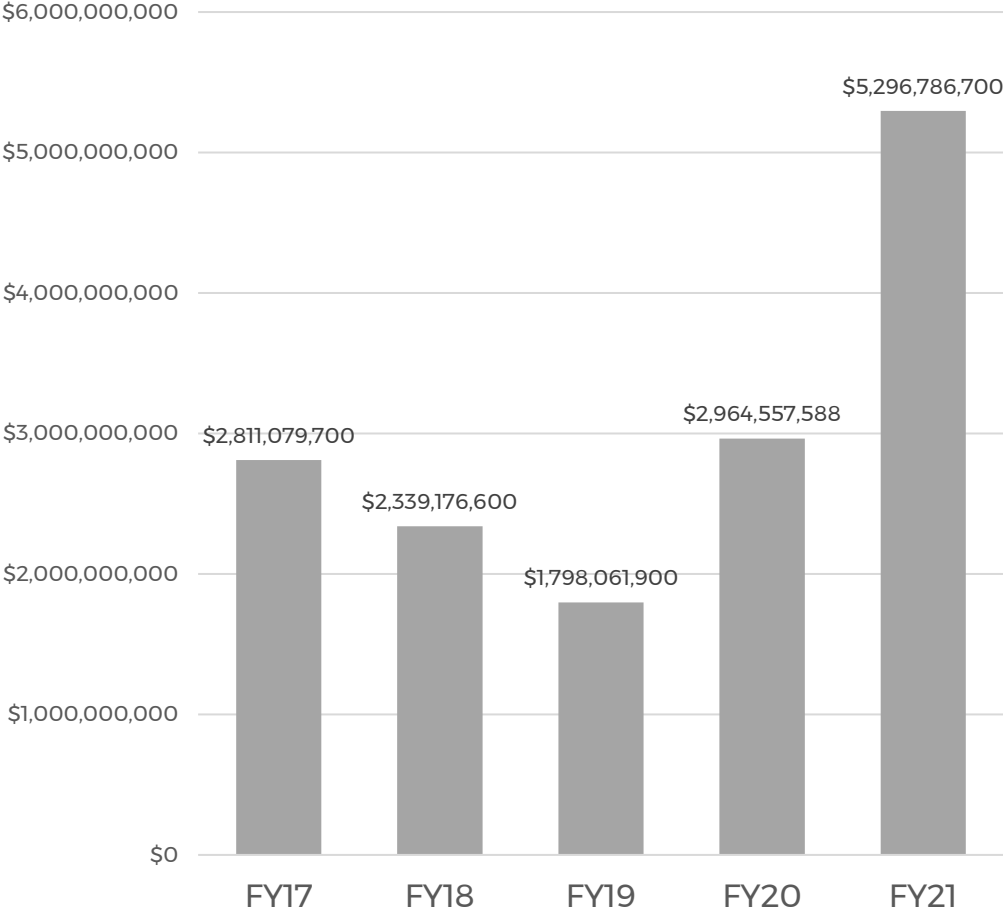
Total 221d4 Firm Commitments Issued: FY17 – FY21

Region I	\$226,336,900
CT	\$147,620,700
MA	\$38,398,200
ME	\$7,000,000
NH	\$33,318,000
Region II	\$255,548,100
NJ	\$144,604,900
NY	\$110,943,200
Region III	\$3,503,769,370
DC	\$125,422,530
MD	\$1,476,364,300
PA	\$281,930,440
VA	\$1,549,348,800
WV	\$30,756,100
Grand Total	\$3,985,654,370



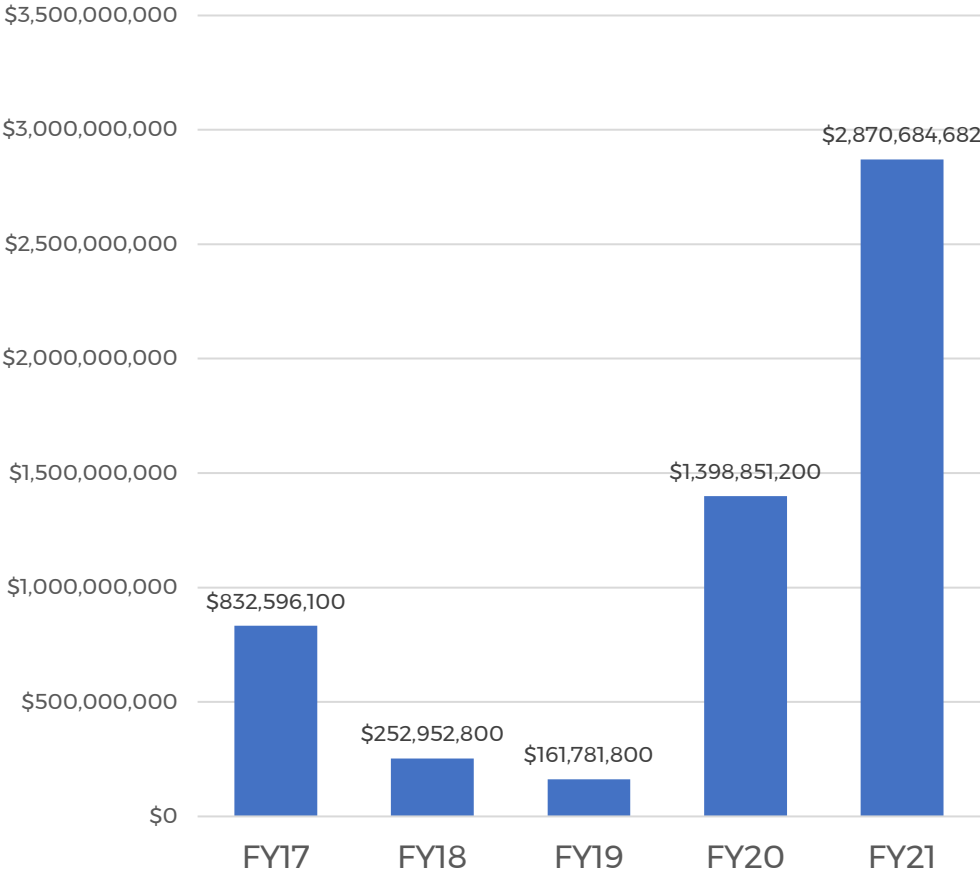
Total 223f Firm Commitments Issued: FY 17 – FY21

