

FANNIE MAE DUS CONVENTIONAL - FIXED RATE			
TERM	YM	SPREAD	RATE
<b>TIER 2 (1.25x/80%)</b>			
7 Years	6.5	1.88% - 2.38%	5.73% - 6.23%
10 Years	9.5	1.87% - 2.37%	5.61% - 6.11%
12 Years	11.5	2.04% - 2.54%	5.78% - 6.28%
15 Years	14.5	2.21% - 2.71%	5.94% - 6.44%
<b>TIER 3 (1.35x/65%)</b>			
7 Years	6.5	1.57% - 2.07%	5.42% - 5.92%
10 Years	9.5	1.67% - 2.17%	5.41% - 5.91%
12 Years	11.5	1.84% - 2.34%	5.58% - 6.08%
15 Years	14.5	2.01% - 2.51%	5.74% - 6.24%
<b>TIER 4 (1.55x/55%)</b>			
7 Years	6.5	1.37% - 1.87%	5.22% - 5.72%
10 Years	9.5	1.47% - 1.97%	5.21% - 5.71%
12 Years	11.5	1.64% - 2.14%	5.38% - 5.88%
15 Years	14.5	1.81% - 2.31%	5.54% - 6.04%

FREDDIE MAC CONVENTIONAL - FIXED RATE			
TERM	YM	SPREAD*	RATE
<b>(1.25x/80%)</b>			
7 Years	6.5	2.17% - 2.32%	6.02% - 6.17%
10 Years	9.5	2.07% - 2.22%	5.81% - 5.96%
12 Years	11.5	2.17% - 2.32%	5.91% - 6.06%
15 Years	14.5	2.17% - 2.32%	5.91% - 6.06%
<b>(1.35x/70%)</b>			
7 Years	6.5	1.97% - 2.12%	5.82% - 5.97%
10 Years	9.5	1.92% - 2.07%	5.66% - 5.81%
12 Years	11.5	2.02% - 2.17%	5.76% - 5.91%
15 Years	14.5	2.02% - 2.17%	5.76% - 5.91%
<b>(1.45x/60%)</b>			
7 Years	6.5	1.82% - 1.97%	5.67% - 5.82%
10 Years	9.5	1.77% - 1.92%	5.51% - 5.66%
12 Years	11.5	1.87% - 2.02%	5.61% - 5.76%
15 Years	14.5	1.87% - 2.02%	5.61% - 5.76%

\*Freddie spreads as of 11/01/2022

**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			CMBS		
	MULTIFAMILY/IND	OFFICE/RETAIL	HOSPITALITY	MULTIFAMILY/IND	OFFICE/RETAIL	HOSPITALITY
<b>Loan Size</b>	\$1 - \$150M	\$1M+	\$5M +	\$1 - \$150M	\$1M+	\$4M+
<b>LTV</b>	50% - 75%	50% - 75%	50% - 60%	65% to 75%	65% to 75%	60% to 70%
<b>Minimum DSCR</b>	1.25x	1.25x	1.50x	1.25x	1.25x	1.35x
<b>Available Terms</b>	5, 7, 10 & 25 years	5, 7, 10 & 25 years	5, 7, 10 & 25 years	10 years	10 years	10 years
<b>Amortization</b>	Up to 30 years	Up to 30 years	Up to 30 years	30 years	Up to 30 years	30 years
<b>Interest Only</b>	Lower Leverage	Lower Leverage	Unlikely	Yes	Yes	Yes
<b>SPREAD</b>						
<b>Lower Leverage:</b>	165 - 210 bps	180 - 225 bps	220 - 320 bps	295 - 375 bps	300 - 400 bps	400 - 650 bps
<b>Higher Leverage:</b>	190 - 250 bps	200 - 275 bps	400 - 550 bps	300 - 400 bps	350 - 465 bps	N/A
<b>Index</b>	10 Year Treasury	10 Year Treasury	10 Year Treasury	10 Year SWAP	10 Year SWAP	10 Year SWAP
<b>10-Year Rate</b>	5.39 - 5.84%	5.54 - 5.99%	5.94 - 6.94%	6.69 - 7.49%	6.74 - 7.74%	7.74 - 10.24%

\*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
<b>Current</b>	3.735%	3.713%	3.849%	3.822%	4.044%	3.547%
<b>Previous</b>	3.767%	3.747%	3.878%	3.847%	4.016%	3.521%
<b>Change (bps)</b>	-0.032%	-0.034%	-0.029%	-0.025%	0.028%	0.026%

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- [Last week, Nashville Business Journal caught up with BWE's Senior Vice President Brittny Rowe. Brittny answers questions about the state of real estate lending in Nashville as interest rates rise.](#)