

Multifamily Executive Conference

“Digging for Dollars”

Aria Hotel

Las Vegas, NV

Tuesday, October 5, 2011

By: Hugh W. Allen
CRE MidAtlantic Division Manager

Together we'll go far



Debt Capital to Commercial Real Estate

**2010 CRE Originations
By Survey Respondents**

\$161.64 Billion

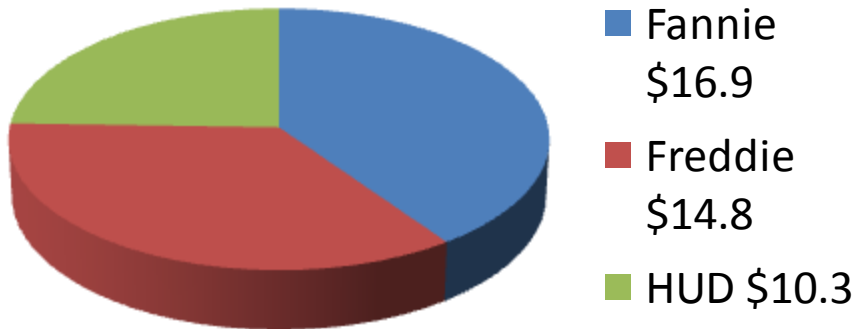
