Walker&Dunlop

Commercial Real Estate Finance

Second Quarter 2013 Earnings Results

August 8, 2013

www.walkerdunlop.com

Forward Looking Statements and Non-GAAP Financial Measures

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 most recent Annual Report on Form 10-K and in our subsequent SEC filings.

Non-GAAP Financial Measures

To supplement the financial statements presented in accordance with United States generally accepted accounting principles (GAAP), we present the following non-GAAP financial measures, each of which excludes selected expenses related to the CWCapital acquisition: adjusted net income, adjusted diluted earnings per share, adjusted total expenses, adjusted income from operations and adjusted operating margin.

These supplemental measures exclude acquisition and integration costs specifically related to the CWCapital acquisition, and amortization of customer contracts and other intangible assets acquired from CWCapital. We believe that these non-GAAP measures facilitate a review of the comparability of our operating performance on a period-to-period basis because such costs are not, in our view, related to our ongoing operational performance. We use these non-GAAP measures to evaluate the operating performance of our business, for comparison with forecasts and strategic plans, and for benchmarking performance externally against competitors. Since we find these measures to be useful, we believe that investors benefit from seeing results “through the eyes” of management in addition to seeing GAAP results. We believe that these non-GAAP measures, when read in conjunction with our GAAP financials, provide useful information to investors by offering:

- the ability to make more meaningful period-to-period comparisons of our on-going operating results;
- the ability to better identify trends in our underlying business and perform related trend analyses; and
- a better understanding of how management plans and measures our underlying business.

These non-GAAP measures are not in accordance with or an alternative for GAAP, and may be different from non-GAAP measures used by other companies. We believe that these non-GAAP measures have limitations in that they do not reflect all of the amounts associated with the Company's results of operations as determined in accordance with GAAP and that these measures should only be used to evaluate our results of operations in conjunction with the corresponding GAAP measures. The presentation of this additional information is not meant to be considered in isolation or as a substitute for the most directly comparable GAAP measures. We compensate for the limitations of non-GAAP financial measures by relying upon GAAP results to gain a complete picture of our performance.

For a reconciliation of these non-GAAP financial measures, refer to slides 12 and 13.

Q2'13 Highlights

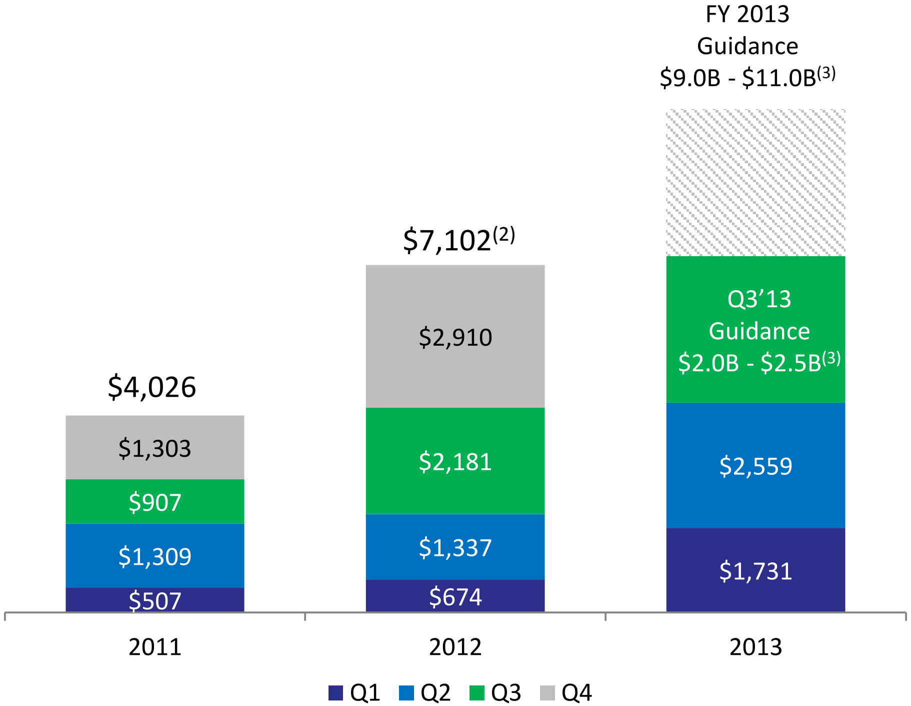
Loan Origination Volume	$2.6 billion of loans originated in second quarter 2013, reflecting very strong growth of 91% over second quarter 2012 Loan origination guidance [1]: - Q3'13: $2.0 billion - $2.5 billion - FY 2013: Revised to $9.0 billion - $11.0 billion
Financial Results	Total revenues of $90.7 million, up 94% over second quarter 2012 Gains from mortgage banking activities of $63.1 million, up 86% over second quarter 2012 Total expenses increased 112% to $66.9 million, due to acquiring CWCapital, investing in the growth of our Capital Markets platform, significant increases in amortization expense due to the growth of our MSR portfolio, write-offs of MSRs due to loan prepayments, and continued investments in our efforts to raise proprietary capital Adjusted net income [2] up 65% over second quarter 2012 to $15.3 million, or $0.44 per diluted share Adjusted operating margin[2] of 28% compared to 32% for same period last year
Servicing Portfolio	Servicing fees of $22.4 million, up 128% over second quarter 2012 Servicing portfolio totaled $37.9 billion at June 30, 2013, up 116% over portfolio of $17.6 billion at June 30, 2012
Diversification	Launched large loan bridge program to invest in multifamily and senior housing loans of $30+ million 87% increase in Capital Markets lending, will continue to be a large part of our originations Product level diversification not just capital source diversification $200 thousand in net interest income in Q2'13 from the $47 million in interim loans on our balance sheet - expect to see net interest income increase as our interim loan program ramps up Continue to work on additional sources of proprietary capital: CMBS loan origination platform and separate account to raise long-term, fixed-rate capital for our borrowers

