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Market Fax

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Happy New Year and Thank You for the recent business. A summary of our diverse, long term, fixed rate mortgage origination over the last two years is as follows:

- \$250 Million, 31 transactions, 11 lenders.
- 37% multifamily, 36% Industrial, 17% office, 9% retail.
- 1,247 units, 2,027,177 square feet industrial, 473,310 square feet office, 375,338 square feet retail.
- 63% repeat borrowers.
- 72% servicing retained.
- 84% full amortizing.
- 80% - 15 year or longer fixed rate term.
- Multifamily, 91% - 15 year or longer, 76% - 30 year fixed rate.
- Multifamily, 4 life companies, agency and bank financing.

We welcome the opportunity to discuss your financing needs.

US Treasury Bond Yields				Current Interest Rates	
Period	5 Year	10 Year	30 Year	Term	Rate Range
Current 1/8/19	2.55%	2.70%	2.99%	3 - 5 Years	4.00% - 4.75%
Last week 1/4/19	2.49%	2.67%	2.98%	7 & 10 Years	4.25% - 5.00%
Dec 31, 2018	2.51%	2.69%	3.02%	15, 20, 25, & 30 Years	4.50% - 5.75%
Dec 29, 2017	2.27%	2.46%	2.79%	Amortization	15- 30 Years

*Rate pricing will depend on a variety of factors such as LTV, DCR, etc. In general, properties that demonstrate on LTV below 65% and a DCR above 1.50x will result in the most optimum pricing. In addition, multi-family rates tend to be lower with the agencies (FNMA, Freddie Mac or HUD)

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