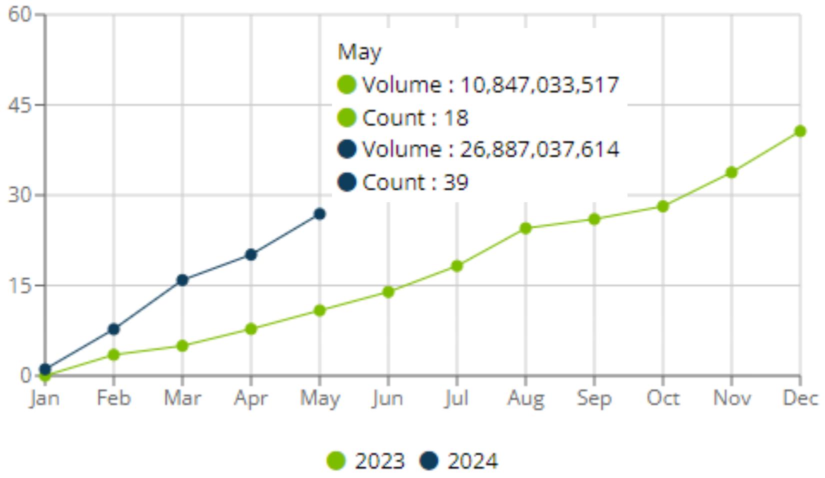
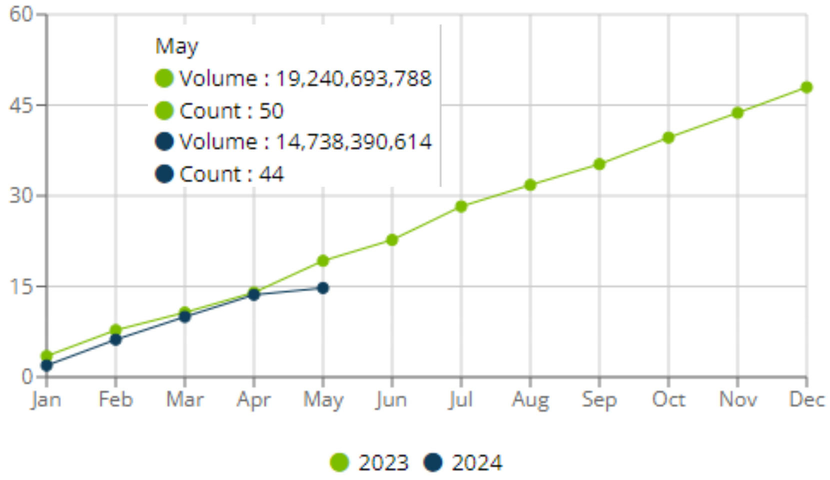
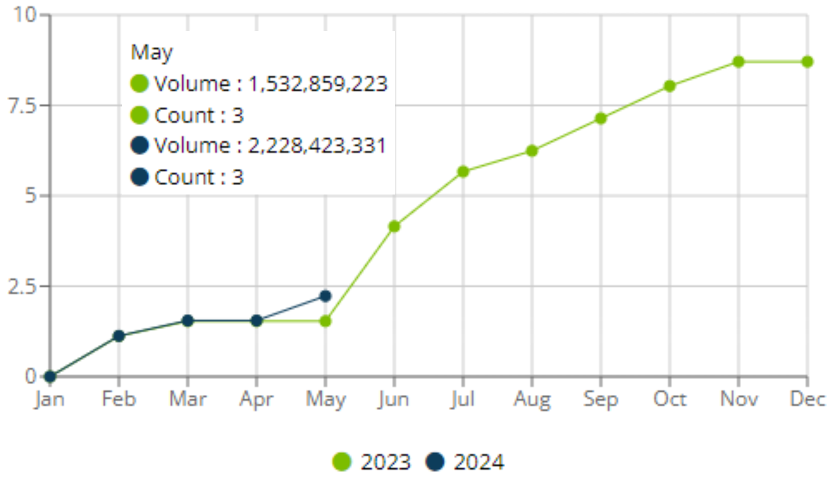


