



## Pricing Changes

Effective April 7, due to a steepening of the yield curve, our **forward adders** have been updated for fixed-rate Tax-exempt Loans (TEL), 9% and Non-LIHTC products. Depending on the length of the forward, the adders are increasing by **6-18 bps**. Taxable Tail adders for TELs are increasing by **15 bps**.

## Tracking Occupancy Levels, Collections and Rental Rates

Now and in the coming weeks, tracking occupancy levels, collections and rental rates for each month from January 2020 onward will become more and more important. Please start collecting information on all pending and future transactions. We're always looking for differences where our regular borrowers and sellers can differ from national averages on these three figures.

## Check Our COVID-19 Webpage for Recaps

Don't forget to visit our [COVID-19 webpage](#) for ongoing updates and any emails you might've missed.

**During these tough times, we wish you, your teams and your family all the best. Stay healthy and safe.**

