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<<Jade J. Rahmani, Analyst, Keefe, Bruyette & Woods, Inc.>>

Pleased to have Walker & Dunlop. We have Willy Walker, CEO; and Steve Theobald, CFO. And before diving into questions, perhaps Willy you could introduce the Company and talk about the growth since the IPO in 2010.

<<Willy Walker, Chairman and Chief Executive Officer>>

Thanks, Jade. Nice to be here and thanks everyone for taking the time to this morning. Walker & Dunlop was founded in 1937 by me, this must be a joke. My grandfather started the Company in 1937. We are one of the largest commercial real estate finance companies in the country. We went public in 2010 with a market cap of $220 million. I believe the market cap today is $750 million. We have a very significant agency, multi-family lending platform, where we are one of the largest partners to Fannie and Freddie. We also lend with capital firm HUD as well as various other sources of capital firm, life insurance companies, CMBS and banks.

We did $17.8 billion of transaction volumes in 2015, which was up from $11.3 billion the prior year. And we have 505 people across the country. Out of our Q1 earnings call, I think you would say that we were quite bullish on where the market is for commercial real estate financing and investment sales activity at this time in the cycle. We put forth a growth strategy to 25% to our origination sales force during the course of 2016. And we also reiterated guidance of double-digit EPS growth between 2015 and 2016. That will be about it.

<<Stephen Theobald, Executive Vice President, Chief Financial Officer and Treasurer>>

I would add, we also have a $51 billion servicing portfolio. It’s doubled in the last three years earns an average servicing fee of 25 basis points, has an average life of 9.7 years and 90% of the cash flows of a portfolio are prepayment protected.

<<Jade J. Rahmani, Analyst, Keefe, Bruyette & Woods, Inc.>>

On that note, it sounds like you’ve enumerated numerous bullish targets. Do you want to just comment on your view of the current market dynamic that’s playing out in commercial real estate and where you think we are in the cycle, things of that nature. There’s been quite a lot of volatility starting from middle of that – of last year, but it has abated somewhat.

<<Willy Walker, Chairman and Chief Executive Officer>>

So I just heard Mark Gibson at HFF speaking on sort of where we're on the cycle and what equity investors are looking for. They are a fantastic company in a very worthwhile competitor of Walker & Dunlop. And so I always appreciate hearing Mark's insights. I think Mark and I are in the same camp, which is that if you were to use the baseball analogy we're probably in the fifth or sixth inning of this real estate cycle. I think that everybody looks at a typical real estate cycle of being for seven to eight years and they say this cycle began in sort of 2010. And therefore we are in 2016, so we must be getting to the end.

And if you look at any of the fundamentals as it relates to supply of new inventory as it relates to occupancy levels, as it relates to overall job growth, as it relates to interest rates, all the economic indicators that would say, are we at the end of the cycle or the middle of the cycle or the beginning of the cycle. Nothing we're seeing, right now says that we are at the end of the cycle.

I think what is concerning some people is where cap rates have gone, particularly in the multifamily space. But that is not cap rate compression and not been debt fueled this cycle and I think that's a very important data point to keep in mind, that in past cycles if you think of 2000. So in 1997 there was a trillion dollars of debt outstanding in the commercial real estate $1 trillion, by 2008 that was $3.4 trillion.

So throughout the early 2000s you had this big issuance of debt to commercial real estate. In the process of that cap rates fell, you got too much froth in it and had deals like the equity office deal being done in January of 2007 it's sort of the peak of the market. That was all debt fueled, this time around we have tapered off some $3.4 trillion in debt outstanding down to three. And we're now building back up its about $3.2 trillion. But you're still not even back to where we were in 2008 as it relates to the amount of debt outstanding in commercial real estate. And you haven't had a lot of supply you've had almost no supply in office retail and hospitality and you have had some new supply in multifamily, but not to concerning levels. Clearly in certain pockets you have what some would deem to be oversupply.

