

MHP Multifamily Financing - Interest Rates (as of 2/04/19)

Contact David Rockwell, Director of Lending (drockwell@mhp.net; 857-317-8550) or Nancy McCafferty, Senior Relationship Manager (nmccafferty@mhp.net; 857-317-8556) for more information.

TREASURY RISK SHARE

| Term/Am | \$2MM | \$5MM | \$10MM | \$20MM | Terms | Leverage | Affordability | Prepayment |
|---|-------|-------|--------|--------|---|--|--|--|
| 30/30 | 4.32% | 3.97% | 3.82% | 3.77% | 35 or 40 yr loan term/am (no balloon loans); Early rate lock available (up to 3 years prior to closing); Requires HUD environ. review, 2530 clearance, subsidy layering review, post-closing REAC inspections | 1.10 DSC/90% LTV for >70% affordable; 1.15 DSC/85% LTV for 50-70% affordable; 1.20 DSC/80% LTV for <50% affordable | 20% at 50% AMI or 40% at 60% AMI for term of loan, with min. affordability of 20 yrs | No prepayment costs after yr 10. Prepayment prohibited until end of yr 10. |
| 35/35 | 4.33% | 3.98% | 3.83% | 3.78% | | | | |
| 40/40 | 4.35% | 4.00% | 3.85% | 3.80% | | | | |
| <i>Rates exclude MIP of 12.5 basis points</i> | | | | | | | | |

FANNIE MAE - FIXED RATE FINANCING*

| Term/YM | ≤50 Units | < \$2MM | \$5MM | ≥\$10MM | Terms | Leverage | Affordability | Prepayment |
|---------|-----------|---------|-------|---------|--|---|----------------------------------|---|
| 5/4.5 | 4.53% | 4.96% | 4.96% | 4.71% | Up to 30 year term and amortization; 6-12 mo early rate lock available; Underwriting floor rate will apply for terms < 12 yrs; Up to 120k/unit in rehab can be funded | 1.15 DSC/90% LTV for LIHTC; 1.15 DSC/85% LTV for Green Refi; 1.20 DSC/80% for 20% at 50% AMI or 40% at 60% AMI; 1.25 DSC/80% LTV for 25% at 80% AMI; Better pricing available with lower leverage | 20% at 50% AMI or 40% at 60% AMI | Yield maintenance period is selectable by borrower; Declining prepayment premium options available for 5-10 yr terms |
| 7/6.5 | 4.55% | 4.86% | 4.86% | 4.61% | | | | |
| 12/11.5 | 4.75% | 5.00% | 5.00% | 4.75% | | | | |
| 15/14.5 | 4.83% | 5.08% | 5.08% | 4.83% | | | | |
| 18/15 | 5.00% | 5.25% | 5.25% | 5.00% | | | | |

FANNIE MAE - VARIABLE RATE

| Term | < \$2MM | \$5MM | \$10MM | ≥\$20MM | Terms | Leverage | Affordability | Prepayment |
|------------------------------|---------|-------|--------|------------------|--|---|--|---|
| 7/4 ARM | 5.69% | 5.39% | 5.25% | 5.25% | 5-12 yr term Structured ARM (SARM) and 7 yr ARM, with 30 year amortization; \$25 million min. for SARM, borrower must purchase interest rate cap; ARM pricing includes 4% or 6% cap (excluding G&S fees) | 1.00 DSC/80% LTV at capped rate plus G&S fees; Tiered underwriting, with better pricing for higher DSC | 20% at 80% AMI in 40R district; 25% at 80% AMI if 40B; otherwise, 20% at 50% AMI or 40% at 60% AMI | No prepayment in 1st yr; 1% fee thereafter with no fee during last 3 months of loan term |
| 7/6 ARM | 5.29% | 4.99% | 4.85% | 4.85% | | | | |
| Structured ARM (SARM) | | | | ≥\$25MM 5.16% | | | | |

FHA MAP

| Term/Am | \$2MM | \$5MM | \$10MM | ≥\$20MM | Terms | Leverage | Affordability | Prepayment |
|---|-------|-------|--------|---------|--|---|---|--|
| 35/35 | 4.14% | 4.14% | 4.09% | 4.09% | 35 year loan term/am (no balloon loans); Requires 3 years occupancy and rehab < \$40,500 per unit; Requires HUD reviews (see <i>Treasury Risk Share</i> req. above) and HUD loan approval with longer processing times | 1.18 DSC/90% LTV; Higher leverage allowed for Section 8/202 properties | 10% at 80% in high poverty census tracts; 20% at 80% AMI in 40R district; 25% at 80% AMI if 40B; otherwise, 20% at 50% AMI or 40% at 60% AMI | Declining premium (e.g. 10% in year 1, 9% in year 2, etc.), with no prepayment fees after 10 years |
| <i>Rates exclude MIP of 25 or 35 basis points (lower MIP with 20% at 50% AMI or 40% at 60% AMI, min. 15 yr restriction)</i> | | | | | | | | |

MHP PRIVATE BANK FUNDS

| Term/Am | \$1MM | \$2MM | \$5MM | Terms | Leverage | Affordability | Prepayment |
|---------|-------|-------|-------|--|--|--|---|
| 15/30 | 5.24% | 4.81% | 4.49% | 5-20 yr terms available, with up to 30 yr amortizations; \$5 MM maximum loan (higher with participating lender); Early rate lock available (up to 2 years prior to closing); Tax-exempt executions available at lower rates | 1.10 DSC/85% LTV for >70% affordable; 1.15 DSC/80% LTV for 50-70% affordable; 1.20 DSC/75% LTV for <50% affordable | 10% at 80% in high poverty census tracts; 20% at 80% AMI in 40R district; 25% at 80% AMI if 40B; otherwise, 20% at 50% AMI or 40% at 60% AMI; Min. affordability of 10 yrs | No prepayment until year 5; 2% prepayment fee incurred for early prepayment (yield maintenance may also apply) |
| 20/30 | 5.37% | 4.86% | 4.54% | | | | |
| | | | | | | | |

*MAH Tier 2 pricing, with 10 basis point pricing waiver assumed