

Lindsey Crawford

Partner

Washington, D.C.

lindsey.crawford@troutman.com

D 202.274.1940



Lindsey uses her deep knowledge of and extensive experience with Fannie Mae to help DUS lenders, borrowers, and loan servicers navigate the complexities of Fannie Mae's multifamily loan programs.

OVERVIEW

Lindsey helps lenders and loan servicers structure, negotiate, and execute complex multifamily finance and commercial loan transactions that are intended to be sold in the secondary market in connection with Fannie Mae's Delegated Underwriting and Servicing (DUS) product line.

During her 13-year tenure at Fannie Mae, Lindsey was a valued business and legal strategist in connection with multifamily finance and corporate real estate, gaining unique insights through engagement with senior leadership.

As associate general counsel for Fannie Mae's multifamily mortgage business, Lindsey streamlined and expanded delegations and modernized senior housing forms, as well as negotiated a broad spectrum of multifamily mortgage loans with lenders and large borrowers (affordable, conventional, senior, manufactured housing, student housing, and bulk deliveries). Lindsey handled complex, strategic transactions that included affordability restrictions, tax credits, master leases, tenancies in common, 1031 exchanges, mezzanine debt, and preferred equity. In addition, she negotiated counterparty agreements and handled loan origination, acquisition and sales for pools of loans, loan reviews, servicing, asset management, and loss mitigation, all as part of managing DUS relationships.

As a former real estate developer and corporate real estate counsel for Fannie Mae's significant owned and leased office portfolio, Lindsey brings a unique understanding of borrower needs and of the real estate being financed.

Clients appreciate Lindsey's insider perspective of Fannie Mae's business and her creative and strategic solutions to mitigate business and legal risk. They depend on her to manage their transactions from start to finish and to proactively address the legal, practical, procedural, and other developments impacting DUS lenders and their borrowers.

Lindsey is a member of a national team of attorneys and real estate professionals who provide end-to-end guidance and management for thousands of transactions originated by the firm's mortgage lending clients each year. Their industry-leading efficiencies and best practices have helped them become widely recognized as the top practice for multifamily finance in the U.S.

AWARDS

- *Best Lawyers in America*®: Real Estate Law (2021-2026)

TOP AREAS OF FOCUS

- Multifamily Housing Finance

ALL AREAS OF FOCUS

- Commercial Real Estate Lending
- Multifamily Housing Finance

PROFESSIONAL EXPERIENCE

- Associate general counsel, Fannie Mae, 2005-2019
- Associate general counsel, Starwood Urban Investments, LL/ Urban Investment Advisors, LLC, 2000-2005
- Attorney advisor, U.S. Agency for International Development, 1998-2000

EDUCATION AND CERTIFICATIONS

EDUCATION

- University of Virginia School of Law, J.D.
- University of Virginia, B.A.

BAR ADMISSIONS

- District of Columbia