



Multifamily Debt Solutions

07.16.2024

INDEXES

Index:	30 day Avg SOFR	5T	7T	10T	30T
Current:	5.342%	4.10%	4.13%	4.20%	4.42%

FANNIE MAE - DUS PROGRAM

DUS - Fixed Rate ⁽¹⁾

Term:	Prepay:	Tier 2 (80% / 1.25x)		Tier 3 (65% / 1.35x)		Tier 4 (55% / 1.55x)	
		Spread	All-In Rate	Spread	All-In Rate	Spread	All-In Rate
5 year	4.5yr YM	1.80% - 1.90%	5.90% - 6.00%	1.26% - 1.36%	5.36% - 5.46%	1.06% - 1.16%	5.16% - 5.26%
7 year	6.5yr YM	1.51% - 1.61%	5.64% - 5.74%	1.20% - 1.30%	5.33% - 5.43%	1.00% - 1.10%	5.13% - 5.23%
10 year	9.5yr YM	1.35% - 1.45%	5.55% - 5.65%	1.15% - 1.25%	5.35% - 5.45%	0.95% - 1.05%	5.15% - 5.25%
12 year	11.5yr YM	1.43% - 1.53%	5.63% - 5.73%	1.23% - 1.33%	5.43% - 5.53%	1.03% - 1.13%	5.23% - 5.33%
15 year	14.5yr YM	1.51% - 1.61%	5.71% - 5.81%	1.31% - 1.41%	5.51% - 5.61%	1.11% - 1.21%	5.31% - 5.41%
18 year	15yr YM	1.76% - 1.86%	5.96% - 6.06%	1.56% - 1.66%	5.76% - 5.86%	1.36% - 1.46%	5.56% - 5.66%
30 year	15yr YM	2.00% - 2.10%	6.20% - 6.30%	1.80% - 1.90%	6.00% - 6.10%	1.60% - 1.70%	5.80% - 5.90%

(1) UPB > \$6MM/Multifamily/Over 50 units/30yr AM/A360/5 days to close/Strong property, sponsor and market-Call for other loan terms, prepays and IO.

DUS - ARM ⁽¹⁾

10yr (SOFR)	1yr LO, 1%	2.28% - 2.48%	7.62% - 7.82%	2.09% - 2.29%	7.43% - 7.63%	1.79% - 1.99%	7.13% - 7.33%
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(1) UPB>\$25MM/Multifamily/30yr AM A360/5 days to close/Strong property, sponsor and market. Call for other loan terms, prepays and IO.

* Fixed Rate & ARM pricing is based on loans having at least 50% Mission.

* Fannie Mae MAH loans are eligible for 30bps lower rate.

* Fannie Mae Green loans may be eligible for 20bps lower rate.

* Fannie Mae loans under \$6MM - please call for quotes.

* Fannie Mae 5-Yr and 7-Yr loans >\$6MM/Tier 2/<=65% LTV are eligible for an additional -34 bps or -11 bps respectively

* Fannie Mae 7-Year & 10- Year, 5-50 Units with at least 50% of units at 80% of AMI are eligible for 10bps lower rate, 5-Year, 5-50 Units with 50% at 80% are eligible for 20 bps lower rate

FREDDIE MAC

Fixed Rate ⁽¹⁾

Term:	Prepay:	(65% / 1.25x)		(60% / 1.30x)		(55% / 1.35x)	
		Spread	All-In Rate	Spread	All-In Rate	Spread	All-In Rate
5 year	Defeasance	1.45% - 1.70%	5.55% - 5.80%	1.40% - 1.65%	5.50% - 5.75%	1.30% - 1.55%	5.40% - 5.65%
7 year	Defeasance	1.43% - 1.68%	5.56% - 5.81%	1.38% - 1.63%	5.51% - 5.76%	1.28% - 1.53%	5.41% - 5.66%
10 year	Defeasance	1.35% - 1.60%	5.55% - 5.80%	1.30% - 1.55%	5.50% - 5.75%	1.20% - 1.45%	5.40% - 5.65%
12 year	Defeasance	1.45% - 1.70%	5.65% - 5.90%	1.40% - 1.65%	5.60% - 5.85%	1.30% - 1.55%	5.50% - 5.75%

(1) UPB > \$20MM /Multifamily / 30yr AM / A360 /close within 5 days of rate lock /Strong property, sponsor, and market /YM+5bps/Call for other loan terms.

ARM ⁽¹⁾

10yr (SOFR)	1yr LO, 1%	1.95% - 2.15%	7.29% - 7.49%	1.90% - 2.10%	7.24% - 7.44%	1.85% - 2.05%	7.19% - 7.39%
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(1) UPB > \$20MM / Multifamily / 30yr AM / A360 / close within 5 days of rate lock / Strong property, sponsor, and market / call for other loan terms.

* Fixed Rate & ARM pricing is based on loans having at least 50% Mission.

* Freddie Mac Green loans may be eligible for a 5-10bps lower rate.

* Freddie Mac Affordable loans are approximately 10-20bps lower.

FHA/GINNIE MAE⁽¹⁾

FHA - Fixed Rate:

Prepay:
10,9,8,7,6,5,4,3,2,1

Purchase/Refinance (35yr Term/Amortization)
All-In Rate 5.41%

Construction (40yr Term/Amortization)
All-In Rate 5.92%

(1)Multifamily/30 day close/Pricing does not include MIP/20 month construction period & first draw at least 15% of loan amount.

