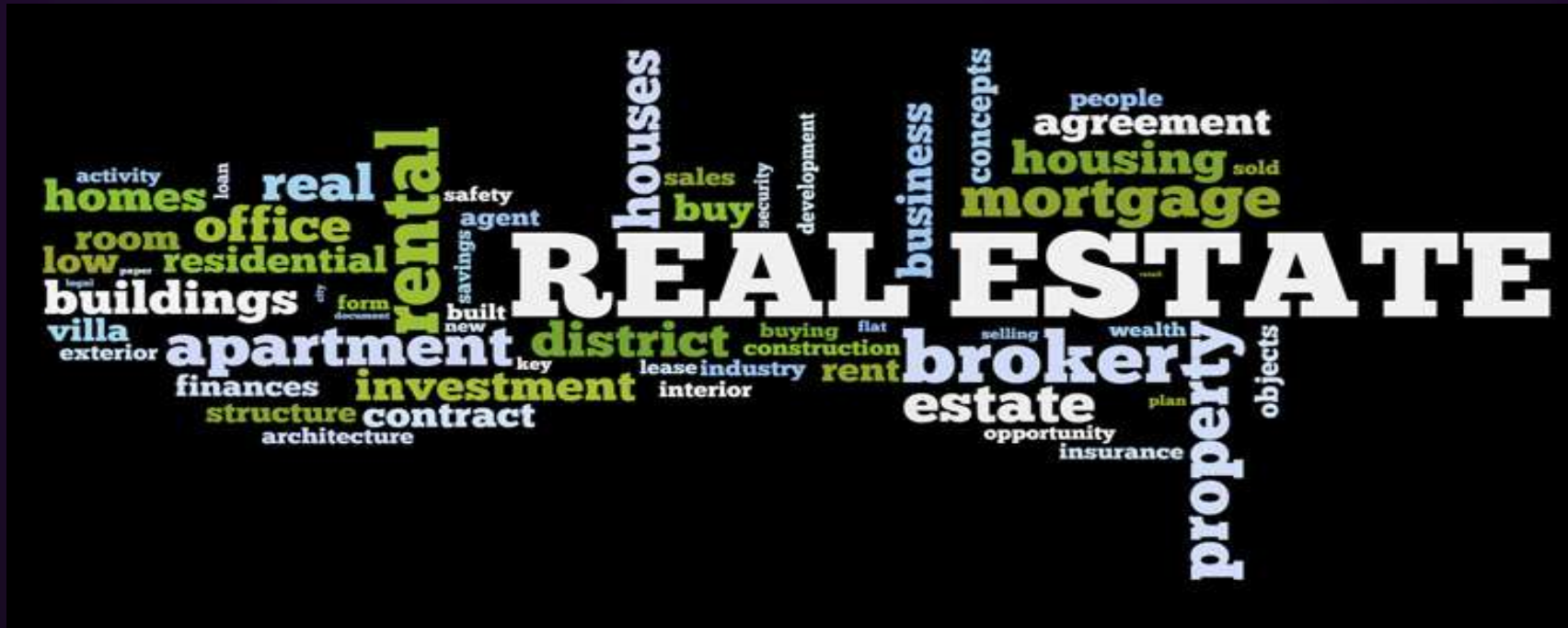


Real Estate Finance Trends 2019



Team Finance

- ❖ **Jim Purgerson, CCIM** – Citizens Bank & Trust
- ❖ **Brian Andrews** – The Real Estate Research Institute at LSU's E. J. Ourso College of Business
- ❖ **Holly Hidalgo-DeKeyzer** – Investar Bank
- ❖ **C. Brett Blanchard** – Bancorp South
- ❖ **Jamie Taylor** – Assurance Financial
- ❖ **Scott Gaudin** – The First, A National Banking Assoc.
- ❖ **T. Jefferson Fair** – American Planning Corporation

Team Finance

- ❖ “The Next Commercial Real Estate Finance Disruption” – K. C. Conway *CCIM Institute Chief Economist*
- ❖ The FED & Rates
- ❖ Survey of Local Bankers
- ❖ Panel Discussion:
 - ❖ Commercial & Residential Lenders

“The Next Commercial Real Estate Finance Disruption”

