

**MBA COMMERCIAL REAL ESTATE/MULTIFAMILY FINANCE**

**QUARTERLY SURVEY OF  
COMMERCIAL/MULTIFAMILY  
MORTGAGE BANKERS ORIGINATIONS**

**Q3** 2011



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# Production

## Quarterly Survey of Commercial/Multifamily Mortgage Bankers Originations Third Quarter 2011

Third quarter 2011 commercial and multifamily mortgage loan originations were 98 percent higher than during the same period last year and 10 percent higher than the second quarter of 2011, according to the Mortgage Bankers Association's (MBA) Quarterly Survey of Commercial/Multifamily Mortgage Bankers Originations.

"Lending on commercial and multifamily properties continues," said Jamie Woodwell, MBA's Vice President of Commercial Real Estate Research. "Mortgage originations by life company portfolios hit another new record in the third quarter, and lending by bank portfolios and Fannie Mae and Freddie Mac also picked-up. Mortgage originations for the CMBS market, which was caught up in the global economic uncertainty of recent months, declined from last quarter, but were higher than last year's Q3 level."

### THIRD QUARTER 2011 ORIGINATIONS 98 PERCENT HIGHER THAN THIRD QUARTER 2010

The 98 percent overall increase in commercial/multifamily lending activity during the third quarter of 2011 was driven by increases in originations in most property types. When compared to the third quarter of 2010, the increase included a 406

percent increase in loans for hotel properties, a 164 percent increase in loans for retail properties, a 103 percent increase in loans for office properties, a 39 percent increase in loans for multifamily properties, a 3 percent decrease in industrial property loans, and an 8 percent decrease in health care property loans.

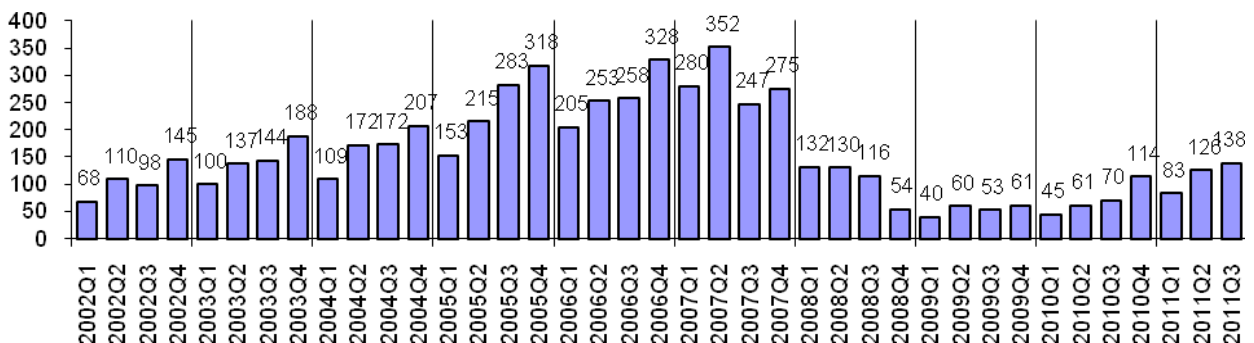
Among investor types, loans for commercial bank portfolios increased by 433 percent compared to last year's third quarter. There was also a 169 percent increase in loans for conduits for CMBS, a 61 percent increase in loans for life insurance companies and a 47 percent increase in loans for Government Sponsored Enterprises (or GSEs – Fannie Mae and Freddie Mac).

### THIRD QUARTER 2011 ORIGINATIONS 10 PERCENT HIGHER THAN SECOND QUARTER 2011

Third quarter 2011 commercial and multifamily mortgage originations were 10 percent higher than originations in the second quarter of 2011. Compared to the second quarter, third quarter originations for retail properties saw a 37 percent increase. There was an 8 percent increase for office properties, a 4 percent increase

### Commercial/Multifamily Mortgage Bankers Originations Index

2001 quarterly average = 100



for hotel properties, a 2 percent decrease for multifamily properties, a 14 percent decrease for industrial properties, and a 30 percent decrease for health care properties.

Among investor types, between the second and third quarters of 2011, loans for commercial bank portfolios saw an increase in loan volume of 55 percent, loans for GSEs saw an increase in loan volume of 32 percent, originations for life insurance companies increased 3 percent and loans for conduits for CMBS decreased by 48 percent.