CMBS Issuance



Agency Issuance



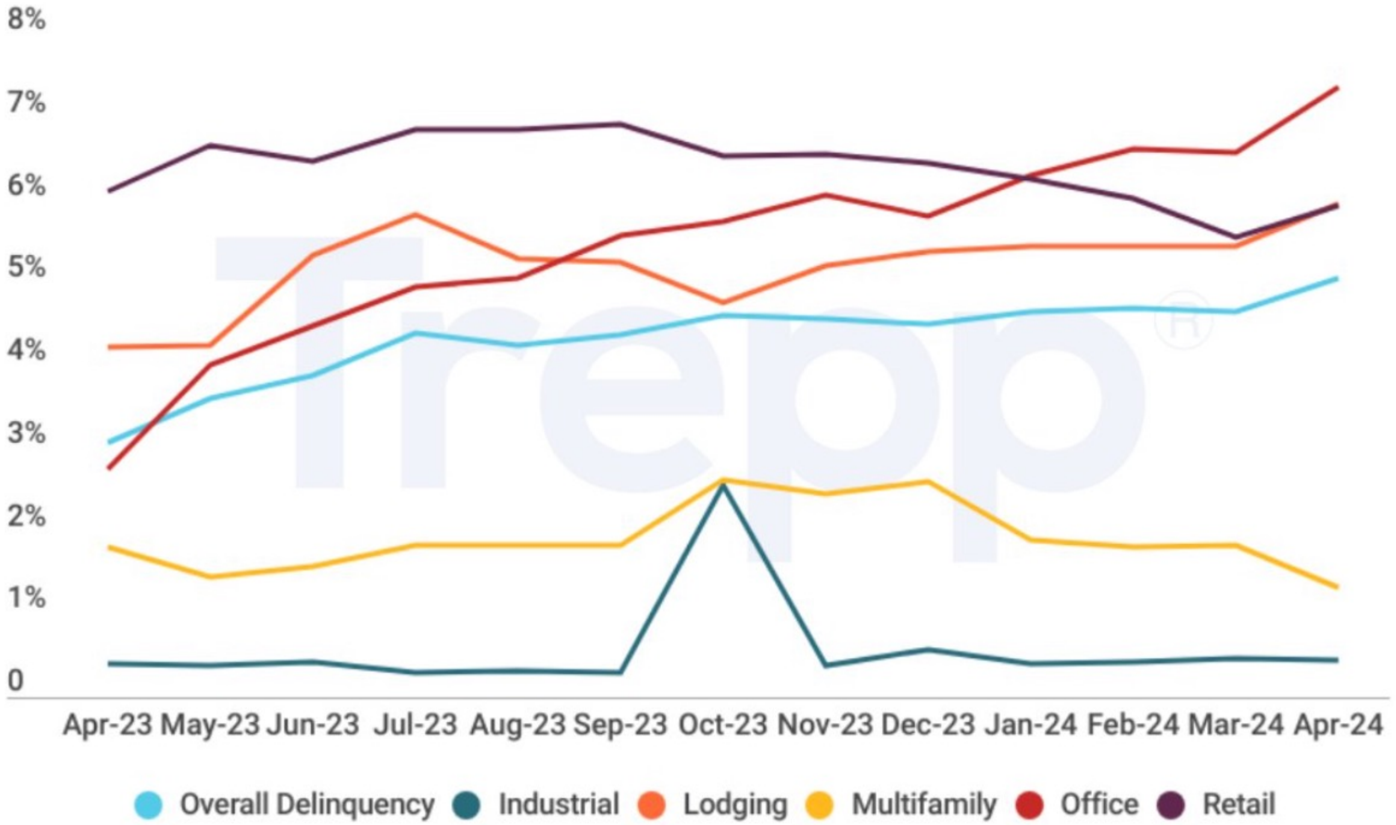
CRE CLO Issuance

2024 MIAMI COMMERCIAL MIDYEAR

MIAMI COMMERCIAL REALTORS

MAY 3, 2024
Seminole Hard Rock Hotel & Casino

CMBS Delinquency Rates by Major Property Type



	APR-24	MAR-24	FEB-24	3 MO	6 MO	12 MO
Overall	5.07	4.67	4.71	4.66	4.63	3.09
Industrial	0.44	0.47	0.43	0.40	2.56	0.40
Lodging	5.97	5.45	5.45	5.46	4.76	4.23
Multifamily	1.33	1.84	1.81	1.91	2.64	1.82
Office	7.38	6.58	6.63	6.30	5.75	2.77
Retail	5.94	5.56	6.03	6.27	6.55	6.11

Trepp

Breaking Down the Delinquency Trends

Prop Type	MoM Net Change in Total DQ Loan Balance	Newly DQ Loans in April
Office	$1,296M	$1,769M
Retail	$448M	$977M
Lodging	$429M	$480M
Industrial	($9M)	$10M
Multifamily	($323M)	$7M

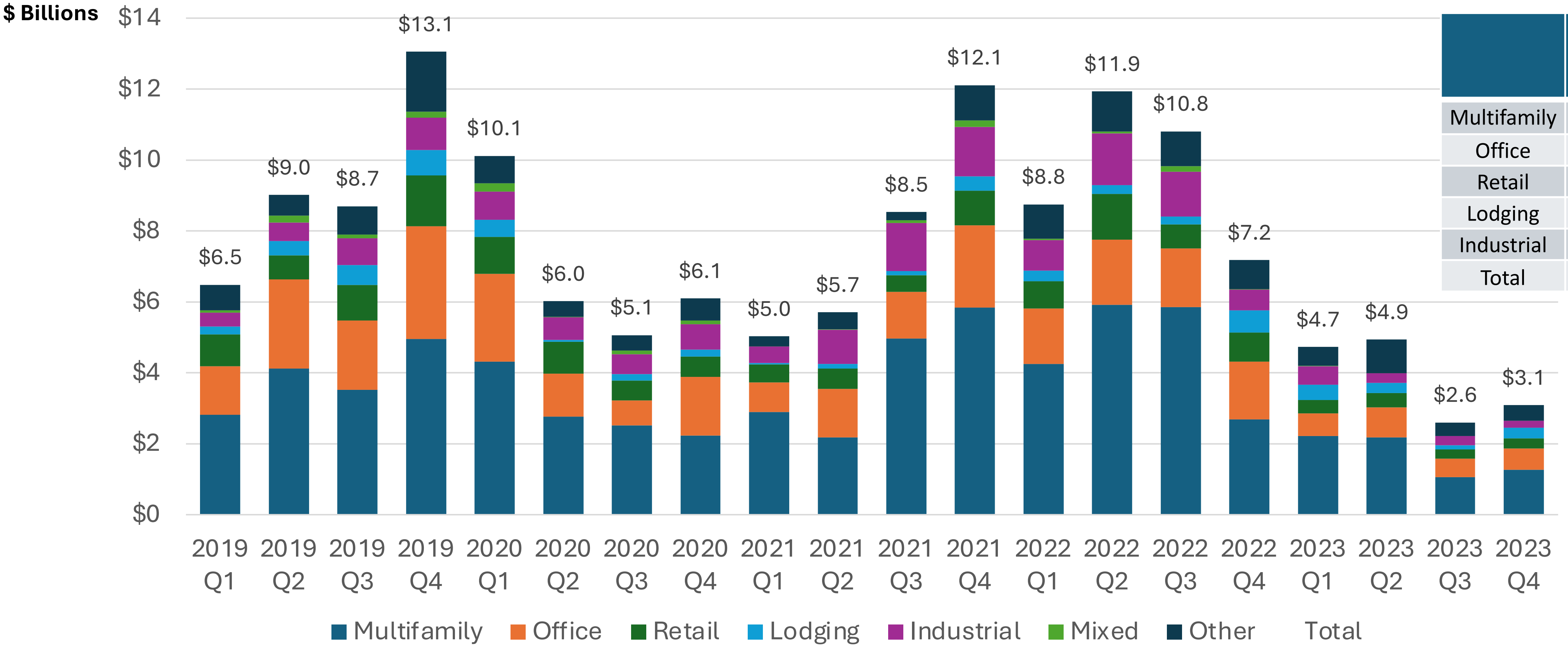
6 office loans account for 80% of the $1.77bn gross increase (46% in just NYC)

