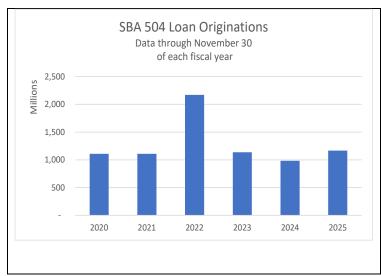
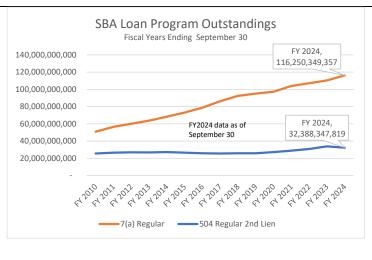
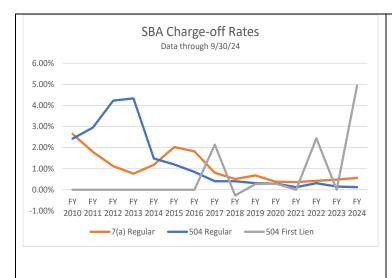


Two months into fiscal year 2025, SBA 504 loan originations are up 18.6% through November 30, 2024 compared to the prior year. This represents a significant acceleration compared to the 8.8% rise posted as of October 31, 2024. Year-to-date results are the best since the origination levels produced during the pandemic years of FY2022. The SBA's other major loan program, SBA 7(a) loans, slowed significantly to a still impressive 26.1% increase compared to the prior fiscal year, down from the torrid 75.6% jump in originations in recorded in October.





The 7(a) program has shown steady growth in loans outstanding in recent years that continued into FY2024 (up 5.3% in FY2024, 3.1% in FY2023, 3.1% in FY2022, and 6.8% in FY2021). 504 loans posted a 4.1% decline in originations in FY2024 compared to the prior year, after rising 9.7% in FY2023, 6.7% in FY2022, and 6.4% in FY2021. However, as noted above, origination volumes in the 504 program have started strong in FY2025 following two years of lower volumes. If this trend continues, it should lead to renewed growth in loans outstanding. 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 September 30, 2024 would be roughly \$81 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 7(a) program, 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, which held pools of 504 first liens, saw a spike in charge-offs in FY2024, though in most years charge-offs have been near 0.0%. While accurate data on the privately-held 504 first lien loans is not available, the fact that these loans are in a last loss position after the CDC second lien loans leads to a presumption that charge-off rates would be considerably lower than for the second lien loans.

The information presented herein is not an offer, or the solicitation of an offer, to buy or sell any of the products described herein. Any terms or conditions contained herein are indicative and are provided for discussion purposes only. This is intended as an outline only and does not purport to list or summarize all of the terms and conditions of a particular transaction, nor to identify or define all of the risks that would be associated with the purchase or sale of the products described herein. All information contained herein is qualified in its entirety by the information that would be contained in the final documentation for any transaction. The information contained herein should not be construed as investment advice or a recommendation to purchase any of the referenced securities described herein.

News Blurb(s) of the Month — NCUA's Harper asks for 'flexibility' if Community Reinvestment Act applied to credit unions. ABA Banking Journal, banking journal.aba.com

November 20, 2024 – The nation's top official in charge of supervising credit unions today asked for "flexibility" should Congress decide to apply the Community Reinvestment Act to the institutions, saying not all credit unions are the same.

 $\underline{https://bankingjournal.aba.com/2024/11/ncuas-harper-asks-for-flexibility-if-community-reinvestment-act-applied-to-credit-unions/$

	Top SBA 504 Lenders							
	FY2023 (Through Sep. 30, 2023)	Volume (\$Millions)	FY2024 (Through Sep. 30, 2024)	Volume (\$Millions				
CDCs	Mortgage Capital Development C	\$632.9	Mortgage Capital Development C	\$644.6				
2nd Liens	Florida Business Development C	\$402.3	Florida Business Development C	\$443.				
	Florida First Capital Finance	\$338.9	Florida First Capital Finance	\$387.				
	Empire State Certified Develop	\$291.3	Business Finance Capital	\$361.				
	Business Finance Capital	\$284.5	California Statewide Certified	\$290.				
	California Statewide Certified	\$281.5	Empire State Certified Develop	\$264.6 \$225.5 \$218.1 \$193.7 \$179.3				
	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	Small Business Growth Corporat					
	CDC Small Business Finance Cor	\$166.5	WBD, Inc.					
	Total	\$6,419.4	Total	\$6,664.9				
Banks/	BANK FIVE NINE	\$272.6	BANK OF AMERICA, NATIONAL ASSOCIATION	\$334.9				
TPLs	JPMORGAN CHASE BANK, NATIONAL ASSOCIATION	\$250.8	FIRST-CITIZENS BANK & TRUST COMPANY	\$279.				
1st liens	BANK OF AMERICA, NATIONAL ASSOCIATION	\$238.4	CELTIC BANK CORPORATION	\$253.				
	WELLS FARGO BANK, NATIONAL ASSOCIATION	\$165.9	JPMORGAN CHASE BANK, NATIONAL ASSOCIATION	\$251.				
	CELTIC BANK CORPORATION	\$163.8	WELLS FARGO BANK, NATIONAL ASSOCIATION	\$189.				
	POPPY BANK	\$143.1	BANK FIVE NINE	\$188.				
	ZIONS BANK, A DIVISION OF	\$142.2	HARVEST COMMERCIAL CAPITAL, LLC	\$148.				
	CALPRIVATE BANK	\$119.3	FIRST BANK OF THE LAKE	\$138.				
	U.S. BANK, NATIONAL ASSOCIATION	\$111.7	LIVE OAK BANKING COMPANY	\$137.				
	HARVEST COMMERCIAL CAPITAL, LLC	\$107.0	CALPRIVATE BANK	\$116.9				
	Total	\$8,982.6	Total	\$9,312.8				

