

A photograph of a modern glass skyscraper at dusk. The building's facade is highly reflective, mirroring the sky and other buildings. The sky is a mix of blue and orange, suggesting sunset or sunrise. The building's structure is composed of dark metal frames and large glass panels.

# Slatt Capital Lender Survey

February 2025

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# Slatt Capital Lender Survey February 2025

## KEY TAKEAWAYS

- Most lenders believe the 10-year will not change much by year end (4.25-4.75% Range)
- Lenders bullish on increasing allocations
  - 71% believe allocations will increase vs last year
  - Q3 followed by Q2 projected to be most active
- Lenders Continue to prefer Multi-Family and Industrial and shy away from office
- Lenders most bullish on Debt Funds/Private lenders increasing market share with banks being the least competitive
- Interest Rates (49% of respondents) and Market Concern (21% of respondents) are the significant headwinds that Lenders are most concerned about
- Lenders bullish on Bridge Lending Volume increasing in 2025



# Slatt Capital Lender Survey 2025



Where do you see the 10-year treasury rate on December 31, 2025?

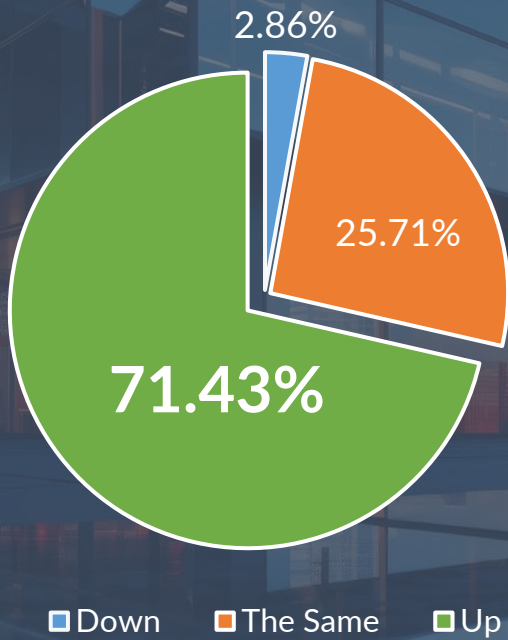


## KEY TAKEAWAY

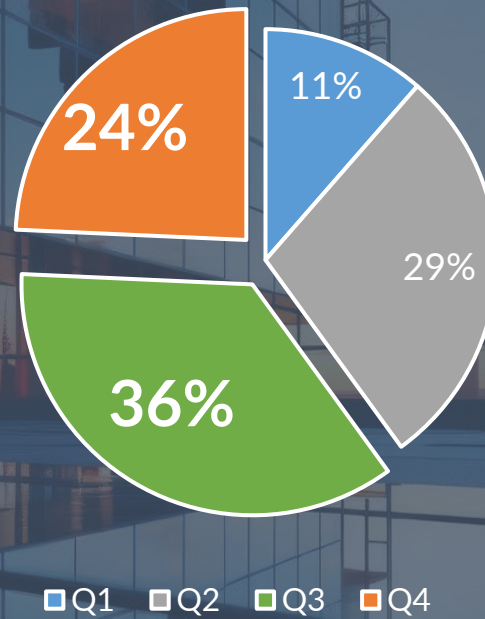
**Most Lenders Believe the 10 Yr Treasury will end the Year Between 4.25-4.75%**

# Slatt Capital Lender Survey 2025

Where will your lending allocations be compared to 2024?



Looking at your pipeline, what quarter will you believe to be your best?

