



Rates remain Steady, still at 3.55% and lower.

October 2019 Newsletter

SBA 504 **20**-year rates 3.398%, fixed.
SBA 504 **25**-year rate 3.480%, fixed.
SBA 504 **20**-year **REFI** rate 3.400%, fixed.
SBA 504 10-year rates 3.553%, fixed.
City Revolving Loan fund rate 7.75%, fixed.

Rate information: October rates increased slightly by another 4 basis points. It looks like the Fed will continue to hold the rates down and we should see small rate increases by year-end but remain below 4%. We continue to see increased pressure from regulators on our lenders to tighten up on credit in 2019 due to the fear that the real estate market may be over heating or banks having concentration issues in their loan portfolio; SBA 504 loans are still a good choice to get your deals to the finish line for your customers and keep your credit managers less grumpy. Please keep in mind that **Banks can refinance their own debt** with the 504 Refinance program.

We have continued to receive great turn-around times from the SBA. We Finished our Fiscal Year with 28 approvals. **Congratulations to Bank of the Sierra who was our #1 lender** with 11 approvals; Central Valley Community Bank finished second with 7 approvals. Chase Bank is in 3rd place with 3 approvals and there are several lenders with one approval each. THANK YOU to all our participating banks for your referrals.

Cen Cal is in the process of updating our Website. We will have our new site up soon.
YOU CAN NOW FIND US ON FACEBOOK AT
<https://www.facebook.com/cencalfinance/?ref=bookmarks>

The SBA 504 Real Estate Program continues to be a great way to finance the acquisition and/or construction of commercial real estate for owner-users. 504 loans can be used to finance up to **90%** of the cost of your real estate project. 504 Loan can also be used for up to **85% for special use properties**, such as cold storage facilities and surgery centers.

For additional information

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