**2010 Multifamily
Originations**

\$48.78 Billion
or
30%

2010 vs. 2011 YTD GSE Origination

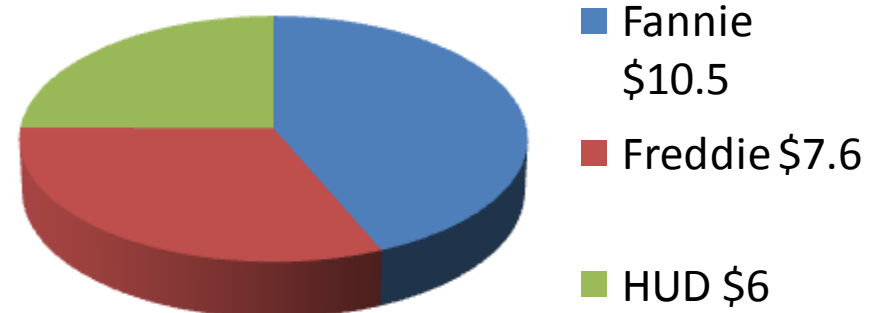
2010

\$42 Billion



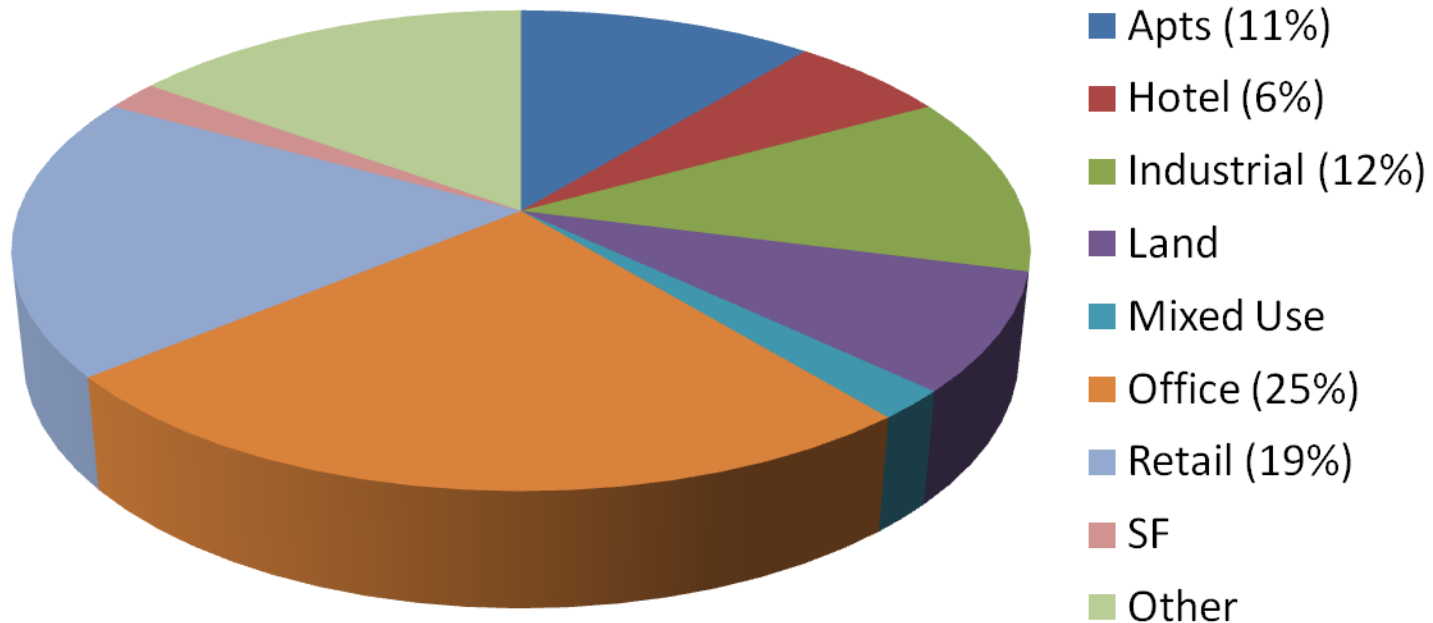
June 2011 YTD

\$23.8 Billion



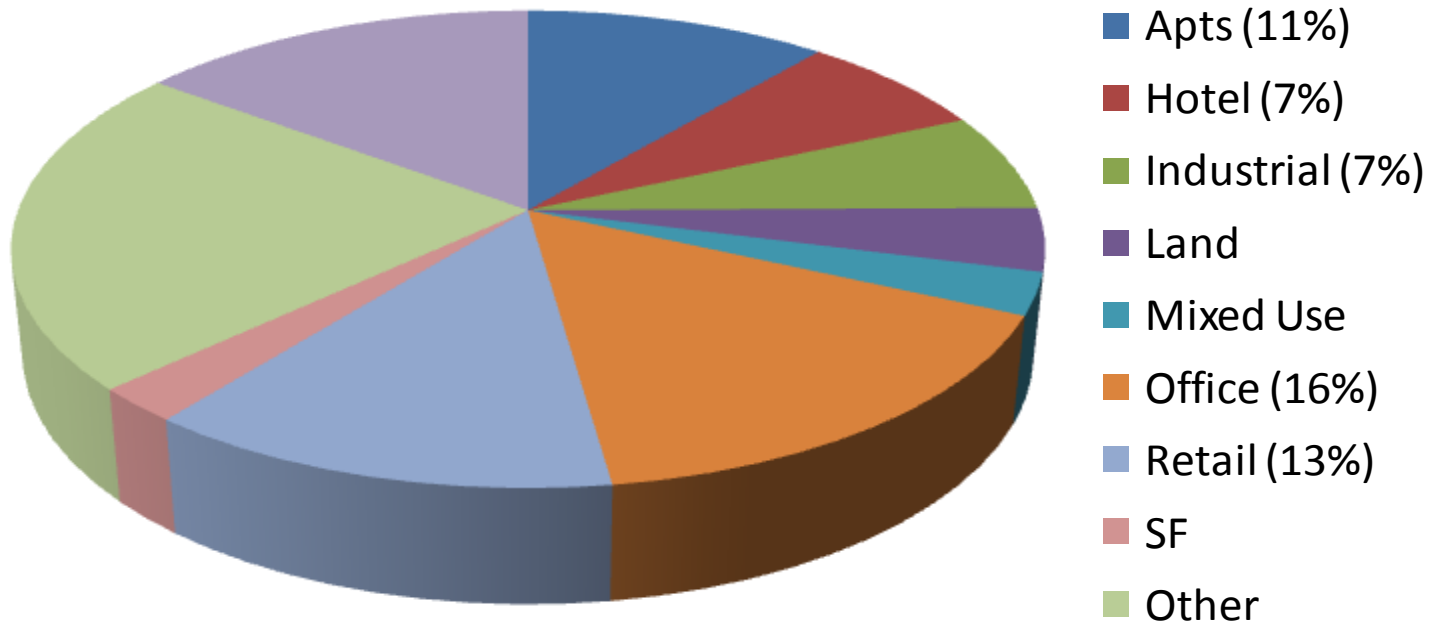
Wells Fargo Global CRE Loan Portfolio (2Q11)