[1] Guidance provided on August 8, 2013. Previous annual guidance was $10.0 billion - $12.0 billion

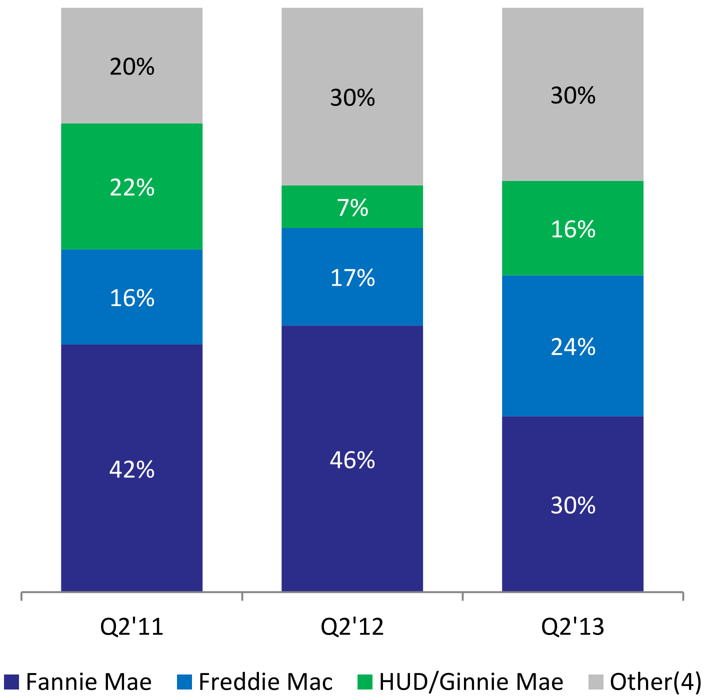
[2] Adjusted net income, adjusted diluted earnings per share and adjusted operating margin for Q2'13 exclude selected expenses relating to the CWCapital acquisition. See slides 12 and 13 for a reconciliation of these non-GAAP financial measures to GAAP

Quarterly and Annual Loan Originations

Loan Origination Volume by Quarter[1]