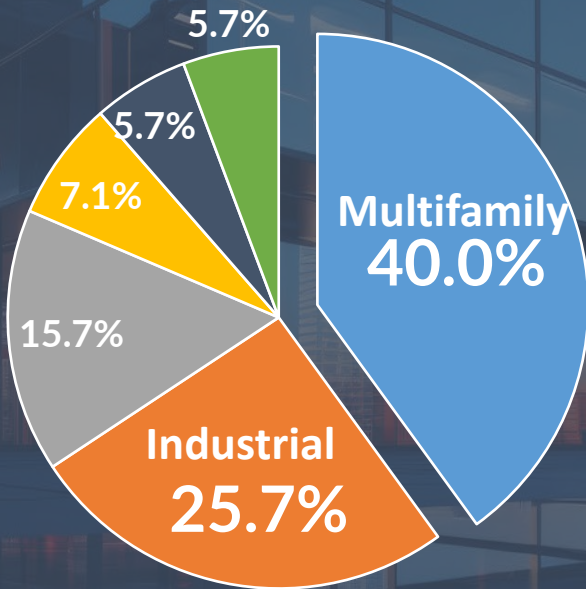


## KEY TAKEAWAY

**Lenders are Bullish on Increasing Allocations; Q2 & Q3 Projected to be Most Active**

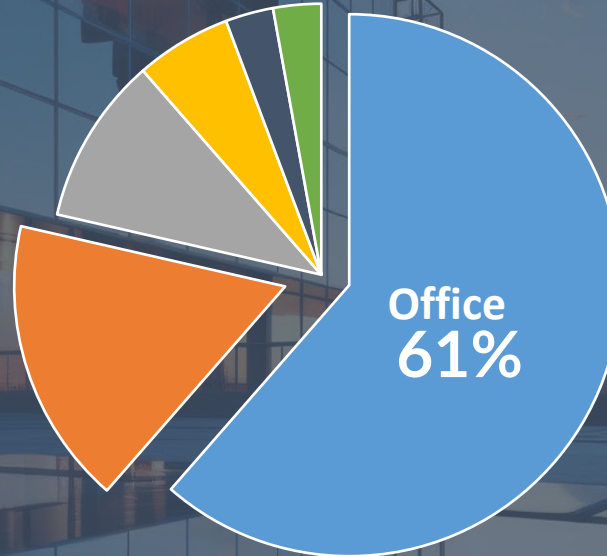
# Slatt Capital Lender Survey 2025

Which product type will you be the **MOST** competitive in for 2025?



- Multifamily
- Industrial
- Retail
- Other
- Hospitality
- Office

Which product type will you be the **LEAST** competitive in for 2025?