\$122.8 Billion Loan Portfolio



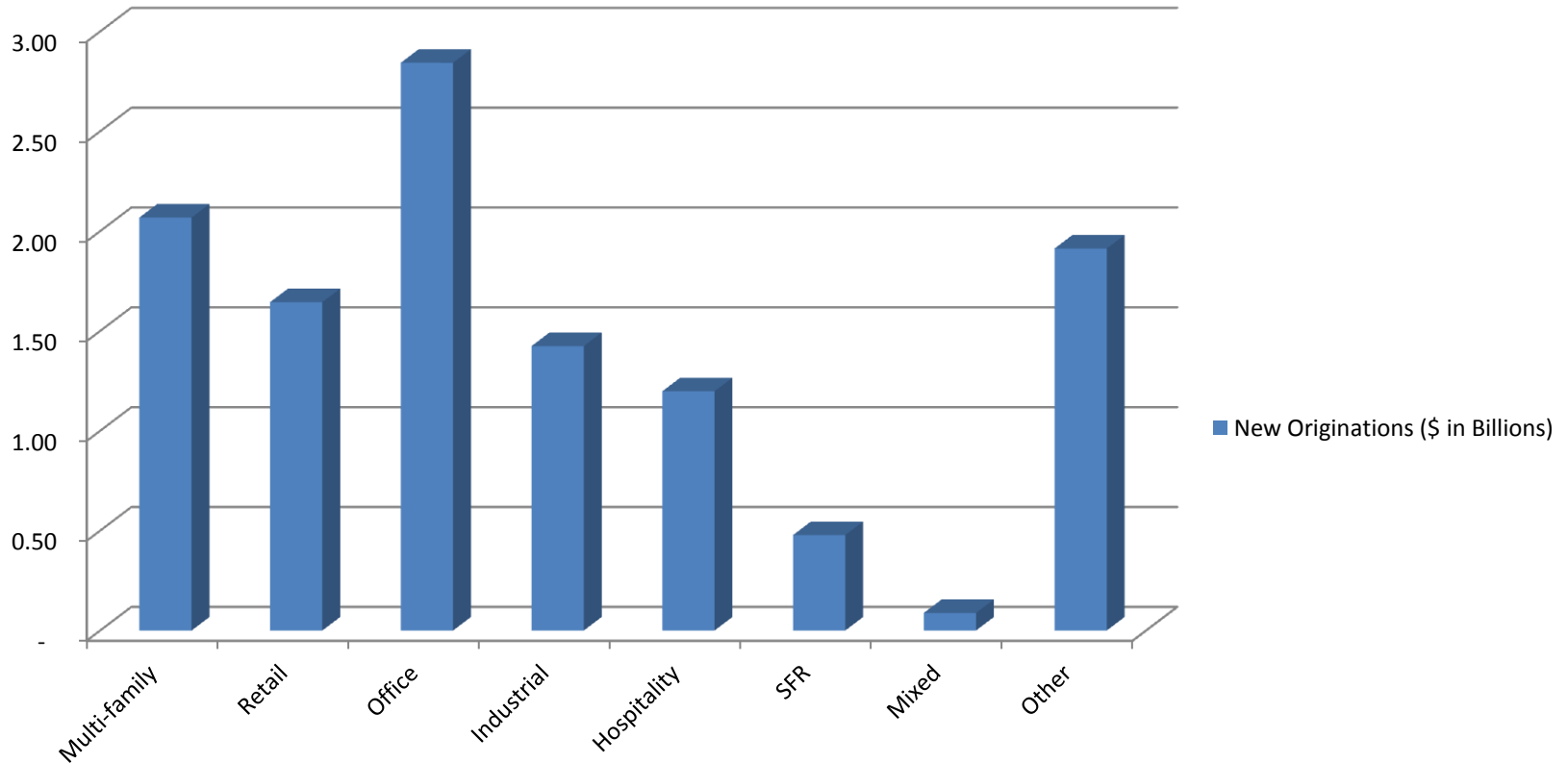
Wells Fargo CRE Group Loan Portfolio (2Q11)

