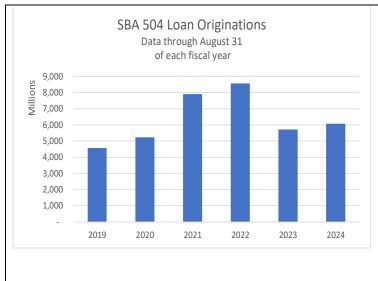
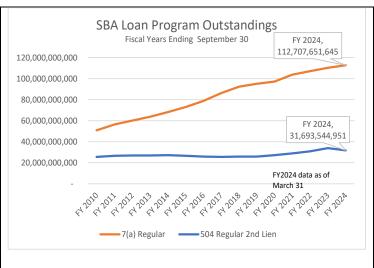
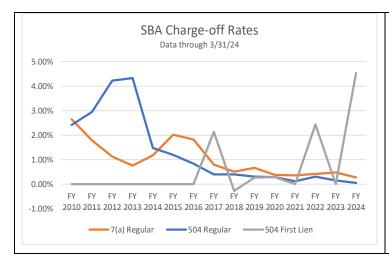


SBA 504 loan originations are up 6.1% compared to the prior year at August 31. They were up only 0.9% compared to the prior year when we reported last month. Despite the year-over-year improvement, this is well below the origination levels produced during the pandemic years of FY2021 and FY2022. Likewise, SBA 7(a) originations are now up 16.2% fiscal year-to-date compared to the 13.2% reported last month (through July 31).





The 7(a) program has shown steady growth in loans outstanding in recent years that continued into FY2024 (up 1.2% year-to-date in FY2023, 3.1% in FY2022, and 6.8% in FY2021). 504 loans had shown accelerating growth, rising 9.7% in FY2023, 6.7% in FY2022, and 6.4% in FY2021. However, after two years reduced origination volumes following the big jump in originations during the COVID pandemic, the outstanding loan balances in the 504 program have begun to decline, falling 6.4% fiscal-year-to-date in FY2024. We continue to note that the published 504 loan figures in the chart above include only the CDC/SBA second lien portion of a 504 loan package, If we include the private lender portion of the same loan projects, which typically accounts for roughly 50% of 504 projects, The total projects supported by the SBA 504 second lien loans at March 31, 2024 would be roughly \$79 billion, equal to approximately 70% of the 7(a) balance.



Charge-off rates for the major SBA loan programs remain very low. The chart to the left shows charge-off rates for the CDC/SBA-held second lien position (504 Regular), as well as charge-off rates in the short-lived FMLP program (504 First Lien), authorized in 2009 and ending in 2012. This program held pools of 504 first liens. There was a substantial jump in charge-offs for this dormant program in the most recently reported quarter, but we feel the performance of the second lien loans, which show a very low (0.05%) and declining charge-off rate, are much more indicative of the credit quality within the 504 program.

News Blurb(s) of the Month — <u>Warren, Waters Blast 'Outrageous' Anti-</u> Redlining Rule Challenge, Evan Weinberger, Bloomberg Law

September 16, 2024 – Two top Democrats called the banking industry's lawsuit over a rewrite of decades-old anti-redlining rules "outrageous" and demanded to know which banks or other companies are funding it.

 $\underline{https://news.bloomberglaw.com/banking-law/warren-waters-blast-outrageous-anti-redlining-rule-challenge}$

	То	p SBA 504 Le	nders	
	FY2023 (Through Sep. 30, 2023)	Volume (\$Millions)	FY2024 (Through Jun. 30, 2024)	Volume (\$Millions)
CDCs	Mortgage Capital Development C	\$632.9	Mortgage Capital Development C	\$474.8
2nd Liens	Florida Business Development C	\$402.3	Florida Business Development C	\$325.4
	Florida First Capital Finance	\$338.9	Business Finance Capital	\$290.4
	Empire State Certified Develop	\$291.3	Florida First Capital Finance	\$234.0
	Business Finance Capital	\$284.5	California Statewide Certified	\$224.8
	California Statewide Certified	\$281.5	Empire State Certified Develop	\$197.5 \$158.8 \$138.1 \$124.9
	Mountain West Small Business F	\$197.5	Mountain West Small Business F	
	Small Business Growth Corporat	\$196.8	Capital Certified Development	
	Capital Certified Development	\$190.5	WBD, Inc.	
	CDC Small Business Finance Cor	\$166.5 Small Business Growth Corporat		\$118.8
	Total	\$6,419.4	Total	\$4,642.8
Banks/	BANK FIVE NINE	\$272.6	BANK OF AMERICA, NATIONAL ASSOCIATION	\$250.9
TPLs	JPMORGAN CHASE BANK, NATIONAL ASSOCIATION	\$250.8	JPMORGAN CHASE BANK, NATIONAL ASSOCIATION	\$200.0
1st liens	BANK OF AMERICA, NATIONAL ASSOCIATION	\$238.4	FIRST-CITIZENS BANK & TRUST COMPANY	\$152.6
	WELLS FARGO BANK, NATIONAL ASSOCIATION	\$165.9	WELLS FARGO BANK, NATIONAL ASSOCIATION	\$139.9
	CELTIC BANK CORPORATION	\$163.8	BANK FIVE NINE	\$128.0
	POPPY BANK	\$143.1	CELTIC BANK CORPORATION	\$126.5
	ZIONS BANK, A DIVISION OF	\$142.2	CALPRIVATE BANK	\$101.4
	CALPRIVATE BANK	\$119.3	FIRST CITIZENS BANK	\$95.5
	U.S. BANK, NATIONAL ASSOCIATION	\$111.7	HARVEST COMMERCIAL CAPITAL, LLC	\$93.7 \$91.5
	HARVEST COMMERCIAL CAPITAL, LLC	\$107.0	LIVE OAK BANKING COMPANY	
	Total	\$8,982.6	Total	\$6,450.9

