

SLATT CAPITAL LENDER SENTIMENT SURVEY

Vol. 3 - February 2026

Over the past year, lender sentiment in commercial real estate finance has undergone a notable shift. What began in early 2025 as a market dominated by interest-rate anxiety has evolved into an environment defined more by competition, credit selectivity, and strategic positioning.

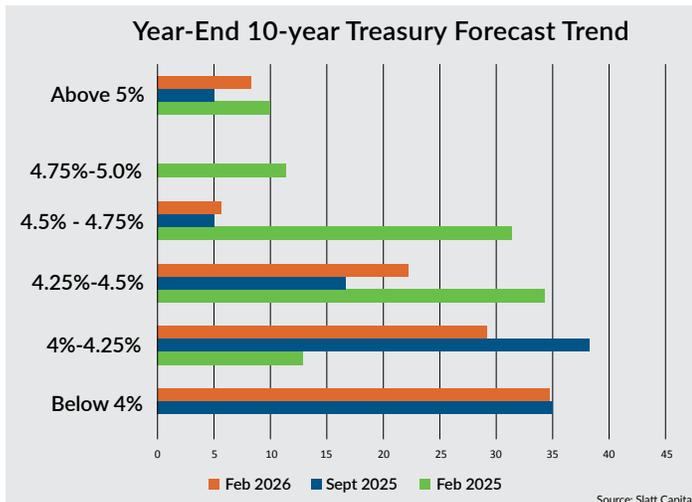
Slatt Capital's third edition of the **Lender Sentiment Survey** offers a clear window into how commercial real estate lenders' thinking has evolved. By comparing current findings over three surveys, a consistent story emerges: the market has moved from rate-driven anxiety, through mid year uncertainty, into a phase defined by competition, selectivity, and strategic conviction.

Rates: From Dominant Fear to Manageable Reality

- In February 2025, **interest rates overwhelmingly ranked** as lenders' primary concern, with most respondents expecting the 10 year Treasury to remain firmly in the mid 4% range.
- By September 2025, **expectations moderated**, clustering closer to the low 4% to high 3% range.
- Currently, **rate expectations remain in that same band**, signaling that while rates are still elevated, they are no longer the central story.

What changed: Rates stabilized.

Why it matters: Predictability has replaced paralysis, allowing lenders to refocus on execution rather than macro speculation.



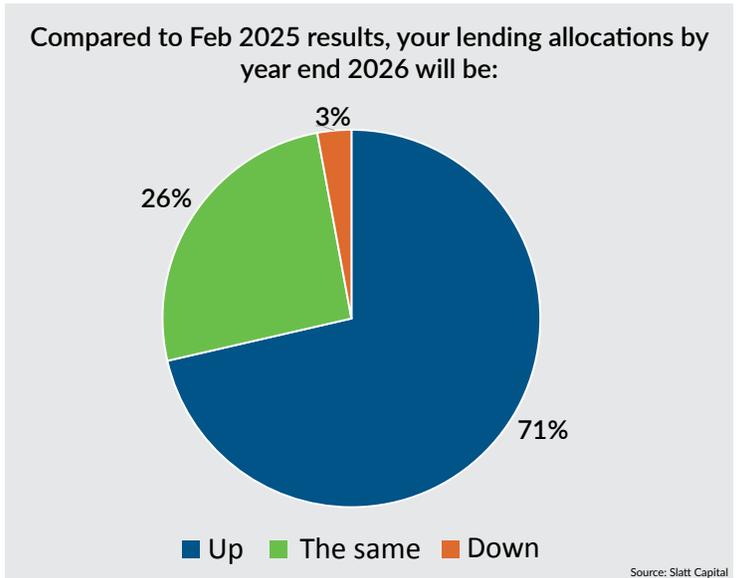
Lending Allocations: A Mid-Year Pause, Then a Stronger Re-Acceleration

Across all three editions of the Slatt survey, a majority of lenders reported plans to grow lending allocations.

- In February 2025, growth intent was already strong, with most respondents indicating allocations were moving "up."
- September 2025 marked a clear inflection point, as uncertainty crept in and a larger share of lenders shifted to "the same," reflecting a more cautious, wait-and-see posture.
- Currently, growth intent rebounded decisively, producing the most expansion-oriented allocation outlook across the three surveys.

What changed: A temporary mid-year pause driven by uncertainty gave way to renewed confidence and clearer conviction.

Why it matters: Lenders are expanding mandates again—but doing so with discipline, targeting deals and sectors where they can compete effectively rather than broadly loosening credit standards.



Product Focus: Multifamily Remains the Anchor

Multifamily has consistently ranked as the product where lenders feel most competitive across all three surveys.

Industrial has remained a durable second, while retail has appeared opportunistically. Office, by contrast, continues to dominate “least competitive” responses.

What changed: Very little—and that’s the point.

Why it matters: Capital is not rotating randomly; it is reinforcing long held convictions.

Bridge Lending: Uncertainty Peaks, Then Normalizes

- In February 2025, bridge lending expectations leaned strongly toward growth.
- By September 2025, uncertainty spiked, with “I don’t know” becoming a common response.
- The current February 2026 survey shows sentiment settling back toward “about the same” or modest increases.

What changed: Optimism -> Uncertainty -> Balance

Why it matters: Bridge lending remains viable, but only with credible exits and disciplined underwriting.

So What? Actionable Takeaways

For Lenders

- **Differentiate beyond price.** In a competitive market, clarity of mandate and speed of execution matter more than aggressiveness.
- **Stay selective.** Allocation growth does not equal risk tolerance expansion.
- **Lean into core strengths.** Multifamily and industrial continue to reward conviction.

For Borrowers

- **Capital is available—but not generic.** The right lender match is more important than ever.
- **Expect scrutiny.** Business plans, sponsorship, and exits drive outcomes.
- **Preparation is leverage.** Certainty can offset pricing.

For more information about Slatt Capital’s Lender Sentiment Survey or to be included in the next survey group or communication to participate, please click [here](#).

