

**WILLY WALKER**  
Chairman & Chief Executive Officer

#### FINANCING SOLUTIONS

- Fannie Mae
- Freddie Mac
- HUD
- CMBS Providers
- Bridge
- Life Companies
- Commercial Banks
- Investment Sales
- Structured Finance

#### WITH EXPERIENCE IN

- Market Rate Multifamily
- Affordable Multifamily
- Seniors
- Manufactured
- Student
- Hospitality
- Office
- Retail
- Industrial
- Green
- Multifamily Small Loans

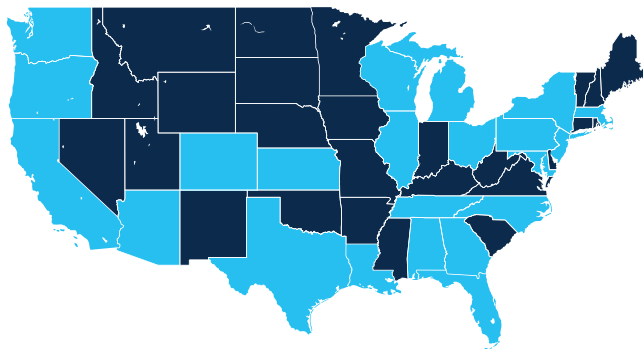
# WALKER & DUNLOP

## MISSION & VISION

At Walker & Dunlop we want to provide our clients with the best financing available. We achieve this by effectively and independently evaluating all structures and strategies to determine the best configuration for each transaction and our clients' requirements without conflicts of interest or favored execution strategy.

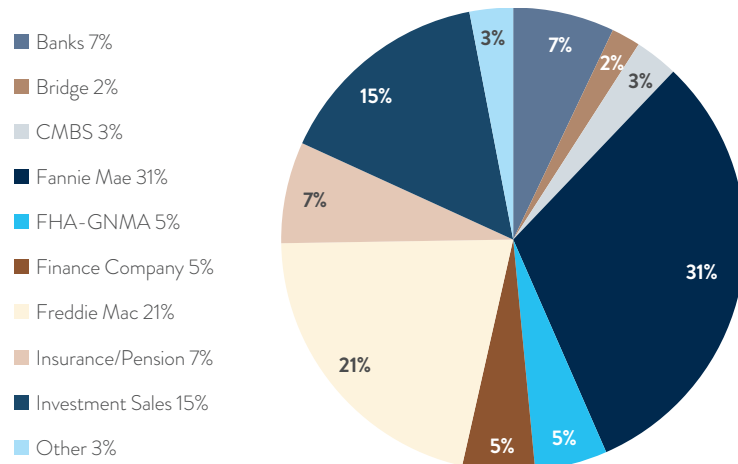
## LOCATIONS & WORKFORCE

38 OFFICES WITH OVER 1,000 EMPLOYEES

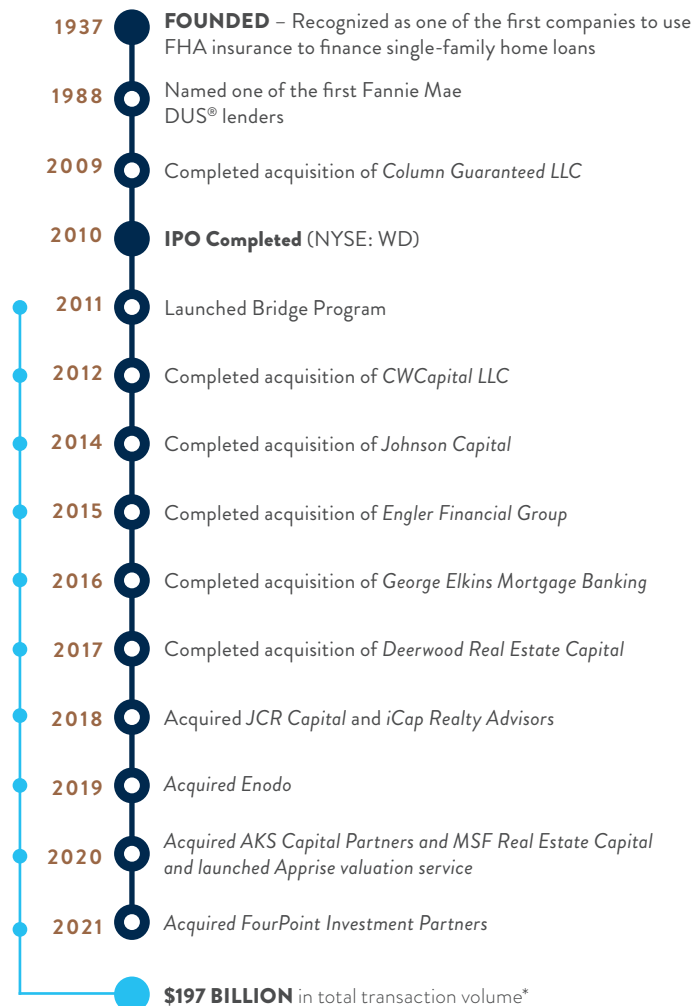


## 2020 TRANSACTION VOLUME: \$41 BILLION

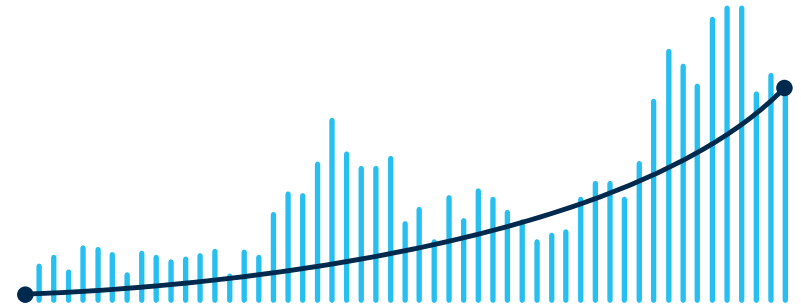
WITH OVER 1,800 TRANSACTIONS



## OUR HISTORY



\*Includes Investment Sales

**\$107.2 BILLION<sup>†</sup> SERVICING PORTFOLIO**WITH OVER **7,490 LOANS****GROWTH OVER THE LAST 10 YEARS**TOTAL REVENUES FROM **\$122M IN 2010 TO \$1.1B IN 2020**  
& DILUTED EPS FROM **\$0.55 IN 2010 TO \$7.69 IN 2020****AWARDS & HONORS****Top 100 Fastest Growing Companies**

2014, 2017 &amp; 2018

*Fortune Magazine***Great Place to Work<sup>®</sup> Best Small & Medium Workplaces**

2015 - 2020

*Fortune Magazine***Top Workplace**

(midsize employer)

2016 - 2020

*Washington Post***Best Workplaces: Financial Services & Insurance**

2017 - 2020

*Fortune Magazine***Healthiest Employer**

2014

*Washington Business Journal***RANKINGS**<sup>†</sup> As of December 31, 2020<sup>1</sup> Fannie Mae and Freddie Mac respectively<sup>2</sup> MBA 2020 loan origination rankings<sup>3</sup> HUD.gov Multifamily Lending - FY 2020, MAP Initial Endorsement

CA Loans made or arranged pursuant to a California Financing Law license.