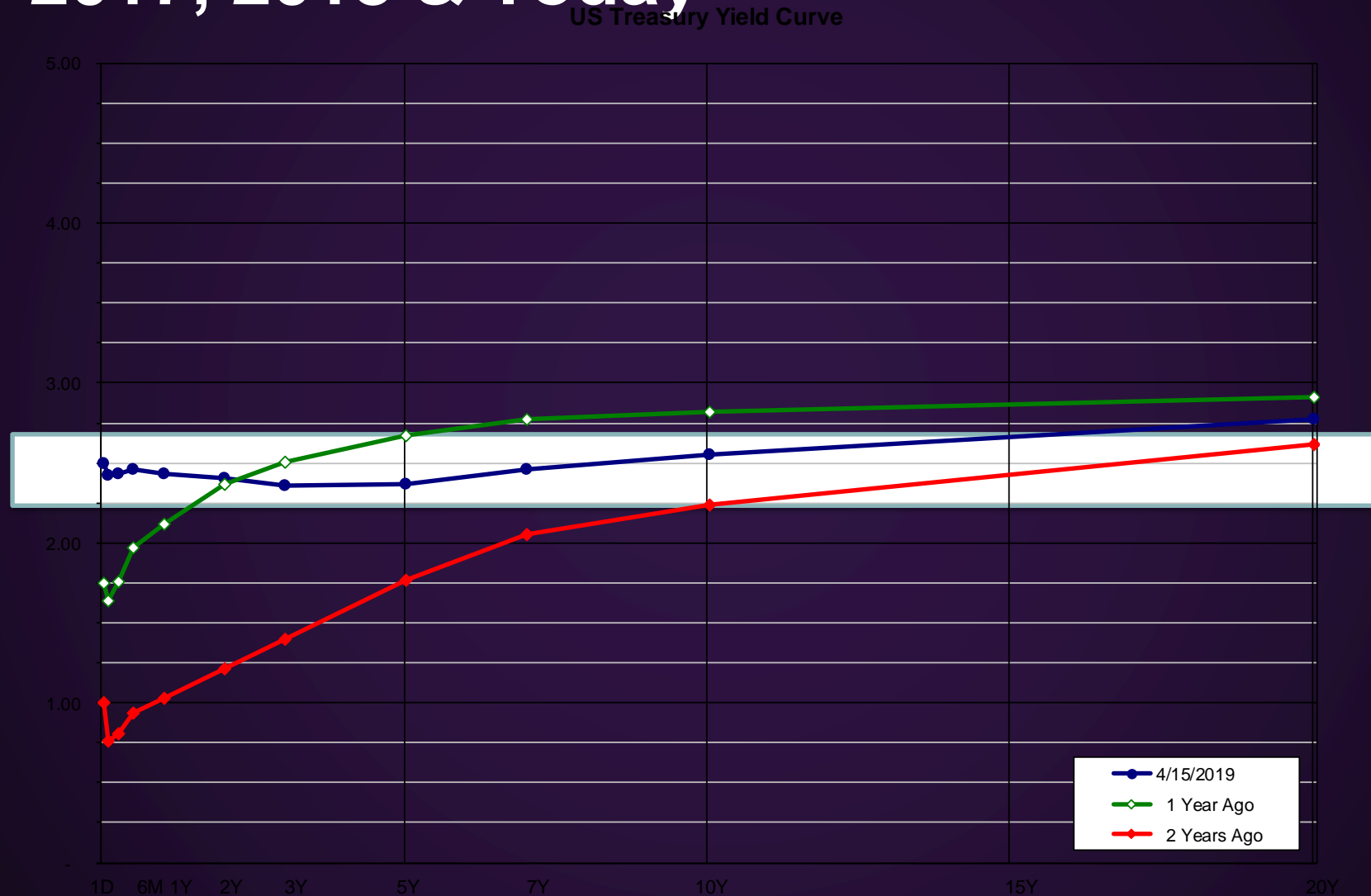
K.C. Conway

Chief Economist, CCIIM Institute

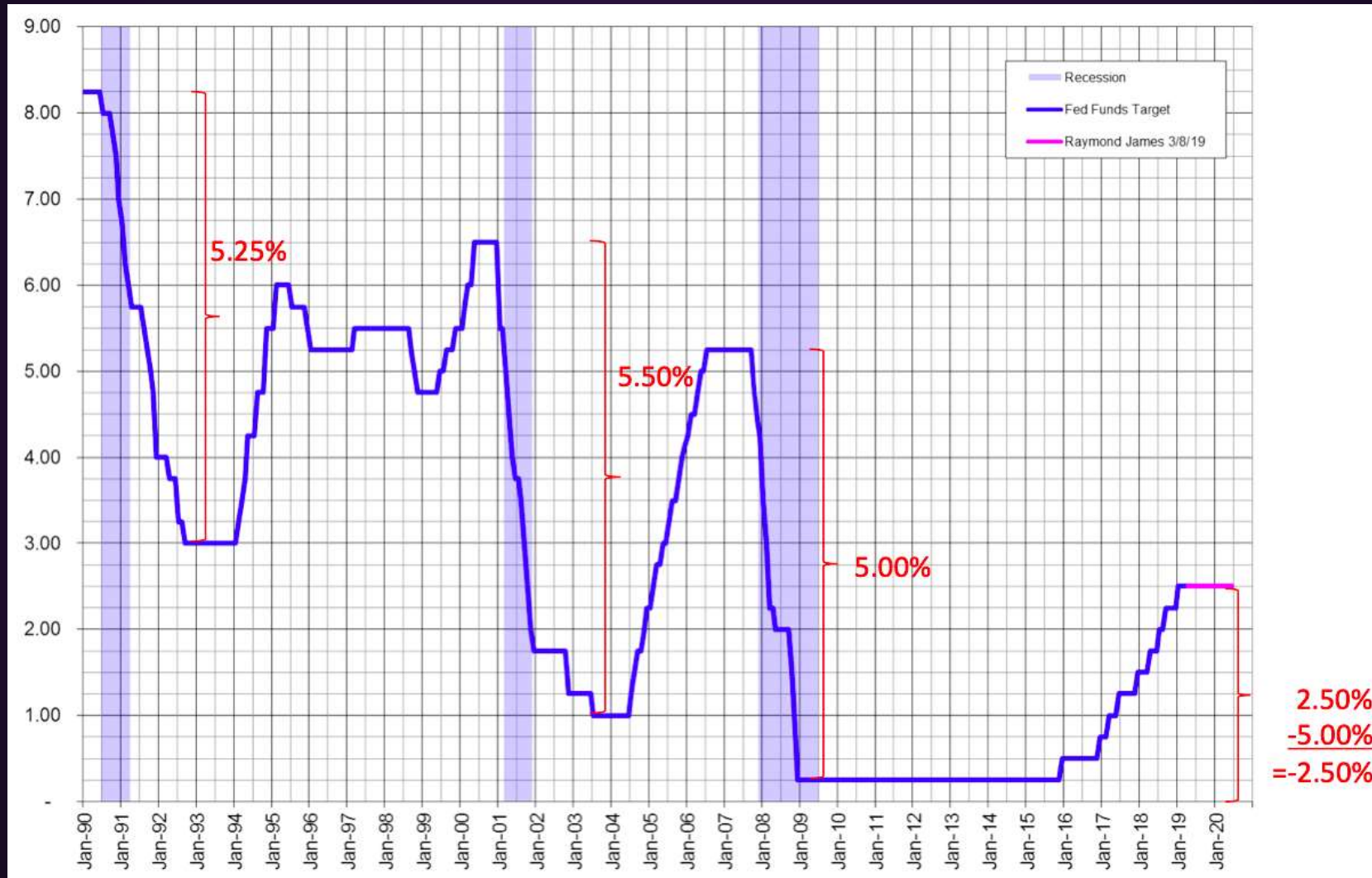


Where Are We in 2019?

US TREASURY YIELD CURVE 2017, 2018 & Today



Next Recession: Negative Rates?



COMMERCIAL REAL ESTATE FINANCE

Survey of 21 local financial institutions

Rates

Amortizations

Cash
Requirements

Appetite
for
Property
Types

Bank of St Francisville	Carter Leak
Bank of Zachary	Josh Prejean
Business First Bank	Mike Nizzo
Campus Federal	Jay Noel
Citizens Bank & Trust	Ryan Elliott
Concordia Bank	Scott Singletary
Essential FCU	Rick Williams
First Bank and Trust	Dennis Shill
Guaranty Bank	Wade O'Neal
Gulf Coast Bank & Trust	Gary Littlefield
HancockWhitney	Jerry Denicola
Home Bank	Chris Harrell
Investar Bank	Holly Hidalgo - deKeyser
MidSouth Bank	Bo Miller
Plaquemine Bank and Trust	Kurt Meynard
Red River Bank	David Thompson
Resource Bank	Bobby Fahey
South Louisiana Bank	Claiborne Duval
State Bank & Trust	Andy Adler
The Cottonport Bank	Keith Miller
The First	Scott Gaudin
United Community Bank	David Henry

COMMERCIAL REAL ESTATE FINANCE

Survey of 21 local banks

What is your bank's appetite for the following property types (in general), assuming average to above average property condition?

