



## Multi Options at EagleBank for Multifamily



Great customer service and the ability to anticipate customer and community needs help us build more and stronger relationships. Customers told us they'd like to stay with EagleBank as they exit a construction loan and prepare for a long-term permanent loan on their multifamily projects. So we've created a new FHA Multifamily Lending Division; it is government qualified as an FHA multifamily lender.

Developers, owners, and others who are focused on multifamily projects can now look to EagleBank for permanent loans backed and insured by the Federal Housing Administration. An FHA Multifamily loan offers long-term, non-recourse, fixed-rate, fully-amortized financing. And such a loan through EagleBank gives the borrower the financial strength and stability required to provide much-needed, affordable, rental housing units.

We went out to find the best multifamily professionals in the industry. Please, meet our team:

**Tony Washington**, with 25 years in commercial lending (20 of those years in multifamily commercial real estate financing), is the face of the Division. He brings expertise in deal structuring, underwriting and negotiating. He's accumulated a wealth of experience working with Fannie Mae and Freddie Mac, national owners, brokers, life insurance companies and property managers.

**Richard Devaney** has over 30 years of institutional experience in the investment, development and operations of multifamily housing and commercial real estate. He co-founded an institutional real estate investment advisory firm with approximately \$1-billion in assets under management. He led it through a merger – forming another group with subsidiaries that owned or managed 34 apartment communities in 10 states.

**Michael Somerville** offers his 25-year knowledge of credit and counterparty risk management, analysis, and approval and monitoring of complex credit relationships. He was Director of Multifamily Asset and Counterparty Oversight for the U.S. Dept. of Housing and Urban Development.

**Quinn Cullen** provides experience in originations and has worked with Fannie Mae, Freddie Mac, and the FHA. He's also worked closely with owners, appraisers, attorneys, brokers, and engineering consultants.

Building and growing customer relationships means constantly improving service and answering more customer needs. EagleBank now offers one-stop shopping for acquisitions, construction, rehabs, and long-term ownership of apartment communities, with a solid team ready to work with you.

Have a multifamily project? Give Tony Washington a call at 703.230.1548.

Tony Marquez  
EVP, Chief Real Estate Lending Officer  
EagleBank



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## Real Estate News

**Sign up for EagleBank Presents the Bisnow Morning Brief**

[bisnow.com/morning-brief-washington-dc](http://bisnow.com/morning-brief-washington-dc)

## Let's Be Social

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## Eagle Bancorp, Inc. Stock

Eagle Bancorp stock is available for purchase through NASDAQ. Symbol: **EGBN**



## EAGLE BANCORP, INC. ANNOUNCES 20% INCREASE IN NET INCOME FOR FIRST QUARTER OF 2016 OVER 2015

(Excerpts from the April 20, 2016 Press Release)

BETHESDA, MD. Eagle Bancorp, Inc. (the “Company”) (NASDAQ:EGBN), the parent company of EagleBank, today announced record quarterly net income of \$23.3 million for the three months ended March 31, 2016, a 20% increase over the \$19.4 million net income for the three months ended March 31, 2015. Net income available to common shareholders for the three months ended March 31, 2016 increased 21% to \$23.3 million as compared to \$19.2 million for the same period in 2015.

Net income per basic common share for the three months ended March 31, 2016 was \$0.70 compared to \$0.62 for the same period in 2015, a 13% increase. Net income per diluted common share for the three months ended March 31, 2016 was \$0.68 compared to \$0.61 for the same period in 2015, an 11% increase.

“We are very pleased to report our twenty-ninth consecutive quarter of record earnings, which continued to exhibit positive trends of balance sheet growth, revenue growth, solid asset quality and improved operating leverage,” noted Ronald D. Paul, Chairman and Chief Executive Officer of Eagle Bancorp, Inc. Mr. Paul added, “in addition to quarterly earnings having increased for each quarter since the fourth quarter of 2008, the Company has demonstrated quarterly earnings growth in the five quarters since completing the merger with Virginia Heritage Bank in the fourth quarter of 2014.”

The Company’s performance in the first quarter of 2016 as compared to 2015 was highlighted by growth in total loans of 16% and in total deposits of 13%; by 11% growth in total assets; by 10% growth in total revenue; by an annualized net charge-off ratio to average loans of 0.09% and by further improvement in operating leverage from an already favorable position. For the first quarter in 2016, the efficiency ratio was 40.80%. Mr. Paul added, “at a time when the net interest margins of banks are being challenged given the continuing low interest rate environment, the Company remains committed to emphasizing favorable cost management measures and strong productivity.” The strong first quarter earnings resulted in an annualized return on average assets (“ROAA”) of 1.54% and an annualized return on average common equity (“ROACE”) of 12.39%.

