

Multifamily Debt Solutions

08.01.2024

INDEXES

Index:	30 day Avg SOFR	5T	7T	10T	30T
Current:	5.350%	3.93%	3.96%	4.04%	4.31%

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	1.86% - 1.96%	5.79% - 5.89%	1.32% - 1.42%	5.25% - 5.35%	1.12% - 1.22%	5.05% - 5.15%
7 year	6.5yr YM	1.57% - 1.67%	5.53% - 5.63%	1.26% - 1.36%	5.22% - 5.32%	1.06% - 1.16%	5.02% - 5.12%
10 year	9.5yr YM	1.37% - 1.47%	5.41% - 5.51%	1.17% - 1.27%	5.21% - 5.31%	0.97% - 1.07%	5.01% - 5.11%
12 year	11.5yr YM	1.46% - 1.56%	5.50% - 5.60%	1.26% - 1.36%	5.30% - 5.40%	1.06% - 1.16%	5.10% - 5.20%
15 year	14.5yr YM	1.53% - 1.63%	5.57% - 5.67%	1.33% - 1.43%	5.37% - 5.47%	1.13% - 1.23%	5.17% - 5.27%
18 year	15yr YM	1.79% - 1.89%	5.83% - 5.93%	1.59% - 1.69%	5.63% - 5.73%	1.39% - 1.49%	5.43% - 5.53%
30 year	15yr YM	2.02% - 2.12%	6.06% - 6.16%	1.82% - 1.92%	5.86% - 5.96%	1.62% - 1.72%	5.66% - 5.76%

(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%	2.30% - 2.50%	7.65% - 7.85%	2.11% - 2.31%	7.46% - 7.66%	1.81% - 2.01%	7.16% - 7.36%
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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%	5.38% - 5.63%	1.40% - 1.65%	5.33% - 5.58%	1.30% - 1.55%	5.23% - 5.48%
7 year	Defeasance	1.43% - 1.68%	5.39% - 5.64%	1.38% - 1.63%	5.34% - 5.59%	1.28% - 1.53%	5.24% - 5.49%
10 year	Defeasance	1.35% - 1.60%	5.39% - 5.64%	1.30% - 1.55%	5.34% - 5.59%	1.20% - 1.45%	5.24% - 5.49%
12 year	Defeasance	1.45% - 1.70%	5.49% - 5.74%	1.40% - 1.65%	5.44% - 5.69%	1.30% - 1.55%	5.34% - 5.59%

(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%	7.30% - 7.50%	1.90% - 2.10%	7.25% - 7.45%	1.85% - 2.05%	7.20% - 7.40%
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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
5.36%

Construction (40yr Term/Amortization)
All-In Rate
5.89%

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