To view the report, please visit the following Web link:

<http://www.mortgagebankers.org/files/Research/CommercialOriginations/3Q11CMFOriginationsSurvey.pdf>

Detailed statistics on the size and scope of the commercial/multifamily origination market are available from these MBA commercial/multifamily research reports.

- Commercial Real Estate/Multifamily Finance: Annual Origination Volume Summation, 2010
- Commercial Real Estate/Multifamily Finance Firms: Annual Origination Volumes, 2010

**Commercial/Multifamily Mortgage Bankers Originations Index**  
**By Investor Group**

	Origination Volume Index (2001 Avg Qtr = 100)				Percent Change, Q3-to-Q3	Average Loan Size (\$millions)			
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4
<b>TOTAL</b>									
2006	205	253	258	328	-9%	\$ 11.2	\$ 11.1	\$ 13.6	\$ 13.7
2007	280	352	247	275	-4%	\$ 13.8	\$ 15.6	\$ 13.3	\$ 16.0
2008	132	130	116	54	-53%	\$ 12.3	\$ 12.3	\$ 10.8	\$ 9.0
2009	40	60	53	61	-54%	\$ 8.4	\$ 11.8	\$ 9.9	\$ 11.0
2010	45	61	70	114	32%	\$ 9.2	\$ 11.1	\$ 10.5	\$ 13.0
2011	83	126	138		98%	\$ 11.9	\$ 14.0	\$ 14.9	
<b>Conduits</b>									
2006	283	343	287	519	-36%	\$ 13.6	\$ 15.3	\$ 15.3	\$ 21.1
2007	456	606	206	357	-28%	\$ 18.4	\$ 18.4	\$ 14.0	\$ 52.9
2008	19	9	15	6	-93%	\$ 16.0	\$ 16.5	\$ 40.4	\$ 30.9
2009	1	4	2	1	-90%	\$ 5.5	\$ 20.4	\$ 18.2	\$ 12.4
2010	5	11	16	62	940%	\$ 45.4	\$ 37.4	\$ 30.5	\$ 69.6
2011	26	80	42		169%	\$ 33.7	\$ 41.3	\$ 30.5	
<b>Commercial Banks</b>									
2006	397	457	543	552	22%	\$ 10.3	\$ 8.6	\$ 15.9	\$ 12.1
2007	316	408	445	521	-18%	\$ 10.0	\$ 15.7	\$ 13.3	\$ 14.0
2008	228	289	129	74	-71%	\$ 11.2	\$ 17.6	\$ 6.0	\$ 8.9
2009	47	49	62	86	-52%	\$ 6.1	\$ 6.1	\$ 6.4	\$ 8.2
2010	45	44	32	64	-49%	\$ 4.9	\$ 7.0	\$ 4.9	\$ 7.6
2011	77	109	169		433%	\$ 9.0	\$ 8.7	\$ 11.8	
<b>Life Insurance Companies</b>									
2006	140	206	199	191	-11%	\$ 8.7	\$ 9.0	\$ 10.6	\$ 9.1
2007	158	175	222	163	11%	\$ 9.9	\$ 9.6	\$ 13.0	\$ 9.7
2008	119	128	163	44	-27%	\$ 10.1	\$ 10.7	\$ 13.9	\$ 7.8
2009	41	59	69	93	-58%	\$ 13.4	\$ 12.5	\$ 12.4	\$ 15.6
2010	94	147	176	250	154%	\$ 17.0	\$ 16.1	\$ 15.5	\$ 17.0
2011	200	274	282		61%	\$ 17.8	\$ 19.9	\$ 20.5	
<b>Fannie Mae/Freddie Mac</b>									
2006	94	99	113	138	3%	\$ 12.9	\$ 10.2	\$ 12.4	\$ 11.6
2007	114	112	181	194	61%	\$ 9.8	\$ 10.2	\$ 14.3	\$ 10.9
2008	185	186	208	164	15%	\$ 11.7	\$ 10.1	\$ 13.3	\$ 12.0
2009	136	189	143	122	-31%	\$ 11.4	\$ 16.8	\$ 14.8	\$ 13.8
2010	70	85	120	202	-16%	\$ 9.8	\$ 11.3	\$ 12.6	\$ 13.5
2011	112	134	176		47%	\$ 10.8	\$ 12.2	\$ 13.8	