7 retail loans account for 89% of the $977M gross increase

2 lodging loans account for 71% of the $480M gross increase

Commercial Mortgage Origination Volume

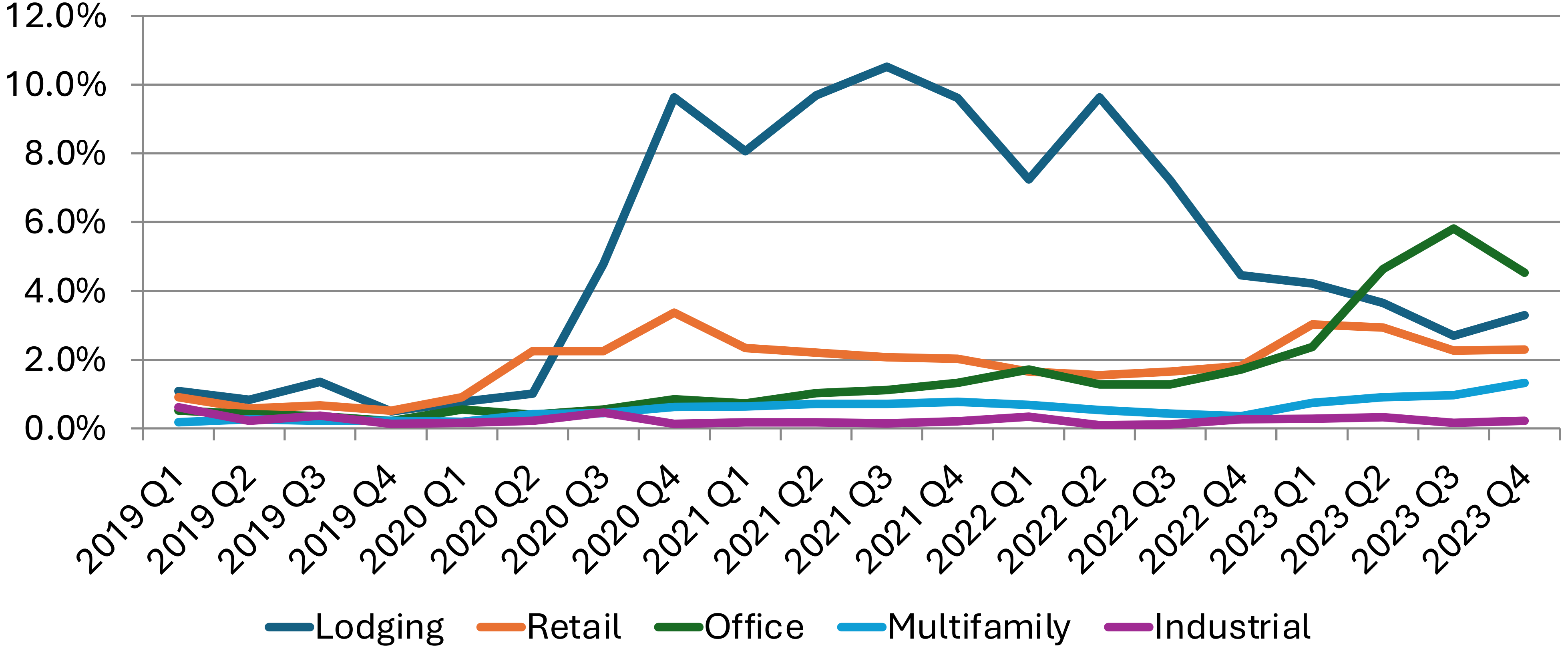
All Property Types Fall Short of Pre-Covid Pace



	Avg. Quarterly Volume: 2023 vs 2019
Multifamily	-56%
Office	-71%
Retail	-67%
Lodging	-41%
Industrial	-52%
Total	-59%