\$63 Billion Loan Portfolio



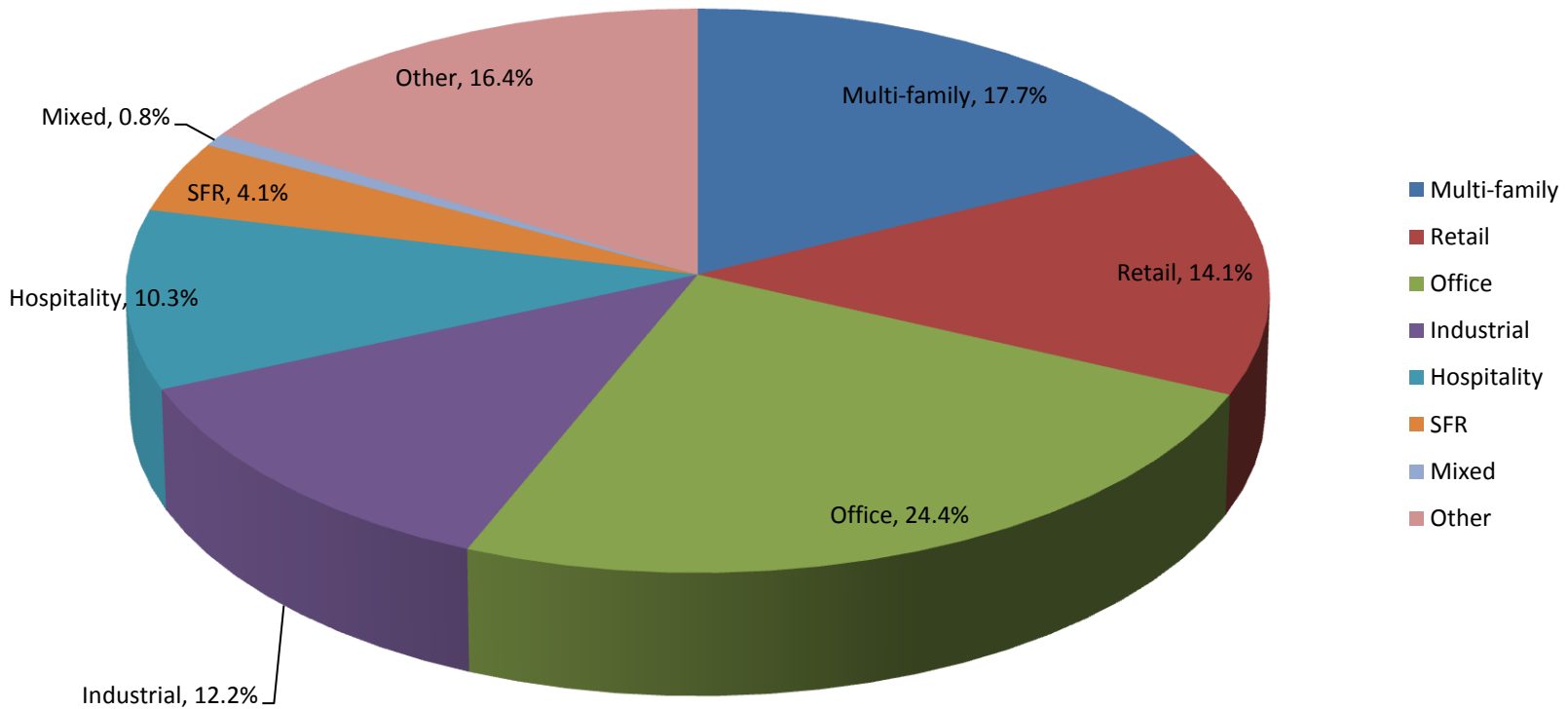
Wells Fargo Originations by Major Property Type