But generally across the country, we're not seeing oversupply of multifamily and the real issue there is that there's been no new supply of single family housing. Right now the generation of new housing is about $1.2 million units a year and that's broken out half and half between single family and multifamily. So you only got about 450,000 to 500,000 new single family housing units being constructed on an annual basis, and at the peak back in 2007, we are at $1.3 million.

So right now from a fundamental standpoint we feel very good about it. And I think what you're seeing from a cap rate compression standpoint is just the fact that there hasn't been new supply and there is heightened demand. But it's clearly not a debt fueled cap rate compression which I do think debt in past crisis or past sell-offs, debt has been the big driver of it. We're still doing deals at 75% LTB, 125 debt service coverage.

And so when you – when you're doing deals at one over 125 and relatively low leverage we're not seeing anything, and I mean anything that is back to 2006 when people were doing 85%, 90% loans a lot of mezz being thrown around what have you we are just not seeing it.

So we feel very good from in our Q1 call, we talked about our Q2 pipeline being very strong. And the market you made the comment Jade that Q1 there was sort of a hiccup in the market, clearly the sell off in the equities markets and spreads widening in the debt market put a pause button on a lot and commercial real estate is capital intensive and debt intensive. And so that pause button made everyone say oh, oh are we back in 2007. And I would put forth to you that the transaction volume has picked up significantly on the investor sell side and on the debt financing side the markets are back and functioning very, very well.

<<Jade J. Rahmani, Analyst, Keefe, Bruyette & Woods, Inc.>>

In terms of risks for the business what would you say are the three things that worry you in terms of Walker & Dunlop, fulfilling executing on its plans and hiring people or is it where interest rates go what are the three things you worry about?

<<Willy Walker, Chairman and Chief Executive Officer>>

So we've grown dramatically to put ourselves at the very, very top of the league tables and with that has come great new opportunities to broaden our client base and to work on very large transactions. At the same time that's put a nice big red X on our back as it relates to that we're pretty good at what we do.

So first of all, maintaining talent and holding on to the people that we have is something that constantly concerns me. We have a very strong culture at W&D, I think you made the comment a second ago that HFF and W&D have very similar very, very strong corporate cultures in the two companies and I would concur. And people sort of if you will believe W&D green, and that's great. And at the same time, we're constantly if you were under threat of having people pushed away by larger platforms.

The second thing is that bringing in new talent to continue growing the platform is challenging when everyone is doing well, the markets are transacting getting people to jump ship you've got to have a really, really good pitch on why someone ought to leave CBRE or Wells Fargo to join Walker & Dunlop. We have been fortunate and as I said at the top, we put out that we want to grow our sales force by 25% this year. And I feel very good about that goal that we've established, but it takes a lot of work.

And then I'd say the final thing is we finished Q1 without a single loan in the at risk portfolio being 30 days delinquent. So we have a $51 billion servicing portfolio and of that about $23 billion is at risk. And in that $23 billion that wasn't a single loan it was 30 days delinquent. It's at that time in the cycle when everything from a credit standpoint appears to be perfect that you have to be hugely diligent on making sure that you're doing good loans.

And so from a credit standpoint it's not that we had any thoughts, ideas if there's anything from a credit standpoint to worry about, but it's right when you don't have anything to worry about, that you want to make sure that the discipline stays in what you're doing on a day to day basis to make sure that the loans you're doing in 2016 are really good in 2023 and 2024.

<<Jade J. Rahmani, Analyst, Keefe, Bruyette & Woods, Inc.>>

In terms of the hiring targets that – do you think that's likely to put a downward pressure on margins or there's enough operating leverage in the business to offset that?

<<Willy Walker, Chairman and Chief Executive Officer>>

Yeah, we've been really – no – that I mean obviously if you're going to go out and bring on a big team you're going to pay him some upfront money but I don't mean …

<<Stephen Theobald, Executive Vice President, Chief Financial Officer and Treasurer>>

No, I would agree I think, typically it's a very variable cost model bringing producers on. So the more they do the more they make, the less they do the less they make so it essentially allows us to scale that up without impacting margins.