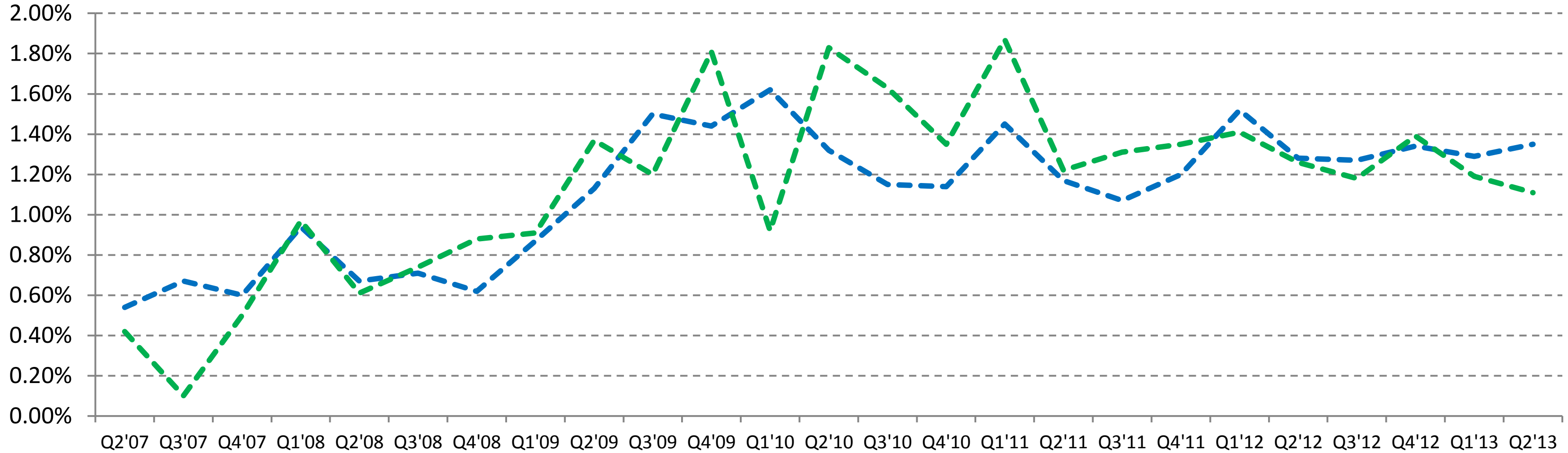
Mix of Loans Originated



[1] Actual volume in millions, and guidance in billions
[2] Includes loan origination volumes for eight months of W&D on a standalone basis and four months of W&D and CWCapital on a combined basis
[3] Guidance provided on August 8, 2013. Previous annual guidance was $10.0 billion - $12.0 billion
[4] Other includes CMBS, life insurance, commercial banks and interim loans

Origination Related Revenues- Historical Trend

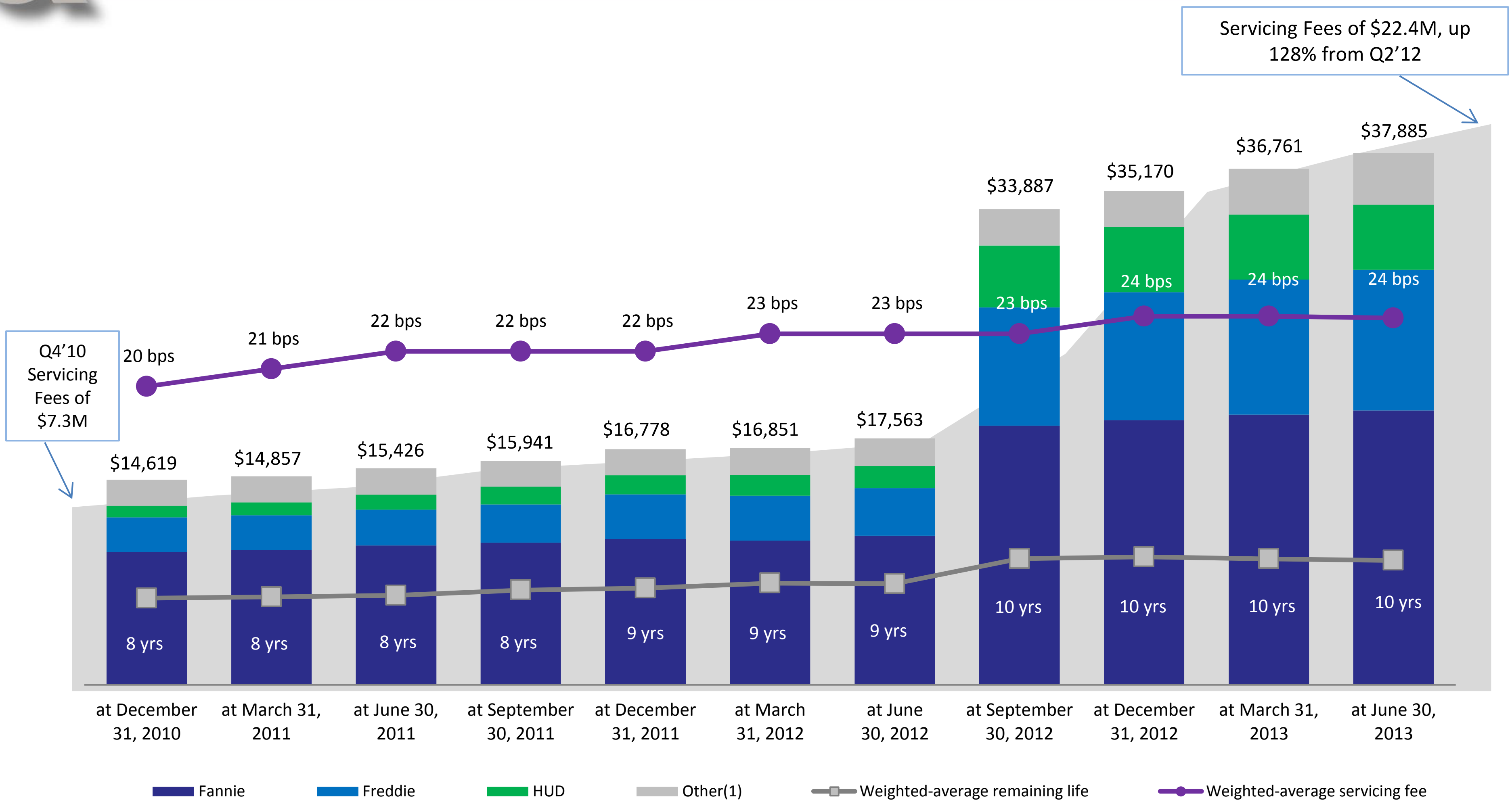
Gains from Mortgage Banking Activities[1]



