

## MHP Multifamily Financing - Interest Rates as of August 8, 2022

Contact Nancy McCafferty, Director of Business Development (nmccafferty@mhp.net; 857-317-8556) or Alma Balanon-Rosen, Senior Relationship Manager (almabr@mhp.net; 585-764-6963) for more information.

### MHP DIRECT LENDING

Term/Am	\$2MM	\$5MM	\$10MM	Terms	Leverage	Affordability	Prepayment
<b>Taxable</b>				5-20 yr terms available, with up to 35 yr amortizations available for certain transactions; Early rate lock available (up to 30 months prior to closing); Tax-exempt executions available at lower rates and with up to 40 yr amortizations; Tax-exempt public offerings available with letter of credit	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); Prepayment allowed without premium within 3-months of maturity
10/30	5.15%	4.82%	4.71%				
20/30	5.37%	5.05%	4.94%				
20/35	5.34%	5.04%	4.94%				
<b>Tax-Exempt (Direct Bond Placement)</b>							
20/40	4.67%	4.38%	4.28%				

### MHP/FHA RISK SHARE - HUD 542(c)

Term/Am	\$2MM	\$5MM	\$10MM	\$20MM	Terms	Leverage	Affordability	Prepayment
17/35	5.02%	4.65%	4.53%	4.47%	Fully amortizing 30-40 year terms, with 17 year balloons also available; 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.
17/40	4.99%	4.64%	4.55%	4.46%				
35/35	5.04%	4.68%	4.56%	4.50%				
40/40	5.02%	4.67%	4.55%	4.49%				
Rates exclude MIP of 12.5 basis points								

### FANNIE MAE - FIXED RATE FINANCING<sup>1</sup>

Term/Am	≤\$6MM	≥\$6MM	Terms	Leverage	Affordability	Prepayment
5/30	5.14%	4.75%	Up to 30 year term and amortization (longer amortizations may be available for certain transactions upon request); 6-12 mo early rate lock available, with 24-30 mo rate lock available for LIHTC; Underwriting floor rate will apply for terms < 12 yrs; Up to 120k/unit in rehab can be funded Rates for MBS as Tax-Exempt Bond Collateral (MTEB) executions available upon request	1.15 DSC/90% LTV for LIHTC; 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; 20% at 80% AMI in 40B district or 25% at 80% AMI if 40B, with slightly higher pricing	Rates shown assume standard yield maintenance; Yield maintenance period is selectable by borrower; Declining prepayment premium options available for all terms
7/30	4.95%	4.56%				
12/30	4.98%	4.59%				
15/30	5.20%	4.81%				
18/30	5.40%	5.01%				

### FANNIE MAE - VARIABLE RATE

Term/Am	< \$2MM	\$5MM	\$10MM	≥\$20MM	Terms	Leverage	Affordability	Prepayment
7/30 ARM	4.99%	4.69%	4.55%	4.55%	SOFR-based 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% and 6% cap (including 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
7/30 ARM	4.79%	4.49%	4.35%	4.35%				
<b>Structured ARM (SARM)</b>				≥\$25MM				

### FHA MAP - HUD 223(f)

Term/Am	\$2MM	\$5MM	\$10MM	>\$10MM	Terms	Leverage	Affordability	Prepayment
35/35	4.40%	4.29%	4.29%	4.18%	35 year loan term/am (no balloon loans); Project must demonstrate at least 3 years of operating history Rehab < \$43,000 per unit; Requires HUD reviews (see Treasury Risk Share req. above) and HUD loan approval with 45 day estimated processing time	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
Rates exclude MIP of 25 basis points for projects with affordability of 20% at 50% AMI or 40% at 60% AMI (min. 15 yr restriction); MIP of 35 basis points applies for market rate properties								

<sup>1</sup> MAH Tier 2 pricing, with 10 basis point pricing waiver assumed