

# ***Walker & Dunlop***

## Fourth Quarter and Full Year 2010 Results

March 29, 2011

# Forward Looking Statements

Some of the statements contained in this presentation constitute forward-looking statements within the meaning of the federal securities laws. Forward-looking statements relate to expectations, projections, plans and strategies, anticipated events or trends and similar expressions concerning matters that are not historical facts. In some cases, you can identify forward-looking statements by the use of forward-looking terminology such as “may,” “will,” “should,” “expects,” “intends,” “plans,” “anticipates,” “believes,” “estimates,” “predicts,” or “potential” or the negative of these words and phrases or similar words or phrases that are predictions of or indicate future events or trends and that do not relate solely to historical matters. You can also identify forward-looking statements by discussions of strategy, plans or intentions.

The forward-looking statements contained in this presentation reflect our current views about future events and are subject to numerous known and unknown risks, uncertainties, assumptions and changes in circumstances that may cause actual results to differ significantly from those expressed or contemplated in any forward-looking statement.

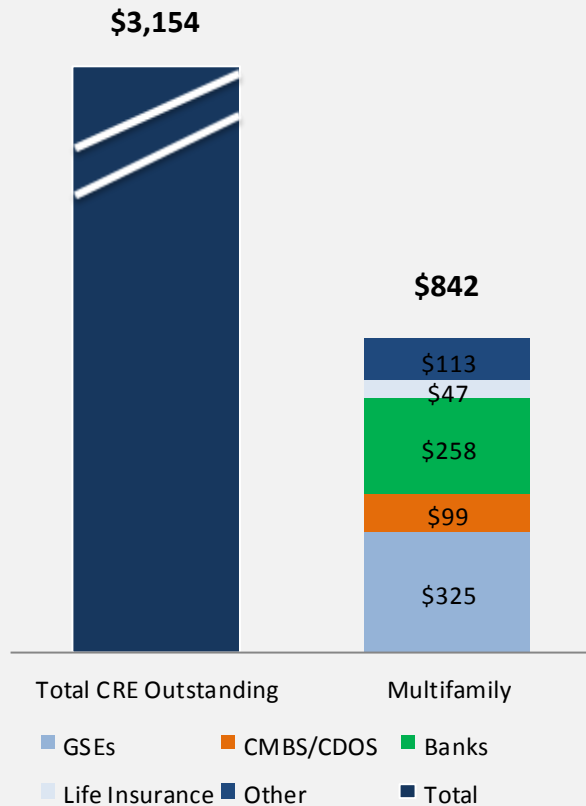
While forward-looking statements reflect our good faith projections, assumptions and expectations, they are not guarantees of future results. Furthermore, we disclaim any obligation to publicly update or revise any forward-looking statement to reflect changes in underlying assumptions or factors, new information, data or methods, future events or other changes, except as required by applicable law. For a further discussion of these and other factors that could cause future results to differ materially from those expressed or contemplated in any forward-looking statements, see the section entitled “Risk Factors” in our registration statement on Form S-1, as most recently amended and filed on December 13, 2010.

# Key Points

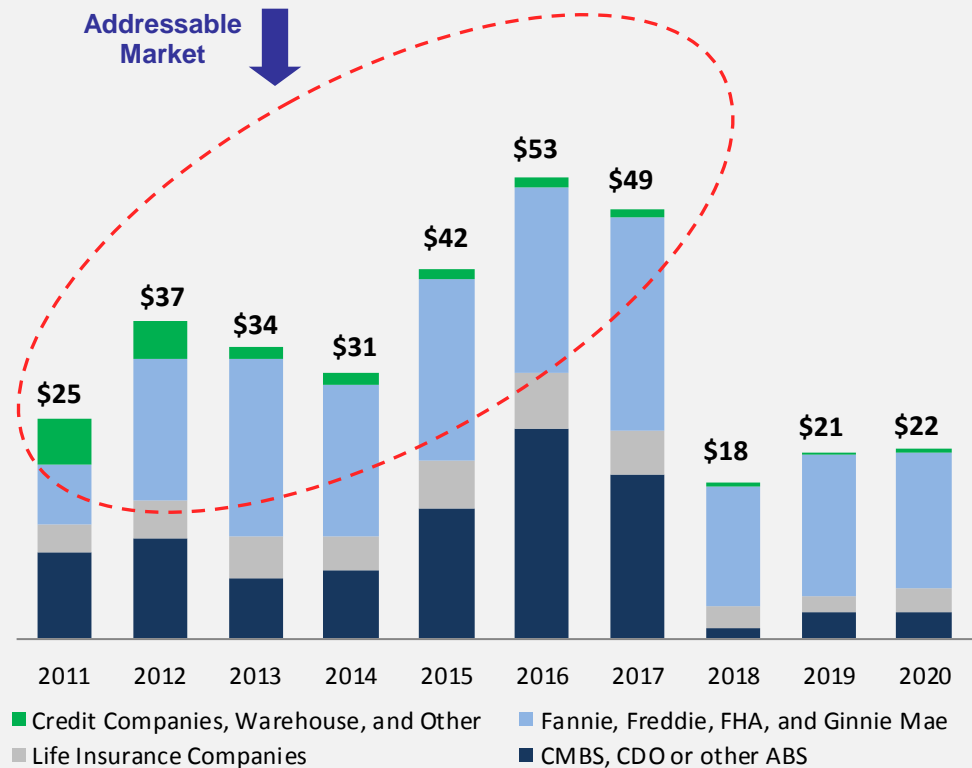
- Our current products, scale, and people provide a strong foundation for growth
- The refinancing market provides abundant growth opportunities - there are between \$25 billion and \$53 billion of refinancings every year over the next seven years, within the multifamily sector
- 40% growth in income from operations
- 2010 and 2009 net income not comparable due to unique items in each time period
- 42% growth in originations, will vary by quarter
- 33% operating margin consistent with prior year but varies by quarter
- Net write-offs up but remain low at 0.03% of at risk servicing portfolio
- 60 day delinquencies improving – down from peak in 2Q 2010

