

Rates & Market Updates

February 12, 2018

INDEX	RATE	INDEX	AVG.	INDEX	RATE	INDEX	RATE
5-Year U.S. Treasury	2.545%	DOW	24,424	1-Month LIBOR	1.583%	5-Year SWAP	2.638%
10-Year U.S. Treasury	2.833%	S&P 500	2,640	3-Month LIBOR	1.820%	7-Year SWAP	2.742%
30-Year U.S. Treasury	3.113%	NASDAQ	6,949	Prime Rate*	4.500%	10-Year SWAP	2.841%

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TERM	INSURANCE RATE	FANNIE MAE RATE	FREDDIE MAC RATE	BBTREF RATE	HUD 223(a)(7)	HUD 223(f)	HUD 221(d)(4)
5-Year Fixed	3.90% - 4.15%	4.62% - 5.18%	4.26% - 4.83%	4.20% +/-	CALL	CALL	CALL
7-Year Fixed	3.95% - 4.25%	4.53% - 5.09%	4.18% - 4.75%	4.40% +/-	CALL	CALL	CALL
10-Year Fixed	4.15% - 4.55%	4.57% - 5.17%	4.25% - 4.80%	4.55% +/-	CALL	CALL	CALL
15/20-Year Fixed	CALL	4.71% - 5.43%	CALL	CALL	CALL	CALL	CALL
35/40-Year Fixed	N/A	N/A	N/A	N/A	CALL	CALL	CALL

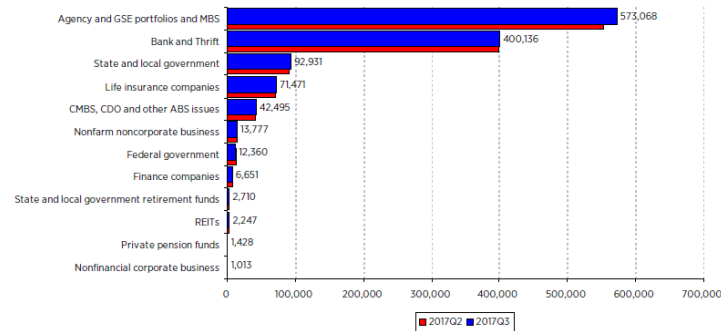
Indicative Rates | Data Sources: Fannie Mae, Freddie Mac, BB&T Real Estate Funding Stabilized Fixed Rate, FHA/HUD; as of 2-12-18. *BB&T

The Week Ahead

Industry News

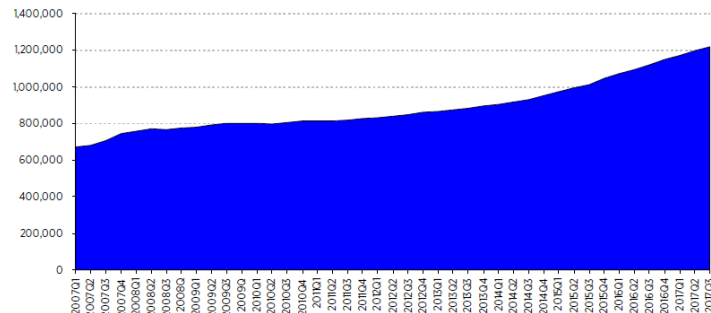
- [Trump To Unveil Infrastructure Plan](#)
- [Futures Rally Following Brutal Week](#)
- [What Moved The Markets Last Week?](#)
- [Coming Soon: Amazon's Own Delivery Service](#)
- [Commercial Multifamily Mortgage Debt Outstanding Part II](#)
- ['Cautiously Optimistic' CRE Outlook Warns Cycle End Is Near](#)
- [Where Are Multifamily Developers Going Next?](#)
- [MBA Forecasts 3% Decline In 2018 Commercial/Multifamily Origination Volume](#)
- [2017 Commercial/Multifamily Borrowing Up 15%](#)

MULTIFAMILY MORTGAGE DEBT OUTSTANDING
Total Multifamily Mortgage Debt Outstanding, by Sector (\$Millions)

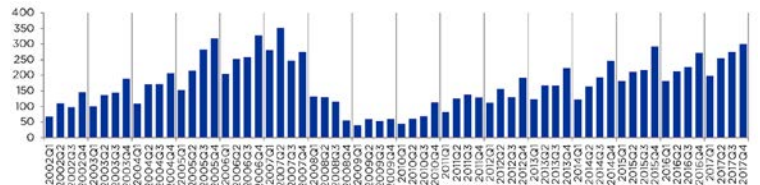


Source: MBA, Federal Reserve Board of Governors, Wells Fargo Securities, LLC, Intex Solutions, Inc. and FDIC

MULTIFAMILY MORTGAGE DEBT OUTSTANDING
Total Multifamily Mortgage Debt Outstanding, by Quarter (\$Millions)

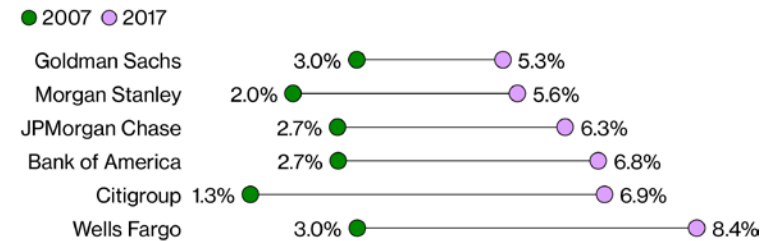


Source: MBA, Federal Reserve Board of Governors, Wells Fargo Securities, LLC, Intex Solutions, Inc. and FDIC



Ten Years After The Crisis, Banks Win Big In Trump's Washington A Decade of Deleveraging

From 2007 to 2017, big banks increased their capital as a percentage of total assets



GRAPHIC BY BLOOMBERG BUSINESSWEEK; DATA: FDIC VICE CHAIRMAN THOMAS HOENIG

- [CRE Pricing Drops Nationally For Ninth Month Straight In January](#)
- [CMBS Issuance Surprise: 26% Hike In 2017](#)
- [HNA Wants To Shed \\$4B Worth Of U.S. Properties, Including \\$2.2B 245 Park](#)
- [Roundtable Sentiment Index Suggests Some Qualms About The Future](#)
- [2017 A Bifurcated Year For Hotels](#)
- [17 Buildings In Lenexa's First Industrial Park Sell To Local Joint Venture](#)
- [MBA Sends Letter Outlining Concerns With Davis-Bacon Decisions](#)



Pricing for a specific real estate project will depend on many factors, including asset quality, LTV, property cash flow, loan size, sponsorship and loan structure. The included rate table is based on current market conditions and is subject to change. Loans are subject to credit approval. Equal Housing Lender.