

## MULTIFAMILY & COMMERCIAL INDICATIVE LOAN PRICING

FANNIE MAE DUS CONVENTIONAL - FIXED RATE			TIER 2 (1.25x/80%)
TERM	YM	SPREAD	RATE
7 Years	6.5	1.72% - 2.22%	4.96% - 5.46%
10 Years	9.5	1.71% - 2.21%	4.87% - 5.37%
12 Years	11.5	1.88% - 2.38%	5.04% - 5.54%
15 Years	14.5	2.08% - 2.58%	5.24% - 5.74%
			TIER 3 (1.35x/65%)
7 Years	6.5	1.52% - 2.02%	4.76% - 5.26%
10 Years	9.5	1.51% - 2.01%	4.67% - 5.17%
12 Years	11.5	1.68% - 2.18%	4.84% - 5.34%
15 Years	14.5	1.88% - 2.38%	5.04% - 5.54%
			TIER 4 (1.55x/55%)
7 Years	6.5	1.32% - 1.82%	4.56% - 5.06%
10 Years	9.5	1.31% - 1.81%	4.47% - 4.97%
12 Years	11.5	1.48% - 1.98%	4.64% - 5.14%
15 Years	14.5	1.68% - 2.18%	4.84% - 5.34%

FREDDIE MAC CONVENTIONAL - FIXED RATE			(1.25x/80%)
TERM	YM	SPREAD*	RATE
7 Years	6.5	1.97% - 2.12%	5.21% - 5.36%
10 Years	9.5	1.87% - 2.02%	5.03% - 5.18%
12 Years	11.5	1.97% - 2.12%	5.13% - 5.28%
15 Years	14.5	1.97% - 2.12%	5.13% - 5.28%
			(1.35x/70%)
7 Years	6.5	1.77% - 1.92%	5.01% - 5.16%
10 Years	9.5	1.72% - 1.87%	4.88% - 5.03%
12 Years	11.5	1.82% - 1.97%	4.98% - 5.13%
15 Years	14.5	1.82% - 1.97%	4.98% - 5.13%
			(1.45x/60%)
7 Years	6.5	1.62% - 1.77%	4.86% - 5.01%
10 Years	9.5	1.57% - 1.72%	4.73% - 4.88%
12 Years	11.5	1.67% - 1.82%	4.83% - 4.98%
15 Years	14.5	1.67% - 1.82%	4.83% - 4.98%

\*Freddie spreads as of 06/15/2022

### 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 MULTIFAMILY/IND	LIFE COMPANY OFFICE/RETAIL	LIFE COMPANY HOSPITALITY	CMBS MULTIFAMILY/IND	CMBS OFFICE/RETAIL	CMBS 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>	150 - 180 bps	175 - 225 bps	300 - 400 bps	260 - 325 bps	280 - 350 bps	375 - 600 bps
<b>Higher Leverage:</b>	180 - 225 bps	210 - 280 bps	400 - 550 bps	300 - 380 bps	325 - 400 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>	4.66 - 4.96%	4.91 - 5.41%	6.16 - 7.16%	5.84 - 6.49%	6.04 - 6.74%	6.99 - 9.24%

\*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>	3.160%	3.237%	3.236%	3.234%	1.633%	0.903%
<b>Previous</b>	3.292%	3.364%	3.384%	3.379%	1.642%	0.881%
<b>Change (bps)</b>	-0.132%	-0.127%	-0.148%	-0.145%	-0.009%	0.022%

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