

## **Arbor Realty Trust Approves Broadsword Investors as Correspondent Lender**

**Broadsword Investors, LLC**, a specialty finance firm with offices in the Dallas and New York City areas, is excited to announce it has reached a correspondent agreement with mortgage lender **Arbor Realty Trust, Inc.**, giving it the ability to refer originations for specific agency loan products.

The principals of Broadsword and Arbor have years of experience working together in a lender-client relationship and are now combining their expertise to provide end-to-end, top-shelf service to clients. In addition to referrals to the agency financing programs, including the Fannie Mae DUS® and Freddie Mac Small Balance Loan (SBL) programs, the Broadsword and Arbor teams offer competitive bridge, mezzanine, and preferred equity capital with innovative structures.

“We are pleased to be working together with the Arbor team, and look forward to many new and expanded opportunities within Broadsword’s relationships and markets,” said Paul Smyth, Broadsword Principal. “We look forward to building our strategic partnership and feel confident Broadsword will be effective in providing excellent levels of customer service for Arbor’s programs. The multifamily markets in Texas and the Southwest are some of the strongest and most dynamic in the country given the inflow of jobs and population.”

Arbor, headquartered in New York and with offices throughout the U.S., is an approved Freddie Mac SBL Seller/Servicer and Fannie Mae DUS® lender, offering financing packages for the acquisition, refinance, and rehabilitation of multifamily, affordable housing and mobile home communities. Recognized as a top Freddie Mac SBL and Fannie Mae DUS® lender, Arbor’s experienced team of real estate finance professionals offers flexible and customized financing solutions and servicing for these markets.

“This is a strategic opportunity for Arbor to extend its reach and complement Broadsword’s existing borrower relationships through innovative and personalized financial solutions,” added John Caulfield, Chief Operating Officer at Arbor. “We look forward to partnering with Broadsword to diversify and grow its multifamily finance business by offering loan products only available in the market-leading agency finance sector.”

Through this agreement, Arbor will also provide streamlined screening, processing, underwriting, closing, and servicing to Broadsword’s borrowers through Arbor’s proprietary online lending platform, Arbor Loan Express (ALEX). With this innovative technology, borrowers can upload due diligence, view their loan status 24/7 and expedite the lending process through e-signature capabilities.

### **About Broadsword Investors, LLC**

Broadsword Investors, LLC was founded in 2017 by seasoned investment banking and asset management colleagues to create a cutting edge specialty finance firm. The company specializes in debt and equity strategies for commercial real estate. Through an extensive network of strategic partners within the banking and development communities, Broadsword is able to provide efficient debt and equity options for investors at the various stages of project planning, development, finance and sales.

The company is based in Dallas, TX, where its staff of seasoned professionals specializes in origination, underwriting, and asset management. Our staff work together to achieve superior results for clients in need of real estate solutions.

### **About Arbor**

For over 20 years, Uniondale, NY-based [Arbor Realty Trust, Inc.](#) (NYSE: ABR) has been helping multifamily and commercial real estate clients achieve their financial goals by focusing on growing long-term relationships and conducting business as not simply another real estate lender, but a partner. We value our clients to such an extent that we're more comfortable calling them partners, and their relationships with Arbor are the foundation of our business.

Founded by Chairman and CEO [Ivan Kaufman](#), [Arbor Realty Trust, Inc.](#) is a real estate investment trust and direct lender specializing in loan origination and servicing for multifamily, seniors housing, healthcare and other diverse commercial real estate assets. Arbor is a Top 10 [Fannie Mae DUS<sup>®</sup>](#) Multifamily Lender by volume and a Top Fannie Mae Small Loan lender, a [Freddie Mac](#) Seller/Servicer and the Top Freddie Mac Small Balance Loan Lender, a Fannie Mae and Freddie Mac [Seniors Housing](#) Lender, an [FHA](#) Multifamily Accelerated Processing (MAP)/LEAN Lender, a HUD-approved LIHTC Lender as well as a [CMBS](#), [Bridge](#), [Mezzanine](#) and Preferred Equity lender, consistently building on its reputation for service, quality and flexibility. With a current servicing portfolio of more than \$15 billion, Arbor is a primary commercial loan servicer and special servicer rated by Standard & Poor's with an Above Average rating. Arbor is also on the Standard & Poor's Select Servicer List and is a primary commercial loan servicer and loan level special servicer rated by Fitch Ratings.