

Multifamily Debt Solutions

12.17.2024

INDEXES

Index:	30 day Avg SOFR	5T	7T	10T	30T
Current:	4.603%	4.30%	4.36%	4.43%	4.62%

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	1.67% - 1.77%	5.97% - 6.07%	1.13% - 1.23%	5.43% - 5.53%	0.93% - 1.03%	5.23% - 5.33%
7 year	6.5yr YM	1.41% - 1.51%	5.77% - 5.87%	1.10% - 1.20%	5.46% - 5.56%	0.90% - 1.00%	5.26% - 5.36%
10 year	9.5yr YM	1.24% - 1.34%	5.67% - 5.77%	1.04% - 1.14%	5.47% - 5.57%	0.84% - 0.94%	5.27% - 5.37%
12 year	11.5yr YM	1.30% - 1.40%	5.73% - 5.83%	1.10% - 1.20%	5.53% - 5.63%	0.90% - 1.00%	5.33% - 5.43%
15 year	14.5yr YM	1.47% - 1.57%	5.90% - 6.00%	1.27% - 1.37%	5.70% - 5.80%	1.07% - 1.17%	5.50% - 5.60%
18 year	15yr YM	1.70% - 1.80%	6.13% - 6.23%	1.50% - 1.60%	5.93% - 6.03%	1.30% - 1.40%	5.73% - 5.83%
30 year	15yr YM	1.96% - 2.06%	6.39% - 6.49%	1.76% - 1.86%	6.19% - 6.29%	1.56% - 1.66%	5.99% - 6.09%

(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%	2.28% - 2.48%	6.88% - 7.08%	2.09% - 2.29%	6.69% - 6.89%	1.79% - 1.99%	6.39% - 6.59%
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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%	5.75% - 6.00%	1.40% - 1.65%	5.70% - 5.95%	1.30% - 1.55%	5.60% - 5.85%
7 year	Defeasance	1.43% - 1.68%	5.79% - 6.04%	1.38% - 1.63%	5.74% - 5.99%	1.28% - 1.53%	5.64% - 5.89%
10 year	Defeasance	1.25% - 1.50%	5.68% - 5.93%	1.20% - 1.45%	5.63% - 5.88%	1.10% - 1.35%	5.53% - 5.78%
12 year	Defeasance	1.40% - 1.65%	5.83% - 6.08%	1.35% - 1.60%	5.78% - 6.03%	1.25% - 1.50%	5.68% - 5.93%

(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%	6.65% - 6.85%	2.00% - 2.20%	6.60% - 6.80%	1.95% - 2.15%	6.55% - 6.75%
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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.

