

Rates Remain below 5.00%

March 2019 Newsletter

SBA 504 20-year rates 4.58%, fixed.

SBA 504 25-year rate 4.74%, fixed.

SBA 504 20-year REFi rate 4.61%, fixed.

SBA 504 10-year rates 4.62%, fixed.

City Revolving Loan fund rate 8.00%, fixed.

March Rates inch down slightly.

Rate information: February rates decreased by another 6 basis points. We will enjoy the lower than expected rates while they last. We should still expect the Fed to raise rates over the next year due to inflation related to the expected increase in material costs because of the reconstruction due to the hurricanes and fires. Tariffs will also contribute to higher inflation into 2019, and there is pressure from the Labor Market for higher wages. Expect prime to reach 6.00% by the end of 2019. Also, expect the Feds to continue to put pressure on credit administration to tighten up on credit in 2019; SBA 504 loan are still a good choice to get your deals to the finish line for your customers and keep your credit managers less grumpy.

Due to the Government Shut Down we had NO SBA approvals in January. We bounced back with 6 approvals in February. Bank of the Sierra leads the way with 6 approvals; followed by Chase Bank and Pacific Premier Bank with 2 approvals each. BBVA Compass Bank, Fresno First, Tri Counties Bank each have one approval. We have several applications in process with other banks, so we expect more approvals soon. Thank you to all our participating banks for your referrals. **The SBA turn times have returned to better than normal. Our last 3 approval have taken less than 48 hours**

Locally, real estate inventories continue to be very low in all areas for commercial properties, especially for owner-users. Smaller functional properties remain scarce and go quickly if priced right. The SBA 504 Real Estate Program continues to be a great way to finance the acquisition and/or construction commercial real estate for owner-users. 504 loans can be used to finance up to **90%** of the cost of your real estate project. Additionally, 504 Loan can be used for up to **85% for special use properties**, such as cold storage facilities and surgery centers.

For additional information about our loan programs please contact Cal Cain at (559) 227-1158