

# CITI COMMUNITY CAPITAL'S MULTIFAMILY HOUSING INDICATIVE RATES AND TERMS

as of August 2, 2017

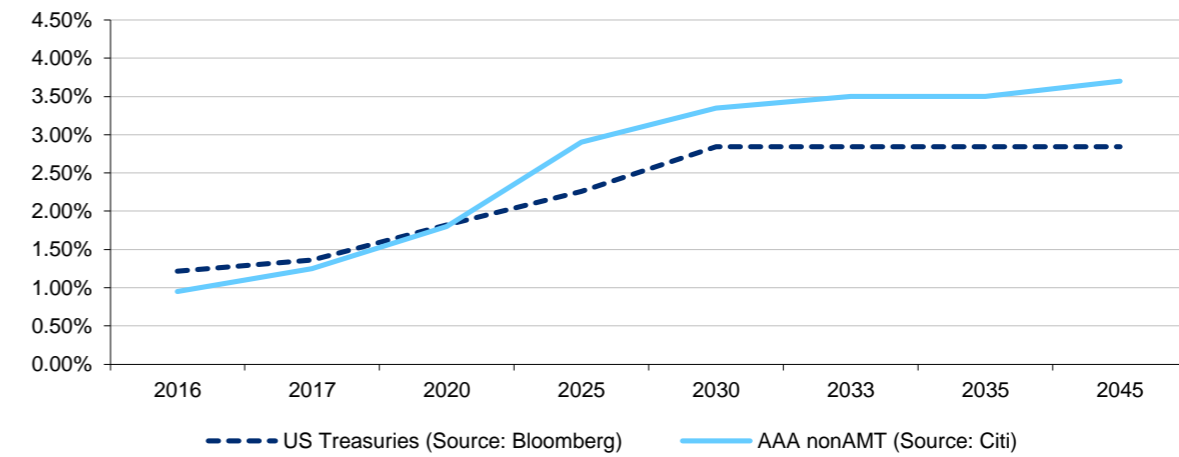
## KEY RATES

	This Week	Last Week	52 Week Ave.	52 Week High	52 Week Low
10 Year Treasury *	2.260%	2.282%	2.206%	2.606%	1.539%
1 Month LIBOR *	1.231%	1.233%	0.819%	1.234%	0.422%
SIFMA **	0.790%	0.820%	0.697%	0.920%	0.010%

\* Source: Bloomberg

\*\* Source: SIFMA

UST and AAA nonAMT Housing Yield Curves



## Affordable Housing / CRA Eligible Construction Loans

Product Type	Lender	Amort	Term	Index	Base Rate <sup>1</sup>	Spread / Stack	All-In Rate	Loan to Cost
Variable Rate Construction Loan (taxable)	Citi	I/O	24-36 Months	1M LIBOR	1.23%	2.25%-3.00%	3.48%-4.23%	80%
Variable Rate Construction Loan (tax-exempt)	Citi	I/O	24-36 Months	SIFMA	0.79%	2.25%-3.00%	3.04%-3.79%	80%
Construction Period Letter of Credit (tax-exempt)	Citi	I/O	24-36 Months	Annual Fee	Please call			80%

## Affordable Housing / CRA Eligible Permanent Loans

Product Type	Lender	Amort (yrs)	Term	Index	Base Rate	Spread / Stack (Perm)	All-In Rate <sup>2</sup>	Loan to Value	Minimum Debt Service Coverage
<b>Taxable</b>									
Current Funding Loan for 9% LIHTC Project	Fannie / Freddie	30-35	18	10Y TSY	10Y TSY	2.00%-2.50%	4.26%-4.76%	80-90%	1.15x-1.25x
Forward Commitment Loan for 9% LIHTC Project	Fannie / Freddie	30-35	18	10Y TSY	10Y TSY	3.00%-3.50%	5.26%-5.76%	80-90%	1.15x-1.25x
Perm Loan (Behind Citi Construction Loan)	Citi	I/O then 35	18	10Y TSY	10Y TSY	3.25%-4.00%	5.51%-6.26%	80-90%	1.15x-1.25x
Freddie Mac Very Low Income (VLI)	Freddie Mac	30	10	10Y TSY	10Y TSY	2.00%-2.20%	4.26%-4.46%	80%	1.25x
Freddie Mac Very Low Income (VLI)	Freddie Mac	35	17	10Y TSY	10Y TSY	2.40%-2.80%	4.66%-5.06%	85%	1.15x
<b>Tax-Exempt</b>									
Private Placement / Draw Down Bonds	Citi	30-35	18	Call for more information. Availability and terms vary by State.					
Variable Rate Bonds with a Cap	Freddie	30-35	30	SIFMA	5.00%-6.00%	1.730%	6.73%-7.73%	80-85%	1.05x
18 Year Fixed Rate Hard Maturity Bonds	Fannie / Freddie	30-35	18	Market	3.50%	1.73%	5.23%	80-90%	1.15x
18 Year Fixed Rate Put Bonds	Fannie / Freddie	30-35	18	Market	3.75%	1.73%	5.48%	80-90%	1.15x
30 Year Fixed Rate Bonds	Fannie / Freddie	30-35	30	Market	3.57%	1.73%	5.30%	80-90%	1.15x
Short-term Tax-Exempt Bonds (Combined w/ FHA Taxable Loan)	GNMA	40	24/18 Month Call	Market	1.50%			90%	1.15x
Short-term Tax-Exempt Bonds (Combined w/ FHA Taxable Loan)	GNMA	40	36/24 Month Call	Market	1.65%			90%	1.15x

## Conventional Multifamily / Specialty Housing

Product Type	Lender	Amort (yrs)	Term	Index	Base Rate	Spread / Stack	All-In Rate	Loan to Value	Minimum Debt Service Coverage
Conventional Multifamily Fixed Rate	Freddie	30	10	10Y TSY	10Y TSY	2.25%-3.00%	4.51%-5.26%	80%	1.25x
Conventional Multifamily Variable Rate	Freddie	30	7	1M LIBOR	1M LIBOR	2.40%-3.00%	5.75% (capped)	80%	1.05

<sup>1</sup> May be subject to a floor

## Citi Community Capital



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