

Greenwich Commercial Lending Market Insight - Q1 2022

The Age of SOFR has Begun

February 9, 2022

Executive Summary:

As 2021 comes to a close, Libor activity remains... but for how long?

Data observations from Greenwich Commercial Loan Analytics (CLA) clients show that:

- SOFR and BSBY transactions accounted for nearly 60% of the traditional Libor-based market in December
- SOFR volume submitted to us has increased over 400% since September 2021
- Compared to similar Libor-based transactions, SOFR spreads displayed a premium to Libor in Q4

Methodology:

Greenwich Commercial Loan Analytics is a unique offering backed by our market-leading dataset of commercial loan transactions used to help measure a bank's relative performance compared to independent, third-party metrics. Our experience in cleansing and standardizing commercial loan data, combined with our strong business knowledge and analytical methods, enables us to understand detailed pricing levels and trends nationwide.

Our clients are principally top 40 U.S. commercial banks by asset size, with Coalition Greenwich collecting data on nearly 1.3 million loans monthly from bank contributors.

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We specialize in providing unique, high-value and actionable information to help our clients improve their business performance.

Our suite of analytics and insights encompass all key performance metrics and drivers: market share, revenue

performance, client relationship share and quality, operational excellence, return on equity, behavioral drivers, and industry evolution.

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