



# Greenwich Commercial Lending Market Insight - Q4 2023

## CRE Lending: Rising Risks, More Delinquencies and Tighter Credit Standards

December 19, 2023

### Executive Summary:

Risk levels and delinquencies are climbing in commercial real estate loans, and U.S. banks are expressing concerns about lending standards in CRE portfolios at levels not seen since the onset of the global pandemic.

### Methodology:

Greenwich Commercial Loan Analytics (GCLA) 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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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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