



# Multifamily Rates

EFFECTIVE FOR LOAN AMOUNTS \$1.5MM AND GREATER

11/25/2019

Program	Tier 1 Start*	Tier 2 Start*	Tier 3 Start*	Fees	Tier 1 & 2 Max LTV (Pur./Refi Cash-out)	Tier 3 Max LTV (Pur./Refi Cash-out)	Min./DCR	PrePayment Penalty
<b>6 Mo. Libor ARM</b>	3.35%	3.71%	3.92%	PAR	75%/70%	65%/60%	1.25**	3,2,1
	3.71%	4.07%	4.28%	1.00%				
<b>3 Yr. Fixed Hybrid</b>	5.10%	5.32%	5.87%	PAR	75%/70%	65%/60%	1.25	3,2,1 4,3,1
	5.46%	5.68%	6.23%	1.00%				
<b>5 Yr. Fixed Hybrid</b>	5.18%	5.34%	5.89%	PAR	75%/70%	65%/60%	1.25	5,4,3,2,1
	5.44%	5.60%	6.15%	1.00%				
<b>7 Yr. Fixed Hybrid</b>	5.54%	5.79%	6.34%	PAR	75%/70%	65%/60%	1.25	5,5,5,4,3,2,1
	5.76%	6.01%	6.56%	1.00%				
<b>10 Yr. Fixed Hybrid</b>	5.98%	6.18%	6.68%	PAR	75%/70%	65%/60%	1.25	5,5,4,4,3,3,2,2,1,1
	6.14%	6.34%	6.84%	1.00%				
<b>5 Yr. Fixed Hybrid Non- o/occ***</b>	5.84%	6.09%	6.59%	PAR	75%/65%	N/A	1.25	680 Score 5,4,3,2,1
	6.08%	6.33%	6.83%	1.00%				

\*Subject to Loan Amount  
 \*\*Indexed Start Rate 27 yrs Amo  
 \*\*\*Only 2-4 Units \$300k-\$2MM

**NOTES:**

- Loan amounts less than \$500,000: Maximum 2 pts to Broker (front and/or back-end fee), no Tier 1 pricing available.
- All programs are subject to change and to pricing adjustments based on loan size, property condition, age, and credit indicators.
- Rebates are paid to Licensed Brokers in good standing w/appropriate state governing authorities, including meeting licensing requirements of the state property is located in.
- MARGIN: 3% for 6 Mo LIBOR ARM; 3.75% for all other programs.
- Deposit is generally \$3,500-\$6,500 and required at application. Deposit covers 3rd party reports. The fee may vary depending on loan amount and property size/type.
- 60-day rate lock available for 1% of loan amount, refundable at loan closing. Non-refundable if loan request is withdrawn.
- Personal recourse required for all Managing Members, General Partners, Corporate Officers, and individuals owning 20% or more.

**RATE CAP'S:**

- 6 Mo LIBOR ARM: 2% first rate change; 1% per 6 month period thereafter and 6% full-indexed start for life cap.
- All other programs: No initial rate adjustment cap after fixed period, thereafter, 1% per 6 monther period and 6% over start for life cap.

Rates effective as of rate sheet date. Rates and terms are subject to change without notice.





## Small Balance Commercial

EFFECTIVE FOR LOAN AMOUNTS \$1,000,000 to \$5,000,000

11/25/2019

Program	Tier 1 Start*	Tier 2 Start*	Tier 3 Start*	Fees	Tier 1 & 2 Max LTV (Pur./Refi Cash-out)	Tier 3 Max LTV (Pur./Refi Cash-out)	Min./DCR	PrePayment Penalty
<b>6 Mo. Libor ARM</b>	3.25%	3.71%	3.92%	PAR	70%/60%	60%/50%	1.30**	3,2,1
	3.61%	4.07%	4.28%	1.00%				
<b>3 Yr. Fixed Hybrid</b>	5.32%	5.48%	5.85%	PAR	70%/60%	60%/50%	1.30	3,2,1 4,3,1
	5.68%	5.84%	6.21%	1.00%				
<b>5 Yr. Fixed Hybrid</b>	5.57%	5.72%	6.25%	PAR	70%/60%	60%/50%	1.30	5,4,3,2,1
	5.83%	5.98%	6.51%	1.00%				
<b>7 Yr. Fixed Hybrid</b>	6.08%	6.21%	6.60%	PAR	70%/60%	60%/50%	1.30	5,5,5,4,3,2,1
	6.34%	6.47%	6.86%	1.00%				
<b>10 Yr. Fixed Hybrid</b>	6.35%	6.60%	6.75%	PAR	70%/60%	60%/50%	1.30	5,5,4,4,3,3,2,2,1,1
	6.57%	6.82%	6.97%	1.00%				

\*Subject to Loan Amount

\*\*Indexed Start Rate 22 yrs Amo

### NOTES:

- Call for pricing on loan over \$5,000,000
  - Retail, Industrial, Office, Mixed-Use, Self Storage and Warehouse
  - Loan Amounts less than \$1,000,000: maximum 2 pts to Broker (inclusive front and/or back-end fee) no Tier 1 pricing available.
  - Maximum rebate is \$50,000; over maximum requires prior approval @ LOI.
  - Rebates are paid to Licensed Brokers in good standing w/appropriate state governing authorities, including meeting licensing requirements of the state property is located in.
  - All programs are subject to change and to pricing adjustments based on loan size, property condition, age and credit indicators.
  - **MARGIN:** 3.0% for 6 Mo LIBOR ARM; 3.75% for all other programs
  - Application fee required at application. App fee covers 3rd party reports. The fee may vary depending on the loan amount and specific 3rd party reports. Call for quote.
  - 60-day rate lock available for 1% of loan amount, refundable at loan closing. Non-refundable if loan is withdrawn.
  - Personal recourse required for all Managing Members, General Partners, Corporate Officers, and individuals owning 20% or more.
  - Non-recourse may be available on exception basis & low leverage; pricing adjustment of 50bps.
- RATE CAP's
- 6 Mo LIBOR ARM: 2% first rate change; 1% per 6 month period thereafter and 6% over fully indexed start for life cap.
  - All Other Programs: No initial rate adjustment cap after fixed period, thereafter, 1% per 6 month period and 6% over the start for life cap.

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