Gains from Mortgage Banking Activities:		Q2'13[2]		Q2'12[2]	Q2'13[1]	Q2'12[1]
Origination related fees	$	34,593	$	17,092	1.35%	1.28%
Gains attributable to MSRs		28,483		16,842	1.11%	1.26%
Total	$	63,076	$	33,934	2.46%	2.54%

[1] Origination related fees and gains attributable to MSRs presented as a percentage of quarterly origination volume
[2] In thousands

Servicing Portfolio & Associated Revenue Growth



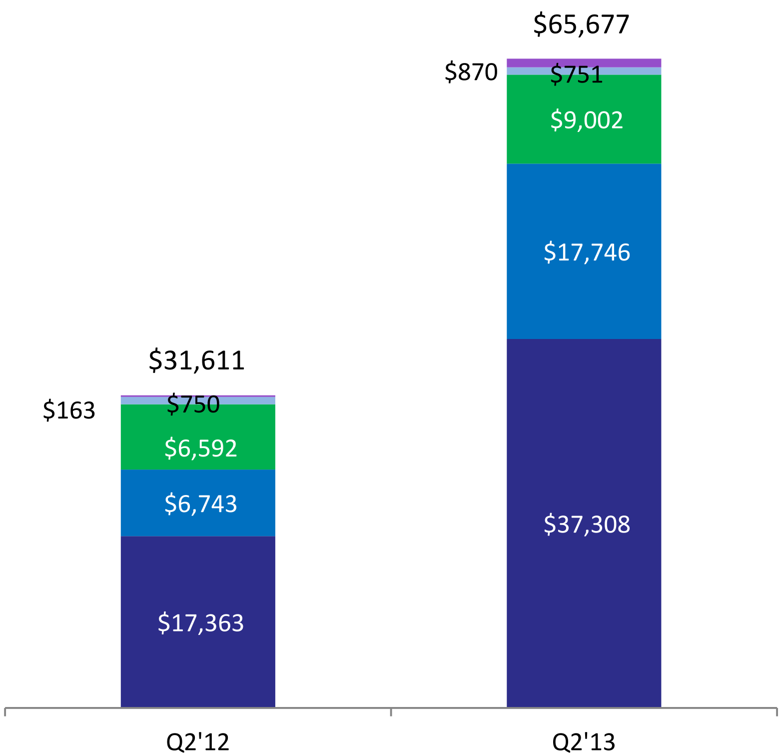
Servicing fees are illustrated by the gray background

