

**JEFFERSON CENTRAL APPRAISAL DISTRICT
2023 COMMERCIAL MORTGAGE LENDER SURVEY**

The Jefferson Central Appraisal District is collecting data for the 2023 capitalization rate study. Please review the form below and share your observations in the current commercial lending market. The rates derived from this study will be used in calculating the fair market value for commercial properties for the 2023 Appraisal Year.

The **Target Return on Equity** in the far right column is a reference to your borrower's target annual cash return on the down payment after debt service is paid (a cash-on-cash return on the equity, or Cashflow After Debt Service :-: Down Payment).

	Loan to Value Ratio % Range	Interest Rate % Range	Interest Rate Change From 1 Year Ago			Amortization (Years) Range	Rate Adjusts?	Term of Note Or Balloon	Debt - Coverage Ratio Req'd	Target Return on Equity (Annual)
			Decrease	Stable	Increase					
APARTMENTS										
5 to 40 Units										
41 to 100 Units										
OVER 100 Units										
BANK										
SUBSIDIZED/TAX CREDIT HOUSING										
CONVENIENCE STORES										
FASTFOOD RESTAURANTS										
GENERAL COMMERCIAL										
HOTELS/MOTELS										
INDUSTRIAL WAREHOUSE										
BIG BOX										
MEDICAL OFFICE BUILDING										
MINI-STORAGE										
MOBILE HOME PARKS										
OFFICE										
RESTAURANT (FULL-SERVICE, BAR/TAVERN)										
RETAIL (FREE STANDING)										
SENIOR HOUSING										
STRIP SHOPPING CENTER (INCLUDES NEIGHBORHOOD CENTERS & COMMUNITY SHOPPING CENTERS)										

Comments on Loan Terms (Example: Trends in Rates, Lending Demand Trends, Preferred/Unacceptable Property Types, Regulatory environment influence on lending, Highest/lowest frequency use category for loan activity, etc):

Thank you for your participation in this survey and for sharing your time and knowledge.

Survey Respondent: _____

Financial Institution: _____

Survey Date: _____