<<Jade J. Rahmani, Analyst, Keefe, Bruyette & Woods, Inc.>>

And in terms of WD's cost structure what percentage is variable?

<<Stephen Theobald, Executive Vice President, Chief Financial Officer and Treasurer>>

Right now, it's probably about 35% variable.

<<Jade J. Rahmani, Analyst, Keefe, Bruyette & Woods, Inc.>>

So there should be quite a lot of operating leverage.

<<Stephen Theobald, Executive Vice President, Chief Financial Officer and Treasurer>>

Correct.

<<Jade J. Rahmani, Analyst, Keefe, Bruyette & Woods, Inc.>>

In terms of growth prospects – how do you look at individual recruits versus hiring large teams versus M&A.

<<Stephen Theobald, Executive Vice President, Chief Financial Officer and Treasurer>>

Those three drivers…

<<Willy Walker, Chairman and Chief Executive Officer>>

So we've done a lot of M&A. We bought Column from Credit Suisse in 2009. We bought CW from Fortress in 2012, we bought Johnson Capital in 2014. We bought Engler Financial in 2015. And we have successfully integrated all those teams. So I think we have a really good track record as far as going out and buying companies, buying well and integrating them successfully. So we are always looking for great teams that would be a cultural fit and also fit into our platform. At the same time getting teams is often quicker and easier than going and buying a full company.

And so we look at both and we've been very, very active on the recruiting front and thankfully, given our growth in our brand, we're a very attractive place for people to come to. So I would expect that we'll have announcements coming up as it relates to hiring and that throughout the rest of the year, we will work towards meeting that objective that we established in our Q1 call.

<<Jade J. Rahmani, Analyst, Keefe, Bruyette & Woods, Inc.>>

In terms of M&A if something were to happen – is it more likely that it's adjacent to what you currently do or a bolt on to save the investment sales business is more likely within investment sales or would it be within say the GSE multi-family lending?

<<Willy Walker, Chairman and Chief Executive Officer>>

So I think on of things that you got to keep in mind is that we have a fantastic channel that we've established with our borrowers. And so through those relationships, they trust us for their financing needs and now they are starting to trust us for their investment sales needs. But anything that we would think about pushing through that channel needs to, if you will, fit in the box of what they are expecting from Walker & Dunlop. So to use an example, should we go and sell insurance products to them? We have looked at it. I don't think we ought to go sell insurance to property owners. It is not what they expect from Walker & Dunlop, we are not in any insurance business. Do we have the channel to push insurance products to them, sure. But it is not what we are focused on, it is not what they think of us as being.

Our goal is to be the premier commercial real estate finance company in the United States. And so if we did anything that would materially move us off of focused on commercial real estate finance, we better have changed our mission statement, if you will. Because right now it is to be the premier commercial real estate finance company in the country.

<<Jade J. Rahmani, Analyst, Keefe, Bruyette & Woods, Inc.>>

So does that suggest you would go into other property types, expand beyond the agency business, you already have brokered business. But

<<Willy Walker, Chairman and Chief Executive Officer>>

Yes.

<<Jade J. Rahmani, Analyst, Keefe, Bruyette & Woods, Inc.>>

Beyond that is it into other property types or is it you have never done leasing, you have never done asset management for example. I think you mentioned last quarter, you did those other those other sectors.

<<Willy Walker, Chairman and Chief Executive Officer>>

So, I mean the idea is to be the best and not the biggest and the idea is to be consistent with our business model, which I think is a fantastic business model. Our brokerage business, we have grown from doing less than a $1 billion of origination on an annual basis doing four last year. Do we have any desire to be as big in the brokerage spaces HFF and CBRE? No. Not because, I don't like the brokerage business if you will, it is because it is not a great business. The margins are tight, it is a transaction focused business and when the music stops, the music completely stops.

