USDA Secondary Market Insights:

* Yield Curve is flattening with the spread between 2 and 10 year Treasury at 0.25%

*To be competitive in the marketplace and win business, you need a secondary market partner that can help you navigate the yield curve

*Pricing indications below on newly originated loans are estimates for planning purposes only based on market conditions as of 7/17/18. Other factors such as loan size, caps on rates, etc. can affect indications.

Loans with the rate resetting every 5, 7, 10 or 15 years
Indications are a snapshot based on market conditions as of 7/17/18; 0.25% SF retained by Lender

Variable Rate	Reset Frequency	Gross Rate	Prepayment Penalty	Term	Indication
5 year	5 year	5.75%	5% flat for 5 years	40 years	106.75
7 year	7 year	6.15%	7% flat for 7 years	40 years	107.80
10 year	10 year	6.25%	10% flat for 10 years	40 years	108.20
15 year	15 year	6.30%	10% flat for 15 years	40 years	108.40

Loans with a rate fixed for term
Indications are a snapshot based on market conditions as of 7/17/18; 0.25% SF retained by Lender

Fixed Rate	Fixed for Term	Gross Rate	Prepayment Penalty	Term	Indication
15 year	Fixed	6.25%	10% flat for 10 years	15 years	109.25
20 year	Fixed	6.25%	10% flat for 10 years	20 years	108.1
25 year	Fixed	6.25%	10% flat for 10 years	25 years	107.7
30 year	Fixed	6.25%	10% flat for 10 years	30 years	107
40 year	Fixed	6.25%	10% flat for 10 years	40 years	106.5

*Are you better off giving the Borrower a fixed rate loan for the life of the Loan?
*Can you reduce the rate to the Borrower without sacrificing profitability?
*Are you aware that you can price the Guaranteed Portion and Unguaranteed portion differently under the Multi-Note Option?

To get the best pricing and secondary market guidance, call us!

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*Not an offer or solicitation of an offer to buy or sell any security