



The Banker's Mortgage Conduit

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Indicative CMBS Conduit Loan Rates - \$2 million-\$100 million - Stabilized Properties 7/16/18 (Indicative Only - Each Deal Individually Priced)

10-Year Fixed-Rate Loan Term (25/30 Yr. Amortization)

	LTV/DSCR/DY	Spread Range (1)	Swap	Rate Range (2)
Multifamily/MHC	75/1.25/8.5	2.20% - 2.45%	2.91%	5.11% - 5.36%
Commercial (3)	75/1.25/8.5	2.20% - 2.45%	2.91%	5.11% - 5.36%
Hotel	70/1.40/12.0	2.45% - 2.70%	2.91%	5.36% - 5.61%
Self-Storage	75/1.35/9.0	2.20% - 2.45%	2.91%	5.11% - 5.36%

7/16/18 10-Yr Swap Rate: 2.91%

Swap Rate Link: http://www.thefinancials.com/free/EX_Interest_Swaps.html

(1) Spread and Rate Lower for Low Leverage (50%-60%) Loans (subtract approx. 25+ bps)

(2) Rate Locked at Closing, Fixed for 10-Yrs (Early Rate Lock Available)

(3) Retail/Office/Industrial

7-Year Fixed-Rate Loan Term (25/30 Yr. Amortization)

	LTV/DSCR/DY	Spread Range (1)	Swap (2)	Rate Range (3)
Multifamily/MHC	75/1.25/8.5	2.55% - 3.05%	2.89%	5.44% - 5.94%
Commercial (4)	75/1.25/8.5	2.55% - 3.05%	2.89%	5.44% - 5.94%
Hotel	70/1.40/12.0	2.80% - 3.30%	2.89%	5.69% - 6.19%
Self-Storage	75/1.35/9.0	2.55% - 3.05%	2.89%	5.44% - 5.94%

7/16/18 7-Yr Swap Rate: 2.89%

Swap Rate Link: http://www.thefinancials.com/free/EX_Interest_Swaps.html

(1) Spread and Rate Lower for Low Leverage (50%-60%) Loans (subtract approx. 25+ bps)

(2) 7-Yr Swap Rate is Interpolated

(3) Rate Locked at Closing, Fixed for 7-Yrs (Early Rate Lock Available)

(4) Retail/Office/Industrial

5-Year Fixed-Rate Loan Term (25/30 Yr. Amortization)

	LTV/DSCR/DY	Spread Range (1)	Swap	Rate Range (2)
Multifamily/MHC	75/1.25/8.5	2.90% - 3.70%	2.89%	5.79% - 6.59%
Commercial (3)	75/1.25/8.5	2.90% - 3.70%	2.89%	5.79% - 6.59%
Hotel	70/1.40/12.0	3.15% - 3.95%	2.89%	6.04% - 6.84%
Self-Storage	75/1.35/9.0	2.90% - 3.70%	2.89%	5.79% - 6.59%

7/16/18 5-Yr Swap Rate: 2.89%

Swap Rate Link: http://www.thefinancials.com/free/EX_Interest_Swaps.html

(1) Spread and Rate Lower for Low Leverage (50%-60%) Loans (subtract approx. 25+ bps)

(2) Rate Locked at Closing, Fixed for 5-Yrs (Early Rate Lock Available)

(3) Retail/Office/Industrial

Stabilized Properties Only - No Ground-up Construction

For Unstabilized Properties, contact us for Bridge Loan Programs (No Ground-Up Construction)

LTV: Loan Amount Divided by Appraised Value. A full-narrative MAI appraisal ordered by a CMBS conduit lender from a nationally recognized firm (i.e. CB Richard-Ellis)

DSCR: Annual Underwritten Net Cash Flow (w/vacancy & reserves) divided by annual mortgage payment based on estimated interest rate and amortization schedule

Debt Yield: Underwritten Net Cash Flow (w/vacancy & reserves) divided by Loan Amount

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