Note: Total servicing portfolio presented in millions

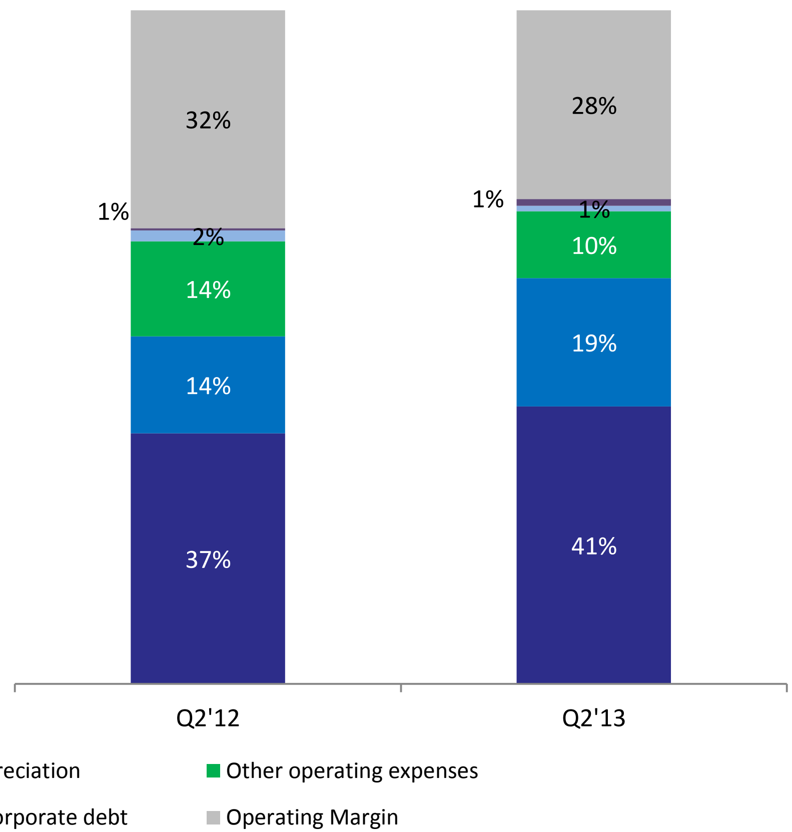
(1) Other includes CMBS, life insurance, commercial banks and interim loans

Adjusted Expenses and Operating Margin

Adjusted Total Expenses[1] [2]



Adjusted Total Expenses and Adjusted Operating Income as a Percentage of Total Revenue[2]