2010 CRE Group's Originations
\$11.7 Billion



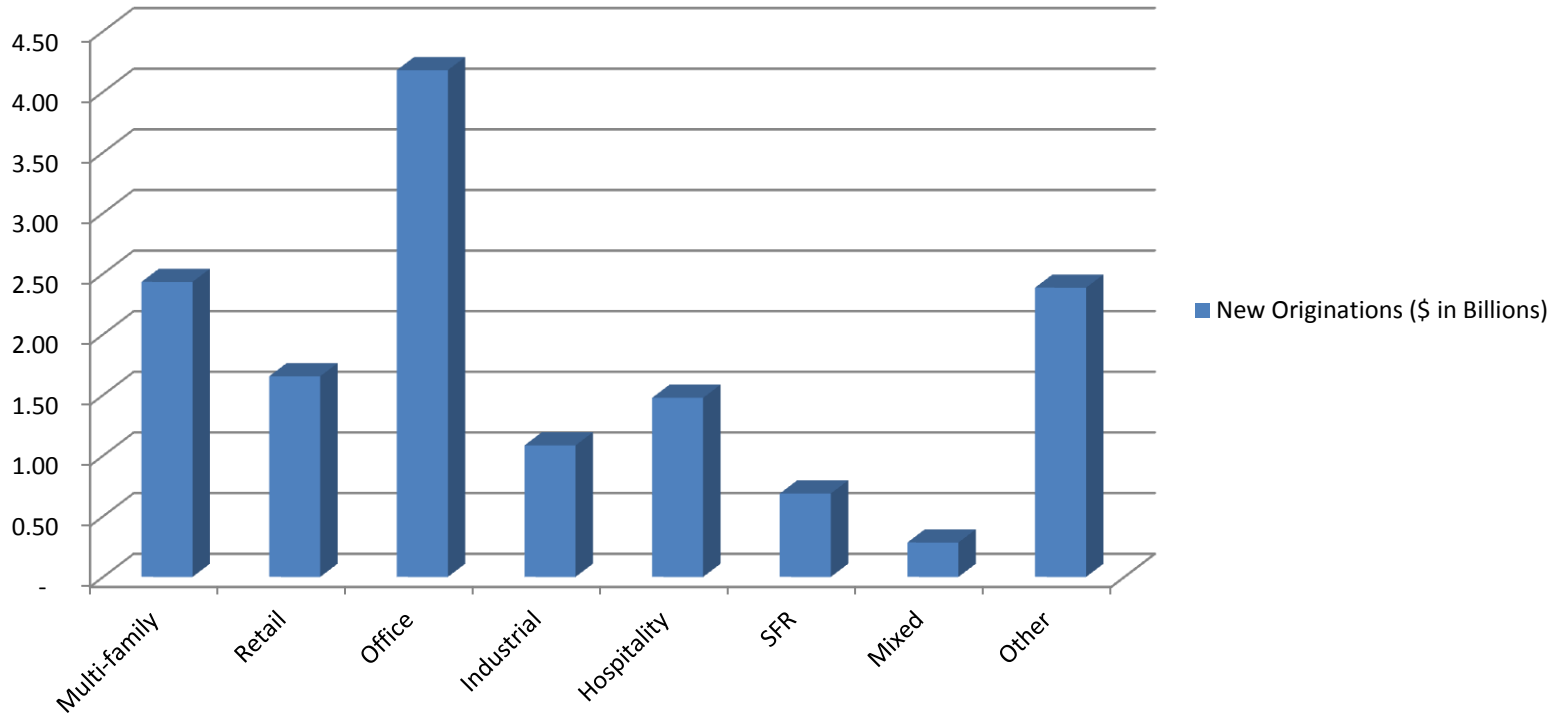
Wells Fargo Originations by Major Property Type