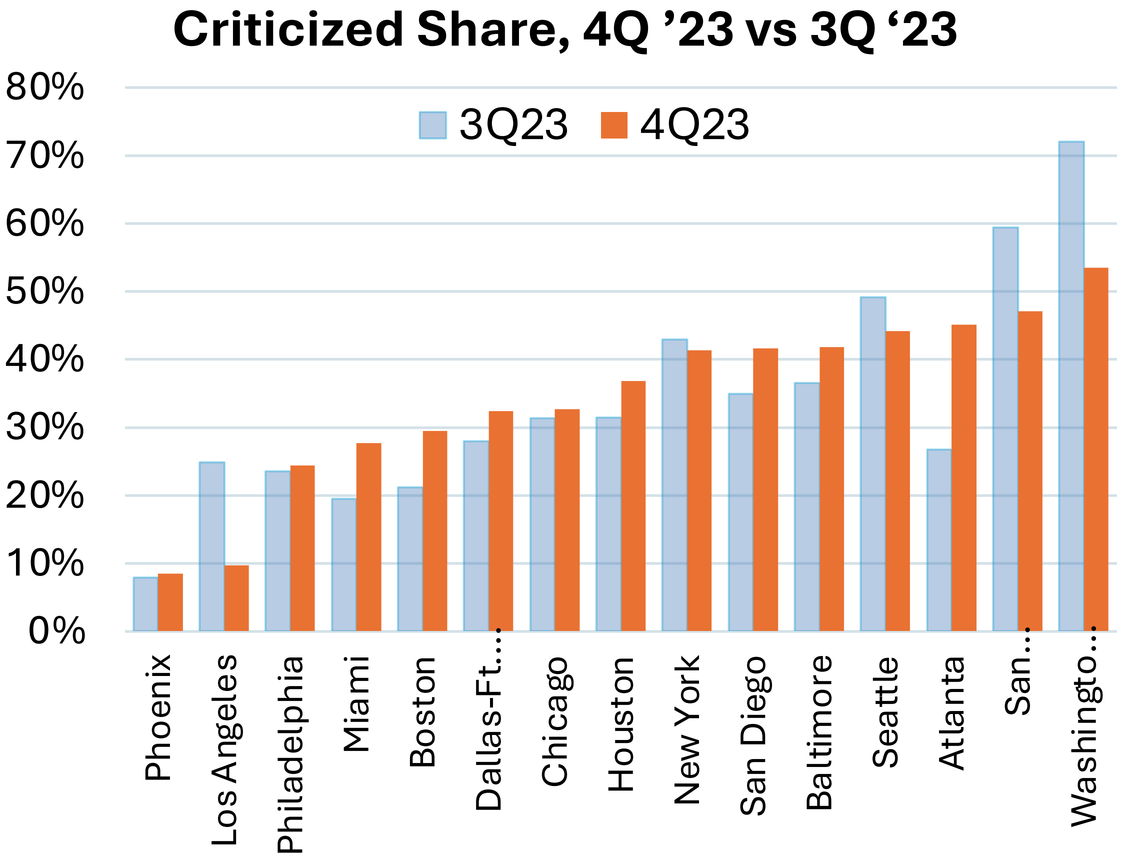
Delinquency Rate by Property Type

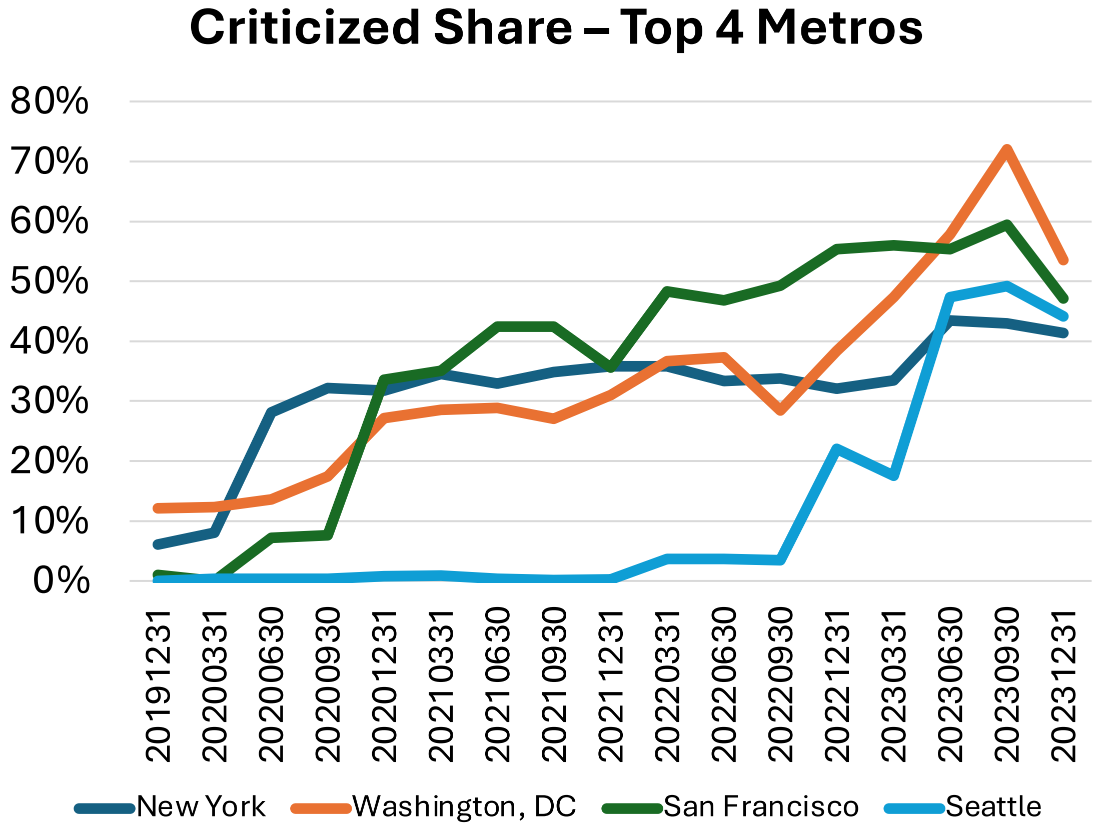
Office is the Biggest Problem



Office Risk Ratings (T-ALLR Bank Data)

