

# Commercial Real Estate and Non-Bank Lending Poised for Growth



Money360 surveyed mortgage brokers and lenders at the 2018 MBA CREF conference to gauge current perceptions and future predictions for non-bank lending and commercial real estate.

## Multifamily assets projected to grow faster than industrial and office space

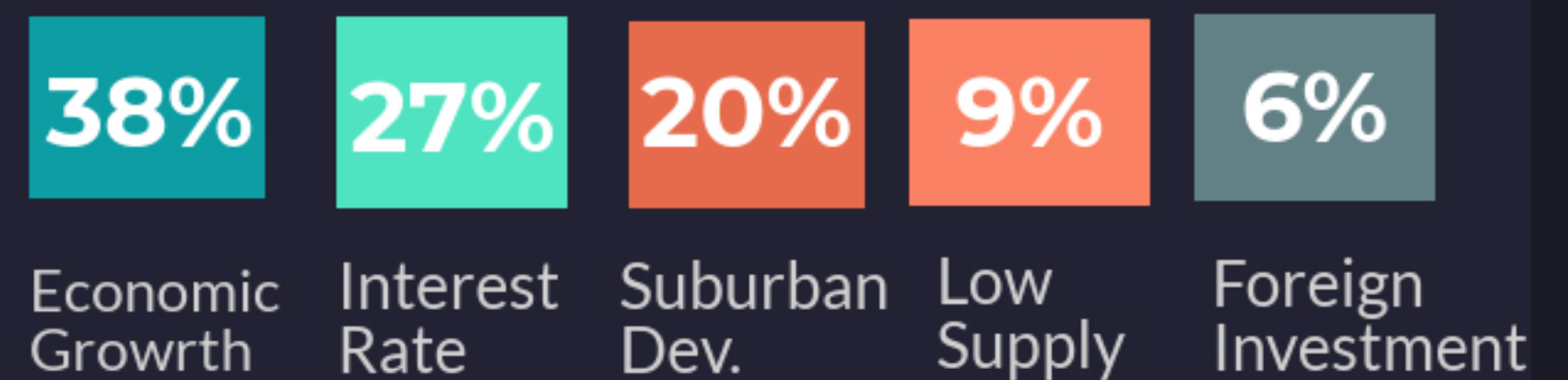
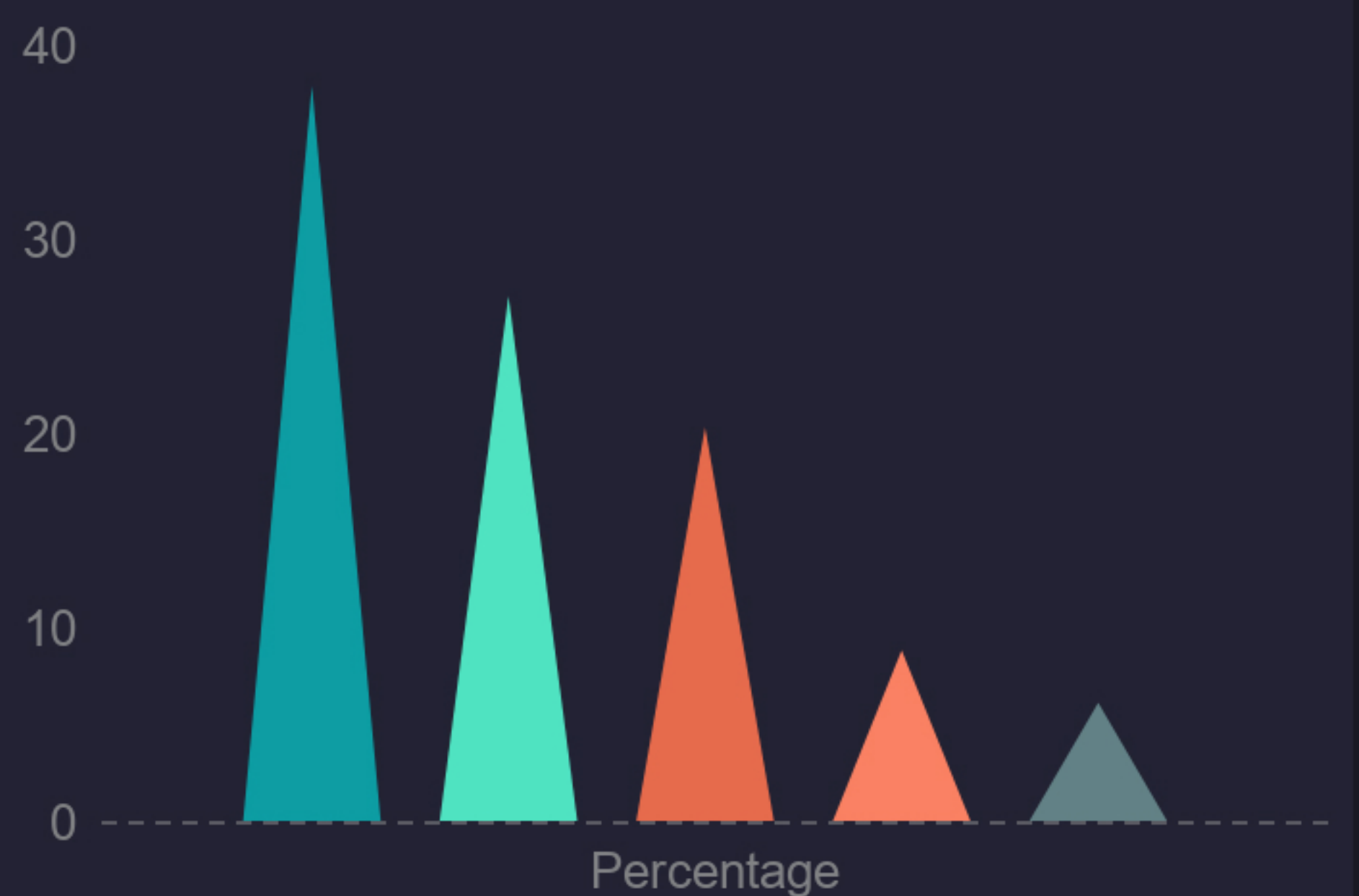
01 "What Commercial Real Estate Asset Class Will Be Hottest in 2018?"