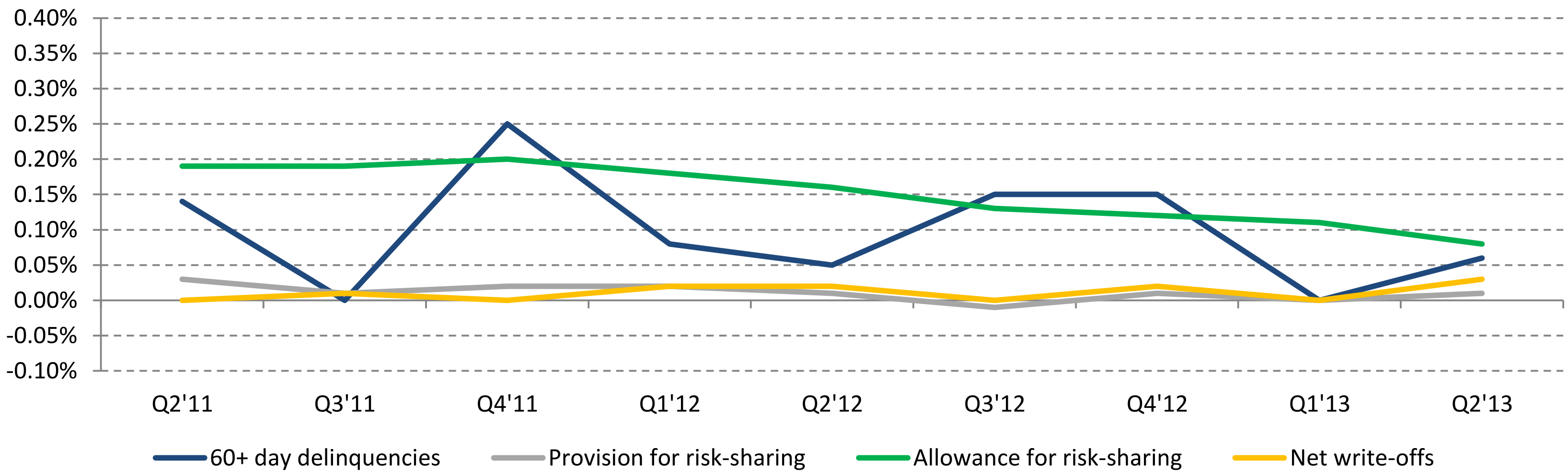
[1] Dollars in thousands

[2] Adjusted expenses and adjusted operating income exclude selected expenses relating to the CWCapital acquisition. See slides 12 and 13 for a reconciliation of these non-GAAP financial measures to GAAP

Risk Management is a Core Competency

Credit Remains a Strength of W&D

(as of and for the periods then ended)



Walker & Dunlop Key Credit Metrics[1] (as a percentage of the at risk servicing portfolio)	**Q2'12**	**Q1'13**	**Q2'13**
As of period end:			
60+ day delinquencies	0.05%	0.00%	0.06%
Allowance for risk-sharing	0.16%	0.11%	0.08%
For the period ended:			
Provision for risk-sharing	0.01%	< 0.01%	0.01%
Net write-offs	0.02%	0.00%	0.03%

