

Multifamily Debt Solutions

10.28.2024

INDEXES

Index:	30 day Avg SOFR	5T	7T	10T	30T
Current:	4.856%	4.07%	4.15%	4.25%	4.51%

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	1.70% - 1.80%	5.77% - 5.87%	1.16% - 1.26%	5.23% - 5.33%	0.96% - 1.06%	5.03% - 5.13%
7 year	6.5yr YM	1.43% - 1.53%	5.58% - 5.68%	1.12% - 1.22%	5.27% - 5.37%	0.92% - 1.02%	5.07% - 5.17%
10 year	9.5yr YM	1.27% - 1.37%	5.52% - 5.62%	1.07% - 1.17%	5.32% - 5.42%	0.87% - 0.97%	5.12% - 5.22%
12 year	11.5yr YM	1.36% - 1.46%	5.61% - 5.71%	1.16% - 1.26%	5.41% - 5.51%	0.96% - 1.06%	5.21% - 5.31%
15 year	14.5yr YM	1.43% - 1.53%	5.68% - 5.78%	1.23% - 1.33%	5.48% - 5.58%	1.03% - 1.13%	5.28% - 5.38%
18 year	15yr YM	1.68% - 1.78%	5.93% - 6.03%	1.48% - 1.58%	5.73% - 5.83%	1.28% - 1.38%	5.53% - 5.63%
30 year	15yr YM	1.96% - 2.06%	6.21% - 6.31%	1.76% - 1.86%	6.01% - 6.11%	1.56% - 1.66%	5.81% - 5.91%

(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%	7.21% - 7.41%	2.16% - 2.36%	7.02% - 7.22%	1.86% - 2.06%	6.72% - 6.92%
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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%	5.62% - 5.87%	1.50% - 1.75%	5.57% - 5.82%	1.40% - 1.65%	5.47% - 5.72%
7 year	Defeasance	1.53% - 1.78%	5.68% - 5.93%	1.48% - 1.73%	5.63% - 5.88%	1.38% - 1.63%	5.53% - 5.78%
10 year	Defeasance	1.45% - 1.70%	5.70% - 5.95%	1.40% - 1.65%	5.65% - 5.90%	1.30% - 1.55%	5.55% - 5.80%
12 year	Defeasance	1.55% - 1.80%	5.80% - 6.05%	1.50% - 1.75%	5.75% - 6.00%	1.40% - 1.65%	5.65% - 5.90%

(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%	6.91% - 7.11%	2.00% - 2.20%	6.86% - 7.06%	1.95% - 2.15%	6.81% - 7.01%
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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.