# Significant Market Opportunity

**Real Estate Debt Outstanding as of 12/31/10 <sup>(1)</sup>**  
(\$ in billions)



**Non-Bank Multifamily Loan Maturities <sup>(2)</sup>**  
(\$ in billions)



<sup>(1)</sup> Federal Reserve Flow of Funds Accounts of the United States

<sup>(2)</sup> Mortgage Bankers Association Survey of Loan Maturity Volumes as of December 31 2009

# Net Income Not Comparable Due To Unique Items

	For the year ended December 31,		For the three months ended December 31,	
	2010	2009	2010	2009
Total Revenues	\$ 121,834	\$ 88,761	\$ 36,055	\$ 26,496
Total Expenses	81,692	60,157	25,439	15,689
Income from operations	40,142	28,604	10,616	10,807
Gain on bargain purchase	-	10,922	-	-
Income from operations before income taxes	40,142	39,526	10,616	10,807
Income tax expense	31,915	-	31,915	-
Net Income	<u>8,227</u>	<u>39,526</u>	<u>(21,299)</u>	<u>10,807</u>
Basic and diluted earnings per share	\$ 0.55	\$ 2.76	\$ 1.34	\$ 0.73

\$31.6M deferred tax charge  
\$0.3M current tax expense

Bargain purchase gain from the  
acquisition of certain assets from  
Column Guaranteed, LLC

# Providing Comparable Financial Results

	For the year ended December 31,		For the three months ended December 31,	
	2010	2009	2010	2009
<b>Proforma net income data, unaudited</b> (in thousands, except share and per share data)				
Income from operations, as reported	\$ 40,142	\$ 28,604	\$ 10,616	\$ 10,807
Pro forma adjustments for income tax expense	15,535	11,070	4,108	4,182
Pro forma income from operations, net of tax	24,607	17,534	6,508	6,625
Bargain purchase gain	—	10,922	—	—
Pro forma net income	24,607	28,456	6,508	6,625
<b>Pro forma earnings per diluted share</b>				
Income from operations, net of tax, per diluted share	\$ 1.64	\$ 1.23	\$ 0.41	\$ 0.45
Net income earnings per diluted share	\$ 1.64	\$ 1.99	\$ 0.41	\$ 0.45

Represents what tax would have been if the Company had been a C-Corporation with a tax rate of 38.7%