We have an underwriting capability at Walker & Dunlop with 80 plus people, who really understand real estate credit. And so anything we do, leads to leverage off of that core competency of taking risk and lending money. And either making return on that money through a coupon or making return on that money through serving fees. Around that distribution network, there is the opportunity for us to create an asset management business that allows us to raise capital to deploy through that distribution channel. And so back to the analogy I used previously, for us to take and raise capital and push that capital through that distribution network, makes all the sense in the world to us. Pushing products that we are either low margin products or in not financial services doesn't make a lot of sense to us.

So on the investment sales side, we still have to build out our multi-family platform across the country. We are really just on the East Coast, right now. We need to go the middle of the country into the West Coast. That's a huge opportunity for us, huge opportunity. We're seeing great synergy between our investment sales group and our debt platform today. And then our conduit has not done the volume that we'd like to see our conduit do. The conduit market is heating up. There is huge, huge volumes of conduit loans that need to be refinanced over the next several years. And we have a fantastic conduit team ready to go.

So we've got to see that start to go. And we've also used our balance sheet. We've done almost $900 million of lending on our balance sheet. There is about $250 million on it today. And we've only focused on multi-family lending on our balance sheet. And so I think while we keep it on balance sheet, we'll probably remain focused on multi-family. But if we raised a fund of capital, we could probably move that collateral of our balance sheet into the fund and then we would probably diversify into other asset classes.

So you got to keep in mind, we did $17.8 billion of transaction volume last year in a $500 plus billion market. So as much as we have good scale and we are one of the largest lenders, it is still a fragmented market. We're the 13th largest lender in the country, got a lot of space to grow just by sticking to our knitting and putting up great numbers before we need to go do some new great things.

<<Jade J. Rahmani, Analyst, Keefe, Bruyette & Woods, Inc.>>

On the asset management front, I mean in specialty finance there's been a lot of dislocation in some of the public stock prices, for example in the mortgage REIT space. We've already seen some M&A transactions. Could you considerably buy a mortgage REIT become the manager of that mortgage REIT and spinoff the interim loan business into such a vehicle.

<<Willy Walker, Chairman and Chief Executive Officer>>

Yes. The REXI deal that was just announced is case in point. And REXI went for a really nice premium and congratulations to REXI shareholders for getting the premium that they got. But yes, sure, that is a type of transaction that I would think you'll see more of those as shareholders look at some of the management contracts that are in place and start to agitate and get people to move. Yes. There will be opportunities there.

<<Jade J. Rahmani, Analyst, Keefe, Bruyette & Woods, Inc.>>

In terms of just the core business for the GSE business. How would you characterize? There has been some modest increase in the GSE lending caps. How would you characterize sentiment from the GSEs right now? Is it steady as she goes, is it is – is there the risk of them originating – or acquiring too many loans in the say first half of the year and then curtailing their pace later in the year? How do you see the dynamic of GSEs playing out this year?

<<Willy Walker, Chairman and Chief Executive Officer>>

The dynamic of GSEs has not been better since they went into conservatorship in 2008.

<<Jade J. Rahmani, Analyst, Keefe, Bruyette & Woods, Inc.>>

Okay.

<<Willy Walker, Chairman and Chief Executive Officer>>

The regulator acting proactively to expand their caps – proactive anything in Washington is unheard of, on anything, that they proactively went to raise the caps, I think shows you where director Watt wants to take FHFA's involvement with the GSEs and where he wants to see the multifamily business of the GSEs go. And I think you also know by that move that he looked into the pipelines of both Fannie and Freddie and said those are some serious pipelines and we need to be ready to deal with significant growth in their lending in 2016. And so they expanded out from $31 billion to $35 billion for each of them. And that was a huge move.

I think more importantly from a psychological standpoint if you will or the markets psyche, borrowers who have relied on the GSEs for financing, last year in Q2 all of a sudden saw the GSEs potentially running out of capital and said uh oh, and the market basically froze for a period of time. M&A transaction slowed down by the regulator acting proactively, he's basically allowed it that now people don't have to worry about that for the rest of the year, and people can transact when they want to transact, which is hugely valuable.