To read the complete press release, visit: [ir.EagleBankCorp.com](http://ir.EagleBankCorp.com).



## Email Security Starts With You

Don’t trust emails alone asking you to send or wire money; they may not be from who you think they are. **Business Email Compromise (BEC)** is the latest way for cyber criminals to steal money from unsuspecting businesses. Verify email instructions, scrutinize...then verify again by checking with the supposed sender using a known phone number or a visit to their office. Red flags in emails include:

- Spelling, grammar or punctuation errors.
- Trying to instill a sense of urgency and using generic code expense references.
- Coming from a seemingly legitimate email address – check every character in it; something obvious might be different.
- Coming from a boss who is out of town or out of the office. Cyber criminals gather intelligence to know this kind of thing!

If anything sounds at all suspicious or different, it probably is. Trust your instincts, not your emails!



## Listeners. Lenders. Leaders.

EagleBank executives are not just leaders in our company and the local community, but in the industry as well. For example, EagleBank Chairman and CEO Ron Paul serves on the Federal Reserve’s Community Depository Institutions Advisory Council. Earlier this Spring, he and other Council members met in Richmond to share thoughts and concerns with each other and with the President of the Richmond Federal Reserve, Jeffrey Lacker. EagleBank is the largest community bank with representation on the Council.

Senior Executive Vice President and Chief Operating Officer Susan Riel was named to her second three-year term on the Federal Reserve’s Payments Advisory Council. She recently attended meetings in Charlotte, where discussions included improvements in the speed of payment processing, interchange fees and chip cards (including potential allocation of liability for fraudulent card transactions).

The Federal Reserve is the arm of the federal government that regulates EagleBank (as a supplement to the Maryland Banking Commissioner). The “Fed,” as it is known, was established over 100 years ago after the “Panic of 1907.” It serves as our country’s central bank, formulating monetary policy, supervising and regulating banks, and providing payments services to banks. And although the Fed is our nation’s central bank, the country actually has 12 Federal Reserve banks, set in different regions within the US. EagleBank is part of the Richmond region, where Ron and Susan both serve.

In addition to service to governmental entities, EagleBank leaders are involved in industry organizations. Chairman and CEO Ron Paul is a member of the Independent Community Bankers of America Large Community Bank Council. Executive Vice President and General Counsel Larry Bensignor was recently asked to serve on the American Association of Bank Directors’ General Counsel and Corporate Secretary Committee.

Being involved is just one way EagleBank gives back. It also gives us access to the top leaders in government and banking. And all that allows us to better serve our customers, shareholders and the community at large.



**David Karp**  
**Pagnato Karp**  
Managing Director,  
Partner, Co-Founder

### David Karp - Pagnato Karp

*EagleBank customer Pagnato Karp is a prominent wealth advisory firm located in Reston, Virginia. We sat down with Managing Director, Partner, Co-Founder David Karp.*

**Question:** How do you see the Northern Virginia (and regional) economy?

**Answer:** I'm bullish on the region. I have lived here for some 25 years and in that time, I have seen Northern Virginia and the Washington metropolitan area explode with new entrepreneurs and new success stories. The government, of course, remains a very compelling force in the local economy, but to be truthful, the private sector in the region is competing strongly with the government in both job creation and in innovating all sorts of technology solutions for the millennial age. It's an exciting time to be here.

**Q:** There seems to be ongoing attention focused on the way investment advisors are paid and the potential for a conflict of interest with the client. How does your firm address this issue?

**A:** We believe that our firm has many unique attributes – not the least of which is our commitment to providing pure, transparent and objective advice. By that I mean, we don't follow the same standards that allow many wealth advisory firms to charge fees, commissions, and to steer clients to investment vehicles which also provide the wealth advisory with select benefits. We receive no commissions and no sales charges and we strive to customize solutions for every individual client.

**Q:** You're not located in the District. Why are you headquartered in Reston?

**A:** We believe that our location in Northern Virginia sets us apart and allows us to interact closely with many of our entrepreneur clients. We can be at their offices in a matter of minutes and we build strong relationships with them that go far beyond simple fiduciary counseling – we truly become part of our clients' families and seek to offer support for different generations and different situations.