Top States for SBA 504 Loan Approvals							
	FY2023 (Through Sep. 30, 2023)		FY2024 (Through Jun. 30, 2024)				
CA	\$1,494,047,000	CA	\$1,119,123,000				
FL	673,256,000	FL	464,843,000				
TX	425,687,000	TX	312,844,000				
IL	299,333,000	G A	197,295,000				
UT	239,479,000	IL	194,470,000				
NY	236,476,000	NY	173,641,000				
G A	214,696,000	AZ	152,403,000				
M N	181,884,000	UT	129,479,000				
ΑZ	180,408,000	WI	128,408,000				
M A	177,558,000	MA	112,040,000				
Source: SBA			SBA Fiscal Years end on September 30				

Full Yields & Rates Table										
Asset Yields	Current	1-month ago	1 month change	3-months ago	1-year ago	3-years ago				
1m US T-Bill (BEY)	5.15%	5.48%	-0.33%	5.47%	5.53%	0.06%				
3m US T-Bill (BEY)	4.97%	5.32%	-0.35%	5.51%	5.55%	0.06%				
6m US T-Bill (BEY)	4.60%	4.97%	-0.37%	5.36%	5.51%	0.06%				
1y US T-Bill	4.00%	4.40%	-0.40%	5.07%	5.42%	0.07%				
2y US T-Note	3.57%	3.93%	-0.36%	4.68%	4.96%	0.21%				
3y US T-Note	3.42%	3.75%	-0.33%	4.42%	4.64%	0.44%				
5y US T-Note	3.43%	3.68%	-0.25%	4.24%	4.39%	0.81%				
10y US T-Note	3.66%	3.85%	-0.19%	4.24%	4.25%	1.33%				
20y US T-Bond	4.05%	4.25%	-0.20%	4.50%	4.52%	1.83%				
30y US T-Bond	3.98%	4.16%	-0.18%	4.40%	4.34%	1.91%				
Federal Funds	5.33%	5.33%	0.00%	5.33%	5.33%	0.08%				
Fed Discount Rate	5.50%	5.50%	0.00%	5.50%	5.50%	0.25%				
Prime Rate	8.50%	8.50%	0.00%	8.50%	8.50%	3.25%				
TED Spread	0.23%	0.06%	0.17%	0.09%	0.12%	#VALUE!				
					,-					
Swap Rates										
2 Year Swap	3.86%	4.21%	-0.35%	5.01%	5.35%	0.34%				
5 Year Swap	3.59%	3.86%	-0.27%	4.47%	4.65%	1.01%				
10 Year Swap	3.65%	3.87%	-0.22%	4.35%	4.44%	1.48%				
SBA 504 2nd Lien Loan Rates										
10 Yr	5.87%	6.48%	-0.61%	6.89%	7.05%	2.67%				
20 Yr	5.83%	6.11%	-0.28%	6.44%	6.86%	2.86%				
25 Yr	5.76%	6.04%	-0.28%	6.35%	6.81%	2.97%				
Average Prime Rate Offer (APOR) Rates										
10 Yr Fixed	5.89%	6.25%	-0.36%	6.40%	6.79%	2.27%				
10 Yr Variable	6.93%	6.95%	-0.02%	7.12%	7.27%	2.94%				
TO TI Valiable	0.3070	0.0070	0.0270	7.1270	7.2770	2.0470				
Depository Rates										
1 Mon. CD - Non Jumbo	0.23%	0.23%	0.00%	0.23%	0.22%	0.03%				
3 Mon. CD - Non Jumbo	1.53%	1.53%	0.00%	1.53%	1.33%	0.07%				
6 Mon. CD - Non Jumbo	1.82%	1.81%	0.01%	1.79%	1.34%	0.09%				
1 Yr CD - Non Jumbo	1.85%	1.85%	0.00%	1.80%	1.76%	0.14%				
2 Yr CD - Non Jumbo	1.58%	1.58%	0.00%	1.54%	1.50%	0.17%				
3 Yr CD - Non Jumbo	1.44%	1.44%	0.00%	1.42%	1.40%	0.21%				
Savings	0.46%	0.45%	0.01%	0.45%	0.43%	0.06%				
Checking	0.08%	0.08%	0.00%	0.08%	0.07%	0.03%				
Money Market - Non Jumbo	0.64%	0.66%	-0.02%	0.68%	0.62%	0.09%				
•	J.J.170	2.30,0	3.3270	2.30/0	3.32/0	3.0370				
Regulatory & Interbank Rates Secured Overnight Financing Rate (SOFR)	5.33%	5 2/10/	-0.01%	5.31%	5.30%	0.05%				
5 5 7		5.34%				0.05%				
CME Term SOFR 1M CME Term SOFR 3M	5.08%	5.34%	-0.25%	5.33%	5.33%	0.05%				
	4.94%	5.12%	-0.18%	5.34%	5.41%	0.05%				
CME Term SOFR 6M FHLB Fixed Advances (30 day, < \$15m)	4.58% 5.31%	4.81% 5.58%	-0.23% -0.27%	5.27% 5.50%	5.47% 5.50%	0.05% 0.31%				