- Office
- Hospitality
- Multifamily
- Industrial
- Retail
- Other

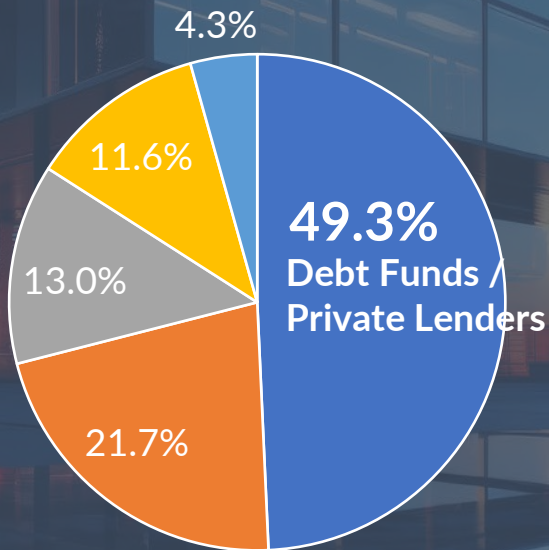
## KEY TAKEAWAY

**Lenders Continue to Like Multifamily & Industrial and Shy Away from Office**



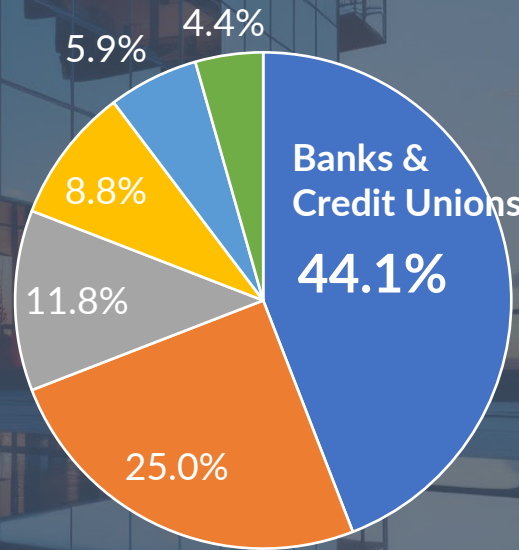
# Slatt Capital Lender Survey 2025

What financing sector will have the most significant percentage increase in volume in 2025 compared to 2024?



- Debt Funds / Private Lenders
- Banks and Credit Unions
- Conduit / CMBS
- Life Insurance Companies
- Agency Lenders

What financing sector will be the least competitive in 2025?



- Banks and Credit Unions
- Conduit / CMBS
- Agency Lenders
- Debt Funds / Private Lenders
- Life Insurance Companies
- Other

