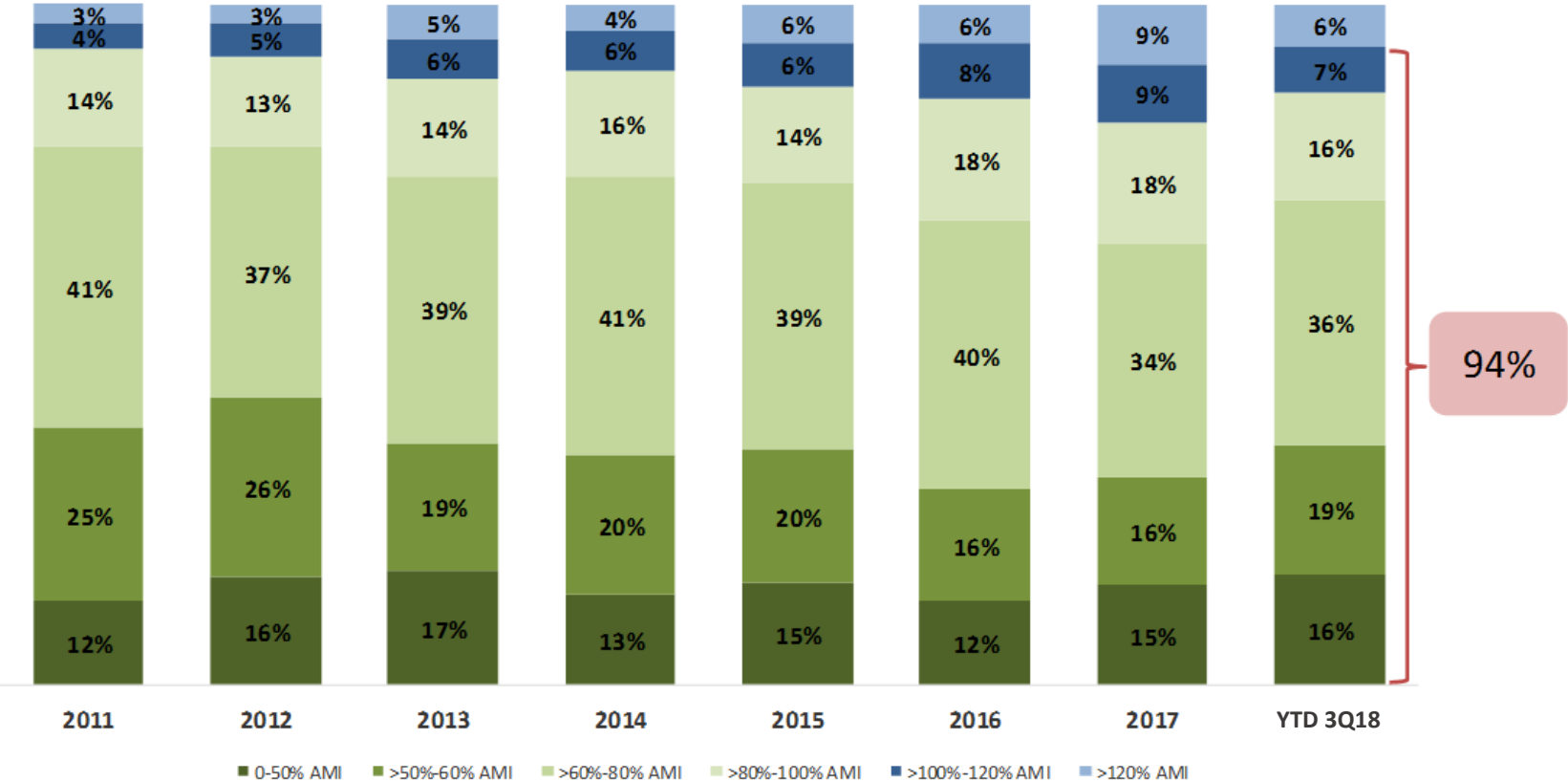


Financing Affordable Units

94 percent of the eligible units we financed in YTD 3Q18 were affordable to households earning at or below 120 percent of the Area Median Income

Multifamily Funded Units by Area Median Income (AMI)
2011 – September 30, 2018



The numbers above represent the percentage of affordable units at each AMI threshold. Totals may not add to 100 percent due to rounding. Additionally, FHFA mandated exclusions (MHC, Supplementals, etc) are removed.