Criticized Loans – Share of Office Total





2024 MIAMI COMMERCIAL MIDYEAR

MIAMI COMMERCIAL REALTORS

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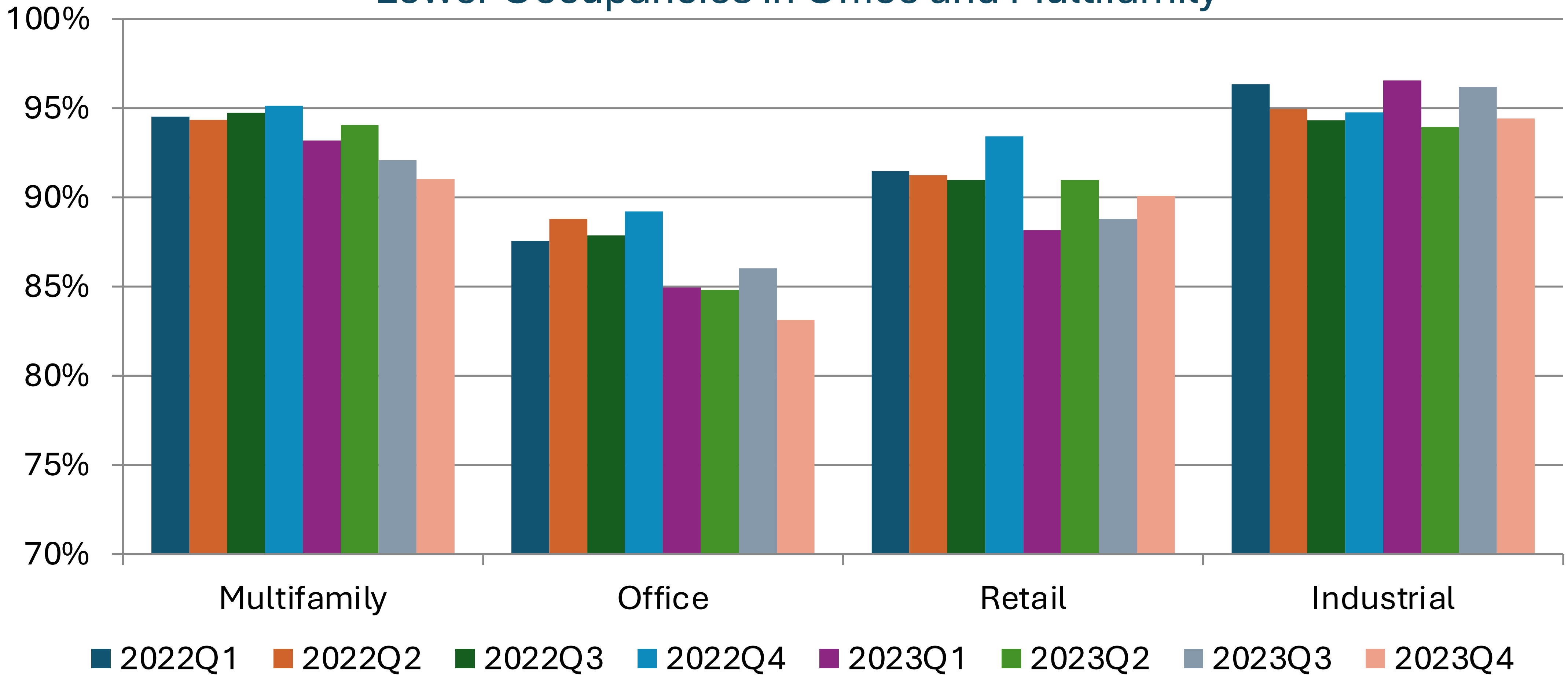
Seminole Hard Rock Hotel & Casino

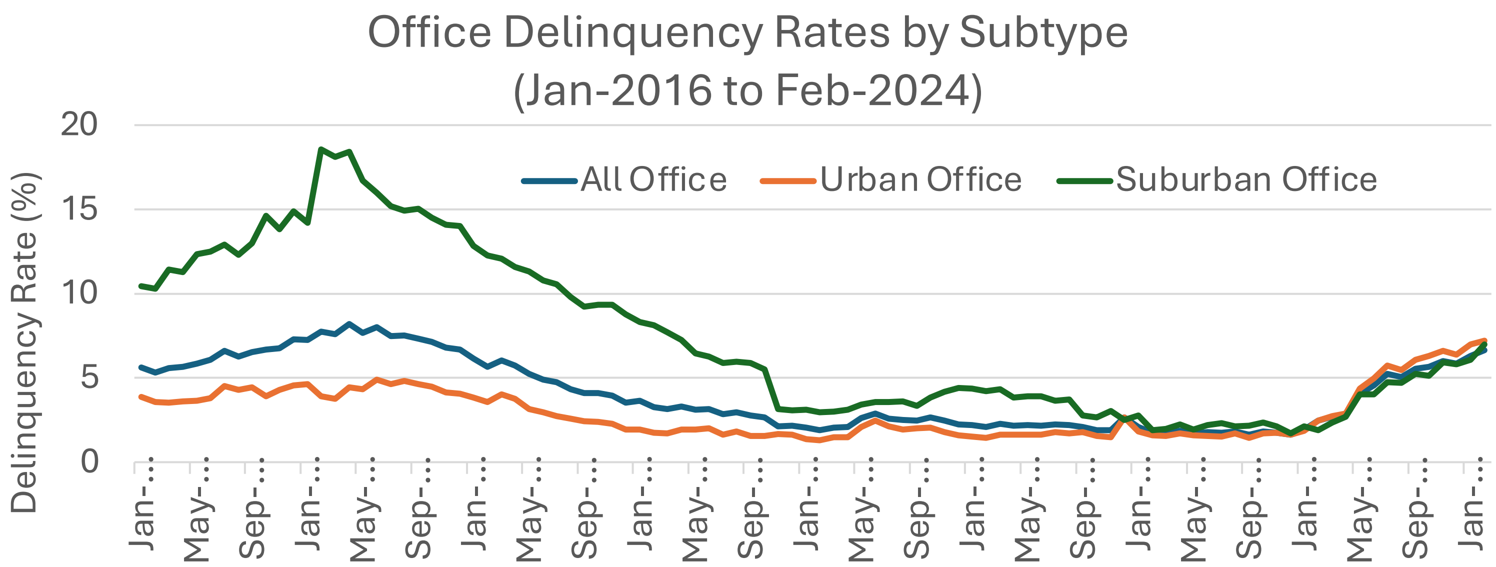
Occupancy Rate by Property Type

Lower Occupancies in Office and Multifamily



CMBS – Urban vs Suburban Office

- Urban office delinquency now higher than suburban for first time
- Underwriting for office tightened significantly in 2023



