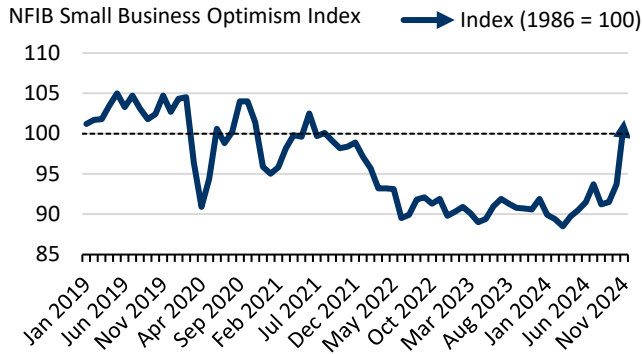


# AFS Pricing Charts of the Month

The December 2024 Insights from the AFS Loan Pricing Service

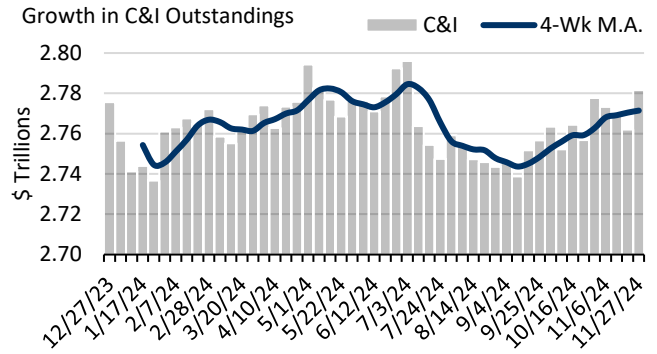


## Business Optimism Improves on Expectations of a More Favorable Economic and Regulatory Environment



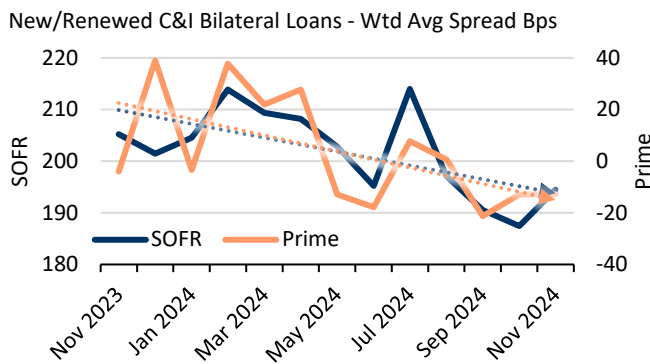
Source: NFIB. Small Business Economic Trends. November 2024. Based on ten survey indicators. Seasonally adjusted (1986=100).

## C&I Loan Growth Shows Signs of Life, with Total Balances Spiking in the Final Week of November



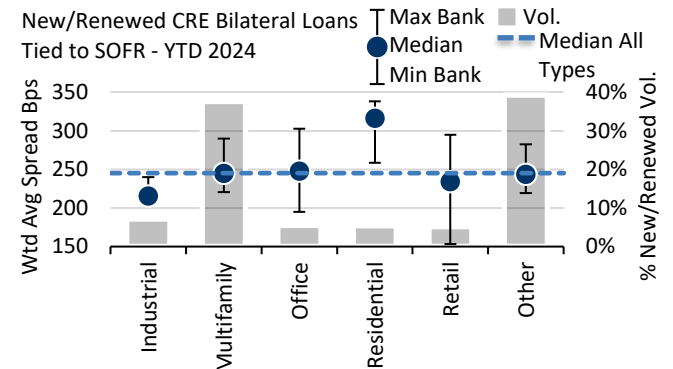
Source: Federal Reserve H.8 data release. Total commercial and industrial outstanding balances for all banks. Not seasonally adjusted.

## Pricing Competition Still Intense, with C&I Floating-Rate Spreads Narrowing Year Over Year



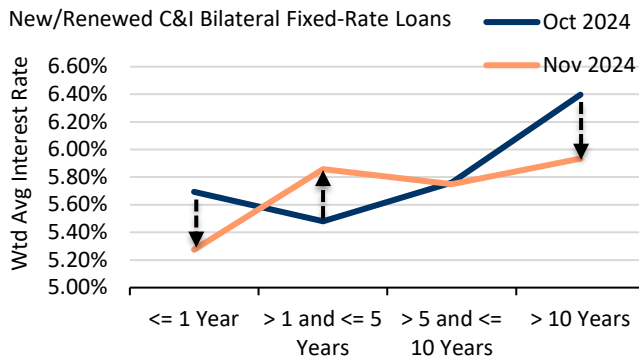
Source: AFS Business Intelligence.

## SOFR Spreads on CRE Deals Backed by Industrial Properties are Much Thinner than Those Seen for Other Sectors



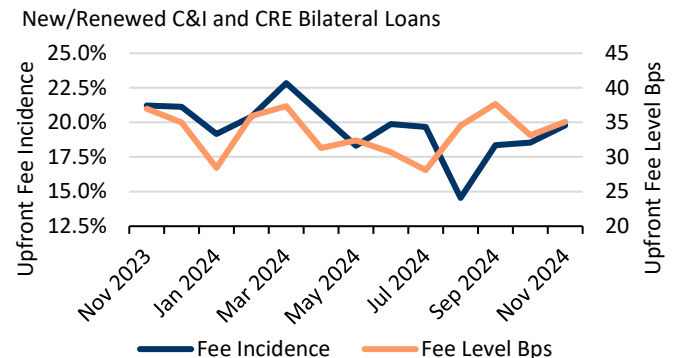
Source: AFS Business Intelligence.

## The C&I Yield Curve Flattens from October to November, with Downward Pressure on Longer-Term Deals



Source: AFS Business Intelligence. Ranges represent term length.

## Both Fee Incidence and the Average Upfront Fee Level Decreased Slightly Over the Last Year



Source: AFS Business Intelligence.

## About AFS Business Intelligence

Drawn from our market-leading pricing and risk data consortium, AFS provides detailed monthly reporting on commercial pricing practices in the market. Data is available at granular market segments, empowering bankers with information to improve their spreads and fee performance in their geographic footprint for their specific set of loan products. Benchmarks are available for deal flow/growth, pricing, and risk. Email today for a demonstration on how the AFS competitive market data can help your bank improve transactional and portfolio profitability, target areas for improvement, and identify markets and products that have the most favorable risk-return dynamics.

For questions on any of these charts or to learn more about the AFS competitive pricing service, please contact Doug Skinner at [dskinner@afsvision.com](mailto:dskinner@afsvision.com).