

# H | HYBRID CAPITAL

## REAL ESTATE CAPITAL

### AS OF FEBRUARY 3, 2015:

INTEREST RATE SWAPS	3-Year	5-Year	7-Year	10-Year
Rate	1.05%	1.44%	1.69%	1.91%

U.S. TREASURIES	3-Year	5-Year	7-Year	10-Year
2/3/2015	0.84%	1.28%	1.60%	1.78%
Last Month	0.97%	1.51%	1.85%	2.08%

LIBOR	1-Month	3-Month	6-Month	12-Month
Rate	0.17%	0.25%	0.36%	0.62%

PRICING (SPREADS OVER TREASURIES)	
Office	120 - 215 bps
Retail	120 - 215 bps
Multifamily	105 - 175 bps
Industrial	150 - 250 bps
Hospitality	135 - 235 bps

PRICING (BRIDGE AND CONSTRUCTION LOANS)	
LIBOR +	200 - 600 bps

PRIME RATE	
	3.25%

**Sources:** Federal Reserve, U.S. Treasuries, Bank Rate, and Hybrid Capital

Hybrid Capital is a full service commercial mortgage brokerage and real estate capital advisory firm representing clients nationwide in the course of acquisitions, recapitalizations and construction / development projects.

Over the past three years, Hybrid Capital has arranged financing for transactions valued in excess of \$1.5 billion.

### Transaction Highlight: Permanent Financing, East Harlem, NY



**Challenge:** Securing permanent financing for a six-story 49-unit multifamily elevator building located in East Harlem. The building was damaged by a gas explosion and required extensive repairs.

**Result:** Hybrid Capital worked closely with both lender and sponsor to address the lender's concerns regarding the necessary repairs and was able to raise five million dollars in permanent financing for the sponsor. Our strong relationship with the lender was instrumental in securing a competitive 3.5% interest rate with a twelve year term within the time frame required by the sponsor.

Hybrid Capital

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