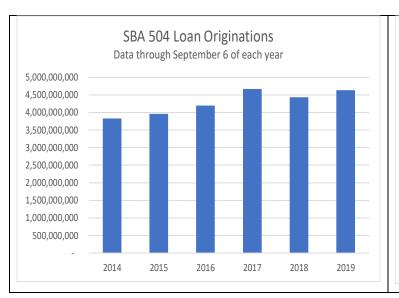
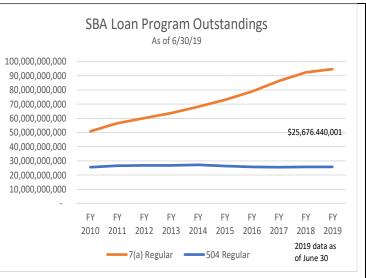
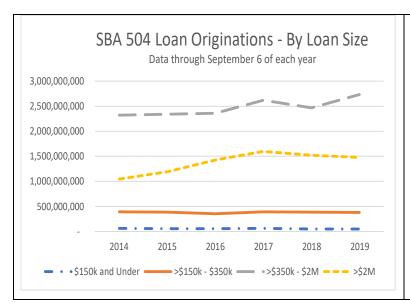


Through September 6, 2019, SBA 504 loan originations are up 4.7% compared to the same period in the prior year, reaching \$4.64 billion year-to-date in 2019 versus \$4.43 billion during the same period in 2018. This reflects a deceleration in originations over the past month, as originations were up 7.2% year-to-date a month ago. The unpaid principal balance of outstanding 504 loans stood at \$25.68 billion as of June 30, 2019, down 0.6% compared to the \$25.83 billion figure at year-end 2018. In contrast, SBA 7(a) loan originations are down 9.0% year-to-date (through September 6) to \$21.20 billion and the unpaid principal balance of 7(a) loans is \$94.60 billion at June 30, 2019, up 2.4% compared to year-end 2018.





While 7(a) loans continue to grow at solid pace (7.2% in 2018), 504 loans have remained in a fairly tight range between \$25 billion and \$27 billion over the last nine years. Of course, the chart above includes only the CDC/SBA second lien portion of a 504 loan package, which typically amounts to roughly 40% of the financing. The first lien loan, usually supplied by a bank or other private sector lender, typically provides another 50% of the project funding.



Loan originations in the 504 program are growing again after a modest decline in 2018. Total originations in 2019 through September 6th are approaching the levels recorded in 2017. However, the mix of loans by loan size is changing. The smallest categories, loans of less than \$150k and loans of between \$150k and \$350k, remain low as a percentage of overall loan volumes. Loans between \$350k and \$2 million, which have always constituted a majority of SBA 504 loans, have grown rapidly in 2019. On the other hand, loans of greater than \$2 million are down compared to the prior year.

News Blurb of the Week – Understanding the CRA performance context, Michael Grover and Molly Majerle, Community Dividend, Federal Reserve Bank of Minneapolis

September 4, 2019 – In an essential component of a CRA evaluation, examiners use a blend of quantitative and qualitative information to form a research-based narrative about each bank's unique environment.

https://www.minneapolisfed.org/publications/community-dividend/understanding-the-cra-performance-context

Top SB/	A 504 Lenders				
	2018	2019 June YTD			
CDCs	CDC Small Business Finance Corporation	Mortgage Capital Development Corporation			
2nd Liens	Mortgage Capital Development Corporation	CDC Small Business Finance Corporation			
	Empire State Certified Development Corporation	Florida First Capital Finance Corporation, Inc.			
	Florida First Capital Finance Corporation, Inc.	Empire State Certified Development Corporation			
	Florida Business Development Corporation	Business Finance Capital			
	Mountain West Small Business Finance	Florida Business Development Corporation			
	Business Finance Capital	California Statewide Certified Development Corporation			
	California Statewide Certified Development Corporation	Mountain West Small Business Finance			
	Small Business Growth Corporation	Small Business Growth Corporation			
	WBD, Inc.	WBD, Inc.			
Banks	JPMORGAN CHASE BANK, NATIONAL ASSOCIATION	JPMORGAN CHASE BANK, NATIONAL ASSOCIATION			
1st liens	WELLS FARGO BANK, NATIONAL ASSOCIATION	WELLS FARGO BANK, NATIONAL ASSOCIATION			
	BANK OF THE WEST	BANK OF THE WEST			
	ZIONS BANK, A DIVISION OF	ZIONS BANK, A DIVISION OF			
	BANK OF AMERICA, NATIONAL ASSOCIATION	BANK OF AMERICA, NATIONAL ASSOCIATION			
	ONEWEST BANK, A DIVISION OF	ONEWEST BANK, A DIVISION OF			
	CITY NATIONAL BANK	CITY NATIONAL BANK			
	TD BANK, NATIONAL ASSOCIATION	TD BANK, NATIONAL ASSOCIATION			
	POPPY BANK	CALPRIVATE BANK			
	FIRST BANK FINANCIAL CENTRE	POPPY BANK			