Source: Trepp CMBS

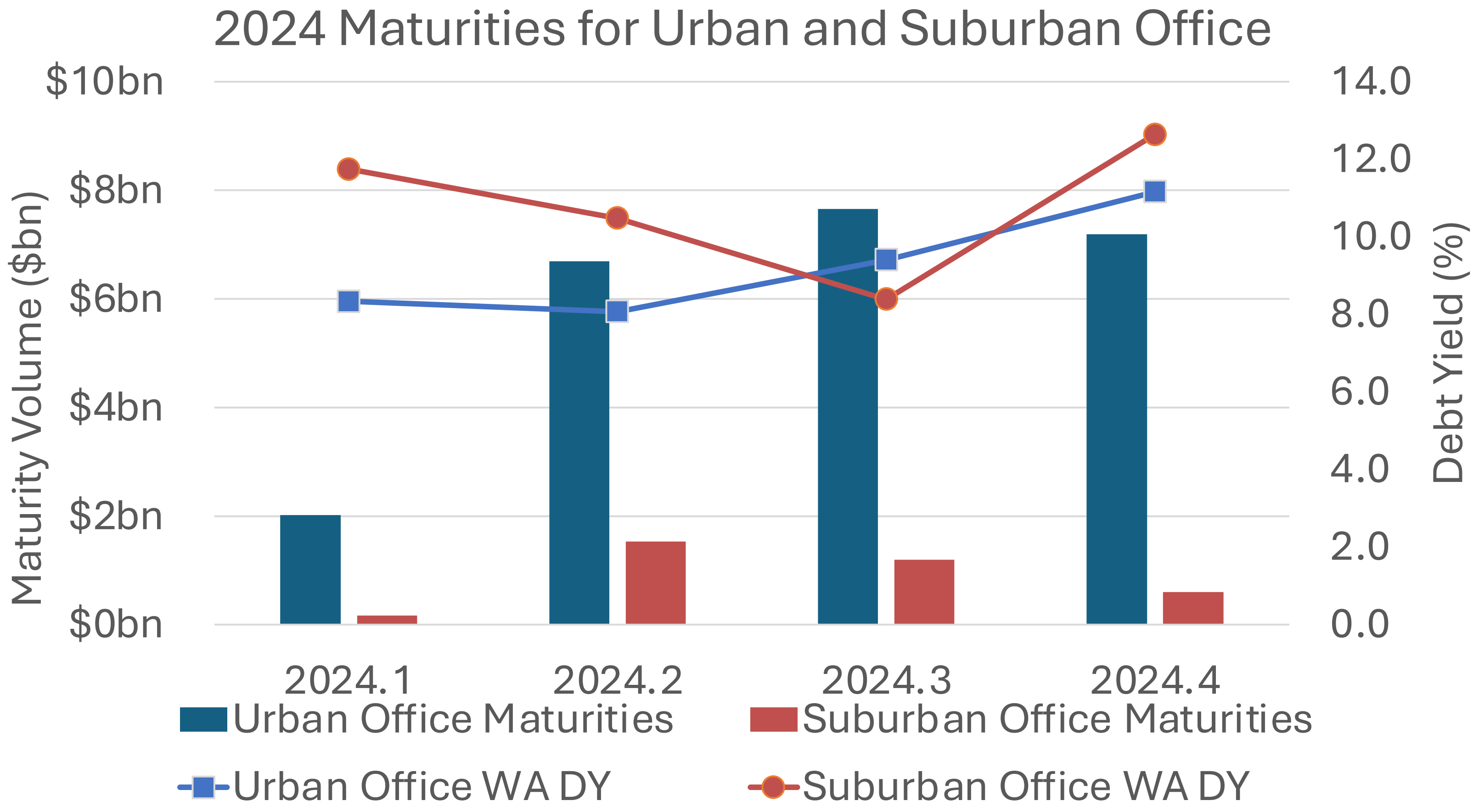
Urban Office CMBS Originations in Top 25 Metros

Vintage	Avg. Loan Size	WA Orig DSCR NOI	WA Orig DY NOI	WA Orig LTV	WA Cap Rate NOI %
2018	$25.4m	2.71	10.97	57.5%	5.921
2019	$65.1m	2.88	10.70	51.6%	4.823
2020	$71.9m	3.47	10.10	53.4%	4.963
2021	$77.7m	3.49	9.38	56.2%	4.838
2022	$44.7m	2.67	10.68	53.4%	4.536
2023	$27.8m	2.19	14.67	44.7%	

Suburban Office CMBS Originations in Top 25 Metros

Vintage	Avg. Loan Size	WA Orig DSCR NOI	WA Orig DY NOI	WA Orig LTV	WA Cap Rate NOI %
2018	$7.0m	2.14	11.18	65.2%	6.901
2019	$16.8m	2.44	11.21	63.2%	8.694
2020	$13.6m	2.63	11.16	63.3%	8.502
2021	$28.1m	3.06	10.62	61.7%	7.397
2022	$18.1m	2.23	10.17	59.8%	5.598
2023	$10.5m	2.16	15.21	51.1%	

Office Maturities and Debt Yield Dilemma



- $16bn of urban office maturities in Q1-Q3
- Weighted average debt yield is 8.7%
- Office loans originated so far in 2024 in the 50 largest MSAs had a WA DY of 14%
- At a 14% DY, refi proceeds for the $16bn would only be $10bn, leaving a $6bn gap

CMBS 2024 Maturity Volumes

Property Type	# Loans	Outstanding Balance
Office	561	$26,246,610,009
Lodging	674	$25,887,329,774
Retail	758	$18,782,445,348
Multi-family	404	$9,408,063,675
Mixed Use	91	$5,157,095,807
Industrial	253	$2,157,915,090
Self Storage	161	$562,674,343
Total	**2902**	**$88,202,134,046**

MSA	# Loans	Outstanding Balance
New York	201	$18,986,208,066
San Francisco	84	$5,222,218,151
Los Angeles	158	$4,588,745,199
Miami	70	$4,299,831,816
Washington D.C.	55	$2,653,878,870
Chicago	57	$2,477,258,664
Dallas	97	$2,298,032,593
Houston	70	$1,207,557,113
Philadelphia	35	$1,049,009,911
Phoenix	38	$835,685,849
Nashville	23	$444,589,350
Jackson, MS	4	$49,040,045
Total	**892**	**$44,112,055,627**

Miami Headlines

Local Developer Gets $68Mln Construction Loan for Miami Condo Project

Assurant Leases 78,000 SF of Office Space in Miami

Developer Pays $61.23Mln for Office Building in Miami's Brickell Financial District

Nationwide Lends $100Mln Against South Fla. Industrial Portfolio

Developer Scores $70.6Mln Loan for Completion of Short-Term Rental Project in Miami

Miami Beach, Fla., Office Building Sells for $62.5Mln

Affordable-Housing Project with 119 Studios Breaks Ground in Miami Beach, Fla.