**Commercial/Multifamily Mortgage Bankers Originations Index**  
**By Property Type**

	Origination Volume Index (2001 Avg Qtr = 100)				Percent Change, Q3-to-Q3	Average Loan Size (\$millions)			
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4
<b>Multifamily</b>									
2006	143	166	155	238	-19%	\$ 11.6	\$ 11.4	\$ 12.3	\$ 14.2
2007	180	195	176	220	14%	\$ 11.8	\$ 12.5	\$ 11.8	\$ 15.0
2008	132	113	123	83	-30%	\$ 12.6	\$ 11.0	\$ 12.1	\$ 11.4
2009	51	89	74	77	-40%	\$ 9.5	\$ 15.3	\$ 12.9	\$ 12.4
2010	49	67	101	138	37%	\$ 9.4	\$ 11.1	\$ 12.6	\$ 13.0
2011	98	143	140		39%	\$ 11.9	\$ 14.3	\$ 13.2	
<b>Office</b>									
2006	198	255	277	375	-7%	\$ 15.4	\$ 14.0	\$ 18.4	\$ 19.6
2007	321	302	191	100	-31%	\$ 24.0	\$ 21.1	\$ 17.4	\$ 12.0
2008	79	105	76	28	-61%	\$ 15.7	\$ 19.0	\$ 15.6	\$ 10.8
2009	27	20	33	29	-56%	\$ 9.6	\$ 10.8	\$ 14.9	\$ 15.5
2010	35	55	45	79	36%	\$ 13.4	\$ 19.3	\$ 14.6	\$ 16.5
2011	64	84	91		103%	\$ 17.7	\$ 18.5	\$ 19.1	
<b>Retail</b>									
2006	307	343	327	423	-3%	\$ 9.3	\$ 8.6	\$ 10.1	\$ 11.6
2007	384	459	264	264	-20%	\$ 11.8	\$ 12.1	\$ 10.4	\$ 9.1
2008	181	169	185	47	-30%	\$ 15.8	\$ 13.5	\$ 15.5	\$ 7.5
2009	43	83	71	95	-62%	\$ 11.0	\$ 16.7	\$ 10.8	\$ 13.6
2010	85	75	84	184	19%	\$ 14.5	\$ 10.8	\$ 11.0	\$ 18.9
2011	94	162	222		164%	\$ 15.0	\$ 13.6	\$ 20.9	
<b>Industrial</b>									
2006	222	308	270	392	-17%	\$ 8.3	\$ 8.7	\$ 9.8	\$ 10.1
2007	254	286	249	196	-8%	\$ 10.5	\$ 10.2	\$ 10.2	\$ 9.4
2008	161	124	151	48	-39%	\$ 11.6	\$ 9.4	\$ 9.1	\$ 8.8
2009	80	43	64	76	-58%	\$ 18.4	\$ 7.2	\$ 8.9	\$ 11.4
2010	57	123	145	150	129%	\$ 9.4	\$ 13.8	\$ 14.6	\$ 12.6
2011	156	165	142		-3%	\$ 14.1	\$ 17.0	\$ 12.4	
<b>Hotel</b>									
2006	558	681	990	676	-11%	\$ 24.8	\$ 28.7	\$ 42.5	\$ 24.6
2007	762	2,931	815	3,035	-18%	\$ 31.6	\$ 55.8	\$ 33.8	\$ 199.5
2008	308	371	107	36	-87%	\$ 40.0	\$ 38.5	\$ 23.1	\$ 22.5
2009	36	84	57	74	-46%	\$ 67.5	\$ 29.0	\$ 35.3	\$ 48.7
2010	20	99	46	198	-20%	\$ 12.3	\$ 47.5	\$ 22.0	\$ 50.6
2011	118	222	231		406%	\$ 30.8	\$ 43.0	\$ 39.0	
<b>Health Care</b>									
2006	287	532	434	523	-22%	\$ 12.6	\$ 10.7	\$ 9.7	\$ 10.2
2007	471	458	1,081	540	149%	\$ 8.4	\$ 11.7	\$ 14.6	\$ 10.7
2008	400	758	442	288	-59%	\$ 7.8	\$ 8.5	\$ 6.5	\$ 6.8
2009	82	224	183	289	-59%	\$ 3.7	\$ 4.7	\$ 5.9	\$ 10.7
2010	26	54	99	301	-46%	\$ 3.9	\$ 5.1	\$ 9.3	\$ 20.7
2011	50	130	91		-8%	\$ 7.1	\$ 9.5	\$ 7.2	





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**Commercial/Multifamily Annual Origination Volumes Rankings**

All Firms (member \$250/nonmember \$350)

**Commercial/Multifamily Annual Origination Volume Summation**

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**Annual Report On Multifamily Lending**

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