

### Market News

The 10-year Treasury is down nearly 100 basis points since the October highs and mortgages rates seem to be as low as they have been since last July/August. We are also seeing some thawing of the market with more lenders actively lending at the start of the year and others easing some of restrictions and deposits requirements that were in place last year.

All positive developments to start the year.

### Key Indexes

| Index             | Current | Month Ago | Year Ago |
|-------------------|---------|-----------|----------|
| Prime Rate        | 8.50%   | 8.50%     | 7.50%    |
| SOFR              | 5.31%   | 5.32%     | 4.31%    |
| SOFR 30 -DAY      | 5.35%   | 5.34%     | 4.23%    |
| 12 Mo. Treas.     | 4.86%   | 5.12%     | 4.70%    |
| 5 Year Treas.     | 3.98%   | 4.25%     | 3.65%    |
| 10 Year Treas.    | 4.02%   | 4.24%     | 3.52%    |
| 10 Year SOFR SWAP | 3.64%   | 3.85%     | 3.19%    |

### Recently Closed

| Property Type      | Location   | Loan Terms   |
|--------------------|------------|--|
| Multifamily        | Bay Area   | Refinance. 5 yr Fixed @ 6.20%. 15 yr term/30 yr amtz. 3 yr Step Down Prepayment.           |
| NNN - Dollar Store | Central CA | Property has a short term lease. 7 yr Fixed @ 6.85%. 7 yr term. 3 yr Step Down Prepayment. |
| Multifamily        | Bay Area   | Refinance. 5 yr Fixed @ 6.15%. 15 yr term/30 yr amtz. 3 yr Step Down Prepayment.           |

### Current Rates & Programs

#### Multi-Family Rates

|               |       |                  |       |
|---------------|-------|------------------|-------|
| 3-Year Fixed  | 5.76% | Step Down Prepay | 30/30 |
| 5-Year Fixed  | 5.50% | Step Down Prepay | 30/30 |
| 7-Year Fixed  | 5.75% | Step Down Prepay | 30/30 |
| 10-Year Fixed | 5.95% | Step Down Prepay | 30/30 |

#### Commercial Rates

|               |        |                                |            |
|---------------|--------|--------------------------------|------------|
| 5-Year Fixed  | 6.35%+ | Step Down or Yield Maintenance | 10/(25-30) |
| 10-Year Fixed | 6.5%+  | Step Down or Yield Maintenance | 10/(25-30) |

#### Commercial - CMBS

|               |                |            |       |
|---------------|----------------|------------|-------|
| 10-Year Fixed | Call for Quote | Defeasance | 10/30 |
|---------------|----------------|------------|-------|

*Interest Only and Non-Recourse are available for select programs. Lower rates are often available for lower LTVs.*

*Please contact us for a loan quote to receive rate and terms for a specific property.*