



Multifamily Debt Solutions

12.04.2023

**INDEXES**

Index:	30 day Avg SOFR	5T	7T	10T	30T
Current:	5.337%	4.21%	4.28%	4.27%	4.44%
Last Week:	5.329%	4.41%	4.43%	4.39%	4.54%
Change:	0.008%	-0.20%	-0.15%	-0.12%	-0.10%

**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	1.97% - 2.07%	6.18% - 6.28%	1.43% - 1.53%	5.64% - 5.74%	1.23% - 1.33%	5.44% - 5.54%
7 year	6.5yr YM	1.67% - 1.77%	5.95% - 6.05%	1.36% - 1.46%	5.64% - 5.74%	1.16% - 1.26%	5.44% - 5.54%
10 year	9.5yr YM	1.58% - 1.68%	5.85% - 5.95%	1.38% - 1.48%	5.65% - 5.75%	1.18% - 1.28%	5.45% - 5.55%
12 year	11.5yr YM	1.73% - 1.83%	6.00% - 6.10%	1.53% - 1.63%	5.80% - 5.90%	1.33% - 1.43%	5.60% - 5.70%
15 year	14.5yr YM	1.85% - 1.95%	6.12% - 6.22%	1.65% - 1.75%	5.92% - 6.02%	1.45% - 1.55%	5.72% - 5.82%
18 year	15yr YM	2.06% - 2.16%	6.33% - 6.43%	1.86% - 1.96%	6.13% - 6.23%	1.66% - 1.76%	5.93% - 6.03%
30 year	15yr YM	2.24% - 2.34%	6.51% - 6.61%	2.04% - 2.14%	6.31% - 6.41%	1.84% - 1.94%	6.11% - 6.21%

(1) UPB > \$6MM/Multifamily/Over 50 units/30yr AM/A360/5 days to close/Strong property, sponsor and market-Call for other loan terms, prepaes and IO.

**DUS - ARM <sup>(1)</sup>**

10yr (SOFR)	1yr LO, 1%	2.50% - 2.70%	7.84% - 8.04%	2.31% - 2.51%	7.65% - 7.85%	2.01% - 2.21%	7.35% - 7.55%
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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, prepaes 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 5-Year 5-50 Units with at least 50% of units at 80% of AMI are eligible for 20bps 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	1.70% - 1.95%	5.91% - 6.16%	1.65% - 1.90%	5.86% - 6.11%	1.60% - 1.85%	5.81% - 6.06%
7 year	Defeasance	1.70% - 1.95%	5.98% - 6.23%	1.65% - 1.90%	5.93% - 6.18%	1.60% - 1.85%	5.88% - 6.13%
10 year	Defeasance	1.65% - 1.90%	5.92% - 6.17%	1.60% - 1.85%	5.87% - 6.12%	1.55% - 1.80%	5.82% - 6.07%
12 year	Defeasance	1.75% - 2.00%	6.02% - 6.27%	1.70% - 1.95%	5.97% - 6.22%	1.65% - 1.90%	5.92% - 6.17%

(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%	2.15% - 2.35%	7.49% - 7.69%	2.10% - 2.30%	7.44% - 7.64%	2.05% - 2.25%	7.39% - 7.59%
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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)	Construction (40yr Term/Amortization)
All-In Rate	All-In Rate
5.83%	6.28%

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