<<Jade J. Rahmani, Analyst, Keefe, Bruyette & Woods, Inc>>

What about on the HUD side, seems like there's been a lot of or at least I've heard that, complaints about the HUD process bureaucracy over at HUD and yet with banks potentially pulling back on construction lending that seems like an opportunity, what do you…

<<Willy Walker, Chairman and Chief Executive Officer>>

It's a very real opportunity. Thankfully the construction lending for predominately due to regulatory oversight, not because they don't want to do more construction lending has opened the opportunity for HUD (d)(4) product to be a very, very sellable product, where it has not been sellable product for the last several years where you get a construction loan from a bank much, much quicker and at very, very comparable costs.

So the (d)(4) product is back and then HUD has made some process improvements over the past couple years and they've also lowered the mortgage insurance premium. And so HUD is once again an attractive product. We have a fantastic HUD team and it's now up to them to go grab the opportunity.

<<Jade J. Rahmani, Analyst, Keefe, Bruyette & Woods, Inc>>

And within the agency business are there other platforms that could be attractive to acquire this point? Are there smaller platforms that would make sense on your infrastructure?

<<Willy Walker, Chairman and Chief Executive Officer>>

Yes, I mean if you look at when we bought Column from Credit Suisse we doubled the size of our servicing portfolio. And then we bought CW from Fortress we doubled it again. Almost it was – we were 19 and they were 17. So there are clearly agency lenders who are small, I mean the big keep getting bigger and those smaller participants are having a tough time keeping up. I think that the JLL acquisition of Oak Grove was an interesting data point as it relates to a smaller agency shop being bought by a very significant commercial real estate services firm.

I think we will watch and see how successful or not they are in integrating Oak Grove and using it to really make JLL a significant agency lender. But for someone like us who is so big in this space the ability for us to go acquire somebody and integrate them and take advantage of their client base and their origination talent? Sure.

<<Jade J. Rahmani, Analyst, Keefe, Bruyette & Woods, Inc.>>

Any questions from the audience?

Q&A

<Q>: What about the international….

<A – Willy Walker>: Tom got a question.

<Q>: There's been a – oh, thank you. There has been some discussion legislation to recap the GSCs and to actually have them grow and move forward. I don't know if they're going to get much traction. But I'm curious to your comments on that. And then secondarily, do you think it matters who's president in terms of the direction of where Mel Watt is going with the FHFA?

<A – Willy Walker>: So on question one Tom what's interesting is that what you're finding now in the debate on the future of Fannie and Freddie is lots of people who are huge opponents to Fannie and Freddie in the past have now sudden become proponents of them. So you don't – who's on what side of the debate has really changed a lot as the hedge funds who own preferred shares of Fannie and Freddie have started their lobbying efforts to try and get moving. And you have a lot of free market people looking at the, if you will the taking that they believe the Federal government did. And as much as they were against the Federal government being in the mortgage markets they find the taking a more egregious than actually having them in the mortgage markets.

And so, I think it's hard to read the tea leaves on how all this plays out in the courts, but I would say that there is no legislative proposal whatsoever being worked on, on Capitol Hill, I mean nothing. And if you think back to what it took to put together Corker-Warner into Johnson-Crapo, that was a three-year effort staffers who are extremely knowledgeable about the mortgage finance business, and markets and all of the various constituent groups coming in to give their thoughts about what GSE reform will look like. There's none of that on Capitol Hill today.

So the concept that we have any kind of legislation in the next couple years and you'd have to get somebody like a Shelby, who isn't interested in this whatsoever. But someone like Shelby who says I'm going to hire the staff, I'm going to start the hearings, I going to the start building legislation and two to three years from now I'm going to have something put forth. So I just don't see anything happening on Capitol Hill and therefore I think it is business as usual.

