

Multifamily Debt Solutions

10.29.2024

**INDEXES**

Index:	30 day Avg SOFR	5T	7T	10T	30T
Current:	4.855%	4.14%	4.22%	4.31%	4.56%

**FANNIE MAE - DUS PROGRAM**

**DUS - Fixed Rate <sup>(1)</sup>**

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	1.69% - 1.79%	5.83% - 5.93%	1.15% - 1.25%	5.29% - 5.39%	0.95% - 1.05%	5.09% - 5.19%
7 year	6.5yr YM	1.41% - 1.51%	5.63% - 5.73%	1.10% - 1.20%	5.32% - 5.42%	0.90% - 1.00%	5.12% - 5.22%
10 year	9.5yr YM	1.26% - 1.36%	5.57% - 5.67%	1.06% - 1.16%	5.37% - 5.47%	0.86% - 0.96%	5.17% - 5.27%
12 year	11.5yr YM	1.34% - 1.44%	5.65% - 5.75%	1.14% - 1.24%	5.45% - 5.55%	0.94% - 1.04%	5.25% - 5.35%
15 year	14.5yr YM	1.41% - 1.51%	5.72% - 5.82%	1.21% - 1.31%	5.52% - 5.62%	1.01% - 1.11%	5.32% - 5.42%
18 year	15yr YM	1.66% - 1.76%	5.97% - 6.07%	1.46% - 1.56%	5.77% - 5.87%	1.26% - 1.36%	5.57% - 5.67%
30 year	15yr YM	1.94% - 2.04%	6.25% - 6.35%	1.74% - 1.84%	6.05% - 6.15%	1.54% - 1.64%	5.85% - 5.95%

(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 <sup>(1)</sup>**

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 <sup>(1)</sup>**

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%	5.69% - 5.94%	1.50% - 1.75%	5.64% - 5.89%	1.40% - 1.65%	5.54% - 5.79%
7 year	Defeasance	1.53% - 1.78%	5.75% - 6.00%	1.48% - 1.73%	5.70% - 5.95%	1.38% - 1.63%	5.60% - 5.85%
10 year	Defeasance	1.45% - 1.70%	5.76% - 6.01%	1.40% - 1.65%	5.71% - 5.96%	1.30% - 1.55%	5.61% - 5.86%
12 year	Defeasance	1.55% - 1.80%	5.86% - 6.11%	1.50% - 1.75%	5.81% - 6.06%	1.40% - 1.65%	5.71% - 5.96%

(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 <sup>(1)</sup>**

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<sup>(1)</sup>**

**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.

