



Arbor Realty Trust, Inc.

Arbor Announces the Appointment of Frank Lutz as Executive Vice President, Chief Production Officer

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UNIONDALE, N.Y., March 5, 2018 /PRNewswire/ -- Arbor Realty Trust, Inc., a real estate investment trust and national direct lender specializing in loan origination and servicing for multifamily, seniors housing, healthcare and other diverse commercial real estate assets, is pleased to announce the appointment of Frank Lutz as Executive Vice President, Chief Production Officer.



Growing Financial Partnerships

Mr. Lutz will oversee all of Arbor's agency lending platforms as it relates to business development and the firm's expansive national production network and originations team. Additionally, he will serve as the company's liaison between Arbor's agency partners as it relates to production.

Mr. Lutz comes to Arbor with more than 25 years of multifamily agency experience. He joins Arbor with a focus on supporting the firm's rapid growth as a leading multifamily finance franchise.

"Frank's tenured experience, deep knowledge of the business and strong agency and industry relationships are certain to further support Arbor's strategic growth as we continue to rapidly expand both our brand and overall production footprint across the nation," said Ivan Kaufman, Chairman and CEO of Arbor Realty Trust. "As a top Fannie Mae DUS[®] multifamily lender, Arbor's experience and relationship with Frank stems back many years and we are very pleased to welcome him to the Arbor family."

Mr. Lutz joins Arbor from Berkadia where he spent the past seven years as Senior Vice President, Fannie Mae Liaison, managing Berkadia's Fannie Mae and Freddie Mac production relationships and has served as the Chairman of the Fannie Mae DUS[®] Advisory Council. Prior to joining Berkadia, Mr. Lutz was with Fannie Mae where he served as Vice President, Customer Management for the Northeast. Mr. Lutz holds a Bachelor of Science from Pennsylvania State University and an MBA from Villanova University.

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[®]](#) Multifamily Lender by volume and the Top Fannie Mae Small Loan Lender, a [Freddie Mac](#) Seller/Servicer and a Top Freddie Mac Small Balance Loan Lender, a Fannie Mae and Freddie Mac [Seniors Housing](#) Lender, an [EHA](#) 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 multibillion-dollar servicing portfolio, 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.

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