1 - We do not finance this property type

2- Limited Interest

3 - Moderate Interest

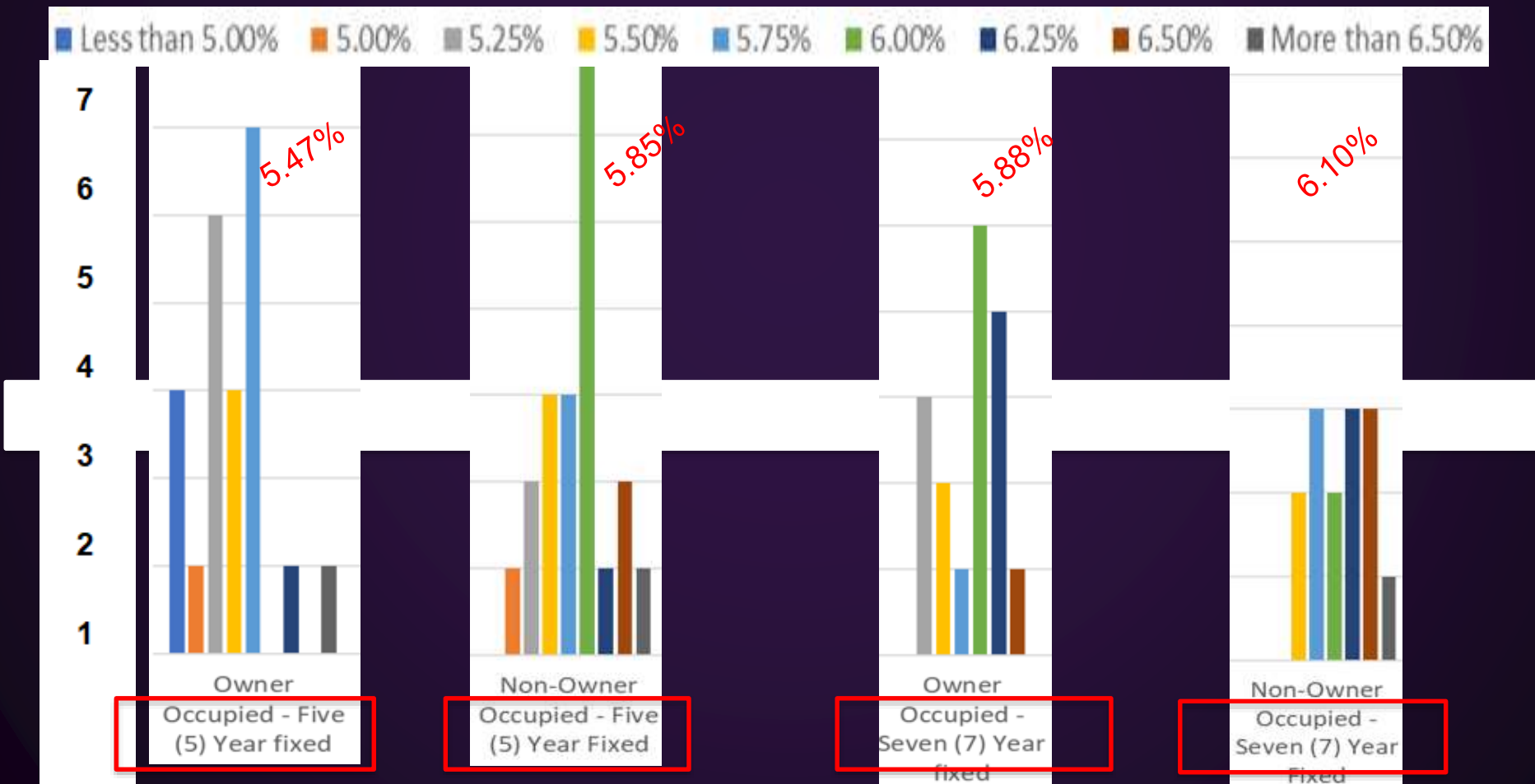
4 - High Interest

Property type	Rating Score	Interest in financing
Industrial - Single Tenant Owner Occupied	3.5	High
Garden Office & Office Condo - Owner Occupied	3.5	
National Retail Single Tenant (investment property)	3.0	Moderate
Residential Construction - Speculative (\$350,000 and less)	3.0	
Industrial - Single Tenant NON Owner Occupied	2.8	Low to Moderate
Multi Family (in general, not student housing)	2.8	
Garden Office & Office Condo - NON Owner Occupied	2.8	
