



Multifamily Debt Solutions

04.23.2024

**INDEXES**

Index:	30 day Avg SOFR	5T	7T	10T	30T
Current:	5.330%	4.69%	4.67%	4.64%	4.75%

**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	1.80% - 1.90%	6.49% - 6.59%	1.26% - 1.36%	5.95% - 6.05%	1.06% - 1.16%	5.75% - 5.85%
7 year	6.5yr YM	1.53% - 1.63%	6.20% - 6.30%	1.22% - 1.32%	5.89% - 5.99%	1.02% - 1.12%	5.69% - 5.79%
10 year	9.5yr YM	1.46% - 1.56%	6.10% - 6.20%	1.26% - 1.36%	5.90% - 6.00%	1.06% - 1.16%	5.70% - 5.80%
12 year	11.5yr YM	1.54% - 1.64%	6.18% - 6.28%	1.34% - 1.44%	5.98% - 6.08%	1.14% - 1.24%	5.78% - 5.88%
15 year	14.5yr YM	1.67% - 1.77%	6.31% - 6.41%	1.47% - 1.57%	6.11% - 6.21%	1.27% - 1.37%	5.91% - 6.01%
18 year	15yr YM	1.86% - 1.96%	6.50% - 6.60%	1.66% - 1.76%	6.30% - 6.40%	1.46% - 1.56%	6.10% - 6.20%
30 year	15yr YM	2.08% - 2.18%	6.72% - 6.82%	1.88% - 1.98%	6.52% - 6.62%	1.68% - 1.78%	6.32% - 6.42%

(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%	2.27% - 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 <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	1.50% - 1.75%	6.19% - 6.44%	1.45% - 1.70%	6.14% - 6.39%	1.40% - 1.65%	6.09% - 6.34%
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%	6.09% - 6.34%	1.40% - 1.65%	6.04% - 6.29%	1.35% - 1.60%	5.99% - 6.24%
12 year	Defeasance	1.55% - 1.80%	6.19% - 6.44%	1.50% - 1.75%	6.14% - 6.39%	1.45% - 1.70%	6.09% - 6.34%

(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%	2.10% - 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<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 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.

