

## Rates & Market Updates

INDEX	RATE	INDEX	AVG.	INDEX	RATE	INDEX	RATE
5-Year U.S. Treasury	2.604%	DOW	24,193	1-Month LIBOR	1.897%	5-Year SWAP	2.747%
10-Year U.S. Treasury	2.790%	S&P 500	2,631	3-Month LIBOR	2.337%	7-Year SWAP	2.779%
30-Year U.S. Treasury	3.026%	NASDAQ	7,025	Prime Rate*	4.750%	10-Year SWAP	2.820%

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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	4.05% - 4.20%	4.70% - 5.26%	4.20% - 4.77%	4.51% +/-	CALL	CALL	CALL
7-Year Fixed	4.10% - 4.50%	4.57% - 5.13%	4.03% - 4.60%	4.65% +/-	CALL	CALL	CALL
10-Year Fixed	4.20% - 4.70%	4.58% - 5.18%	4.07% - 4.62%	4.77% +/-	CALL	CALL	CALL
15/20-Year Fixed	CALL	4.74% - 5.37%	CALL	CALL	CALL	CALL	CALL
35/40-Year Fixed	N/A	N/A	N/A	N/A	CALL	CALL	CALL

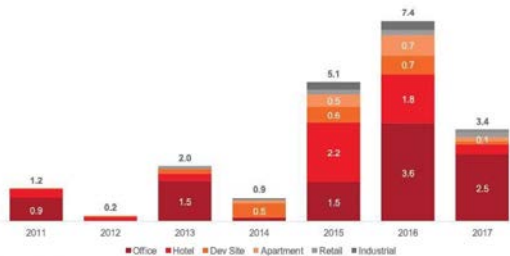
Indicative Rates | Data Sources: Fannie Mae, Freddie Mac, BB&T Real Estate Funding Stabilized Fixed Rate, FHA/HUD; as of 4-9-18. \*BB&T

### The Week Ahead

## Industry News

- Regions Financial Sells Insurance Subsidy To BB&T
- Banking Regulators Finalize CRE Appraisal Threshold Rule
- ADP: Construction Industry Leads March Employment Surge
- Jobs Report Chills, Spring Hiring Looms
- USD Drop On NFP To Fade As Focus Shifts To Powell
- Net Lease Sector Show Stability
- Chinese Investment May Be Down In U.S. Real Estate, But Investors Still Love These Cities

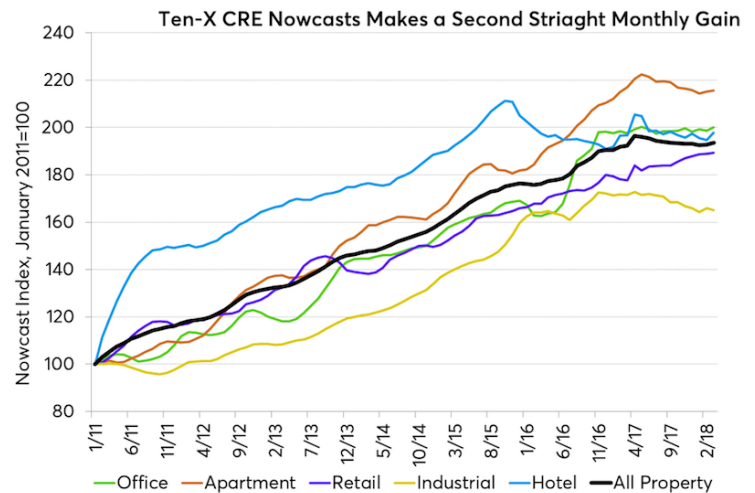
China/HK Investment in NYC Metro by Property Type: 2011–Present  
Dollars in billions



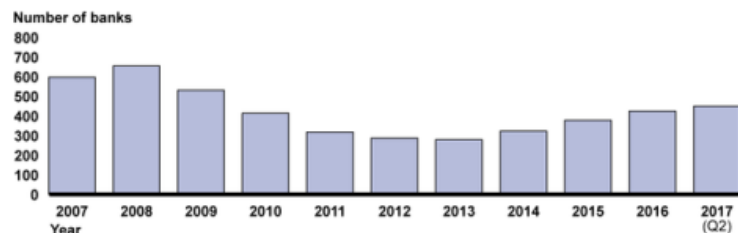
Source: RCA, Cushman & Wakefield Research  
Deals over \$5 million. Where there were multiple buyers, deal volume was distributed evenly (e.g. if there were two buyers, then each was given 50% deal credit)

- Has The Trend In Favor Of Downtown Office Markets Reversed Course?
- These Five Schools Saw The Biggest Hikes In Student Housing Rents
- CRE Pricing Drops 1% In March
- Five Workplace Trends Breathing Down The Neck The Commercial Real Estate Industry
- Feds Hike Threshold For Appraisals Tied To Commercial Real Estate Loans
- CMBS Delinquency Rate Increases For First Time Since Mid-2017
- Bank Regulatory Actions Under Trump Fall To Historic Lows
- Why Fast Food Chains And Medical Offices Are Proliferating
- CRE Valuations Are Trending Down, Green Street Researchers Warn
- Is There An Office Construction 'Tsunami'?
- Apartment Vacancy Rate Climbs As Net Absorption Falls
- Industrial Investors Are Getting Top Returns Today

- CRE Property Prices Climb Second Straight Month



- Brookdale Pays \$75M For Palm Beach Gardens Senior Living
- Grandbridge Facilitated Brookdale Senior Living Financing
- Transactions & Financings: Brookdale's \$75 Million Purchase
- GAO Releases Report On Commercial Lending



Source: GAO analysis of S&P Global Market Intelligence data. | GAO-18-245

- Multifamily Investment Index Drops As Mortgage Rates Increase
- MBA 4Q Commercial/Multifamily DataBook Reports CRE Stability
- CRE Property Values Rise, But Absorption, Volume Slow



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.