



Commercial Real Estate Finance & Structure

**Fannie Mae Fixed & Adjustable Multifamily**  
\$20MM minimum

**Fixed Rate**

Maximum LTV	Minimum DSC	Enhanced	Plus	Plus/Plus
80	1.20*	6.23%	6.09%	5.79%
65	1.35	6.05%	5.91%	5.65%
55	1.55	5.80%	5.71%	5.49%

1. The quotes are for 10 year terms with 9 1/2 years of yield maintenance.
2. Pricing assumes 25 or 30 year amortization.
3. Pricing is based on an Actual/360 day payment schedule.
4. Occupancy is assumed to be at least 90% for 90 days.
5. \* Strong Markets qualify for a 1.15 DSCR

**Adjustable Rate**

Maximum LTV	Minimum DSC	Enhanced	Plus
77.5	1.00	6.94%	6.80%
65	1.10	6.76%	6.62%
55	1.30	6.51%	6.42%

1. Rates are priced over the 3 month LIBOR, with a 3% lifetime cap.
2. The quotes are for 10 year terms with a 1 year lockout, fixed prepayment schedule and conversion in 2-5 years.
3. Pricing assumes 25 or 30 year amortization.
4. Pricing is based on an Actual/360 day payment schedule.
5. Occupancy is assumed to be at least 90% for 90 days.
6. Non-Convertible loans are also available at lower rates than posted above.