



SMALL BALANCE MULTIFAMILY PROGRAM
RATE SHEET & MATRIX

GENERAL INFORMATION

Credit Tier	"AAA"	"AA"	"A"	"BBB"	"BB"	"B+"
Minimum FICO	≥ 750	≥ 725	≥ 700	≥ 675	≥ 650	≥ 625
Floor by Tier	4.500%	4.750%	4.875%	5.125%	5.375%	5.875%
≤ 50% LTV	4.500%	4.750%	4.875%	5.125%	5.375%	5.875%
≤ 60% LTV	4.750%	5.000%	5.125%	5.375%	5.625%	6.125%
≤ 65% LTV	4.875%	5.125%	5.375%	5.625%	5.875%	6.625%
≤ 70% LTV	5.125%	5.375%	5.625%	5.875%	6.125%	
≤ 75% LTV	5.375%	5.625%	5.875%	6.125%		
≤ 80% LTV	5.625%	6.000%				
Margin	5.8750%	6.2500%	6.3750%	6.6250%	6.8750%	7.1250%
Max LTVs	"AAA"	"AA"	"A"	"BBB"	"BB"	"B+"
Purch / RT Refi	80%	80%	75%	75%	70%	65%
CO Refinance	75%	75%	70%	70%	65%	65%
CLTV	80%	80%	75%	75%	70%	65%

LENDER PAID COMPENSATION:			
Movement to:	RATE ADD	POINTS	Payable to:
Add to Rate *Not all tiers are available to every loan.	1.500%	3.000%	Lender Paid Points (LPC) to Broker or as Borrower Credit. Investor: Max 4.0 Pts & requires ≥3-Year PPP.
	1.375%	2.750%	
	1.250%	2.500%	
	1.125%	2.250%	
	1.000%	2.000%	
	0.875%	1.750%	
	0.750%	1.500%	
	0.625%	1.250%	
	0.500%	1.000%	
	0.375%	0.750%	
	0.250%	0.500%	
	0.125%	0.250%	
PAR RATE	-	-	-
Available in eighths to rate up or down to PAR rate.			

ADJUSTMENTS

Description	Rate	Fee*	Note
Cash-Out Refinance	0.375%	--	
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 75% LTV
DSCR, 1.00 - 1.09	0.500%	--	Max 70% LTV
Non-Recourse	0.250%	--	Additional Guidelines Apply and Documentation Required
< \$500,000	0.250%	--	
> \$3,000,000	-0.125%	--	
> \$5,000,000	-0.250%	--	≥ \$7.5M Subject to Management approval
Foreign Nationals	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	--	--	5 / 4 / 3 / 2 / 1 Sequential Stepdown Prepayment Penalty
3-Year Prepay	0.375%	--	3 / 2 / 1 Sequential Stepdown Prepayment Penalty
NY Transactions	0.375%		
CEMA Transactions	0.250%		CEMA fees paid by Borrower at closing
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 High Cost thresholds.

RATE BUYDOWN OPTIONS:			
Movement to:	RATE ADD	POINTS	Payable to:
PAR RATE	-	-	-
Discount to Rate *Not all tiers are available to every loan.	-0.125%	0.250%	Discount Points payable to Acra Lending. Rate Floors are by Credit Tier and Program. Discount is at 2:1.
	-0.250%	0.500%	
	-0.375%	0.750%	
	-0.500%	1.000%	
	-0.625%	1.250%	
	-0.750%	1.500%	
	-0.875%	1.750%	
Available in eighths to rate up or down to PAR rate.			

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

GENERAL INFORMATION

Property Types Multifamily Residential Properties with 5-29 Units or as defined in respective jurisdiction General Commercial Narrative Appraisal. May use 71A or 71B <\$3.0M loan amount
Loan Terms 30 Year Amortization & Term Interest Only Loans are 5-Year IO Payment & 25-Years Fully Amortized - Qualifies under Full Amort
Borrowers Entities Only
Guarantors Net Worth / Liquidity Total Net Worth of ≥ 50% of requested loan amount Minimum 6-Months P&I in Reserve
Non-Recourse > 750 FICO / ≤ 70% LTV requires 24 months of reserves
Loan Amounts \$250,000 - \$7.5M (Round Down Loan Amount to \$50 increments) Loan Amounts ≥ \$7.5M require Senior Management Approval
Credit Depth Min 48-mths from Bankruptcies, Foreclosures, Deed-in-Lieu, or Short Sales Mortgage Lates: No 30 last 6 mths, 1 max 30 last 12 mths, no 60+ last 24-months
Additional Terms Net Operating Income ("NOI") NOI is subject cashflow after ordinary expenses and before debt service Debt Service Coverage Ratio ("DSCR") Calculation Calculated as NOI divided by annual PI. (NOI includes Management Fee according to Guidelines) Gross Potential Rent ("GPR") 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) Effective Gross Income ("EGI") Use actual (or minimum of 5%) vacancy. Determine Additional Operating Expenses These expenses can include but not be limited to utilities, repairs / maintenance, general and administrative, management fee, and any additional recurring expenses Impounds for Taxes / Insurance Required Lender Points & Fees plus Broker Points & Fees may not exceed the lessor of 4.0% or legal limits Minimum Physical Occupancy is 85% at time of closing
States AL, AZ, AR, CA, CO, CT, DE, DC, FL, GA, HI, ID, IL, IN, KS, KT, LA, MA, ME, MD, MI, MN, MO, MT, NE, NV, NH, NJ, NY, NC, OH, OK, OR, PA, SC, TN, TX, UT, VT, VA, WA, WI, & WY
ACH Form for Payments Business Entities require ACH - Lender Credit is not applicable.
ADDITIONAL GUIDELINES Speak to an Acra Account Executive - Additional Guidelines Apply



SMALL BALANCE MULTIFAMILY **PROGRAM**

WHOLESALE MULTIFAMILY RATE SHEET & MATRIX

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Loan Terms
30 Year Amortization & Term Interest Only Loans are 5-Year IO Payment & 25-Years Fully Amortized - Qualifies under Full Amort
Borrowers
Entities Only
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Non-Recourse
> 750 FICO / $\leq 70\%$ LTV requires 24 months of reserves
Loan Amounts
\$250,000 - \$7.5M (Round Down Loan Amount to \$50 increments) Loan Amounts $\geq \$7.5M$ require Senior Management Approval
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Additional Terms
Net Operating Income ("NOI") NOI is subject cashflow after ordinary expenses and before debt service
Debt Service Coverage Ratio ("DSCR") Calculation Calculated as NOI divided by annual PI. (NOI includes Management Fee according to Guidelines)
Gross Potential Rent ("GPR") 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)
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Determine Additional Operating Expenses These expenses can include but not be limited to utilities, repairs / maintenance, general and administrative, management fee, and any additional recurring expenses
Impounds for Taxes / Insurance Required
Lender Points & Fees plus Broker Points & Fees may not exceed the lessor of 4.0% or legal limits
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AL, AZ, AR, CA, CO, CT, DE, DC, FL, GA, HI, ID, IL, IN, KS, KT, LA, ME, MD, MI, MN, MO, MT, NE, NV, NH, NJ, NY, NC, OH, OK, OR, PA, SC, TN, TX, UT, VT, VA, WA, WI, & WY
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National Mortgage Licensing System and Registry ID 144549