

# ADVISORS RATE FLASH-APRIL 2019

The Boston Realty Advisors capital team delivers customized and competitively priced real estate financing solutions to maximize value for its partners. Our relationships with life companies, agency lenders banks, private investors and Wall Street conduits allows Boston Realty Advisors to serve the needs of its partners across the entire real estate capital spectrum.

## Mortgage Brokerage Services

### Multi-Family Agency Financing

Fixed Rate Term	5 Years	5 Years	7 Years	7 Years	10 Years	10 Years
Pricing	4.09%	4.17%	4.25%	4.33%	4.41%	4.49%
Max LTV	65%	80%	65%	80%	65%	80%
Min DSCR	1.25x	1.20x	1.25x	1.20x	1.25x	1.20x
Amortization	30 Years	30 Years	30 Years	30 Years	30 Years	30 Years
Interest Only	1 Year	1 Year	1-2 Years	2 Years	2 Years	3 Years

### Bank Financing

Fixed-Rate Terms	Conventional Pricing	Swap Pricing	Fee	Max LTV	Min DSCR	Amortization
5,7,10 years	165-185 over FHLBB	135-165 over swaps	15-25 bps	75%	1.20x	30 years, IO available

### Treasury Rates

	3 Months	1 Year	2 Years	10 Years	20 years	30 Years
April 2019	2.41%	2.43%	2.29%	2.41%	2.83%	2.82%
April 2018	1.87%	2.24%	2.49%	2.95%	3.01%	3.11%
April 2008	1.43%	1.85%	2.29%	3.77%	4.49%	4.49%
April 2000	5.82%	6.24%	6.68%	6.23%	6.31%	5.97%

### Construction Financing

Term	12-48 months
Pricing	185-250 bps over 30-day LIBOR
Fee	25-50 bps
Max LTV	80% 'as-completed'
Points	0% - 0.50%
Amortization	Interest only
Recourse	Non-recourse avail. at 75% LTV
Requirements	Completion guarantee
Sources	Banks, some Private Equity senior/mezz/equity structures available

## CAPITAL MARKETS

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