

**WHAT IS EARLY RATE-LOCK?**

- Borrowers can lock the interest rate for a fixed-rate mortgage or the spread for a floating-rate mortgage, establish the mortgage amount and set other key provisions of a proposed mortgage within two to five days after our preliminary underwriting review and long before the Seller Lender submits the full underwriting package.
- After rate-lock and full underwriting, some aspects of the transaction can be modified if necessary.

Fast and efficient – The limited amount of information that the Borrower needs to submit in the preliminary underwriting package enables our underwriter to review the package more quickly and move mortgages quickly through the process.

Additional factors can further speed decisions, including:

- Repeat borrowers that have completed other deals within the last 12 months.
- Our familiarity with the property's market.

Cost savings – Savings can be significant when interest rates and/or spreads are rising.

Flexibility – At full underwriting, after rate-lock:

- Borrower can increase the loan amount by up to 5 percent provided positive net operating income (NOI) growth is demonstrated.
- There is no breakage fee for decreases in the loan amount that are within 5 percent of the preliminary underwriting amount due to decreases in NOI, appraised values that are lower than the underwritten value, etc.

**BENEFITS****ELIGIBLE PRODUCTS**

- Conventional, including supplemental loans.
- Targeted Affordable Housing cash transactions.
- Seniors Housing.

**PRELIMINARY QUOTE**

- Lender submits the Loan Submission Template (LST) and requests quote.
- Freddie Mac Production reviews the submission and obtains the pricing quote.
- Lender reviews and accepts quote and requests early rate-lock.

**PRELIMINARY UNDERWRITING PACKAGE**

- Lender provides all documents for an early rate-lock execution detailed in the Seller/Servicer Guide (Guide), Exhibit 1: Underwriting Checklists.
- For properties with special circumstances or special features, Seller Lender also submits the applicable documents listed in the Addendum to Part A.

**RATE-LOCK**

- After Freddie Mac preliminary underwriting and due diligence are complete and the loan has been approved for rate-lock, Freddie Mac provides the Lender with the maximum mortgage amount, term, amortization, net spread, servicing fee, prepayment terms and non-standard provisions.
- Freddie Mac provides the early rate-lock application (ERLA) to Lender. Lender signs and returns all applicable portions of the application.
- Once the ERLA is executed, Lender calls the Freddie Mac regional office during the time period set forth in the ERLA to lock the terms contained in the ERLA.

**AFTER RATE-LOCK**

- By 2:00 pm ET on the business day following interest rate lock, Lender must retain a good faith deposit equal to 2 percent of proposed loan amount. (Note: On the refinance of an existing Freddie Mac portfolio loan, Borrowers may post a demand note in lieu of a good faith deposit and provide the non-refundable application fee in cash.)
- Lender must execute Exhibit A of the ERLA to indicate acceptance of terms and return to Freddie Mac within two business days.
- Within the specified time frame, Lender must deliver the full underwriting package to Freddie Mac, including all documents detailed in the Guide, Exhibit 1: Underwriting Checklists, as well as any applicable documentation noted in Addendum to Part B.



This sheet sets out the general guidelines of a loan program and is designed solely as an aid to prospective borrowers and other clients. It does not represent or imply a contract or a commitment to lend funds. A commitment to lend funds may only be made by a written letter issued by NewPoint to a prospective borrower. This term sheet is subject to change at any time without notice at the sole discretion of NewPoint Real Estate Capital LLC. Arizona Commercial Mortgage Banker License CBK – 0926535. Nevada Mortgage Company License 5605. California DFPI Finance Law License 603F812. California commercial real estate broker activities are conducted through NewPoint Multifamily Capital Corporation (California Department of Real Estate Broker License No. 01995692, which is a wholly owned subsidiary of NewPoint Real Estate Capital LLC. New York Real Estate Broker Company License No. 10991236549. North Carolina Collection Agency Permit No. 112712. North Dakota Money Broker License MB104168. South Dakota Non-Residential Mortgage Lender License 1140125.ML-NR. To view NewPoint's complete licensing information please visit [newpoint.com/licensing-disclosures](http://newpoint.com/licensing-disclosures).

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