

CRITTENDEN NATIONAL  
REAL ESTATE CONFERENCE

**SMALL BALANCE LENDING TRENDS**

*Research Presented by:*  
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Boxwood Means, Inc.

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[SmallBalance.com](http://SmallBalance.com)  
Small Loans. Big Market. Begin.

# COMPANY BACKGROUND

- Specialists in small-balance loan and property research, and small-cap CRE valuations
- Deliver 500 valuation reports per month to bank and non-bank lender-clients nationwide via SmallBalance.com
- Proprietary analytics include: small commercial price indices (SCPI); small-cap CRE transaction sales figures; and small balance originations research

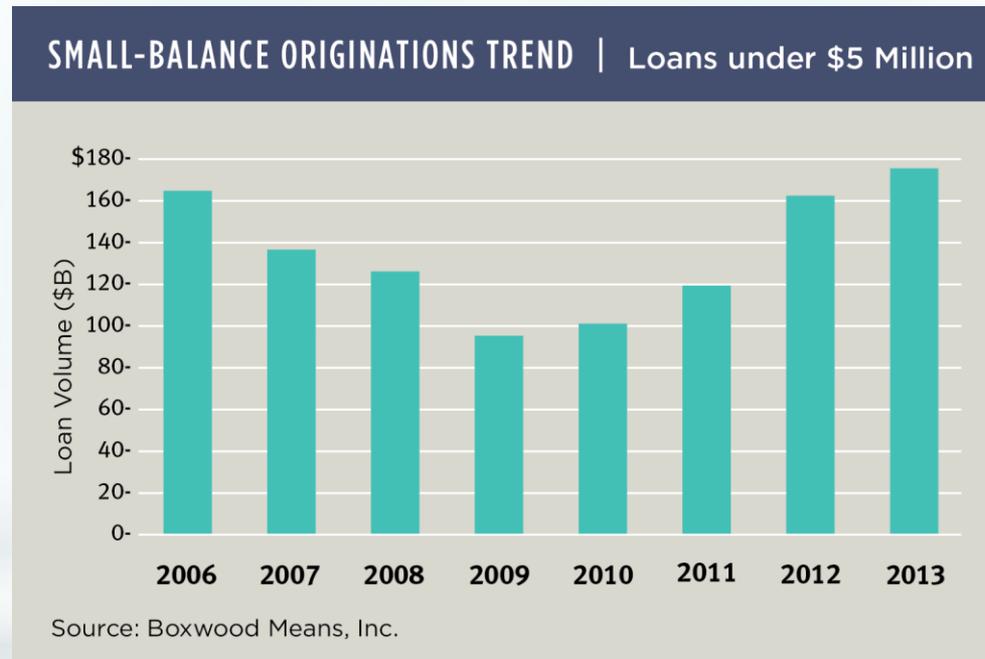
**FIELDSMART**  
Collateral Advisor

**VALPRO REPORT**  
PROPERTY CONDITIONED

  
BOXWOOD MEANS, INC

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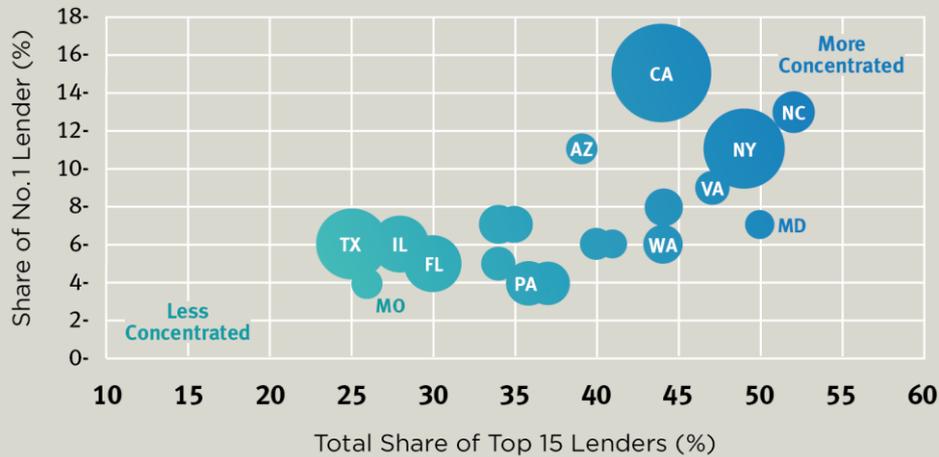
# LAST YEAR – ONE FOR THE RECORD BOOKS