Altman Proposes 336-Unit Apartment Project for Miami's Biscayne Shores Neighborhood

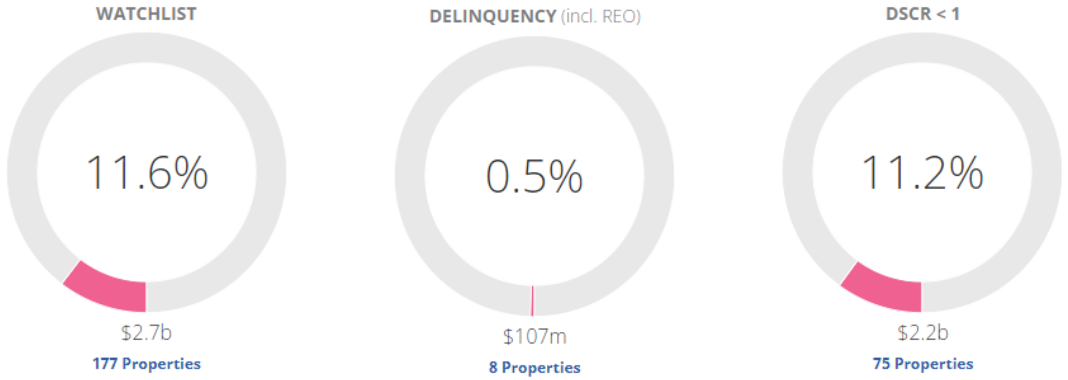
3704 NE Second Ave. in Miami's Design District