Top States for SBA 504 Loan Approvals

	2018		2019 June YTD
CA	\$1,210,462,000	CA	\$869,228,000
FL	364,443,000	FL	306,777,000
TX	261,656,000	TX	187,350,000
NY	200,095,000	IL	148,824,000
IL	199,955,000	MN	142,136,000
UT	179,644,000	UT	133,148,000
MA	174,681,000	MA	119,139,000
MN	166,200,000	CO	118,866,000
CO	152,154,000	NY	106,311,000
GA	130,920,000	WA	104,077,000

About Us

Source: SBA

Full Yields & Rates Table										
			1 month							
Asset Yields	Current	1-month ago	change	3-months ago	1-year ago	3-years ago				
1m US T-Bill (BEY)	2.04%	2.05%	-0.01%	2.30%	1.98%	0.24%				
3m US T-Bill (BEY)	1.96%	2.00%	-0.04%	2.28%	2.14%	0.35%				
6m US T-Bill (BEY)	1.87%	1.95%	-0.08%	2.15%	2.30%	0.51%				
1y US T-Bill	1.74%	1.78%	-0.04%	1.97%	2.53%	0.58%				
2y US T-Note	1.58%	1.63%	-0.05%	1.85%	2.71%	0.79%				
3y US T-Note	1.52%	1.58%	-0.06%	1.82%	2.78%	0.93%				
5y US T-Note	1.49%	1.57%	-0.08%	1.85%	2.82%	1.23%				
10y US T-Note	1.63%	1.74%	-0.11%	2.09%	2.94%	1.67%				
20y US T-Bond	1.91%	2.03%	-0.12%	2.36%	3.03%	2.05%				
30y US T-Bond	2.11%	2.26%	-0.15%	2.57%	3.11%	2.39%				
Federal Funds	2.12%	2.10%	0.02%	2.34%	1.91%	0.39%				
Prime Rate	5.25%	5.25%	0.00%	5.50%	5.00%	3.50%				
Swap Rates										
2 Year LIBOR Swap	1.57%	1.61%	-0.04%		2.91%	1.01%				
5 Year LIBOR Swap	1.41%	1.40%	0.01%		2.96%	1.17%				
10 Year LIBOR Swap	1.51%	1.60%	-0.09%		3.00%	1.43%				
SBA 504 2nd Lien Loan Rates										
10 Yr	3.55%	3.92%	-0.37%	4.35%						
20 Yr	3.36%	3.53%	-0.17%	3.98%	5.24%	4.08%				
25 Yr	3.46%	3.63%	-0.17%	4.09%	5.29%					
Depository Rates										
1 Mon. CD - Non Jumbo	0.12%	0.12%	0.00%	0.12%	0.10%	0.06%				
3 Mon. CD - Non Jumbo	0.20%	0.21%	-0.01%	0.21%	0.16%	0.08%				
6 Mon. CD - Non Jumbo	0.38%	0.40%	-0.02%	0.41%	0.26%	0.13%				
1 Yr CD - Non Jumbo	0.54%	0.57%	-0.03%	0.66%	0.44%	0.22%				
2 Yr CD - Non Jumbo	0.71%	0.76%	-0.05%	0.84%	0.64%	0.36%				
3 Yr CD - Non Jumbo	0.83%	0.88%	-0.05%	0.97%	0.79%	0.49%				
1 Mon. CD - Jumbo	0.15%	0.15%	0.00%	0.15%	0.12%	0.07%				
3 Mon. CD - Jumbo	0.24%	0.24%	0.00%	0.25%	0.18%	0.09%				
6 Mon. CD - Jumbo	0.43%	0.45%	-0.02%	0.47%	0.29%	0.14%				
1 Yr CD - Jumbo	0.61%	0.64%	-0.03%	0.73%	0.48%	0.23%				
2 Yr CD - Jumbo	0.76%	0.81%	-0.05%	0.90%	0.69%	0.39%				
3 Yr CD - Jumbo	0.88%	0.93%	-0.05%	1.02%	0.84%	0.52%				
	0.09%	0.09%	0.00%	0.10%	0.08%	0.06%				
Savings Checking	0.09%	0.09%	0.00%	0.10%	0.08%	0.06%				
Money Market - Non Jumbo Money Market - Jumbo	0.19% 0.30%	0.18%	0.01%	0.19% 0.29%	0.13%	0.08%				
·	0.30/0	5.23/0	J.U1/0	0.23/0	J.Z1/0	0.12/0				
Regulatory Rates Secured Overnight Financing Rate (SOFR)	2.12%	2.11%	0.01%	2.39%	1.94%					
Broad General Collateral Rate (BGCR)			0.01%							
	2.11%	2.10%		2.37%	1.91%	-				
Tri-Party General Collateral Rate (TGCR)	2.11%	2.10%	0.01%	2.37%	1.91%	0.630/				
FHLB Fixed Advances (30 day, < \$15m)	2.24%	2.29%	-0.05%	2.52%	2.25%	0.63%				