



Massachusetts Housing Finance Agency
One Beacon Street Boston, MA 02108

Tel: 617-854-1000 | Relay 711
Fax: 617-854-1091 | www.masshousing.com

REQUEST FOR PROPOSAL

MAP-Approved FHA Lenders to prepare, underwrite, and submit loan applications for FHA multifamily mortgage insurance

Answers to Respondent Questions

Q: Regarding Section IV(C)(1)-(3), Content of Proposals Vendor Consultants/Suppliers, will a Respondent be disqualified if they are unable to provide a breakdown of vendor categories?

A: All proposals will be evaluated in accordance with Section V(B), Evaluation of Proposals, of the RFP. Respondents who are unable to provide a breakdown of vendor categories will not be disqualified, however, inability to address specific questions will be evaluated in terms of the responsiveness to the requirements of the RFP.

Q: What is the anticipated number of refinancing transactions over the next three (3) years?

A: Since inception of the program in 2015, MassHousing typically closed eight (8) to ten (10) refinancing transactions annually.

Q: What is the average loan size for the anticipated refinances?

A: Since program inception, the average loan size has been approximately \$25MM. Going forward, MassHousing anticipates processing transactions of similar sizes.

Q: How many partners will be selected?

A: MassHousing will enter into consulting agreements with Respondents whose proposals are determined to be the most advantageous to MassHousing.

Q: What is the current staffing at MassHousing that will be engaged in the process post selection?

A: Duties and responsibilities relating to the MAP program are shared among different departments within MassHousing, including Finance, Legal, Origination, Rental

Management and Underwriting. Accordingly, MassHousing staff members are assigned on an as needed basis. There are no MassHousing staff solely dedicated to the MAP platform.

Q: Are there limitations on originating new loans with the customers that are part of the refinancing pool?

A: Respondents are not precluded from originating new loans with customers who also have projects within MassHousing's existing portfolio.