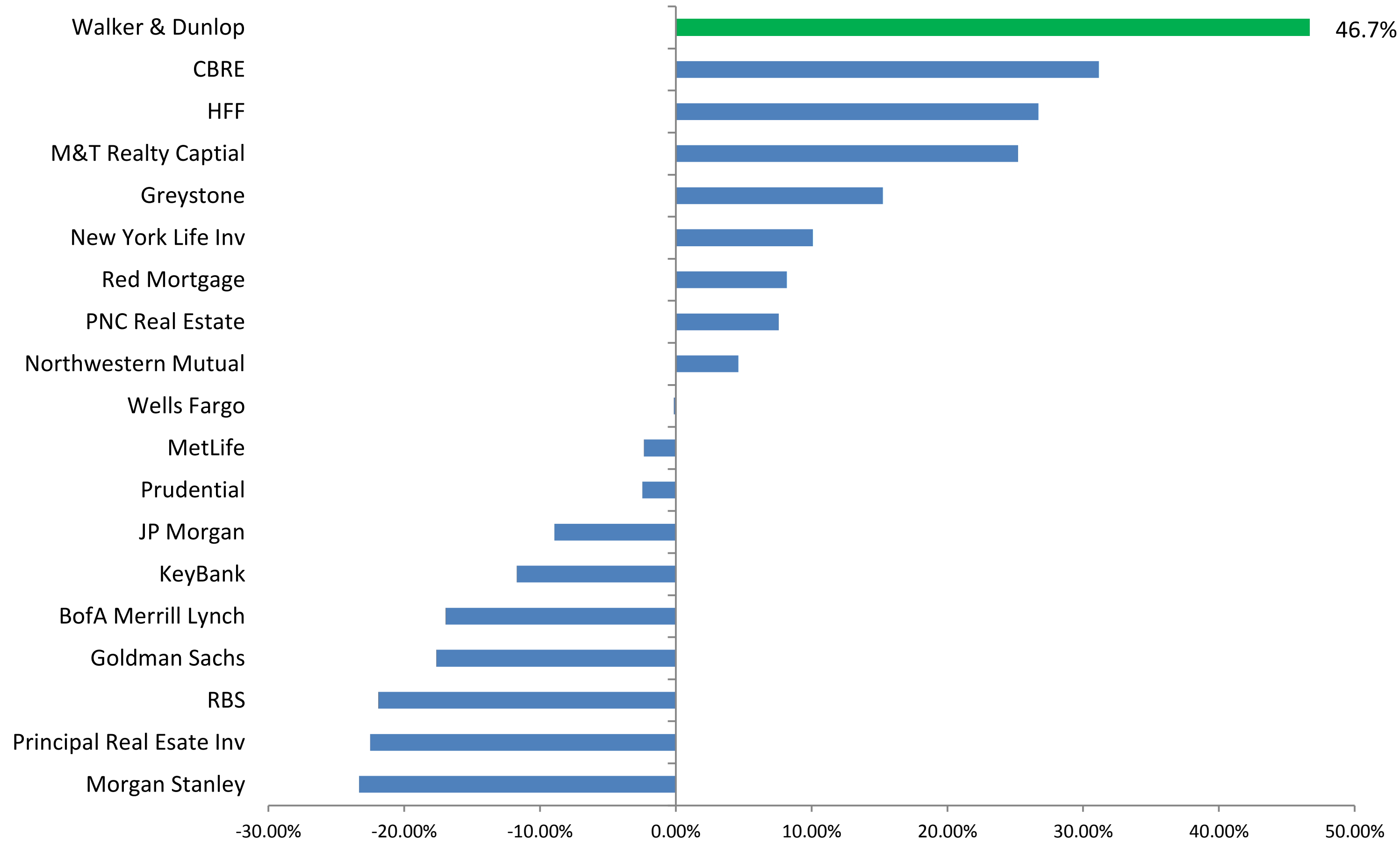
[1]Quarterly data, not annualized

Balance Sheets

(in thousands)	As of June 30, 2013 (unaudited)		As of June 30, 2012 (unaudited)	
Assets				
Cash and cash equivalents	$	66,289	$	46,153
Pledged securities, at fair value		39,974		21,144
Loans held for sale, at fair value		443,279		399,230
Loans held for investment		47,151		16,392
Mortgage servicing rights		341,770		149,533
Goodwill and other intangibles		63,112		1,161
Other assets		96,657		42,583
Total assets	$	1,098,232	$	676,196
Liabilities and Stockholders' Equity				
Liabilities				
Notes payable	$	76,775	$	22,069
Warehouse notes payable		485,896		372,995
Allowance for risk-sharing obligations		12,322		13,629
Accounts payable and other accrued expenses		143,186		87,139
Total liabilities	$	718,179	$	495,832
Total stockholders' equity	$	380,053	$	180,364
Total liabilities and stockholders' equity	$	1,098,232	$	676,196

Compound Annual Growth Rate: W&D & Industry

Compound Annual Growth Rate of Annual Originations: 2007-2012



Data from the Mortgage Bankers Association Annual Origination Rankings Report, 2007-2012

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Appendix

Adjusted Financial Metrics Reconciliation to GAAP

(in thousands, except per share amounts)	For the three months ended June 30, 2013 (unaudited)	2012 (unaudited)
Reconciliation of GAAP Net Income and GAAP Diluted Earnings Per Share to Adjusted Net Income and Adjusted Diluted Earnings Per Share		
GAAP net income	$ 14,543	$ 9,292
Shares [(1)]	34,486	21,976
GAAP diluted earnings per share	$ 0.42	$ 0.42
GAAP net income	$ 14,543	$ 9,292
Adjustments:		
Amortization of intangibles	430	—
Lease modification	825	—
Income tax impact of adjustments	(488)	—
Adjusted net income	$ 15,310	$ 9,292
Shares [(1)]	34,486	21,976
Adjusted diluted earnings per share	$ 0.44	$ 0.42

[(1)]Diluted weighted average shares outstanding

Adjusted Financial Metrics Reconciliation to GAAP

(in thousands)	For the three months ended June 30, 2013 (unaudited)	2012 (unaudited)
Reconciliation of GAAP Income from Operations and GAAP Operating Margin to Adjusted Income from Operations and Adjusted Operating Margin		
GAAP income from operations	$ 23,802	$ 15,109
Total revenues	90,734	46,720
GAAP operating margin	26%	32%
GAAP income from operations	$ 23,802	$ 15,109
Adjustments:		
Amortization of intangibles	430	—
Lease modification	825	—
Adjusted income from operations	$ 25,057	$ 15,109
Total revenues	90,734	46,720
Adjusted operating margin	28%	32%
Reconciliation of GAAP Total Expenses to Adjusted Total Expenses		
GAAP total expenses	$ 66,932	$ 31,611
Adjustments:		
Amortization of intangibles	430	—
Lease modification	825	—
Adjusted total expenses	$ 65,677	$ 31,611