+ 40%

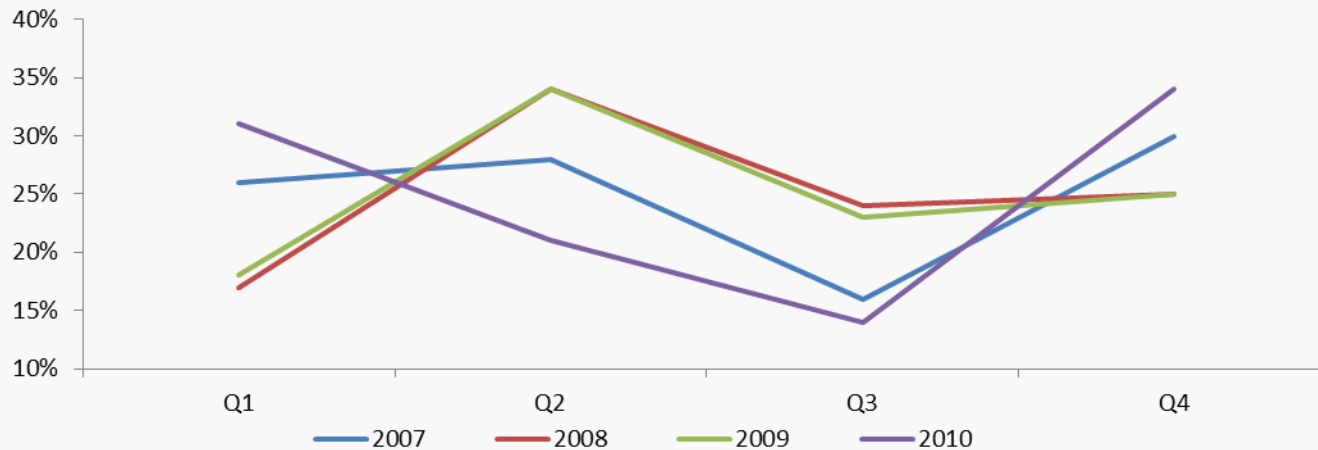
Bargain purchase gain from the acquisition of certain assets from Column Guaranteed, LLC

**Pro forma income from operations, net of tax,  
provides comparable results**

# Growing Originations That Vary By Quarter

	FY 2010	FY 2009	4Q 2010	4Q 2009
<b>Total Revenues</b>	\$121,834	\$88,761	\$36,055	\$26,496
<b>Loan Origination Volumes:</b>				
<b>Fannie Mae</b>	\$1,572,096	\$1,413,144	494,341	398,311
<b>Freddie Mac</b>	526,661	255,997	111,378	50,937
<b>Ginnie Mae - HUD</b>	\$616,075	\$217,186	170,859	54,587
<b>Other<sup>(2)</sup></b>	456,786	343,445	293,073	43,860
<b>Total</b>	\$3,171,618	\$2,229,772	\$1,069,651	\$547,695

Loan Origination Volume<sup>(1)</sup> by Quarter



<sup>(1)</sup> Dollars in thousands

<sup>(2)</sup> CMBS, life insurance companies and commercial banks

# W&D Consolidated Statements of Income

(in thousands)	For the year ended December 31,		For the three months ended December 31,	
	2010	2009	2010	2009
<b>Revenues</b>				
Gains from mortgage banking activities	\$ 85,203	\$ 57,946	\$ 26,658	\$ 17,797
Servicing fees	27,024	20,981	7,255	5,631
Net warehouse interest income	3,586	4,186	642	1,064
Escrow earnings and other interest income	2,056	1,769	424	480
Other	3,965	3,879	1,076	1,524
Total revenues	\$ 121,834	\$ 88,761	\$ 36,055	\$ 26,496
<b>Expenses</b>				
Personnel	\$ 42,459	\$ 32,177	\$ 13,582	\$ 7,662
Amortization and depreciation	16,959	12,917	4,565	3,780
Provision for risk-sharing obligations	7,469	2,265	3,072	2,299
Interest expense on corporate debt	1,334	1,684	295	372
Other operating expenses	13,471	11,114	3,925	1,576
Total expenses	\$ 81,692	\$ 60,157	\$ 25,439	\$ 15,689
<b>Income from operations</b>	\$ 40,142	\$ 28,604	\$ 10,616	\$ 10,807
Gain on bargain purchase	—	10,922	—	—
<b>Income from operations before income taxes</b>	\$ 40,142	\$ 39,526	\$ 10,616	\$ 10,807
Income tax expense	31,915	—	31,915	—
<b>Net income</b>	\$ 8,227	\$ 39,526	\$ (21,299)	\$ 10,807

## Gains from Mortgage Banking Activities

Origination Related Fees	42,151	27,734	12,218	7,897
Mortgage Servicing Rights ("MSRs")	43,052	30,212	14,440	9,900
Total	\$ 85,203	\$ 57,946	\$ 26,658	\$ 17,797

## Key Metrics (as a % of total revenues)

Operating Margin	33%	32%	29%	41%
Personnel expenses	35%	36%	38%	29%
Other operating expenses	11%	13%	11%	6%
Provision for risk sharing	6%	3%	9%	9%



