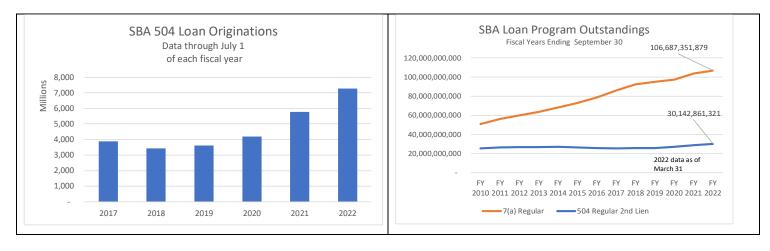
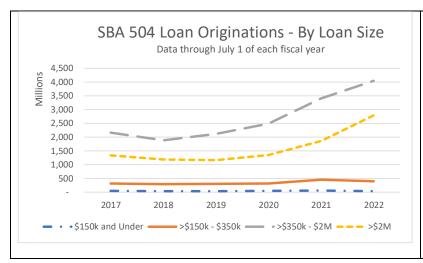


The pace of SBA 504 loan originations continued to slow from the torrid pace set early in FY22. forty weeks into fiscal year 2022 (started October 1st), 504 loan originations are up 25.9% compared to the same period a year ago. Originations this year are also up 201.1% compared to the same period in FY2019 (pre-COVID). Originations were up 32.2% from the prior year one month ago, so while slowing, this is still exceptional growth. Unpaid Principal Balance of SBA 504 loans stood at \$30.14 billion as of March 31, 2022, up 4.1% compared to the \$28.94 billion figure at year-end FY2021. SBA 7(a) loan originations have not shown the same uptick versus last year, as they are down (7.9)% compared to the same period the previous year, down slightly from the pace a month ago, when originations were down (5.2)% compared to the same period in FY2021. The unpaid principal balance of 7(a) loans is \$106.69 billion at March 31, 2021, up 2.7% compared to year-end FY2021.



The 7(a) program has shown steady growth in loan outstandings in recent years that continued through the end of FY2021 (6.8% in FY2021, 2.3% in FY2020, and 2.9% in FY2019). 504 loans have shown accelerating growth, rising 6.4% to \$28.9 billion at year-end FY2021, after climbing 5.5% in FY2020 and (0.2%) in FY2019. Of course, 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 50% of 504 projects, The total for SBA 504 loan outstandings (1st and 2nd liens combined) would be somewhere in the neighborhood of \$68 billion, still below 7(a) totals, but much closer.



Loan originations in the 504 program are growing noticeably, despite the volatility driven by changing COVID conditions. Total originations in FY2022 through July 1st are up 25.9% vs FY2021 and 201.1% compared FY2019. In dollar terms, most of the growth is being led by mid- and large size loans. In fact, the largest size loan groupings are achieving the highest percentage growth, with loans of \$350k-\$2.0M rising 18.9% YTD and loans greater than \$2.0M climbing 50.3%. Meanwhile, loan originations in the smallest two categories are down compared to last year.

News Blurb(s) of the Month – New Proposed CRA Rules a Marked Improvement, But Concerns Still Remain for Community Development Tax Incentives, by Peter Lawrence. Novogradac

June 15, 2022 – A revised proposal to substantially reform the Community Reinvestment Act (CRA) regulations, released last month, represents the first major change to CRA rules in more than 25 years. While the May 5 proposal is a substantial improvement over previous changes issued between 2018 and 2020, as currently proposed, the regulations do raise some issues of concern for community tax credit stakeholders.

 $\underline{\text{https://www.novoco.com/notes-from-novogradac/new-proposed-cra-rules-marked-improvement-concerns-still-remain-community-}\\ \underline{\text{development-tax-incentives}}$

	Т	op SBA 504 I	.enders	
	FY2021 (Through Sep. 30, 2021)	Volume (\$Millions)	FY2022 (Through Mar. 31, 2022)	Volume (\$Millions)
CDCs	Mortgage Capital Development C	\$448.8	Mortgage Capital Development C	\$207.6
2nd Liens	CDC Small Business Finance Cor	\$440.1	CDC Small Business Finance Cor	\$176.7
	Business Finance Capital	\$427.3	Empire State Certified Develop	\$136.9 \$136.6 \$135.8
	Florida First Capital Finance	\$375.3	Business Finance Capital	
	Empire State Certified Develop	\$362.7	Florida Business Development C	
	Florida Business Development C	\$304.6	Florida First Capital Finance	\$125.0
	WBD, Inc.	\$270.5	California Statewide Certified	\$88.0
	California Statewide Certified	\$267.9	WBD, Inc.	\$83.2
	Mountain West Small Business F	\$264.0	Mountain West Small Business F	\$77.8
	Small Business Growth Corporat	mall Business Growth Corporat \$245.2 Small Business Growth Corporat		\$66.8
	Total	\$8,218.1	Total	\$5,313.5
Banks/	JPMORGAN CHASE BANK, NATIONAL ASSOCIATION	\$417.2	JPMORGAN CHASE BANK, NATIONAL ASSOCIATION	\$198.6
TPLs	WELLS FARGO BANK, NATIONAL ASSOCIATION	\$231.6	CITY NATIONAL BANK	\$138.3
1st liens	CITY NATIONAL BANK	\$202.9	POPPY BANK	\$135.4
	BANK OF AMERICA, NATIONAL ASSOCIATION	\$193.7	BANK FIVE NINE	\$132.6
	ZIONS BANK, A DIVISION OF	\$152.6	BANK OF AMERICA, NATIONAL ASSOCIATION	\$130.7
	BANK FIVE NINE	\$136.7	WELLS FARGO BANK, NATIONAL ASSOCIATION	\$115.6
	TD BANK, NATIONAL ASSOCIATION	\$126.7	ZIONS BANK, A DIVISION OF	\$93.6 \$82.7
	BANK OF THE WEST	\$117.9	TRUIST BANK	
	TRUIST BANK	\$111.0	MUFG UNION BANK, NATIONAL ASSOCIATION	\$78.7
	FIRST-CITIZENS BANK & TRUST COMPANY	\$92.3	KEYBANK NATIONAL ASSOCIATION	\$62.4
	Total	\$10,708.0	Total	\$7,051.7