**Q:** How has your relationship with EagleBank strengthened your company?

**A:** Before entering into our relationship with EagleBank, I had never fully understood the meaning of a relationship based on a handshake. In our conversations with EagleBank, we came to understand that the Bank would be as fully committed to our needs as we were to our clients' needs and that the Bank was more interested in finding solutions for us than in ticking off items from a page with rules and regulations. EagleBank is nimble enough to customize its approach to every client – something that meant a lot to us. The sense that we got from EagleBank was that they would always be a resource for us in good times and bad – and while we don't anticipate any bad times, it is extraordinarily comforting to know that your banker is truly your "partner."



### EagleBank's Residential Lending Division Wins Big

MORTGAGE EXECUTIVE MAGAZINE has released its 2015 national rankings on individual loan originations, and EagleBank lenders shine. Ranking in the USA's TOP 100 is Senior Mortgage Banker Andrew Lunenfeld. Ranking in the Nation's TOP 200 are Mehdi Pirzadeh #103, Raj Mahajan #141 and Paul Harsanyi #200. Joining them and reaching the TOP 1% are Laurent Berman, Paul Hornyak, Deborah Levy, Narda McLeaf Namrow, Van Papadopoulos and William Sherrill. We are proud of their hard work and exceptional customer attention, and also proud of our full-service staff of mortgage processors and specialists who support them behind the scenes to provide application-to-closing service to our customers.

SCOTSMAN GUIDE, another national mortgage publication has published its rankings, as well. EagleBank, again scored high among nationwide mortgage lenders in producing TOP DOLLAR VOLUME mortgage originations for 2015. Our residential lending "stars" include: Andrew Lunenfeld #138, Mehdi Pirzadeh #144, Raj Mahajan #211, Paul Harsanyi #307, Paul Hornyak #342, Deb Levy #399, and Laurent Berman #412. Additionally, Andrew Lunenfeld ranked #64 in "TOP REFI VOLUME."

2015 LENDER QUALITY AWARD from Wells Fargo goes to our hard-working, dedicated Mortgage Teams that do all the work behind the scenes. They were cited for rising above the changing industry compliance and quality standards, and for smoothly implementing TRID. Special thanks to Claudia Torres, David Alvarado, David Jamison, Marvin Vigil, Roberto Olivia, Will Zamula, and Xiomara Hernandez.

Please contact us for your mortgage needs. Call 301.738.7200.



Mark Deitz, CMB and SVP/Area Sales Manager (front/center) is surrounded by his team of "stars" who earned nationwide top rankings in mortgage originations for 2015. Front Row, L-R: Andrew Lunenfeld, Mark Deitz, Van Papadopoulos. Second Row, L-R: Paul Hornyak, Bill Sherrill, Mehdi Pirzadeh, Raj Mahajan and Laurent Berman. Unavailable for the photo were Deb Levy, Paul Harsanyi and Narda McLeaf Namrow.



## CELEBRATING VALUABLE ASSETS

Our Bank's success is created by dedicated, loyal, trusted employees, and our appreciation runs deep. Thank you for sharing 10 years of your careers with EagleBank.

Congratulations to the following for reaching their 10th anniversary this past Quarter:



**Michael Brooks**



**Yeshi Eldridge**



## COMMUNITY



SVP/C&I Team Leader Derek Whitwer (pictured back center) sat on the Junior Achievement Advisory Council with other Montgomery County business leaders to help plan the third JA Finance Park® in Montgomery County.



Senior Mortgage Banker Deb Levy taught a class with Kriss Law to real estate agents. She focused on the topic of options available to borrowers who are seeking non-conforming financing.



Chairman and CEO Ron Paul spoke on March 2, 2016, at the Brown & Brown Distinguished Speaker Series, hosted by George Mason University School of Business and held at the EagleBank Arena. His lecture topic was: "Leadership: The Key to Making a Difference in Business and in Life."



This great group of volunteers recently spent quality time with some lucky students at Eastern Middle School in Silver Spring, MD, at this event sponsored by Junior Achievement of Greater Washington. With a focus on financial literacy, students learned about savings and checking accounts, borrowing, managing money and the important aspects of banking. (Pictured L-R) Aida Tannous, Ed Velarde, Debra Osborn-Hawkins, Pflashema Faber, Leigh Hurley, Christian Videla, Moses Nesmith, and Raj Periyapatna.



## BRANCHES

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Rockville, 110 N. Washington St. | 301.738.9600  
Rollins Ave./Rockville, 130 Rollins Ave. | 301.287.8500  
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