

ADVISORS RATE FLASH-MARCH 2020

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 Banking Services

Multi-Family Agency Financing

Term	Amortization	Low Leverage	Full Leverage	Full Leverage Max LTV	Full Leverage Min DSC
5 years	30 years	2.51%-2.66%	2.66%-2.86%	70/75%	1.25
7 years	30 years	2.60%-2.80%	2.95%-3.15%	75/80%	1.25
10 years	30 years	2.69%-2.87%	2.99%-3.19%	75/80%	1.25
12 years	30 years	2.79%-2.99%	3.09%-3.29%	75/80%	1.25
15 years	30 years	2.84%-3.04%	3.12%-3.34%	75/80%	1.25

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
March 2020	0.72%	0.59%	0.67%	1.02%	1.45%	1.47%
March 2019	2.47%	2.53%	2.52%	2.69%	2.90%	3.06%
March 2018	1.39%	1.59%	1.53%	3.62%	4.52%	4.57%
March 2017	5.85%	6.20%	6.55%	6.42%	6.46%	6.16%

Construction Financing

Term	12-48 months
Pricing	185-250 bps over 30-day LIBOR
Fee	25-50 bps
Max LTV	80% 'as-completed'
Amortization	Interest only
Recourse	Non-recourse avail. at 75% LTV
Requirements	Completion guarantee
Sources	Banks, Debt Funds

CAPITAL MARKETS

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