



SELF-STORAGE CAPITAL ALERT

August 11, 2017

Self-Storage Portfolio Lender Loan Program

Fixed Rate	Portfolio Lenders*		Index as of 8/10/2017	
Term	LTV	Interest Rates		
5 Yr	50 - 75%	4.00 - 4.50%	5 Year Swap	1.86%
7 Yr	50 - 75%	4.35 - 4.75%	7 Year Swap	2.01%
10 Yr	50 - 75%	4.75% - 4.99%	10 Year Swap	2.19%
Bridge			Prime	4.25%
Stabilized	65%	L + 300 - 450bp	5 Year Treasury	1.78%
Re-Position	75%	L + 450 to 700bp	10 Year Treasury	2.20%
			30-Day Libor	1.23%

* Portfolio Lenders Include Community, Regional and National Banks + Credit Unions

Self-Storage CMBS & Insurance Loan Program

Fixed Rate	CMBS Lenders*		Insurance Lenders*	
Term	LTV	Interest Rates	LTV	Interest Rates
5 Yr	55 - 75%	4.10-4.80%	50 - 65%	3.75% - 4.35%
7 Yr	55 - 75%	4.33 - 4.75%	50 - 65%	3.85% - 4.45%
10 Yr	55 - 75%	4.53% - 4.99%	50 - 65%	3.95% - 4.55%

* - Rates based on fixed rate A/360

Self-Storage SBA Loan Program

Fixed Rate	7(a) Lenders		504* Lenders	
Term	LTV	Interest Rates	LTV	Interest Rates
3 Yr	60 - 90%	5.25% - 6.50%	60 - 90%	5.25% - 6.50%
5 Yr	60 - 90%	5.50% - 6.50%	60 - 90%	5.50% - 6.50%

* - 504 only available for construction and acquisitions

Economic Commentary

8-10-2017 Rising geopolitical tensions continued this week, rattling financial markets and stoking demand for safe haven assets. As a result, the 10-year Treasury yield moved down to 2.20% - the lowest level since June 26. Financial advisor PIMCO, in particular, is telling investors to pare U.S. equities and junk bonds in favor of real assets and gold. Real estate assets continue to perform well and may have the advantage as interest rates could see some softening over the next several weeks. Debt and equity sources continue to be quite active as they search for good quality mortgage investments.

US Treasury Constant 10 Years © 2017 Marcus & Millichap Capital Corporation



Recent Transactions - Consist of closed loans, quoted loans, loans under Application/Commitment

Self-Storage	Self-Storage	Self-Storage
Christiansburg, VA	Prescott/ Chino Valley, Arizona	New Orleans, LA
\$1,625,000	\$3,185,000	\$2,265,000
10 Yr Term / 30 Year Schedule 2-Years Interest Only	10 Yr Term / 30 Yr Schedule	10 Year Term / 30 Yr Schedule

For More Information Contact

Doug Brooks

Director - MMCC

614-360-9039

doug.brooks@marcusmillichap.com