To your question as it relates to what happens when they run out of capital in 2018. I think that that does lead to where we ought to allow – at least allow them to start building up the capital base again. But their balance sheet is basically the Federal Government's balance sheet. And so then the question comes into what are the politics around them going back for another draw. And I don't right now see the politics around another draw being hugely consequential. I think people throw darts, but there's no imminent solution so politicians will be politicians and scream and yell and then they'll do nothing about it.

As it relates to our next President and how it plays out on FHFA, my understanding from having had conversations, if Secretary Clinton is the next Present of United States, Director Watt may step down and give somebody else in FHFA the opportunity to be Director. If it is somebody else my understanding is Director Watt plans on staying for his entire term. And that is nothing other than having spoken to people inside of FHFA or trying to read the tea leaves, that is nothing that Director Watt has told me personally or any of that in nature. But that's the – so Director Watt's term ends in January of 2019. And all the activity on the GSE is at the regulator level right now.

<Q – Jade J. Rahmani>: Any other audience questions.

<Q>: I know this is probably a little bit less relevant to you given that you have the ability to sell through GSEs, but could you talk about how as a sort of an expert commercial real estate you see the B-piece issue kind of resolving itself over time, in terms of retained pieces of securitization.

<A – Willy Walker>: Yeah, you've got everybody up there from people saying, it's the end of the world, no one is going to show off the by B-pieces, they're going to add 25 basis points to the AAAs and you're going to add up to 100 basis points to BBBs to other people who say it's Y2K. Everyone is going up freaked out about it and capital is going to show up and everything is going to be fine.

So here we are in June and I don't hear anybody leaning one way or the other quite honestly. I think as we get closer to when pools that are originated are going to have their risk retention element to them, which will be sort of October, November. You will start to see what capital is showing up. The one thing is the typical buyers of B-piece's have been hedge funds and have lot of liquidity and there's going to be five-year risk retention here. So you're going to have to have some type of new capital show up. And whether that hedge funds are going to raise capital from new capital providers, that don't mind holding it or whether it's completely new entrants, that's still to be determined.

But at current levels of $60 billion to $65 billion or $60 billion to $70 billion of CMBS, which is what most people are projecting for 2016. We should start to see CMBS volume start to really kick up this month. And so we'll see how CMBS starts to transact in June, July, August and September. And I think that will give you some indicators of, is capital coming to play in that space or has the market not really kicked off and who has stepped in to replace CMBS executions.

But Q1 did not help, I will tell you that. Q1 was a big pause button for CMBS and a lot of the big operators sat there and said, don't know but I love the CMBS space, a lot of the small people went away. And those people who see an opportunity over the next 18 months to 24 months like we do, have stuck with it and think that there's a great opportunity ahead.

<Q>: We've heard about a couple of deals, upcoming where the banks are going to retain the vertical slice. And then we have also just heard in Starwood Property Trust's presentation that they are going to try raise the B-piece fund. Do you think that will just be able an organic process of testing what works best or do you see the banks really kind of dominating that space with the vertical side? What it just says as far as the probability of being able to raise that B-piece fund? Did he give you probability?

<<Jade J. Rahmani, Analyst, Keefe, Bruyette & Woods, Inc>> He didn't give a probability, but he said that it has the potential to be substantial and accretive to earnings for STWD.

<A – Willy Walker>: If anybody could do it, they can do it. From previous conversations with Jeff, there were some question marks about whether they were actually going to be able to raise the capital. And I'm pleased to hear that he's putting that out there publicly, because that doesn't mean that they are making real progress on it. And at the end of the day the CMBS market needs to be up and running and functioning to be able to supply the commercial real estate industry with enough capital.

So I think it's in everyone's interest. But remember you only need $3 billion to $5 billion to be able to have a $60 billion to $80 billion CMBS market**.** Not that much capital, really isn't. So I mean, if Starwood go out and raise and if they want to raise a $1 billion, Starwood can go raise a $1 billion. I mean they are significant. Blackstone will then probably follow them and somebody else come along. They are a little different from the typical B-piece – from the typical B-piece buyers.

