NAIOP CHICAGO WEBINAR

WHERE’S THE LENDING?

Moderator

DANNY KAUFMAN
Senior Managing Director
JLL Capital Markets

Guest Speakers

ERIK FOSTER
Principal,
Head of Industrial Capital Markets
Avison Young

TRISH KELLY
President,
Commercial Banking
TCF Banks

TONY PRICCO
President
Bridge Development Partners

KRISTIN STRANGE
Vice President – Capital Markets
DWS

For Technical Assistance: Please call NAIOP Chicago at 773-472-3072 or email info@naiopchicago.org
THURSDAY, NOVEMBER 12TH
ALL NEW VIRTUAL EVENT

NOMINATIONS OPENING IN JULY
THANK YOU TO OUR 2020 PROGRAM SPONSORS
LEADERSHIP CIRCLE

Associated Bank
THANK YOU TO OUR 2020 PROGRAM SPONSORS
LEADERSHIP CIRCLE
THANK YOU TO OUR 2020 PROGRAM SPONSORS
LEADERSHIP CIRCLE

CenterPoint
THANK YOU TO OUR 2020 PROGRAM SPONSORS

LEADERSHIP CIRCLE

Hilco

Redevelopment Partners
THANK YOU TO OUR 2020 PROGRAM SPONSORS

LEADERSHIP CIRCLE

J. P. Morgan
THANK YOU TO OUR 2020 PROGRAM SPONSORS

LEADERSHIP CIRCLE

LINK

INDUSTRIAL
THANK YOU TO OUR 2020 PROGRAM SPONSORS

LEADERSHIP CIRCLE

Manhard Consulting
Civil Engineers | Surveyors | Planners
THANK YOU TO OUR 2020 PROGRAM SPONSORS

LEADERSHIP CIRCLE

Manulife Investment Management
THANK YOU TO OUR 2020 PROGRAM SPONSORS

LEADERSHIP CIRCLE

PROLOGIS®
THANK YOU TO OUR 2020 PROGRAM SPONSORS

GOLD

Fifth Third Bank

JLL

LOGISTICS
PROPERTY CO

MOLTO

WARE MALCOMB
ARCHITECTURE | PLANNING | INTERIORS
BRANDING | CIVIL ENGINEERING

NAIOP
COMMERCIAL REAL ESTATE DEVELOPMENT ASSOCIATION
CHICAGO CHAPTER
THANK YOU TO OUR 2020 PROGRAM SPONSORS

SILVER

Byline Bank

CBRE

CLARIUS PARTNERS

Colliers International

Darwin Realty CORFAC International

Duke Realty

ECS

First American Title National Commercial Services

Harris Architects Inc.

Hillwood A Perot Company

JACOB & HEFNER ASSOCIATES

NAIOP COMMERCIAL REAL ESTATE DEVELOPMENT ASSOCIATION CHICAGO CHAPTER
THANK YOU TO OUR 2020 PROGRAM SPONSORS

SILVER

[Logos of various sponsors]

NAIOP
COMMERCIAL REAL ESTATE DEVELOPMENT ASSOCIATION
CHICAGO CHAPTER
FOR TECHNICAL SUPPORT

EMAIL
info@naiopchicago.org

PHONE
773-472-3072
Debt markets have ample liquidity across virtually all constituents.

Overall debt pricing recovering and largely back to pre-covid levels for MH, logistics and core, fixed rate loans.

Bridge and construction remain at elevated cost of capital due to lack of meaningful money center bank bid supporting the market.

Lenders remain in a defensive posture and in a flight to quality. Logistics, single tenant credit lease, multi-housing, medical office, high credit multi-tenant with long lease duration have most quotes.

Lack of valuation transparency and challenges U/W demand, internal portfolio/asset management issues are the driver. Liquidity is NOT the issue.
MORTGAGE ORIGINATIONS ACCELERATE IN FY 2019

Source: Mortgage Bankers Association
LENDER COMPOSITION

Source: JLL Research, Real Capital Analytics
2019 LENDER COMPOSITION BY PROPERTY TYPE

- **Office**
- **Industrial**
- **Retail**
- **Hotel**
- **Apartment**
- **Snr Housing**

Legend:
- CMBS
- Financial
- Private/Other
- Government Agency
- Insurance
- Bank

Source: JLL Research, Real Capital Analytics
NAIOP CHICAGO WEBINAR

WHERE’S THE LENDING?

Moderator

DANNY KAUFMAN
Senior Managing Director
JLL Capital Markets

Guest Speakers

ERIK FOSTER
Principal,
Head of Industrial Capital Markets
Avison Young

TRISH KELLY
President,
Commercial Banking
TCF Banks

TONY PRICCO
President
Bridge Development Partners

KRISTIN STRANGE
Vice President – Capital Markets
DWS

For Technical Assistance: Please call NAIOP Chicago at 773-472-3072 or email info@naiopchicago.org