Ground Breaks on 67-Story Residential Building in Miami

19,819-SF Office Building in Miami's Design District Sells for $1,372/SF

Miami Multifamily Overview

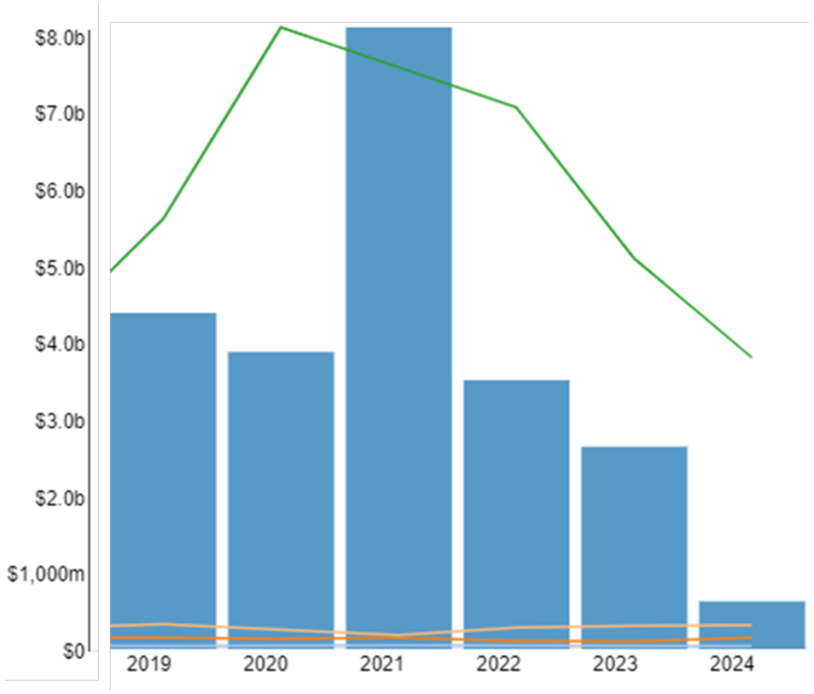
Loan Performance



Nationwide: 5.26%

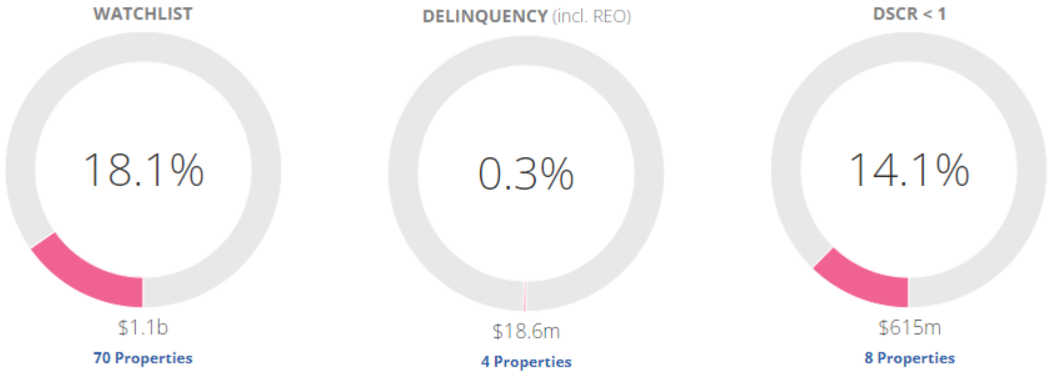
4.05%
TTM WA CAP RATE
NOI

Origination Volume & Underwriting Trends



Miami Lodging Overview

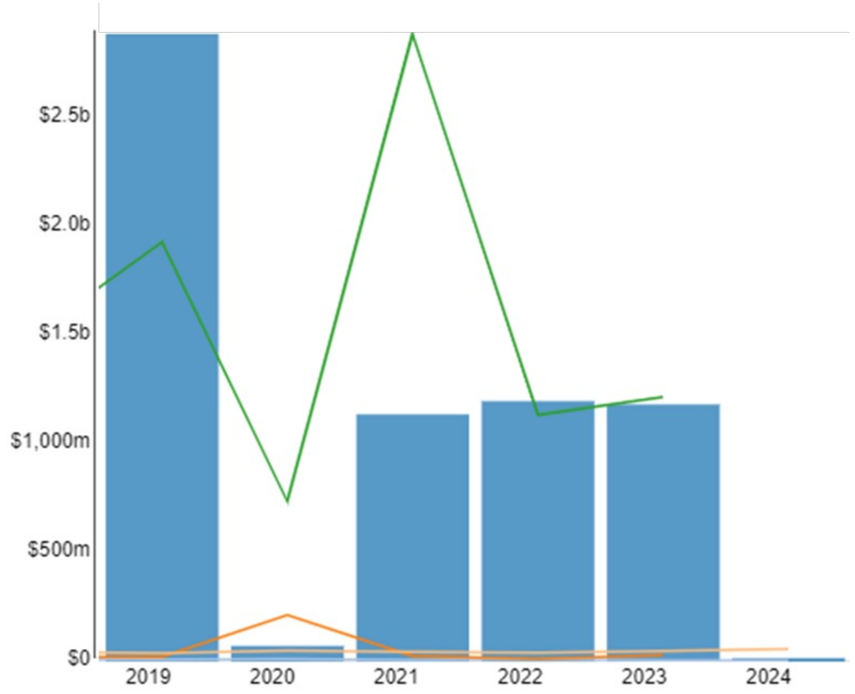
Loan Performance



Nationwide: 7.75%

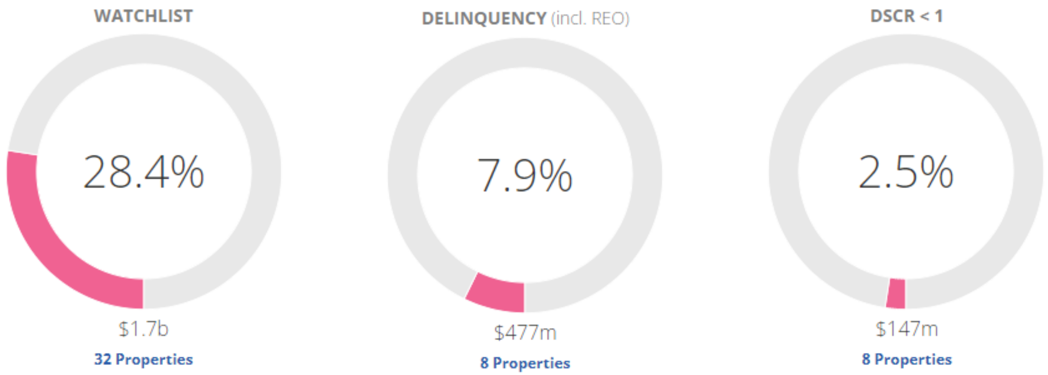
8.72%
TTM WA CAP RATE
NOI

Origination Volume & Underwriting Trends



Miami Retail Overview

Loan Performance

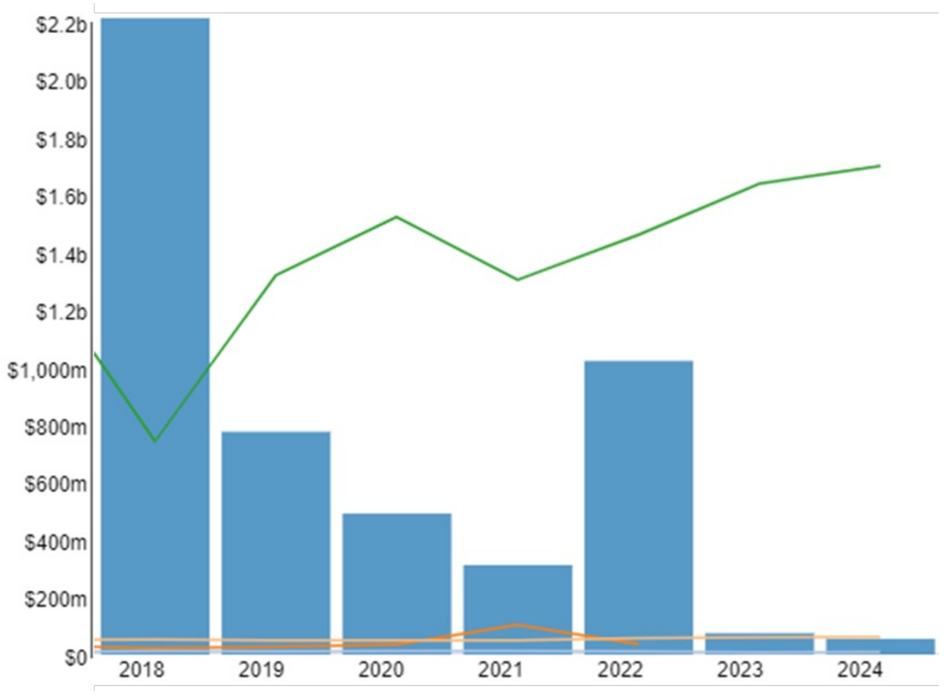


Nationwide: 6.42%

- 5.08%

TTM WA CAP RATE NOI

Origination Volume & Underwriting Trends



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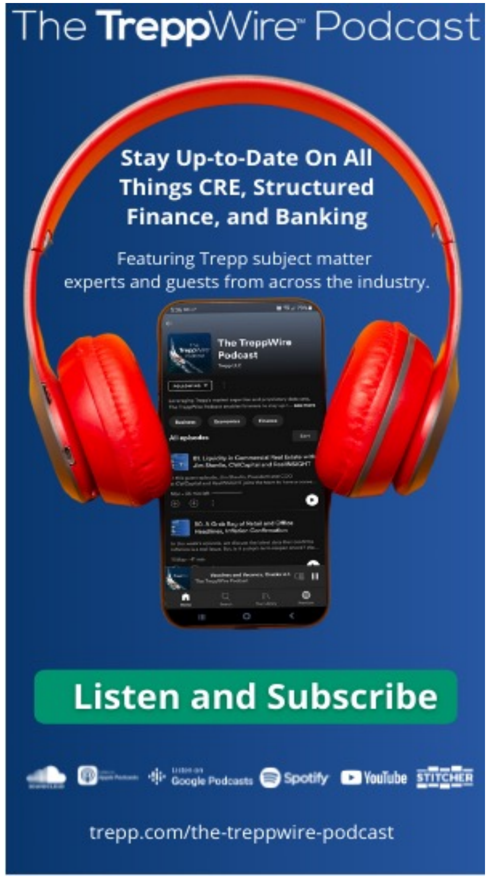

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