Region I	\$5,266,442,658
CT	\$352,156,558
MA	\$4,607,745,600
ME	\$40,545,800
NH	\$119,252,200
RI	\$123,662,500
VT	\$23,080,000
Region II	\$4,328,547,730
NJ	\$1,246,206,700
NY	\$3,082,341,030
Region III	\$5,614,672,100
DC	\$161,967,100
DE	\$283,241,500
MD	\$1,421,391,200
PA	\$821,799,900
VA	\$2,868,488,800
WV	\$57,783,600
Grand Total	\$15,209,662,488



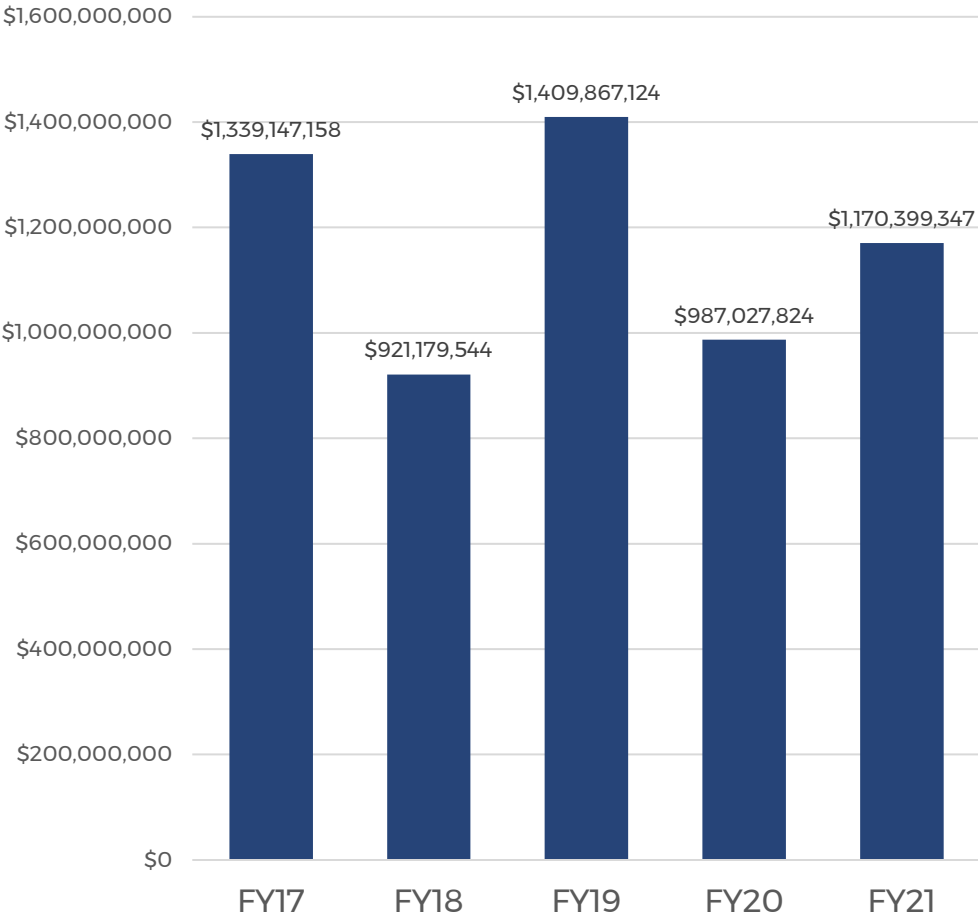
Total 223a7 Firm Commitments Issued: FY17 – FY21

Region I	\$1,094,656,524
CT	\$199,935,600
MA	\$817,015,924
ME	\$9,512,100
NH	\$30,368,200
RI	\$37,824,700
Region II	\$898,641,900
NJ	\$61,735,100
NY	\$836,906,800
Region III	\$3,523,568,158
DC	\$365,965,500
DE	\$64,549,800
MD	\$1,758,398,358
PA	\$221,115,300
VA	\$1,084,817,200
WV	\$28,722,000
Grand Total	\$5,516,866,582



Total Risk Share Firm Commitments Issued: FY17 – FY21

Region I	\$2,285,896,843
MA	\$1,733,526,492
NH	\$244,716,851
RI	\$276,830,500
VT	\$30,823,000
Region II	\$2,411,185,000
NY	\$2,411,185,000
Region III	\$1,130,539,154
DC	\$221,040,896
MD	\$870,938,697
VA	\$38,559,561
Grand Total	\$5,827,620,997



FY22 Firm Commitments to-date

Region I	\$670,373,600
CT	\$139,474,000
MA	\$494,899,600
ME	\$23,040,000
NH	\$1,880,000
VT	\$11,080,000
Region II	\$1,856,145,400
NJ	\$336,111,400
NY	\$1,520,034,000
Region III	\$1,000,619,250
DC	\$36,604,900
MD	\$329,602,100
PA	\$180,592,550
VA	\$425,341,300
WV	\$28,478,400
Grand Total	\$3,527,138,250

The Northeast has issued 129 firms in FY22 so far, 28% of all firms issued in the country, which is \$3.5 billion in new financing, 35% of all dollars financed in the country.

