



# The Banker's Mortgage Conduit

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## Indicative CMBS Conduit Loan Rates - \$2 million-\$100 million - Stabilized Properties 4/29/24 (Indicative Only - Each Deal Individually Priced)

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

	LTV/DSCR/DY	Spread Range (1)	SOFR	Rate Range (2)
Multifamily/MHC	75/1.25/8.5	2.30% - 2.55%	4.33%	6.63% - 6.88%
Commercial (3)	75/1.25/8.5	2.30% - 2.55%	4.33%	6.63% - 6.88%
Hotel	70/1.40/12.0	2.55% - 2.80%	4.33%	6.88% - 7.13%
Self-Storage	75/1.35/9.0	2.30% - 2.55%	4.33%	6.63% - 6.88%

4/29/2024 10-Yr SOFR Rate: **4.33%**

SOFR Rate Link: <https://www.chathamfinancial.com/technology/us-market-rates>

- (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)	SOFR	Rate Range (2)
Multifamily/MHC	75/1.25/8.5	2.65% - 3.15%	4.39%	7.04% - 7.54%
Commercial (3)	75/1.25/8.5	2.65% - 3.15%	4.39%	7.04% - 7.54%
Hotel	70/1.40/12.0	2.90% - 3.40%	4.39%	7.29% - 7.79%
Self-Storage	75/1.35/9.0	2.65% - 3.15%	4.39%	7.04% - 7.54%

4/29/2024 7-Yr SOFR Rate: **4.39%**

SOFR Rate Link: <https://www.chathamfinancial.com/technology/us-market-rates>

- (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)	SOFR	Rate Range (2)
Multifamily/MHC	75/1.25/8.5	3.00% - 3.80%	4.48%	7.48% - 8.28%
Commercial (3)	75/1.25/8.5	3.00% - 3.80%	4.48%	7.48% - 8.28%
Hotel	70/1.40/12.0	3.25% - 4.05%	4.48%	7.73% - 8.53%
Self-Storage	75/1.35/9.0	3.00% - 3.80%	4.48%	7.48% - 8.28%

4/29/2024 5-Yr SOFR Rate: **4.48%**

SOFR Rate Link: <https://www.chathamfinancial.com/technology/us-market-rates>

- (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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