# Diversified Servicing Portfolio – Growth in Portfolio & Fees

Loan Servicing Portfolio <sup>(1)</sup> as of:	at December 31,			
	2010	2009	2008	2007
<b>Fannie Mae</b>	\$9,459,813	\$8,695,229	\$5,182,824	\$4,309,073
Fannie Mae Full Risk	5,865,285	5,476,467	3,202,044	2,369,743
Fannie Mae Modified Risk	1,994,847	1,226,669	717,472	726,153
Fannie Mae No Risk	1,599,681	1,992,093	1,263,308	1,213,177
<b>Freddie Mac</b>	2,467,567	2,055,821	-	-
<b>HUD/Ginnie Mae</b>	\$836,924	350,676	-	-
<b>Other<sup>(2)</sup></b>	1,854,990	2,101,591	1,793,384	\$1,745,113
<b>Total</b>	<b>\$14,619,294</b>	<b>\$13,203,317</b>	<b>\$6,976,208</b>	<b>\$6,054,186</b>

## Calculation of At-Risk Servicing Portfolio

	at December 31, 2010		at December 31, 2009	
	Unpaid Principal Balance	At-Risk <sup>(3)</sup>	Unpaid Principal Balance	At-Risk <sup>(3)</sup>
Fannie Mae Full Risk	\$5,865,285	\$5,865,585	5,476,467	5,476,467
Fannie Mae Modified Risk	1,994,847	816,357	1,226,669	\$393,896
Fannie Mae No Risk	1,599,681	0	1,992,093	0
<b>Total</b>	<b>9,459,813</b>	<b>6,681,942</b>	<b>\$8,695,229</b>	<b>\$5,870,363</b>

<sup>(1)</sup> Unpaid principal balance dollars in thousands

<sup>(2)</sup> CMBS, life insurance companies and commercial banks

<sup>(3)</sup> At-Risk defined as balance of servicing portfolio subject to full Fannie Mae DUS risk sharing formula

# Putting Losses in Perspective

## Allowance for risk-sharing obligations

(\$ in thousands)

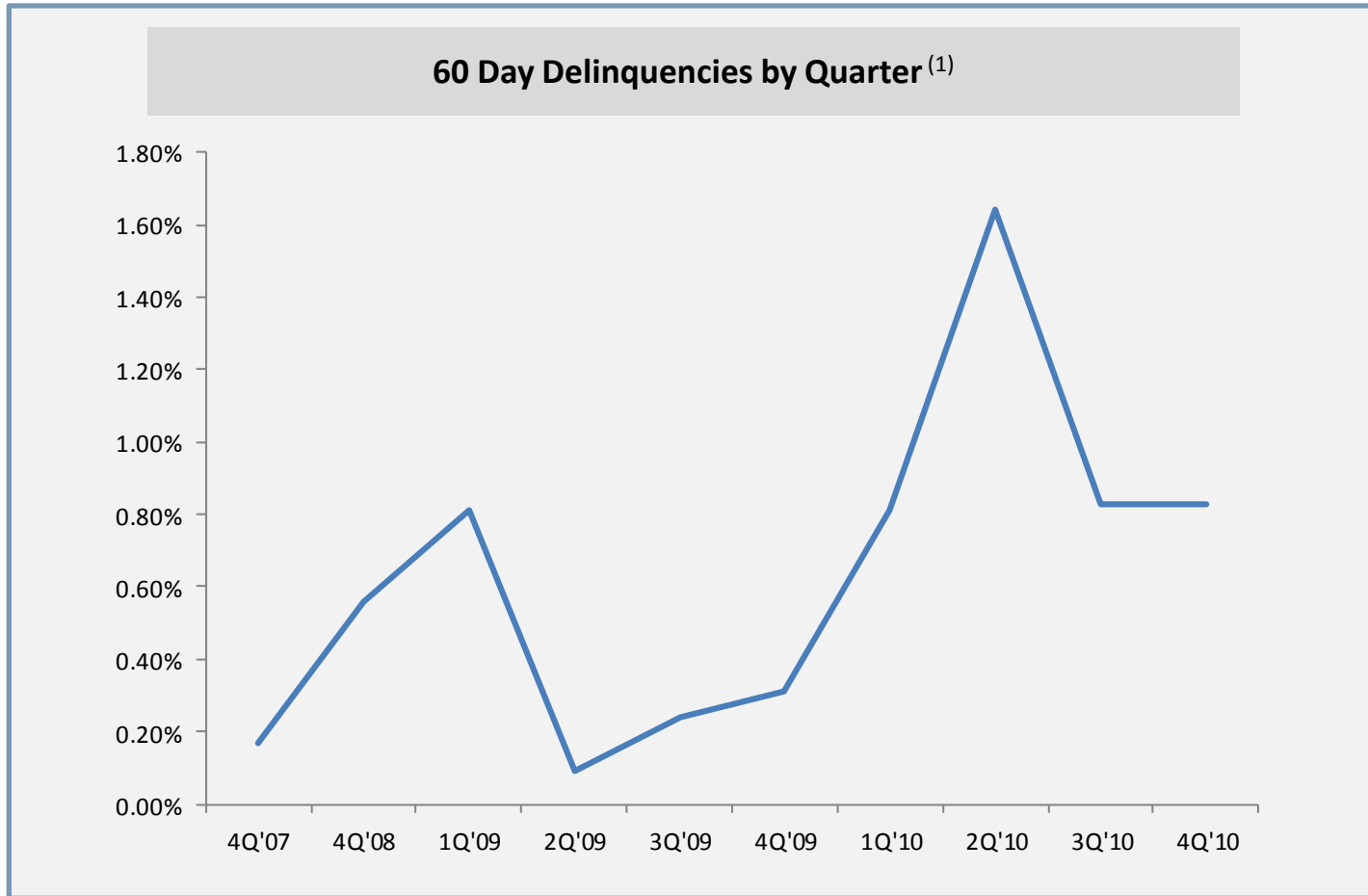
	Year Ended December 31,			
	2010	2009	2008	2007
Allowance Beginning balance	\$5,552	\$1,101	—	\$888
Provision for risk-sharing obligations	7,469	2,265	1,101	—
Net write-offs	(2,148)	(498)	—	(888)
Contribution from Column	—	2,684	—	—
Allowance Ending Balance	\$10,873	\$5,552	\$1,101	—