2010 CRE New Originations
\$11.7 Billion



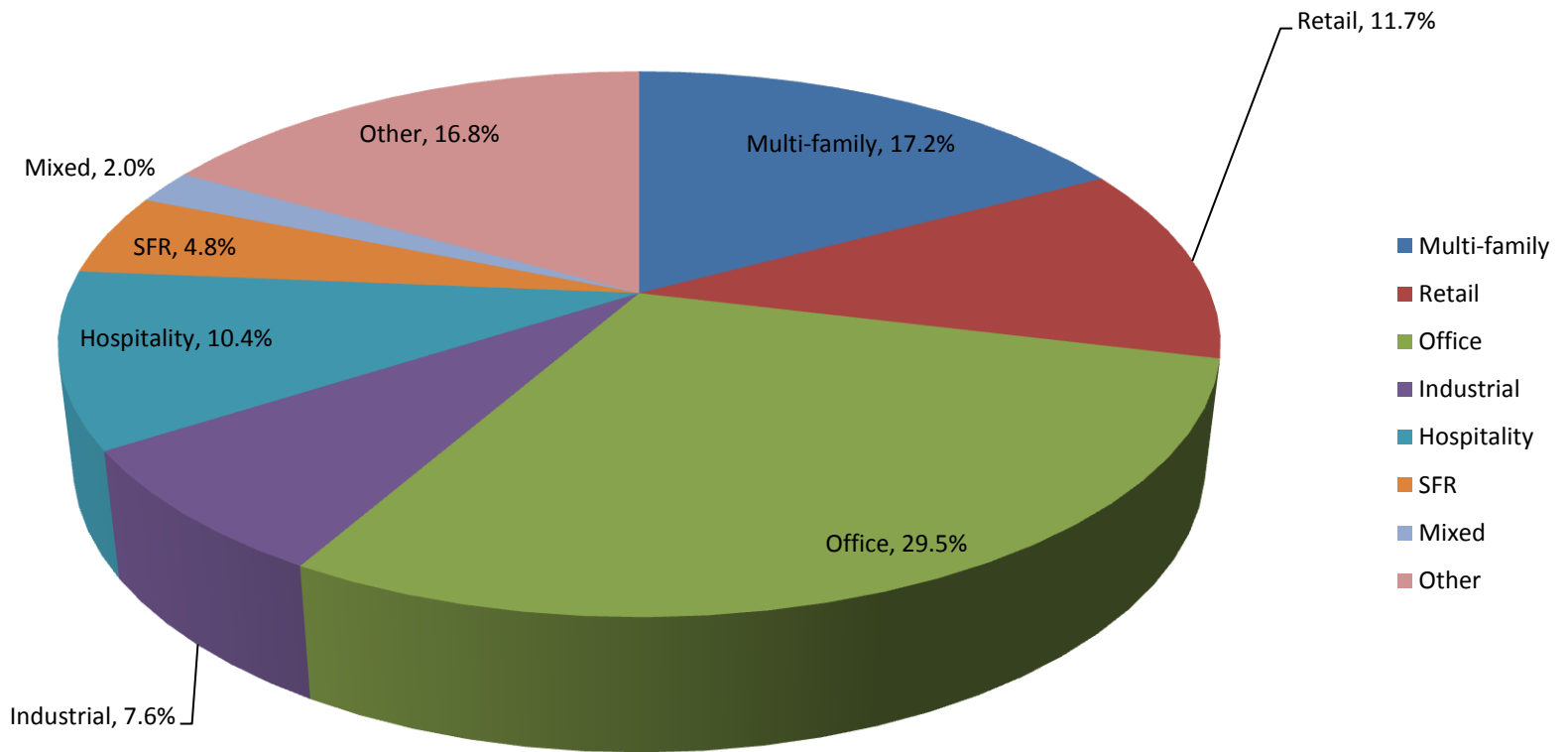
Wells Fargo Originations by Major Property Type

**AUG 2011 YTD CRE New Originations
\$14.2 Billion**



Wells Fargo Originations by Major Property Type

August 2011 YTD CRE New Originations
\$14.2 Billion



Devil's in the Details

- Over past 2 years 50% of our originations have been Standing Loans.
- In 2010 and 2011, only 29% and 23% of originations have been Construction Loans, respectively.
- Of our new construction loans in 2010, 34% were for apartments, with 42% so far in 2011.

Wells Fargo Highly Active Multifamily Markets

- Texas
- Carolinas
- Washington
- Washington/Baltimore Metro

Thank You

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