As the amount of housing available across the U.S. decreases, the CRE industry is working to put more supply on the market. Tax reform will set in throughout 2018, and we expect industrial to feel a lift in about 18-24 months.

## Expected economic growth will drive commercial real estate

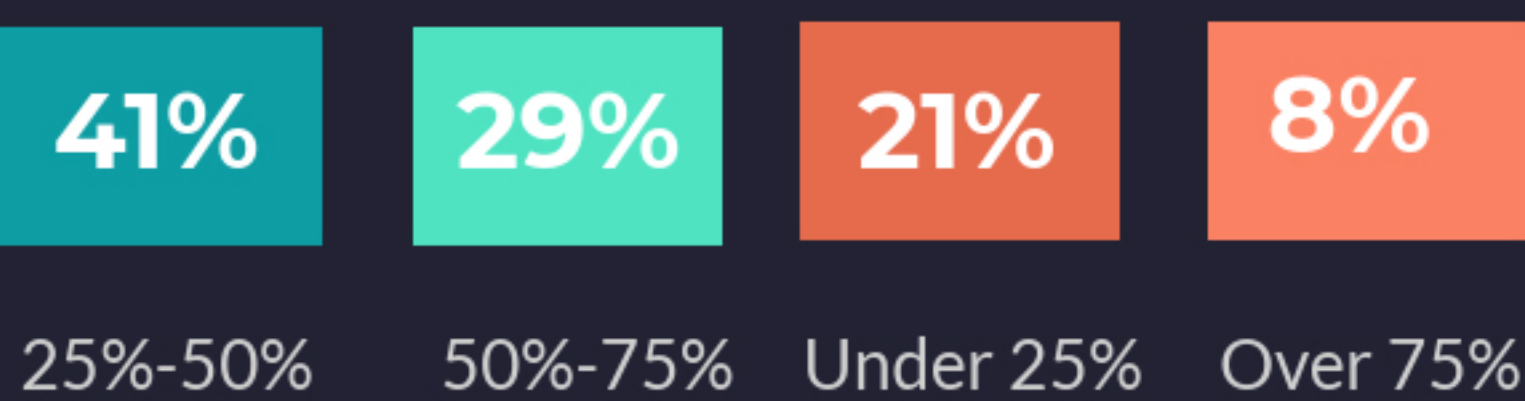
02 "What will be the largest driver of commercial real estate growth over the next year?"



We expect CRE growth to be most dramatic in Tier II cities, including Charlotte, Phoenix, Salt Lake City and Portland.

## More CRE borrowers turning to non-bank lender financing than ever

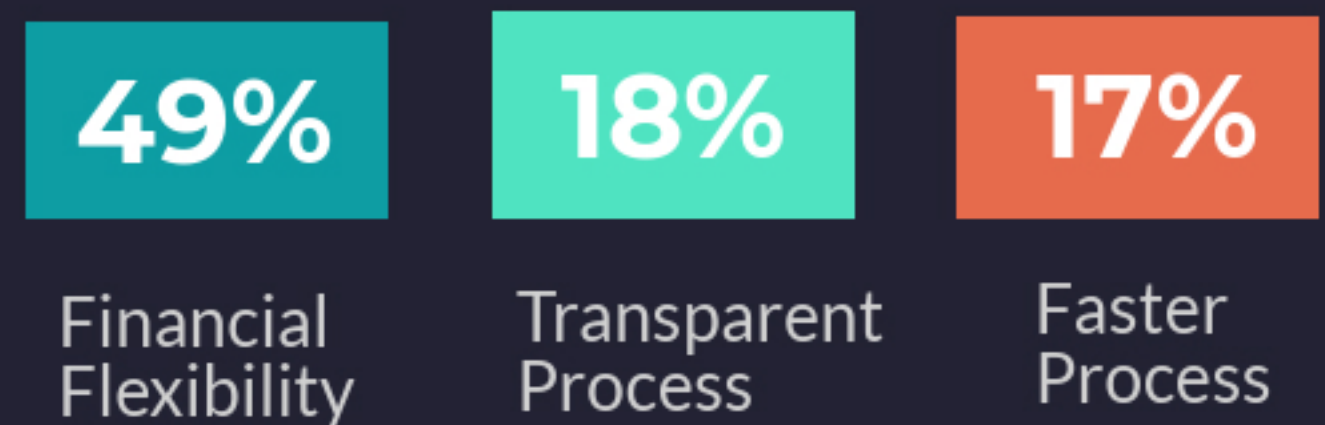
03 "What Percent of The Deals You Finance Are Non Bank Lenders?"



CRE demands are changing. In addition to brand new construction, there is growing demand to rehab and revitalize old buildings. Non-bank lenders are often best at offering the shorter-term loans these projects need or tailored financing that may not be profitable for big banks.

## Need for efficient capital in commercial real estate hitting all time peaks

04 "What's The Primary Reason For Seeking Financing From Non-Bank Lenders?"



Non-bank lenders offer more flexible financing structures, like bridge loans, and can make a decision within weeks as opposed to the months that banks typically take.