	Top States for SBA 5	04 Loan Appro	ovals
	FY2021 (Through Sep. 30, 2021)		FY2022 (Through Mar. 31, 2022)
CA	\$1,936,220,000	CA	\$1,302,338,000
FL	\$658,573,000	FL	\$432,148,000
TX	\$406,503,000	TX	\$274,658,000
IL	\$346,816,000	IL	\$251,330,000
NY	\$329,880,000	NY	\$235,372,000
UT	\$313,330,000	UT	\$211,779,000
WI	\$297,781,000	MN	\$181,653,000
MN	\$281,289,000	WI	\$163,616,000
CO	\$238,617,000	AZ	\$159,645,000
GA	\$209,152,000	GA	\$143,130,000
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)	1.57%	0.89%	0.68%	0.20%	0.06%	2.23%			
3m US T-Bill (BEY)	1.98%	1.28%	0.70%	0.70%	0.06%	2.26%			
6m US T-Bill (BEY)	2.68%	1.77%	0.91%	1.19%	0.06%	2.14%			
1y US T-Bill	2.96%	2.29%	0.67%	1.81%	0.07%	1.99%			
2y US T-Note	3.12%	2.78%	0.34%	2.53%	0.19%	1.88%			
3y US T-Note	3.14%	2.94%	0.20%	2.73%	0.37%	1.84%			
5y US T-Note	3.13%	3.03%	0.10%	2.76%	0.74%	1.86%			
10y US T-Note	3.09%	3.03%	0.06%	2.72%	1.30%	2.05%			
20y US T-Bond	3.53%	3.40%	0.13%	2.94%	1.84%	2.32%			
30y US T-Bond	3.27%	3.18%	0.09%	2.76%	1.91%	2.53%			
Federal Funds	1.58%	0.83%	0.75%	0.33%	0.10%	2.42%			
Fed Discount Rate	1.75%	1.00%	0.75%	0.50%	0.25%	3.00%			
Prime Rate	4.75%	4.00%	0.75%	3.50%	3.25%	5.50%			
TED Spread	0.48%	0.43%	0.05%	0.31%	0.07%	0.08%			
Swap Rates									
2 Year Swap	3.38%	3.10%	0.28%	2.75%	0.28%	1.90%			
5 Year Swap	3.16%	3.06%	0.11%	2.81%	0.82%	1.80%			
10 Year Swap	3.17%	3.07%	0.10%	2.76%	1.29%	1.97%			
SBA 504 2nd Lien Loan Rates									
10 Yr	4.96%	4.92%	0.04%	3.81%	2.59%	3.92%			
20 Yr	5.05%	5.13%	-0.08%	4.62%	2.69%	3.91%			
25 Yr	5.11%	5.19%	-0.08%	4.68%	2.81%	4.01%			
Average Prime Rate Offer (APOR) Rates									
10 Yr Fixed	4.27%	4.18%	0.09%	4.03%	2.30%	3.25%			
10 Yr Variable	4.72%	4.47%	0.25%	3.87%	2.99%	4.09%			
Depository Rates									
1 Mon. CD - Non Jumbo	0.04%	0.03%	0.01%	0.03%	0.03%	0.12%			
3 Mon. CD - Non Jumbo	0.08%	0.06%	0.02%	0.06%	0.07%	0.21%			
6 Mon. CD - Non Jumbo	0.17%	0.12%	0.05%	0.09%	0.09%	0.41%			
1 Yr CD - Non Jumbo	0.25%	0.21%	0.04%	0.15%	0.14%	0.65%			
2 Yr CD - Non Jumbo	0.34%	0.27%	0.07%	0.19%	0.17%	0.84%			
3 Yr CD - Non Jumbo	0.37%	0.31%	0.06%	0.22%	0.20%	0.96%			
Savings	0.08%	0.07%	0.01%	0.06%	0.06%	0.10%			
Checking	0.03%	0.03%	0.00%	0.03%	0.03%	0.06%			
Money Market - Non Jumbo	0.09%	0.08%	0.01%	0.08%	0.09%	0.19%			
Regulatory & Interbank Rates									
Secured Overnight Financing Rate (SOFR)	1.54%	0.77%	0.77%	0.30%	0.05%	2.59%			
FHLB Fixed Advances (30 day, < \$15m)	1.95%	1.40%	0.55%	0.64%	0.31%	2.46%			