

Harborview Multifamily FANNIE MAE® Fixed Rate Loan Program

Loan Term	5- 30 years
Amortization	Up to 30 years
Maximum Loan to Value	80% for Conventional properties
Minimum DCSR	1.25x for Conventional properties
Property Consideration	Properties must have stabilized occupancy (typically 90%) for 90 days prior to funding. Loan commitments for pre-stabilized properties will be considered on a case-by-case basis.
Prepayment	Loans may be voluntarily prepaid upon payment of yield maintenance or prepayment premium
Recourse	Non-recourse except for standard carve-out provisions
Occupancy Requirement	90% physical occupancy.
Rate Lock	30- to 180-day commitments. Borrowers may lock the rate with the Streamlined Rate Lock or Early Rate Lock options.
Recourse	Non-recourse execution is available for most loans greater than \$750,000. Standard carve-outs required for "bad acts" such as fraud and bankruptcy.
Third Party Reports	MAI Appraisal, Physical Needs Assessment, and Environmental Phase I Assessment are required, plus Seismic Report may be required for properties in Seismic Zones 3 and 4
Application Fee	\$15,000; covers 3rd party reports and processing/underwriting costs
Reserves	Tax and insurance escrows are required; Funded Repair and Replacement escrow is required, based on engineer's Physical Needs Assessment; For loans of less than 65% of value with no deferred maintenance, funding of repair and replacement reserve can be waived at lender's discretion

Origination Fee

Fannie Mae requires minimum origination fee equal to 1% of loan amount for loans of \$9 million or less; Minimum fee for loans over \$9 million through \$20 million is the greater of 0.8 percent or \$90,000; Fees decrease further is increasing loan size; Origination fee can be charged "outside" of the interest rate as a separate fee, or it can be built into the rate.

Legal Fees

\$8,000 to \$12,000 varying with characteristics of the deal

Rate Lock

Typically, lock occurs after commitment is issued; Early Rate Lock option is available, allowing rate lock within 3-4 weeks of application

Assumability

Loan is assumable, subject to lender approval of proposed replacement borrower; Fees include 1% assumption fee, part of which is paid to Fannie Mae, and a \$3,000 processing fee to cover lender's underwriting expenses.