

LENDERS ASSEMBLE CONSTRUCTION PROGRAMS

The construction lending market is as healthy as it has ever been and is expected to remain strong for at least the next two years. This strength will continue as long as vacancy rates remain historically low, particularly in the multifamily and industrial sectors. However, financing costs have increased dramatically, between the added interest and expensive caps. A combo of construction and financing costs increasing could lead to lower leverage. Lenders will seek larger interest reserves and SOFR caps because of rising rates. This is forcing borrowers to become creative with structure and some developers are going back to architects and general contractors to ensure every cost from early planning to final walks are thoroughly vetted including potential escalations. There will be more emphasis on how a borrower will hedge against further rises in rates. With the steep forward SOFR curve, lenders are padding interest reserves and putting more focus on SOFR caps.

Borrowers will see LTC in the 60% to 65% range, however, alternative lenders such as debt funds and mortgage REITs will push to 75% in certain cases. Construction loans can reach up to 85%, maybe 90%, in select circumstances with mezz or pref equity layered in. Recourse lenders will typically require 15% to 25% principal recourse. Rates generally range from as low as 200 over SOFR to somewhere around 350 basis points over. Experienced sponsors with multifamily projects in strong markets are achieving pricing in the SOFR+ 250 to 300 basis point range with partial recourse and SOFR+ 300 to 350 basis point range for non-recourse deals. When layering on prefer equity or mezzanine financing for additional leverage, rates can range between 9% and 13%.

Banks, including Bank OZK, Wells Fargo, BofA, Bank of China, US Bank, Goldman Sachs, Capital One, CIBC, Helaba, HSBC, M&T Bank, PNC Bank, TD Bank, Deutsche Bank, CIT, BNY Mellon, Emigrant, Valley National, Centennial, BMO Harris Bank, PacWest, Bank Leumi, Axos Bank, BankUnited, East West Bank, Associated Bank, Washington Trust Company, Citizens Bank, Santander Bank, Investors Bank, Natixis, Peoples United, Union Bank and Webster Bank, will seek construction loans. Count on banks to prefer 50% to 60% LTC.

Debt fund and private money lenders such as Blackstone, BlackRock, Square Mile Capital, PCCP, Cerberus, Fortress, CIM Group, Starwood, Romspen, ORIX, Related, Canyon Partners Real Estate, Broadshore Capital Partners, Madison Realty Capital, Parkview Financial, 3650 REIT, Thorofare Capital, Apollo, ACORE Capital, KKR, PIMCO, Pearlmark and Trez Capital will be some of the most active players. Stretch senior loans with higher leverage will see pricing start at SOFR+ 450 to 500 basis points.

Life companies such as AIG, New York Life, Barings, Pacific Life, Northwestern Mutual and Principal Real Estate will also play in the construction game. Borrowers will see up to 60% LTC.

Both material and labor costs are rising rapidly; in some markets amounting to 15% to 20% or more year-over-year. Rising rates have increased interest expenses/reserves drastically and made hedging SOFR caps extremely expensive. Lenders will be sizing the interest reserves into their own budgets based on the forward SOFR curve. Count on lenders to put more stress on take-out scenarios. Construction lenders are also putting increased scrutiny on construction contracts, trade buyouts, contingencies, sponsor experience and guarantor liquidity.

Multifamily and industrial will see the most available capital. There are serious supply constraints for both of these product types in many markets across the country, as evidenced by historically low vacancy rates and record setting rent growth. Lenders will fund construction loans so that they have the early advantage at providing permanent financing upon completion. Also, watch for lenders to target life science projects, (single-family rentals) SFRs and condos. Hotel construction financing will be available, especially for select-service properties in growth markets. Expect lenders to seek hoteliers with strong business plans.

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Crittenden Report Real Estate Financing

Arturo Cuomo



Crittenden Report Real Estate Financing:

The book delves into Crittenden Report Real Estate Financing. Crittenden Report Real Estate Financing is an essential topic that needs to be grasped by everyone, from students and scholars to the general public. The book will furnish comprehensive and in-depth insights into Crittenden Report Real Estate Financing, encompassing both the fundamentals and more intricate discussions.

1. This book is structured into several chapters, namely:
 - Chapter 1: Introduction to Crittenden Report Real Estate Financing
 - Chapter 2: Essential Elements of Crittenden Report Real Estate Financing
 - Chapter 3: Crittenden Report Real Estate Financing in Everyday Life
 - Chapter 4: Crittenden Report Real Estate Financing in Specific Contexts
 - Chapter 5: Conclusion
 2. In chapter 1, this book will provide an overview of Crittenden Report Real Estate Financing. The first chapter will explore what Crittenden Report Real Estate Financing is, why Crittenden Report Real Estate Financing is vital, and how to effectively learn about Crittenden Report Real Estate Financing.
 3. In chapter 2, this book will delve into the foundational concepts of Crittenden Report Real Estate Financing. The second chapter will elucidate the essential principles that need to be understood to grasp Crittenden Report Real Estate Financing in its entirety.
 4. In chapter 3, the author will examine the practical applications of Crittenden Report Real Estate Financing in daily life. This chapter will showcase real-world examples of how Crittenden Report Real Estate Financing can be effectively utilized in everyday scenarios.
 5. In chapter 4, the author will scrutinize the relevance of Crittenden Report Real Estate Financing in specific contexts. The fourth chapter will explore how Crittenden Report Real Estate Financing is applied in specialized fields, such as education, business, and technology.
 6. In chapter 5, the author will draw a conclusion about Crittenden Report Real Estate Financing. The final chapter will summarize the key points that have been discussed throughout the book.
- The book is crafted in an easy-to-understand language and is complemented by engaging illustrations. This book is highly recommended for anyone seeking to gain a comprehensive understanding of Crittenden Report Real Estate Financing.

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Crittenden Report Real Estate Financing Introduction

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