

Multifamily Loan Programs
Rates as of 8/29/2013

Series 100			Rate, Margin, DCR ranges for A, B and C pricing, Southern California Only						
Loan Program	Interest Rate	Margin	Index	Ceiling	Min DCR	LTV (P/R/T/CO)	Amot/Term	Prepayment Period	Loan Limits
6 month ARM	3.240%	2.625%	CMT/12MTA	10.00%	1.20	75/75/70	30/15	1,1,1	\$500,000-\$749,000
3 Yr Fixed	3.600%	2.625%	CMT/12MTA	10.00%	1.20	75/75/70	30/15	2,2,2	\$500,000-\$749,000
5 Yr Fixed	3.950%	2.625%	CMT/12MTA	10.00%	1.20	75/75/70	30/15	2,2,2,1	\$500,000-\$749,000
6 month ARM	2.990%	2.625%	CMT/12MTA	10.00%	1.20	75/75/70	30/15	1,1,1,	\$750,000+
3 Yr Fixed	3.350%	2.625%	CMT/12MTA	10.00%	1.20	75/75/70	30/15	2,2,2	\$750,000+
5 Yr Fixed	3.700%	2.625%	CMT/12MTA	10.00%	1.20	75/75/70	30/15	2,2,2,1	\$750,000+
Series 200			Santa Barbara, Ventura, San Jose, Los Angeles, Orange, and San Diego Counties (less 15bps if 55% LTV or less)						
Loan Program	Interest Rate	Margin	Index	Ceiling	Min DCR	LTV (P/R/T/CO)	Amot/Term	Prepayment Period	Loan Limits
ARM	3.100%	2.675%	12 MTA	9.500%	1.15	75/75/75	30/30	1.25,1.25,1.25	\$400,000-\$999,999
3 Yr Fixed	3.100%	2.675%	12 MTA	9.500%	1.15	75/75/75	30/30	1.25,1.25,1.25	\$400,000-\$999,999
5 Yr Fixed	3.800%	2.675%	12 MTA	9.500%	1.15	75/75/75	30/30	1.25,1.25,1.25,1,1	\$400,000-\$999,999
7 Yr Fixed	4.375%	2.875%	12 MTA	9.500%	1.15	75/75/75	30/30	2,2,2,2,1,1	\$400,000-\$999,1000
ARM	2.750%	2.550%	12 MTA	9.500%	1.15	75/75/75	30/30	1.25,1.25,1.25	\$1,000,000+
3 Yr Fixed	2.750%	2.550%	12 MTA	9.500%	1.15	75/75/75	30/30	1.25,1.25,1.25	\$1,000,000+
5 Yr Fixed	3.450%	2.550%	12 MTA	9.500%	1.15	75/75/75	30/30	1.25,1.25,1.25,1,1	\$1,000,000+
7 Yr Fixed	4.250%	2.750%	12 MTA	9.500%	1.15	75/75/75	30/30	2,2,2,2,1,1	\$1,000,000+
Series 300			Southern CA, 30 day Fast Closing						
Loan Program	Interest Rate	Margin	Index	Ceiling	Min DCR	LTV (P/R/T/CO)	Amot/Term	Prepayment Period	Loan Limits
ARM	3.200%	2.850%	Libor	10.950%	1.2	70	30/30	1,1,1	\$500,000+
3 Yr Fixed	3.750%	2.850%	Libor	10.950%	1.2	70	30/30	1,1,1,	\$500,000+
5 Yr Fixed	3.750%	2.850%	Libor	10.950%	1.2	70	30/30	3,2,1	\$500,000+
7 Yr Fixed	4.350%	2.850%	Libor	10.950%	1.2	70	30/30	4,3,2,1	\$500,000+
Series 400			Southern CA Only						
ARM	3.250%	2.550%	Libor	9.250%	1.15	75	30/30	1,1,1	\$400,000- \$749,000
3 Yr Fixed	3.375%	2.550%	Libor	9.375%	1.15	75	30/30	2,2,1	\$400,000- \$749,000
5 Yr Fixed	3.750%	2.550%	Libor	9.875%	1.15	75	30/30	2,2,2,1,1	\$400,000- \$749,000
ARM	3.000%	2.550%	Libor	9.000%	1.15	75	30/30	1,1,1	\$750,000+
3 Yr Fixed	3.125%	2.550%	Libor	9.125%	1.15	75	30/30	2,2,1	\$750,000+
5 Yr Fixed	3.500%	2.550%	Libor	9.500%	1.15	75	30/30	2,2,2,1,1	\$750,000+
Long Term Programs			Call for accurate quotes. Rates change daily.						
10 yr Fixed	5.20%*	NA	NA	NA	1.25	80	30/10	YM 9.5	\$750,000+
15 Due in 15	4.35%*	NA	NA	NA	1.20	70-75	15/15	5,4,3,2,1	\$500,000+
35 Yr Fixed	4.00%*	NA	NA	NA	1.17	83	35/35	Step Down or YM TBD	\$3,000,000
Stated Program			Call for accurate quotes. Rates change daily and subject to adjustment. Stated Income and Assets Loan						
3, 5 yr fixed	3.8-4.5%	2.45-2.875	Libor	6 plus start	1.15/1.20	75/75	30/30	Step Down	\$500,000+
High Leverage Program			Call for accurate quotes. Rates change daily. 80% LTV						
3, 5 yr fixed	4.35%-4.45%	2.55-2.875	T Bill	6 plus start	1.35 w SR	80% LTV	30/15	Step Down	\$250,000+