And I think that would be pretty good, as it relates to the banks. I got to tell you the banks seem to be so confused on what they are going to be tomorrow, as it relates to risk retention, as it relates to capitals, as it relates to regulatory oversight. I count our lucky stars every day that we are not a bank. I think there's a massive opportunity for companies like Walker & Dunlop to do things in the shadow banking space that banks just can't get to or going to be pulled out of.

<Q>: You touched on making the balance sheet more capital efficient, but potentially contributing to the loan book, what about on the MSR side, I don't think it's possible, but have you looked at that?

<A – Willy Walker>: Yes, you have to retain the servicing. First of all, yes, we have to retain the servicing, there's no ability to sell up excess servicing rights. Plenty of people have tried to do it. There's actually a piece in the Arbor Deal that says that they're going to try and sell up excess servicing. I think that they're going to have a tough time getting that through Fannie Mae. But they've got it in the deal, you can read about it in the deal. But we love our servicing, we absolutely love that, it's a great element of our company. And as I look at where we are today versus where we were, I mean if you look at our market cap crossed $1 billion in November of 2015.

And we – our view of the market hasn't changed one iota. We still have all of the same sales force on the street, we're still adding people to it, our loan origination portfolio continues to grow, servicing portfolio continues to grow and our brand is that much bigger. And we've got $250 million in market cap that's been pulled out of the company. We feel great where we are, but there's that servicing component to it that is something that quite honestly someone like Mark Gibson who is sitting in the seat half an hour ago, sits there and goes okay, when things slow down, what does HFF do for consistent long-term earnings? We're going to generate north of $130 million in revenues of our servicing portfolio this year. As I like to say a lot of people in the asset management business, other than the fact that we're earning smaller fees, people can take funds away from asset managers. Steve said 90% of our portfolio is prepayment protected. It can't go anywhere. And its average life is 9.6 years, 9.7 years. It isn't going anywhere.

So we're getting darn close to $1 billion of revenues that are guaranteed to come to Walker & Dunlop. I like that business. Just it's great. And so we'll just keep building on it and we'll keep putting up numbers. And hopefully, investors say, wow, this company is growing fast and they're growing in a model that makes sense long-term.

<Q – Jade J. Rahmani>: Any other audience questions? Anything we didn't ask?

<<Willy Walker, Chairman and Chief Executive Officer>>

No. I would just quickly highlight that there is a tremendous amount of capital sitting on the sidelines as it relates to private equity focused on commercial real estate, more than there was back in 2006. And that investment sales activity not just for Walker & Dunlop, but across the industry is very, very active right now. And for every one of those trades that someone says oh whomever is getting out, there's somebody else who's saying I'm getting in. And so watching investment sales volumes and seeing where cap rates are, is I think a very – and who's buying and who are you betting on. Jonathan Grey was down in DC two weeks ago speaking at the Fannie Mae conference. He talked glowingly about multifamily and how Blackstone loves multi-family and that they're going to continue to invest in multifamily. And he does not see us being at a point in that market, where he says we're pulling back. I think John Grey is a pretty darn savvy, smart investor.

There's somebody else on the other side of that, who's saying all right, right now I'm going to take some chips off the table and sit on the sidelines. It's fine. What we don't see is people saying, I'm out and we also don't see people investing for the short term right now. We see people putting on long term fixed rate debt which our Q1 numbers will show you. Our Q1 numbers in the amount of 10-year fixed rate financing we do with Fannie Mae, would tell you that the people who are buying and financing are looking to hold these properties. And I think that's a very good sign as it relates to the durability of our business.

<<Jade J. Rahmani, Analyst, Keefe, Bruyette & Woods, Inc>>

Thanks so much. I appreciate it.

<<Willy Walker, Chairman and Chief Executive Officer>>

Thank you, very much.