



SMALL BALANCE MULTIFAMILY - RATE SHEET

| Minimum FICO (Credit Tier) | ≥ 750 | ≥ 725 | ≥ 700 | ≥ 675 |
|-------------------------------|--------|--------|--------|--------|
| | AAA | AA | A | BBB |
| Floor by Tier | 7.250% | 7.500% | 7.625% | 7.875% |
| ≤ 50% LTV | 7.500% | 7.750% | 7.875% | 8.125% |
| ≤ 60% LTV | 7.750% | 7.999% | 8.125% | 8.375% |
| ≤ 65% LTV | 7.875% | 8.125% | 8.375% | 8.625% |
| ≤ 70% LTV | 8.125% | 8.375% | 8.625% | 8.875% |
| Max LTVs | AAA | AA | A | BBB |
| Purch / RT Refi | 70% | 70% | 70% | 70% |
| CO Refinance | 65% | 65% | 65% | 65% |
| CLTV | 70% | 70% | 70% | 70% |

1.0pt fee add for all loans

| LENDER PAID COMPENSTION | | |
|--|---------------|---|
| MOVEMENT TO: | POINTS / RATE | PAYABLE TO: |
| Add to Rate | 2:1 | Lender Paid Points (LPC) to Broker or as Borrower Credit. |
| *Not all tiers are available to every loan | | Investor: Max 4.0 Pts & requires ≥ 3 Year PPP |

Available in eighths to rate up or down to PAR rate

| RATE BUYDOWN | | |
|--|---------------|--|
| MOVEMENT TO: | POINTS / RATE | PAYABLE TO: |
| PAR RATE | 3:1 | Discount Points payable to Acra Lending. Rate Floors are by Credit Tier and Program. |
| *Not all tiers are available to every loan | | |

Administration / Underwriting / Commitment Fee - \$1,995

| ADJUSTMENTS | RATE | FEE | NOTES |
|---------------------|---------|-------|---|
| Cash-Out Refinance | 0.375% | -- | -5% on Maximum LTV; 1.25 DSCR Minimum |
| Interest Only | 0.250% | -- | Loan Amt ≥ \$500k Min; 70% LTV Max; 1.25 DSCR Min; 5-year period |
| DSCR, ≥ 1.75 | -0.500% | -- | Purchase transactions only |
| DSCR, 1.10 - 1.24 | 0.250% | -- | Max 70% LTV |
| DSCR, 1.00 - 1.09 | 0.500% | -- | Max 65% LTV |
| Non-Recourse | 0.250% | -- | Additional Guidelines Apply and Documentation Required |
| <\$500,000 | 0.250% | -- | |
| Foreign National | 0.500% | -- | Price at "A" grade; Max 70% LTV; 1.25 DSCR Minimum |
| Short-Term Rentals | 0.500% | -- | -5% LTV |
| Student Housing | 0.375% | -- | > 20% of Units are Students; 1.2 DSCR Min; 12-month Leases Required |
| 5-Year Prepay (5x5) | -- | -- | All INV: 5% / 5% / 5% / 5% / 5% Prepayment Penalty |
| 3-Year Prepay | 0.250% | -- | 5 / 5 / 5 Prepayment Penalty |
| NY Transactions | 0.375% | -- | |
| CEMA Transactions | 0.250% | -- | CEMA fees paid by Borrower at closin |
| Buy Out Prepay | -- | 2.000 | Case-By-Case Basis & Subject to Senior Management Approval |
| Entity Redraw | -- | \$795 | If applicable, Redrawing Loan Documents for a Entity Applicant |

*Broker Origination Points and Fees are limited to the lesser of:

- (a) 4.0% of the loan amount and
- (b) the maximum allowable by Federal & State Hiugh Cost thresholds.

| GENERAL INFORMATION | |
|--|---|
| PROPERTY TYPES | ADDITIONAL TERMS |
| Multifamily Residential Properties with 5-24 Units or as defined in respective jurisdiction | Net Operatin Income ("NOI") |
| General Commercial Narrative Appraisal. May use 71A or 71B <\$3.0M loan amount or +15 Units | NOI is subject cashflow after ordinary expenses and before debt service. |
| LOAN TERMS | Debt Service Coverage Ratio ("DSCR") Calculation |
| 30 Year Amortization & Term | Calculated as NOI divided by annual PI. |
| Interest Only Loans are 5-Year IO Payment & 25-Years Fully Amortized - Qualifies under fully amort | Gross Potential Rent ("GPR") |
| BORROWERS | The maximum amount of rental income that a landlord can generate from a property (calculated as rent due for occupied units according to the lease plus market rent for any vacant units) |
| Entities Only | Effective Gross Income ("EGI") |
| GUARANTORS NET WORTH | Use actual (or minimum of 5%) vacancy. |
| Total Net Worth of ≥50% of requested loan amount. | Determine Additional Operating Expenses |
| Minimum 6-Months P&I in Reserve | Expenses can include but not be limited to utilities, repairs / maintenance, general and administrative, management fee, and any additional recurring expenses. |
| NON-RECOURSE | Impounds for Taxes / Insurance Required |
| > 750 FICO / ≤ 70% LTV requires 24 months of reserves | Lender Points & Fees plus Broker Points & Fees may not exceed the lessor of 6.0% or legal limits |
| LOAN AMOUNTS | Minimum Physical Occupancy is 85% at time of closing |
| \$250,000 - \$3.0M (Round Down Loan Amount to \$50 increments) | STATES |
| CREDIT DEPTH | Licensed Brokers Only: AZ, CA, FL, GA, ID, MI, MN, MT, NV, NJ, NC, OR, TN, UT, VA |
| Min 48-mths from Bankruptcies, Foreclosures, Deed-in-Lieu, or Short Sales | Licensed & Unlicensed Brokers: AL, AR, CO, CT, DE, DC, HI, IL, IN, IA, KS, KY, LA, ME, MD, MA, MS, MO, NE, NH, NM, NY, OH, OK, PA, RI, SC, TX, VT, WA, WV, WI, WY |
| Mortgage Lates: No 30 last 6 mths, 1 max 30 last 12 mths, no 60+ last 24-months. | ADDITIONAL GUIDELINES |
| ACH For for Payments | Speak to an Acra Account Executive - Additional Guidelines Apply |
| Business Entities require ACH - Lender Credit is not applicable. | |

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