Neighborhood Retail (30,000 sf or larger) w/ Anchor	2.8	
Industrial - Multi Tenant NON Owner Occupied / Including FLEX	2.7	Low
Small Retail Strip Center - Non-anchored (30,000sf or less)	2.5	
Residential Construction - Speculative (Homes \$350,000 and more)	2.5	
Commercial Construction - Speculative (any sort of property type)	2.5	
Multi Family (student housing)	2.1	Don't Bother Calling
Restaurant	2.1	
Hotel	2.0	

COMMERCIAL REAL ESTATE FINANCE

Survey of 21 local banks

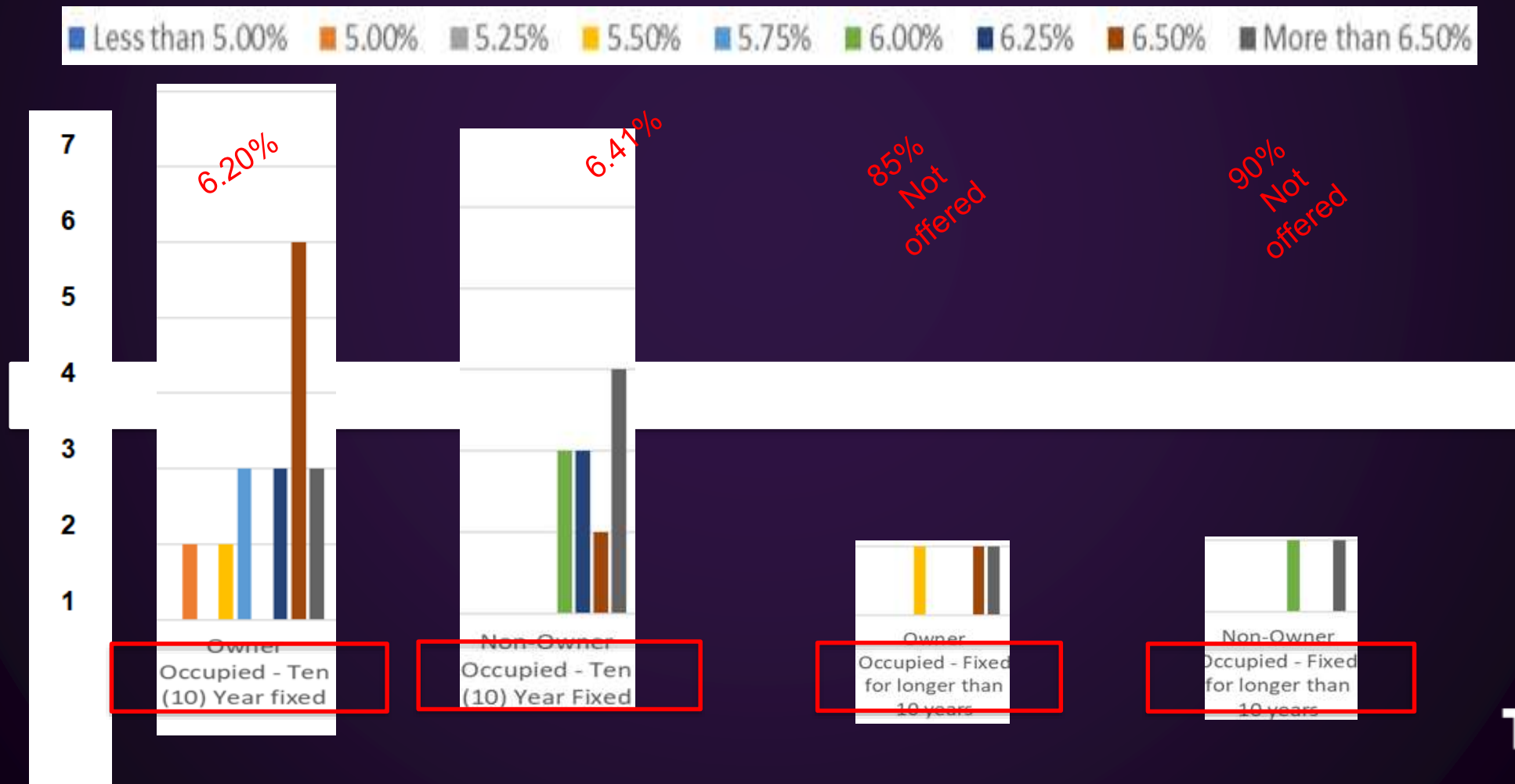
Fixed Interest Rates – average interest rates offered on the following loan types
(assuming moderate to high credit quality)