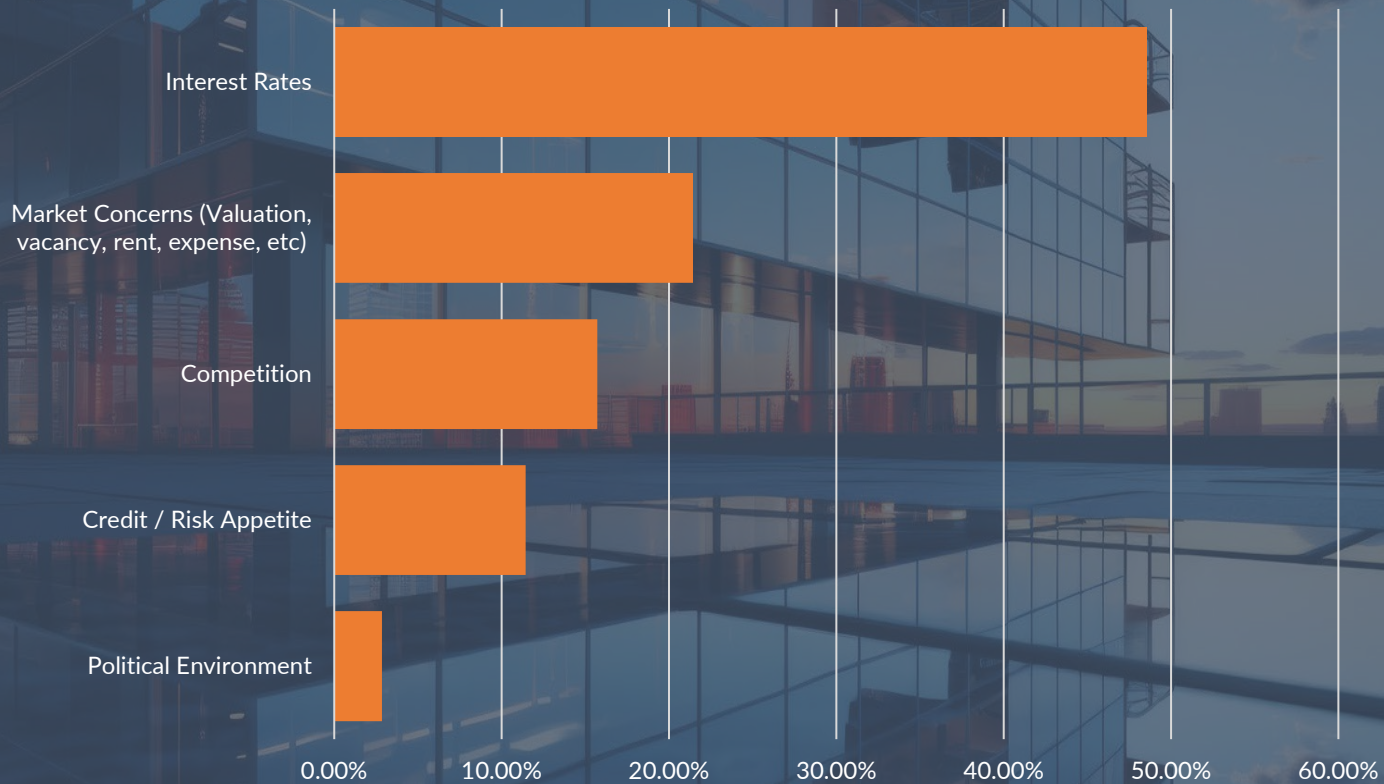
## KEY TAKEAWAY

Lenders most bullish on **Debt Funds increasing market share** and **Banks being the least competitive**

# Slatt Capital Lender Survey 2025



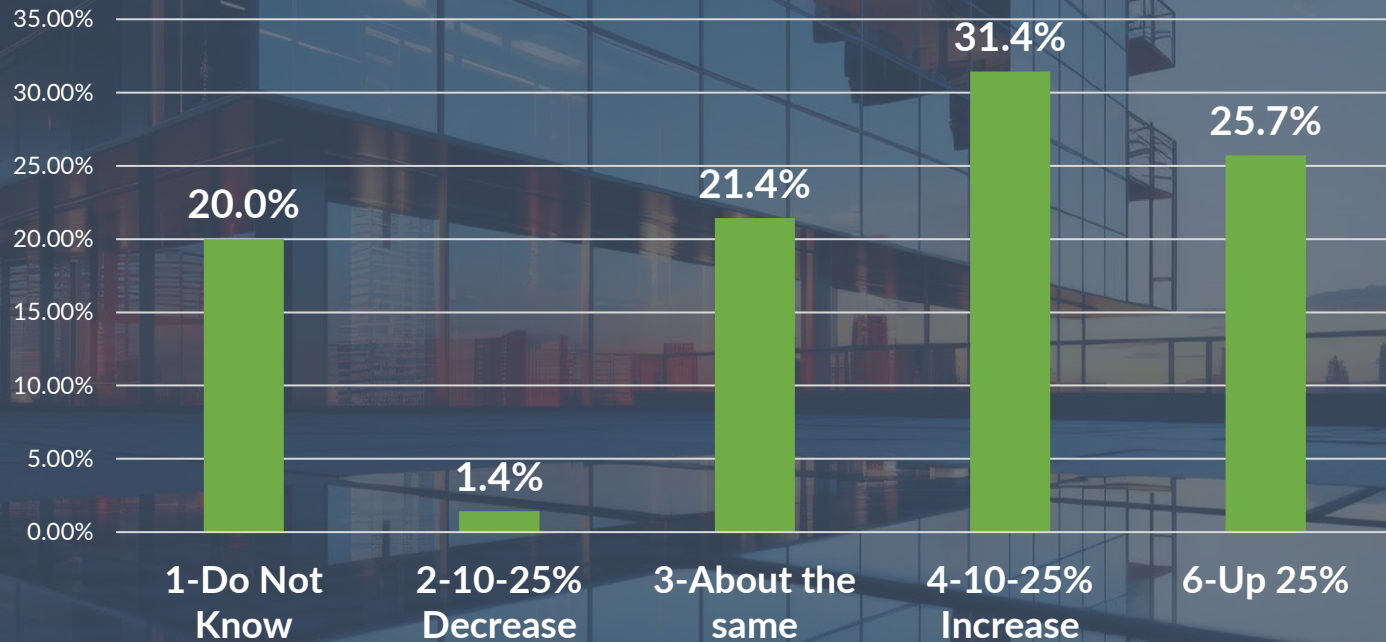
What is the most significant headwind to your lending business in 2025?



KEY TAKEAWAY

**Interest Rates & Market Concerns** are Top of Mind for Most Lenders

Where do you see bridge volume in 2025 compared to 2024?



KEY TAKEAWAY

**Lenders Are Very Bullish on Bridge Volume Increasing in 2025**





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