### Key Metrics as a percentage of the at risk servicing portfolio:

Provision for risk-sharing	0.11%	0.04%	0.03%	0.03%
Allowance for risk-sharing	0.16%	0.09%	0.03%	0.00%
Net write-offs	0.03%	0.01%	0.00%	0.00%

# Credit Remains a Strength of WD

	December 31, 2010	December 31, 2009	December 31, 2008	December 31, 2007
<b>60 Day delinquencies <sup>(1)</sup></b>	0.85%	0.31%	0.56%	0.17%



<sup>(1)</sup> As a percentage of the at risk servicing portfolio

# IPO Proceeds Provide Growth Capital

## Add to Origination Capabilities

- Continue to broaden current origination network of 30 originators and 22 correspondents
- Expansion may include organic growth, as well as recruitment of origination professionals

## Acquire Complementary Businesses

- Build / buy / partner in investment sales
- Expand fund management business
- Acquire competitors with strong origination capabilities

## Expand Product Offerings

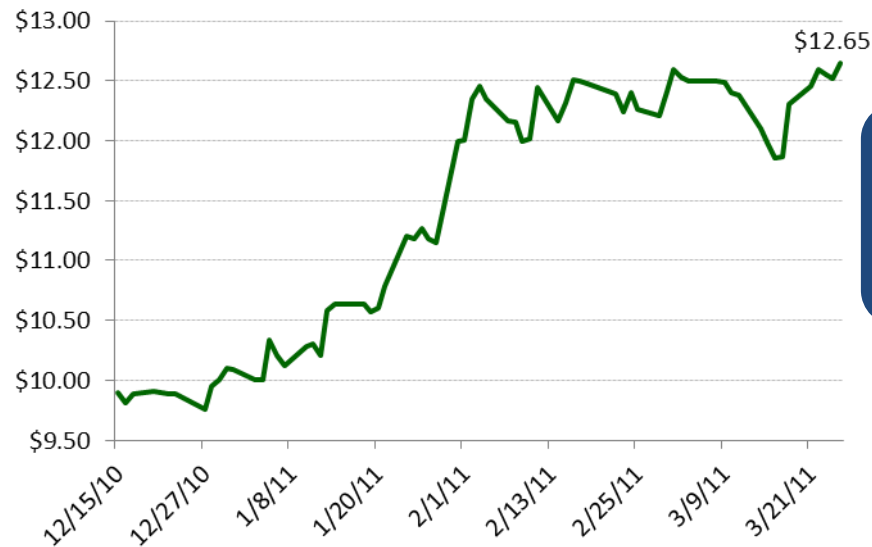
- Provide interim financing for multifamily properties
- Broaden lending focus (office, retail, hospitality, etc.) while maintaining underwriting discipline

**Capital Raised During Beginning of Cycle Positions Us Well**

# A Compelling Growth Story

Leading Originator  
and Servicer

Began trading on the NYSE under ticker symbol  
WD on December 15, 2010 <sup>(1)</sup>



Experienced and  
Aligned  
Management Team

Time-Tested Credit  
Culture

Attractive Growth  
Opportunities

<sup>(1)</sup>Market data as of 3.25.2011