

Multi-Family Loan Programs > \$3 Million

| Fixed Rate | Agency Lenders | | Portfolio Lenders* | |
|------------|----------------|----------------|--------------------|----------------|
| Term | LTV | Interest Rates | LTV | Interest Rates |
| 5 Yr. | 55 to 80% | 4.42% to 5.31% | 55 to 75% | 6.50% to 6.75% |
| 7 Yr. | 55 to 80% | 5.01% to 5.90% | 55 to 75% | 6.75% to 7.25% |
| 10 Yr. | 55 to 80% | 5.42% to 6.31% | 55 to 75% | 6.90% to 8.00% |
| 15 Yr. | 55 to 80% | | 55 to 75% | |

*Rates based on fixed rate Act/360

Multi-Family Loan Programs < \$3 Million

| Fixed Rate | Agency Lenders | | Portfolio Lenders* | |
|------------|----------------|----------------|--------------------|----------------|
| Term | LTV | Interest Rates | LTV | Interest Rates |
| 3 Yr. | 55 to 80% | 4.46% to 4.82% | 55 to 75% | 6.00% to 6.38% |
| 5 Yr. | 55 to 80% | 4.61% to 5.06% | 55 to 75% | 6.50% to 6.75% |
| 7 Yr. | 55 to 80% | 5.13% to 5.58% | 55 to 75% | 6.75% to 7.25% |
| 10 Yr. | 55 to 80% | 5.44% to 5.89% | 55 to 75% | 6.90% to 8.00% |
| 15 Yr. | 55 to 80% | | 55 to 75% | |

*Rates based on fixed rate Act/360

Commercial Loan Programs

| Fixed Rate | Portfolio Lenders* | | Index Rate as of 3-19-10 | |
|------------------------|--------------------|--------------------------|--------------------------|-------|
| Term | LTV | Interest Rates | | |
| 5 Yr. | 55-75% | 6.25% to 6.60% | 3-Year Swap | 1.79% |
| 7 Yr. | 55-75% | 6.40% to 6.75% | 5-Year Swap | 2.69% |
| 10 Yr. | 55-75% | 6.90% to 7.30% | 7-Year Swap | 3.26% |
| 15 Yr. | 55-75% | | 10-Year Swap | 3.74% |
| | | | Prime | 3.25% |
| | | | 5-Year Treasury | 2.45% |
| | | | 7-Year Treasury | 3.16% |
| | | | 10-Year Treasury | 3.69% |
| | | | 30-Day Libor | 0.25% |
| | | | 90-Day Libor | 0.28% |
| Bridge Floating | LTV | Spread Over Libor | | |
| Stabilized | 65% | 225 to 300 | | |
| Re-Position | 80% | 275 to 350 | | |

(*Portfolio Lenders include Banks, Life Insurance Companies and Credit Unions)

Economic Commentary

3-19-10 In anticipation of next week's record-tying \$118 billion auction, Treasury yields rose to fuel sufficient demand for the increased supply. The increase brought yields back to the level of a week ago with 10-year Treasuries yielding 3.69%. Agency lending rates ended the week about 30 basis points lower than last Friday's; continuing to hold under 6%. An interesting sidebar is that some corporate short term bonds are trading at a lower yield than U.S. Treasuries, a reflection of the growing budget deficit which has now swelled to 10% of the economy.

US Treasury Constant 10 Years © 2010 Marcus & Millichap Capital Corporation



Recent Transactions

| Multifamily Garden Apts. | Multifamily Garden Apts. | Multifamily Garden Apts. | Retail Neighborhood |
|---------------------------|---------------------------|---------------------------|---------------------------|
| San Jose, CA | Newark, NJ | San Jose, CA | Moreno Valley, CA |
| \$3,100,000 | \$1,981,250 | \$1,580,000 | \$1,494,000 |
| 5.78 Fixed | 6.38 Fixed | 5.80 Fixed | 6.60 Fixed |
| 10-yr term / 30-yr amort. | 10-yr term / 30-yr amort. | 30-yr term / 30-yr amort. | 20-yr term / 20-yr amort. |

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