# FRAGMENTATION VARIES IN THE SBC SPACE

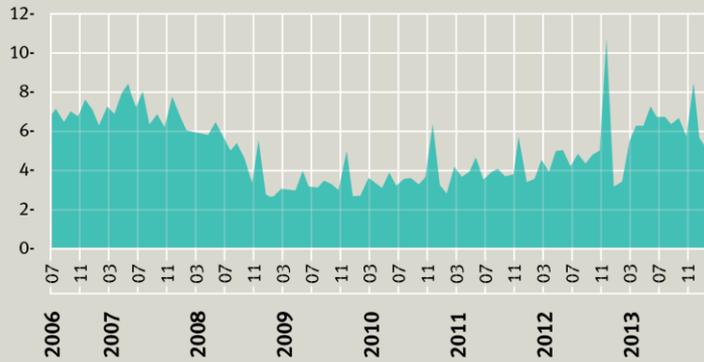
## LENDER CONCENTRATION, BY SIZE OF SBC LOAN MARKET

Top 15 Lenders in Selected States



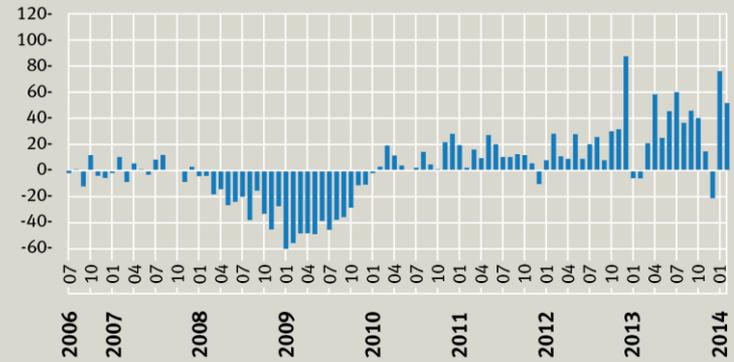
# PROPERTY SALES CONTINUE AT AN ACCELERATED PACE

SALES VOLUME TREND | Property Sales (\$B)



Source: Boxwood Means, Inc.

ANNUAL CHANGE IN SALES VOLUME (%)

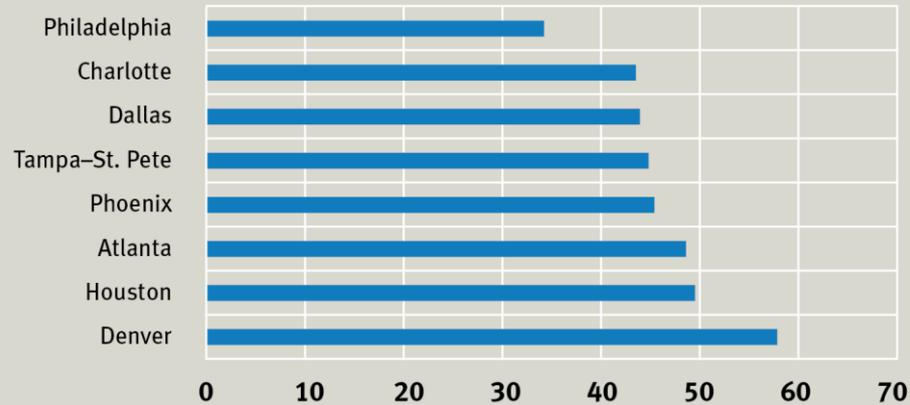


Source: Boxwood Means, Inc.

# FASTEST SOWERS OF SALES

## METROS WITH HIGHEST ANNUAL SALES GAINS (%)

Minimum of \$1 Billion Sales



Source: Boxwood Means, Inc.

