

Multifamily Debt Solutions

10.15.2024

INDEXES

Index:	30 day Avg SOFR	5T	7T	10T	30T
Current:	4.923%	3.89%	3.97%	4.07%	4.37%

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	1.74% - 1.84%	5.63% - 5.73%	1.20% - 1.30%	5.09% - 5.19%	1.00% - 1.10%	4.89% - 4.99%
7 year	6.5yr YM	1.46% - 1.56%	5.43% - 5.53%	1.15% - 1.25%	5.12% - 5.22%	0.95% - 1.05%	4.92% - 5.02%
10 year	9.5yr YM	1.31% - 1.41%	5.38% - 5.48%	1.11% - 1.21%	5.18% - 5.28%	0.91% - 1.01%	4.98% - 5.08%
12 year	11.5yr YM	1.40% - 1.50%	5.47% - 5.57%	1.20% - 1.30%	5.27% - 5.37%	1.00% - 1.10%	5.07% - 5.17%
15 year	14.5yr YM	1.47% - 1.57%	5.54% - 5.64%	1.27% - 1.37%	5.34% - 5.44%	1.07% - 1.17%	5.14% - 5.24%
18 year	15yr YM	1.71% - 1.81%	5.78% - 5.88%	1.51% - 1.61%	5.58% - 5.68%	1.31% - 1.41%	5.38% - 5.48%
30 year	15yr YM	2.00% - 2.10%	6.07% - 6.17%	1.80% - 1.90%	5.87% - 5.97%	1.60% - 1.70%	5.67% - 5.77%

(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%	2.35% - 2.55%	7.27% - 7.47%	2.16% - 2.36%	7.08% - 7.28%	1.86% - 2.06%	6.78% - 6.98%
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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	1.55% - 1.80%	5.44% - 5.69%	1.50% - 1.75%	5.39% - 5.64%	1.40% - 1.65%	5.29% - 5.54%
7 year	Defeasance	1.53% - 1.78%	5.50% - 5.75%	1.48% - 1.73%	5.45% - 5.70%	1.38% - 1.63%	5.35% - 5.60%
10 year	Defeasance	1.45% - 1.70%	5.52% - 5.77%	1.40% - 1.65%	5.47% - 5.72%	1.30% - 1.55%	5.37% - 5.62%
12 year	Defeasance	1.55% - 1.80%	5.62% - 5.87%	1.50% - 1.75%	5.57% - 5.82%	1.40% - 1.65%	5.47% - 5.72%

(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%	2.05% - 2.25%	6.97% - 7.17%	2.00% - 2.20%	6.92% - 7.12%	1.95% - 2.15%	6.87% - 7.07%
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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 Call for Pricing

Construction (40yr Term/Amortization)
All-In Rate Call for Pricing

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

