

## MULTIFAMILY & COMMERCIAL INDICATIVE LOAN PRICING

FANNIE MAE DUS CONVENTIONAL - FIXED RATE				TIER 2 (1.25X/80%)			
TERM	YM	SPREAD	RATE	TERM	YM	SPREAD*	RATE
7 Years	6.5	2.01% - 2.31%	2.81% - 3.11%	7 Years	6.5	2.52% - 2.67%	3.02% - 3.17%
10 Years	9.5	1.88% - 2.18%	2.78% - 3.08%	10 Years	9.5	2.47% - 2.62%	3.05% - 3.20%
12 Years	11.5	2.06% - 2.36%	2.96% - 3.26%	12 Years	11.5	2.57% - 2.72%	3.15% - 3.30%
15 Years	14.5	2.30% - 2.60%	3.20% - 3.50%	15 Years	14.5	2.57% - 2.72%	3.15% - 3.30%
TIER 3 (1.35x/65%)				TIER 3 (1.35x/70%)			
7 Years	6.5	1.86% - 2.16%	2.66% - 2.96%	7 Years	6.5	2.32% - 2.47%	2.82% - 2.97%
10 Years	9.5	1.73% - 2.03%	2.63% - 2.93%	10 Years	9.5	2.32% - 2.47%	2.90% - 3.05%
12 Years	11.5	1.91% - 2.21%	2.81% - 3.11%	12 Years	11.5	2.42% - 2.57%	3.00% - 3.15%
15 Years	14.5	2.15% - 2.45%	3.05% - 3.35%	15 Years	14.5	2.42% - 2.57%	3.00% - 3.15%
TIER 4 (1.55x/55%)				TIER 4 (1.45x/60%)			
7 Years	6.5	1.66% - 1.96%	2.46% - 2.76%	7 Years	6.5	2.17% - 2.32%	2.67% - 2.82%
10 Years	9.5	1.53% - 1.83%	2.43% - 2.73%	10 Years	9.5	2.17% - 2.32%	2.75% - 2.90%
12 Years	11.5	1.71% - 2.01%	2.61% - 2.91%	12 Years	11.5	2.27% - 2.42%	2.85% - 3.00%
15 Years	14.5	1.95% - 2.25%	2.85% - 3.15%	15 Years	14.5	2.27% - 2.42%	2.85% - 3.00%

\*Freddie spreads as of 07/01/2020

### Fannie Mae DUS:

- \* Spreads above assume a loan amount of \$6.0 + million, 5-10 day closing/45 day security delivery, 30 year amortization, Actual/360.
- \* For loans less than \$6M, spreads will increase.
- \* For fixed rate 5-Year Terms and interest-only options, please call your BWE Rep.
- \* For DUS ARM products, please call your BWE Rep.

### Freddie Mac:

- \* The Freddie Mac rates above are provided by Bellwether Enterprise and are indicative levels only - subject to change at any time without notice.
- \* Freddie Mac prices each loan individually based on its unique merits, does not publish pricing and has not pre-approved any of the rates listed above.
- \* Freddie Mac spreads assume a loan size of \$10 million, standard funding, no interest-only, actual/360, no adders and no additional features.
- \* For Freddie Mac Floating Rate products, please call your BWE Rep.

	LIFE COMPANY MULTIFAMILY/IND	LIFE COMPANY OFFICE/RETAIL	LIFE COMPANY HOSPITALITY	CMBS MULTIFAMILY/IND	CMBS OFFICE/RETAIL	CMBS HOSPITALITY
Loan Size	\$1 - \$150M	\$1M+	\$5M +	\$1 - \$150M	\$1M+	\$4M+
LTV	50% - 75%	50% - 75%	50% - 60%	65% to 77%	65% to 77%	65% to 70%
Minimum DSCR	1.25x	1.25x	1.50x	1.25x	1.25x	1.35x
Available Terms	5, 7, 10 & 25 years	5, 7, 10 & 25 years	5, 7, 10 & 25 years	10 years	10 years	10 years
Amortization	Up to 30 years	Up to 30 years	Up to 30 years	30 years	Up to 30 years	30 years
Interest Only	Lower Leverage	Lower Leverage	Unlikely	Yes	Yes	Yes
SPREAD						
Lower Leverage:	210 - 236 bps	245 - 280 bps	325 - 375 bps	245 - 270 bps	275 - 300 bps	375 - 400 bps
Higher Leverage:	280 - 305 bps	320 - 345 bps	400 - 425 bps	290 - 325 bps	325 - 350 bps	N/A
Index	10 Year Treasury	10 Year Treasury	10 Year Treasury	10 Year SWAP	10 Year SWAP	10 Year SWAP
10-Year Rate	2.94%	3.38%	4.33%	3.48% - 3.83%	3.83% - 4.08%	4.334 - 4.58%

\*Rates and spreads are subject to market conditions. Please treat these indications accordingly and call your local Representative for specific quotes.

WEEKLY RATES	10-Year UST	10-Year Swap	7-Year UST	7-Year Swap	1M Libor	30 Day SOFR Avg
Current	0.58%	0.58%	0.44%	0.43%	0.166%	0.105%
Last Week	0.59%	0.58%	0.44%	0.42%	0.173%	0.103%
Change (bps)	-0.01%	0.00%	0.00%	0.01%	-0.07%	0.002%

## INDUSTRY NEWS

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- [How the eviction crisis across the U.S. will look](#)
- [Despite New York City's Reopening, Few Manhattan Office Workers Have Returned](#)

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## BWE IN THE NEWS

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- [Congratulations to Jason Krupoff on recently arranging a \\$21.7M Freddie Mac loan for this multifamily property!](#)