# GROWING DEMAND SPARKS COMEBACK

## NATIONAL SMALL CAP CRE NET ABSORPTION TRENDS (MM SF)

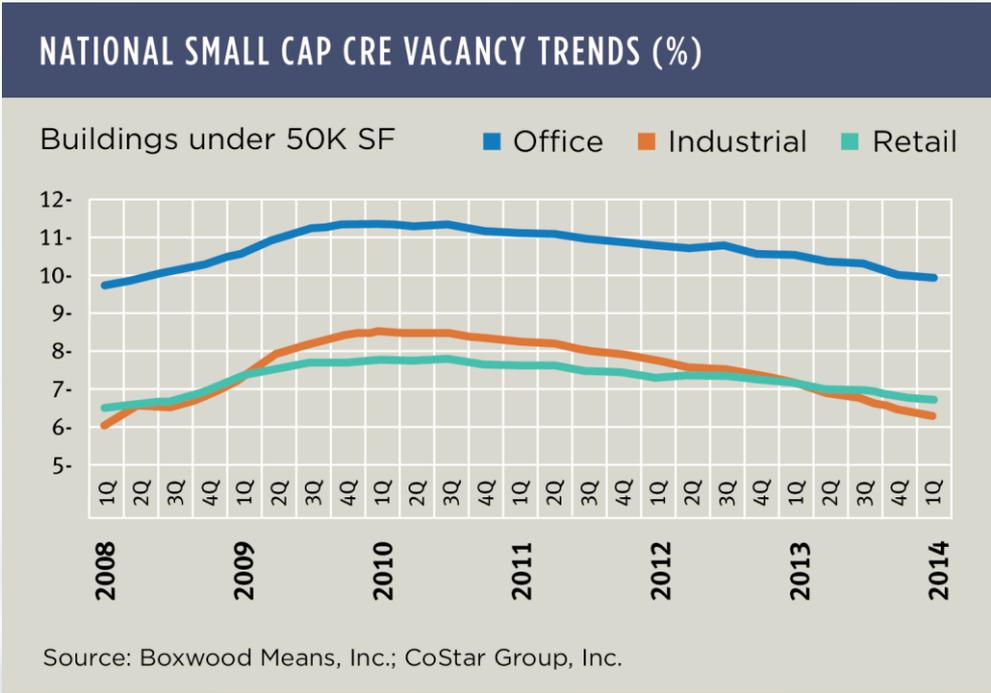
Buildings under 50K SF

Office Industrial Retail

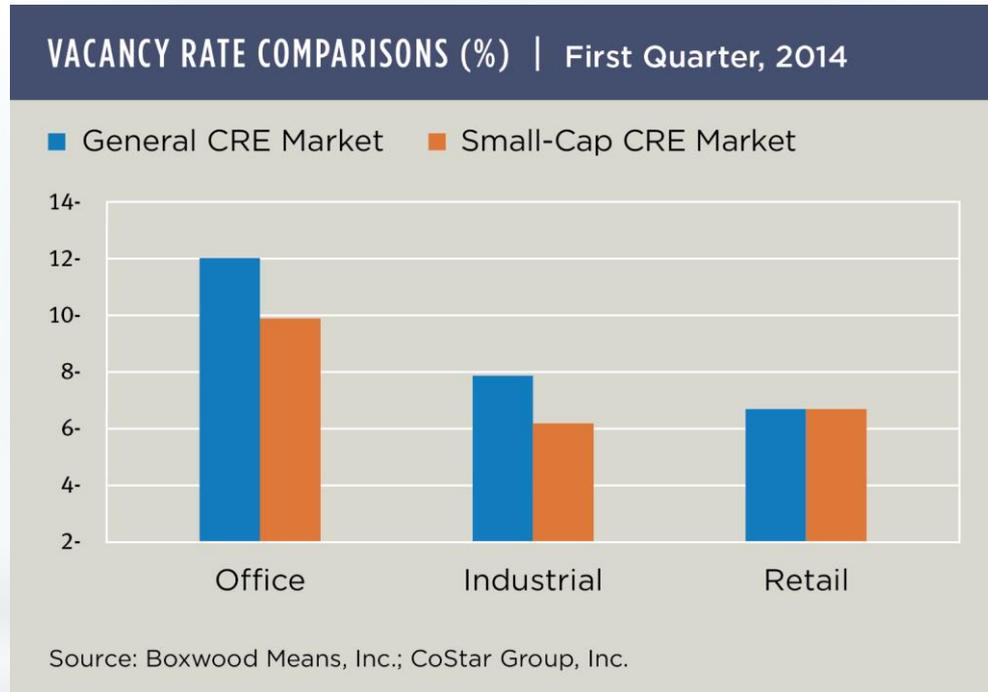


Source: Boxwood Means, Inc.; CoStar Group, Inc

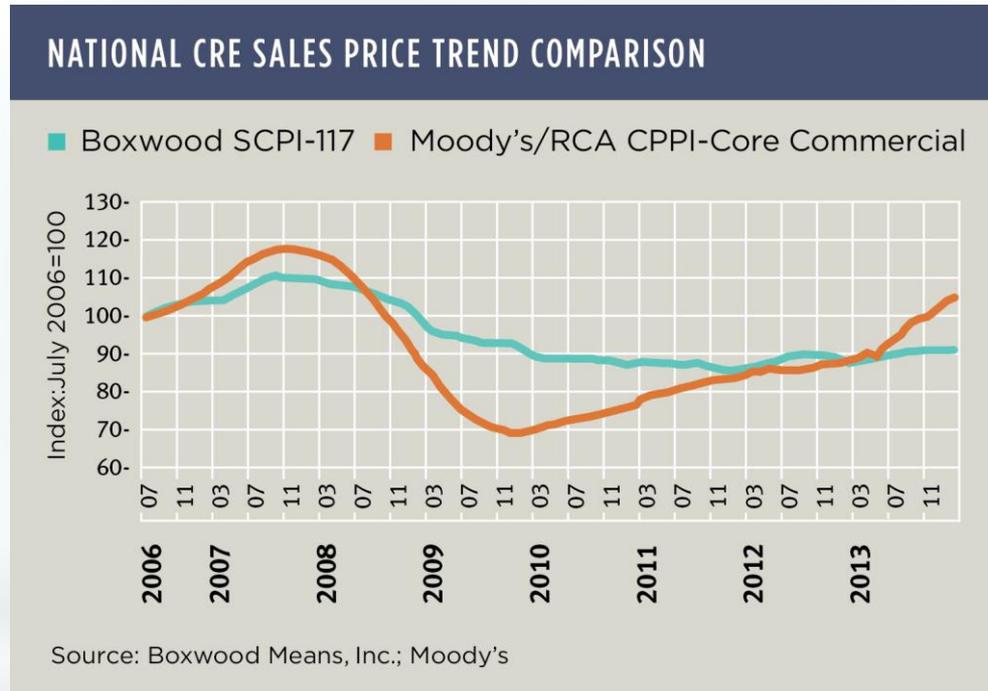
# VACANCIES APPROACHING PRE-RECESSION LOWS



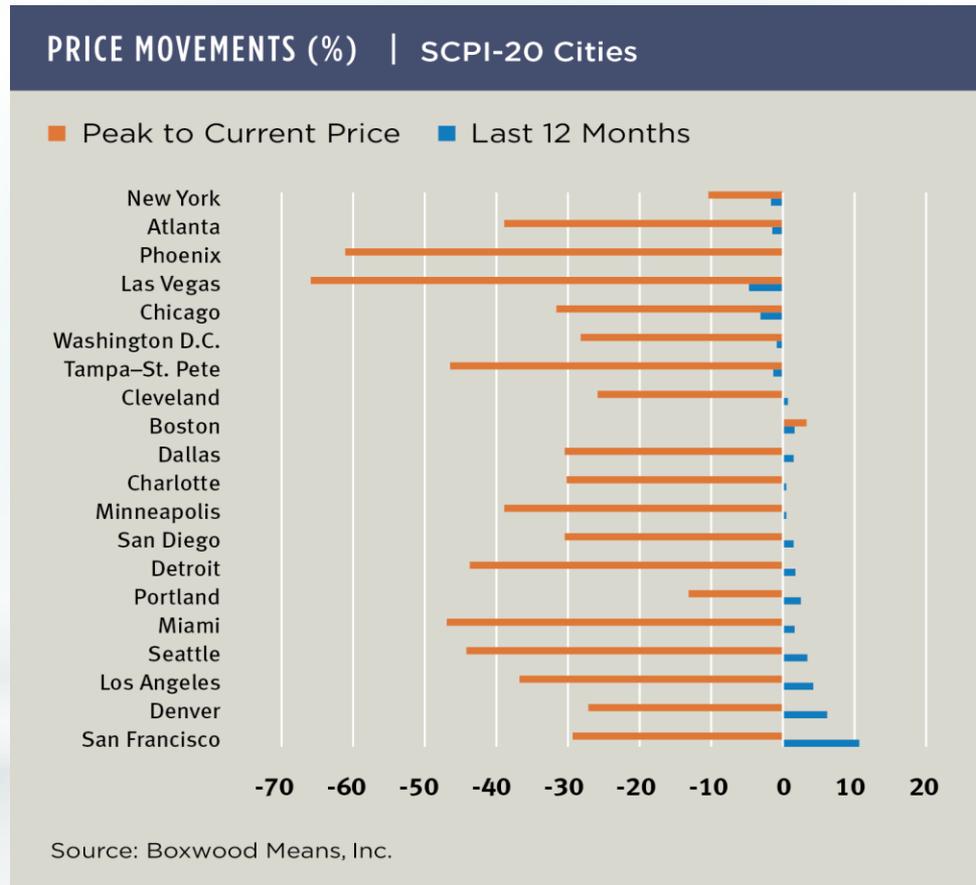
# SMALL BUILDING VACANCIES OUTPERFORM



# SMALL-CAP PRICES LAG THE GENERAL MARKET



# THE ROAD TO PRICE RECOVERY IS LONG





# Thank you.

**For the latest SBC loan and property research, sign up for Boxwood's monthly *Small Balance Advocate* report on [SmallBalance.com](http://SmallBalance.com)**

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