

Multifamily Debt Solutions

04.17.2024

INDEXES

Index:	30 day Avg SOFR	5T	7T	10T	30T
Current:	5.330%	4.68%	4.67%	4.65%	4.67%

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	1.77% - 1.87%	6.45% - 6.55%	1.23% - 1.33%	5.91% - 6.01%	1.03% - 1.13%	5.71% - 5.81%
7 year	6.5yr YM	1.50% - 1.60%	6.17% - 6.27%	1.19% - 1.29%	5.86% - 5.96%	0.99% - 1.09%	5.66% - 5.76%
10 year	9.5yr YM	1.42% - 1.52%	6.07% - 6.17%	1.22% - 1.32%	5.87% - 5.97%	1.02% - 1.12%	5.67% - 5.77%
12 year	11.5yr YM	1.52% - 1.62%	6.17% - 6.27%	1.32% - 1.42%	5.97% - 6.07%	1.12% - 1.22%	5.77% - 5.87%
15 year	14.5yr YM	1.63% - 1.73%	6.28% - 6.38%	1.43% - 1.53%	6.08% - 6.18%	1.23% - 1.33%	5.88% - 5.98%
18 year	15yr YM	1.83% - 1.93%	6.48% - 6.58%	1.63% - 1.73%	6.28% - 6.38%	1.43% - 1.53%	6.08% - 6.18%
30 year	15yr YM	2.04% - 2.14%	6.69% - 6.79%	1.84% - 1.94%	6.49% - 6.59%	1.64% - 1.74%	6.29% - 6.39%

(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%	2.27% - 2.47%	7.60% - 7.80%	2.08% - 2.28%	7.41% - 7.61%	1.78% - 1.98%	7.11% - 7.31%
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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 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 ⁽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	1.50% - 1.75%	6.18% - 6.43%	1.45% - 1.70%	6.13% - 6.38%	1.40% - 1.65%	6.08% - 6.33%
7 year	Defeasance	1.50% - 1.75%	6.17% - 6.42%	1.45% - 1.70%	6.12% - 6.37%	1.40% - 1.65%	6.07% - 6.32%
10 year	Defeasance	1.45% - 1.70%	6.10% - 6.35%	1.40% - 1.65%	6.05% - 6.30%	1.35% - 1.60%	6.00% - 6.25%
12 year	Defeasance	1.55% - 1.80%	6.20% - 6.45%	1.50% - 1.75%	6.15% - 6.40%	1.45% - 1.70%	6.10% - 6.35%

(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%	2.10% - 2.30%	7.43% - 7.63%	2.05% - 2.25%	7.38% - 7.58%	2.00% - 2.20%	7.33% - 7.53%
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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 5.87%

Construction (40yr Term/Amortization)
All-In Rate 6.34%

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