Top States for SBA 504 Loan Approvals								
	FY2023 (Through Sep. 30, 2023)		FY2024 (Through Sep. 30, 2024)					
CA	\$1,494,047,000	CA	\$1,513,696,000					
FL	673,256,000	FL	719,626,000					
TX	425,687,000	TX	490,906,000					
IL	299,333,000	IL	289,962,000					
UT	239,479,000	GA	275,557,000					
NY	236,476,000	NY	237,401,000					
GA	214,696,000	AZ	208,118,000					
MN	181,884,000	WI	188,337,000					
AZ	180,408,000	UT	182,489,000					
MA	177,558,000	MA	176,094,000					
Source: SBA			SBA Fiscal Years end on September 30					

About Us

Full Yields & Rates Table										
			1 month	3-months						
Asset Yields	Current	1-month ago	change	ago	1-year ago	3-years ago				
1m US T-Bill (BEY)	4.43%	4.69%	-0.26%	5.15%	5.52%	0.01%				
3m US T-Bill (BEY)	4.34%	4.60%	-0.26%	4.97%	5.44%	0.05%				
6m US T-Bill (BEY)	4.32%	4.40%	-0.08%	4.60%	5.33%	0.11%				
1y US T-Bill	4.24%	4.31%	-0.07%	4.00%	4.94%	0.27%				
2y US T-Note	4.25%	4.27%	-0.02%	3.57%	4.46%	0.66%				
3y US T-Note	4.21%	4.25%	-0.04%	3.42%	4.18%	0.95%				
5y US T-Note	4.25%	4.30%	-0.05%	3.43%	4.00%	1.21%				
10y US T-Note	4.40%	4.44%	-0.04%	3.66%	4.04%	1.42%				
20y US T-Bond	4.69%	4.73%	-0.04%	4.05%	4.36%	1.86%				
30y US T-Bond	4.61%	4.63%	-0.02%	3.98%	4.19%	1.81%				
Federal Funds	4.58%	4.58%	0.00%	5.33%	5.33%	0.08%				
Fed Discount Rate	4.75%	4.75%	0.00%	5.50%	5.50%	0.25%				
Prime Rate	7.75%	7.75%	0.00%	8.50%	8.50%	3.25%				
TED Spread	0.12%	0.07%	0.06%	0.11%	0.11%	0.09%				
Swap Rates										
2 Year Swap	4.49%	4.52%	-0.04%	3.86%	4.94%	0.89%				
5 Year Swap	4.36%	4.38%	-0.02%	3.59%	4.35%	1.41%				
10 Year Swap	4.35%	4.38%	-0.03%	3.65%	4.24%	1.64%				
SBA 504 2nd Lien Loan Rates										
10 Yr	6.46%	6.46%	0.00%	5.87%	7.21%	2.79%				
20 Yr	6.16%	6.35%	-0.19%	5.83%	6.61%	2.88%				
25 Yr	6.09%	6.28%	-0.19%	5.76%	6.60%	3.02%				
	0.0370	0.2070	0.1370	3.7070	0.0070	3.0270				
Average Prime Rate Offer (APOR) Rates	C 440/	0.200/	0.210/	F F00/	0.500/	0.400/				
10 Yr Fixed	6.41%	6.20%	0.21%	5.58%	6.50%	2.48%				
10 Yr Variable	6.84%	6.74%	0.10%	6.93%	7.24%	2.85%				
Depository Rates										
1 Mon. CD - Non Jumbo	0.23%	0.23%	0.00%	0.23%	0.23%	0.02%				
3 Mon. CD - Non Jumbo	1.52%	1.54%	-0.02%	1.53%	1.62%	0.05%				
6 Mon. CD - Non Jumbo	1.68%	1.75%	-0.07%	1.82%	1.43%	0.09%				
1 Yr CD - Non Jumbo	1.84%	1.81%	0.03%	1.85%	1.85%	0.14%				
2 Yr CD - Non Jumbo	1.52%	1.48%	0.04%	1.58%	1.55%	0.17%				
3 Yr CD - Non Jumbo	1.35%	1.37%	-0.02%	1.44%	1.39%	0.19%				
Savings	0.43%	0.45%	-0.02%	0.46%	0.46%	0.06%				
Checking	0.43%	0.45%	0.01%	0.46%	0.46%	0.08%				
Money Market - Non Jumbo	0.60%	0.61%	-0.01%	0.64%	0.63%	0.05%				
	0.00/0	0.01/0	-0.01/0	0.04/0	0.03/0	0.0070				
Regulatory & Interbank Rates	4.630/	4.030/	0.200/	F 220/	F 220/	0.050/				
Secured Overnight Financing Rate (SOFR)	4.62%	4.82%	-0.20%	5.32%	5.32%	0.05%				
CME Term SOFR 1M	4.44%	4.62%	-0.18%	5.10%	5.36%	0.05%				
CME Term SOFR 3M	4.40%	4.52%	-0.13%	4.93%	5.38%	0.06%				
CME Term SOFR 6M	4.29%	4.41%	-0.12%	4.55%	5.33%	0.12%				