COMMERCIAL REAL ESTATE FINANCE

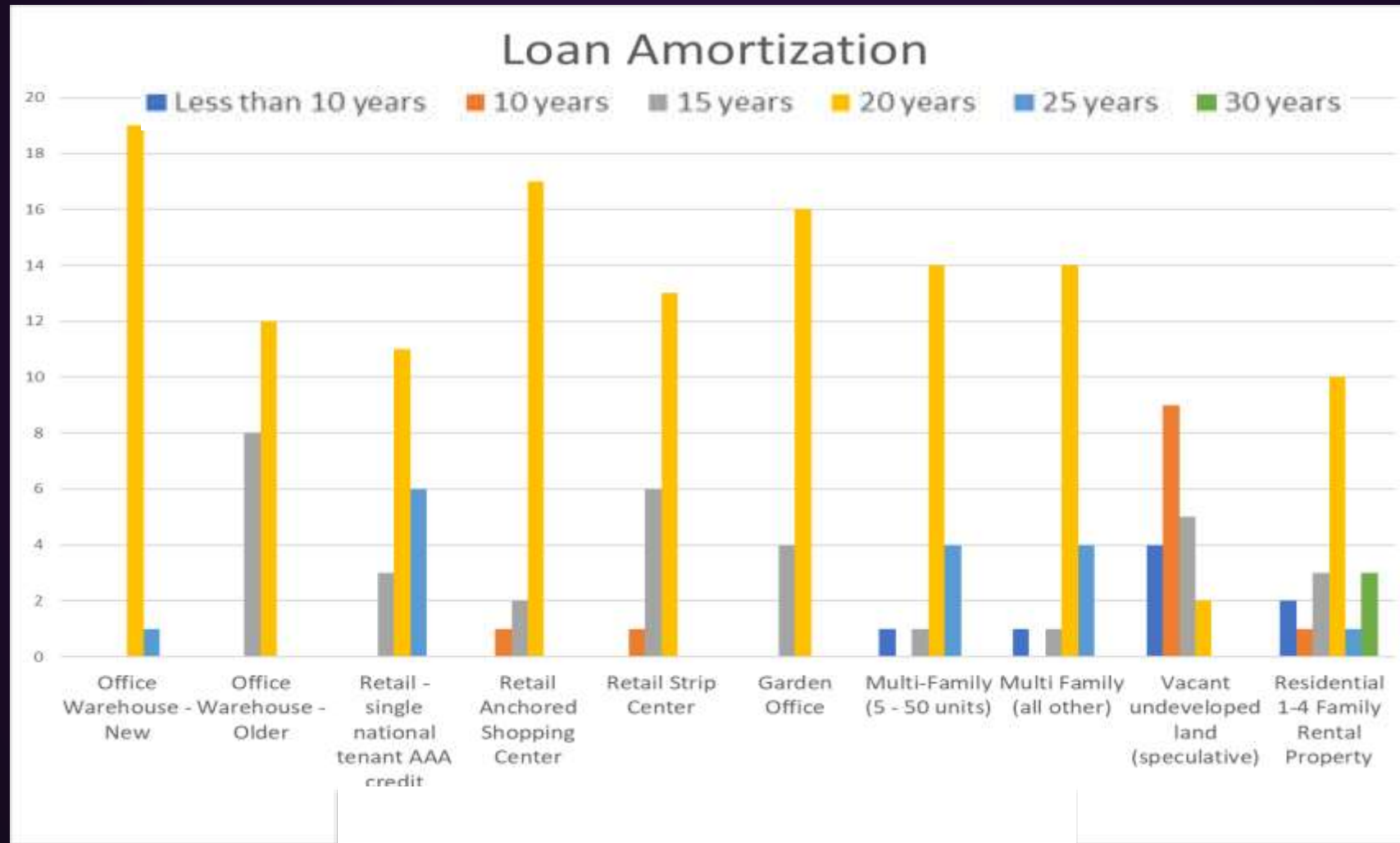
Survey of 21 local banks

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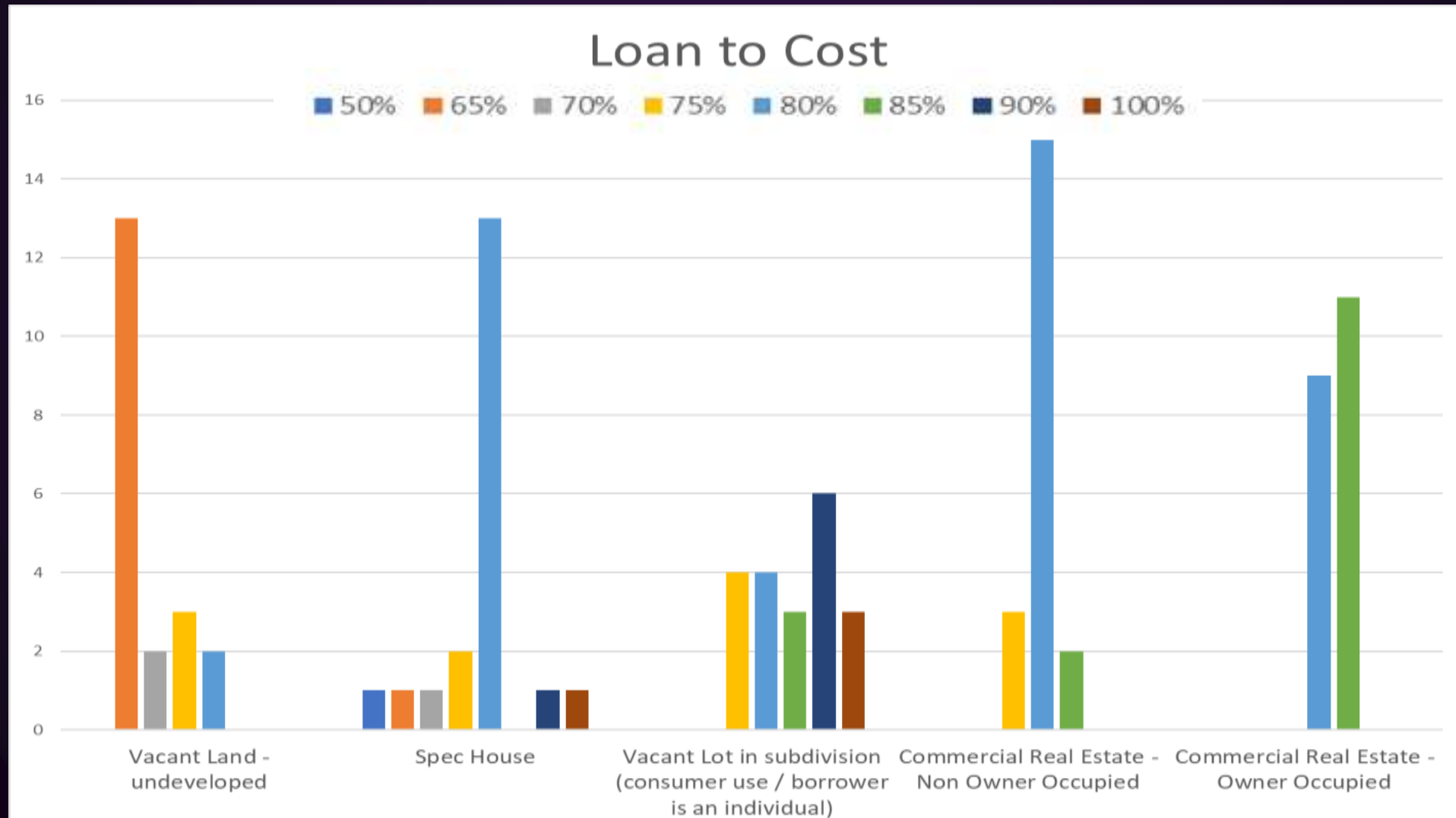
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Survey of 21 local banks



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Survey of 21 local banks



Panel Discussion



Panel Discussion

- ❖ Holly Hidalgo-DeKeyzer – Investar Bank
- ❖ C. Brett Blanchard – Bancorp South
- ❖ Jamie Taylor – Assurance Financial

Real Estate Finance Trends 2019

