

Multifamily Debt Solutions

11.19.2024

INDEXES

Index:	30 day Avg SOFR	5T	7T	10T	30T
Current:	4.761%	4.22%	4.29%	4.35%	4.55%

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	1.64% - 1.74%	5.86% - 5.96%	1.10% - 1.20%	5.32% - 5.42%	0.90% - 1.00%	5.12% - 5.22%
7 year	6.5yr YM	1.37% - 1.47%	5.66% - 5.76%	1.06% - 1.16%	5.35% - 5.45%	0.86% - 0.96%	5.15% - 5.25%
10 year	9.5yr YM	1.23% - 1.33%	5.58% - 5.68%	1.03% - 1.13%	5.38% - 5.48%	0.83% - 0.93%	5.18% - 5.28%
12 year	11.5yr YM	1.31% - 1.41%	5.66% - 5.76%	1.11% - 1.21%	5.46% - 5.56%	0.91% - 1.01%	5.26% - 5.36%
15 year	14.5yr YM	1.36% - 1.46%	5.71% - 5.81%	1.16% - 1.26%	5.51% - 5.61%	0.96% - 1.06%	5.31% - 5.41%
18 year	15yr YM	1.59% - 1.69%	5.94% - 6.04%	1.39% - 1.49%	5.74% - 5.84%	1.19% - 1.29%	5.54% - 5.64%
30 year	15yr YM	1.85% - 1.95%	6.20% - 6.30%	1.65% - 1.75%	6.00% - 6.10%	1.45% - 1.55%	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%	2.35% - 2.55%	7.11% - 7.31%	2.16% - 2.36%	6.92% - 7.12%	1.86% - 2.06%	6.62% - 6.82%
-------------	------------	---------------	---------------	---------------	---------------	---------------	---------------

(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%	5.77% - 6.02%	1.50% - 1.75%	5.72% - 5.97%	1.40% - 1.65%	5.62% - 5.87%
7 year	Defeasance	1.53% - 1.78%	5.82% - 6.07%	1.48% - 1.73%	5.77% - 6.02%	1.38% - 1.63%	5.67% - 5.92%
10 year	Defeasance	1.35% - 1.60%	5.70% - 5.95%	1.30% - 1.55%	5.65% - 5.90%	1.20% - 1.45%	5.55% - 5.80%
12 year	Defeasance	1.50% - 1.75%	5.85% - 6.10%	1.45% - 1.70%	5.80% - 6.05%	1.35% - 1.60%	5.70% - 5.95%

(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%	6.81% - 7.01%	2.00% - 2.20%	6.76% - 6.96%	1.95% - 2.15%	6.71% - 6.91%
-------------	------------	---------------	---------------	---------------	---------------	---------------	---------------

(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.

