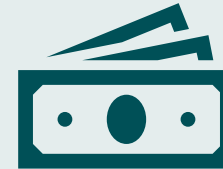


Status of Commercial Real Estate Lending

Who We Are In CRE Lending

OnPoint
COMMUNITY CREDIT UNION



Expanded from
consumer lending to
full-service financial
partner



Focused on supporting
local members and
communities



Investing in Portland –
where we live, work, and
grow

Current Rate Environment

FRED 

— Market Yield on U.S. Treasury Securities at 10-Year Constant Maturity, Quoted on an Investment Basis



Source: Board of Governors of the Federal Reserve System (US) via FRED®

Shaded areas indicate U.S. recessions.

myf.red/g/1UpP7

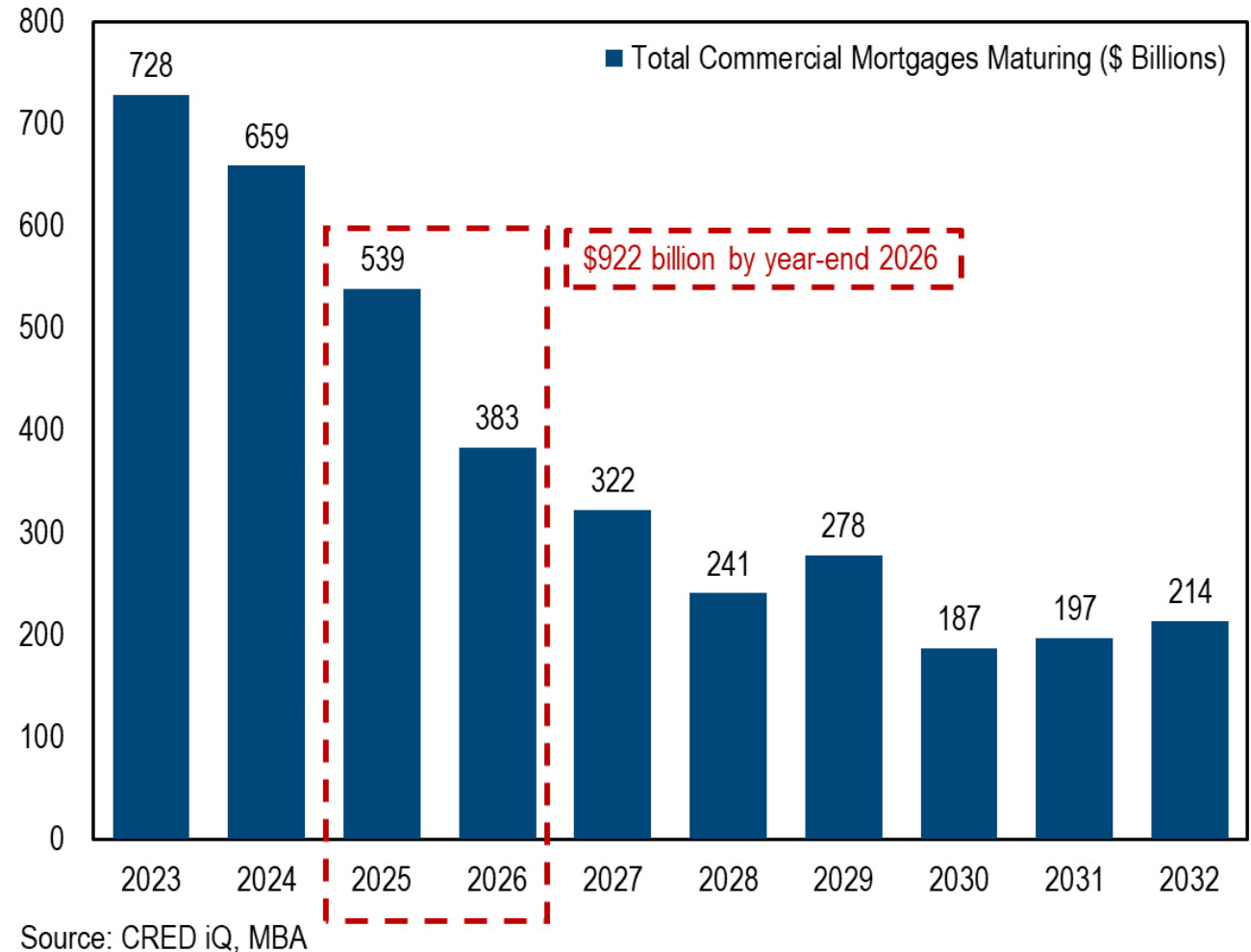
Upcoming Maturity Wall

Challenges:

- Higher debt service at refinance
- Reduced DSC (cash flow coverage)
- Increased difficulty meeting underwriting standards

Market Reality:

- Equity gaps emerging
- More capital needed to refinance
- Extension + restructure activity increasing



Pressure On Property Values

- Rising expenses
- Inconsistent rent growth
- Higher rates = higher debt service
- Lower loan proceeds
- Lower leverage
- Value resets across the market
- Buyer vs. Seller pricing gap

Forward Outlook

- Early engagement is critical
- Strong lending relationships
- Collaborative problem-solving
- Local investment remains strong in Portland
- Market is stabilizing – early movers finding opportunity



ECONOMIC SUMMIT

BROUGHT TO YOU BY ONPOINT



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Thank you!

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