



Navigating the Volatile Finance Market: Loan Types, Terms and Strategies for 2026

Presented by:

Steve Libert, Founder, CCM Commercial Mortgage Advisors



Education: April 7-10, 2026 · **Exhibits:** April 8-9, 2026
Caesars Forum Conference Center · Las Vegas

issworldexpo.com



Download This Presentation

Please note that all seminar-track PowerPoint presentations, including this one, are available for download in PDF format.

Please visit www.issworldexpo.com/seminars to access these supplementary education materials.

April 7-10, 2026 ♦ Las Vegas ♦ issworldexpo.com





Overtime with the Experts

If you have questions and would like to speak to the presenter(s) at the end of this seminar, please follow them over to Room 305 for “Overtime With the Experts.”

This will help us clear the stage and set the room for the next presenter. Plus, you’ll have 30 minutes to converse in an open, roundtable format.

THANK YOU!

April 7-10, 2026 ♦ Las Vegas ♦ issworldexpo.com





Your Feedback Is Important!

We'd love to hear about your experience with this seminar. If you scan the QR code below, you can complete a very short and simple feedback survey, so we know how you feel about this topic, presenter, PowerPoint presentation, etc. (You'll see this code again at the end of the seminar, too.)

We appreciate your input!



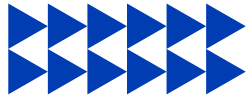
April 7-10, 2026 ♦ Las Vegas ♦ issworldexpo.com





What We'll Cover

- Interest-rate unpredictability
- Adapting to today's rates and lending environment
- Knowing your lender options
- Matching your financing strategy to the right lenders
- Q&A



April 7-10, 2026 ♦ Las Vegas ♦ issworldexpo.com



Interest-Rate Volatility



April 7-10, 2026 ♦ Las Vegas ♦ issworldexpo.com



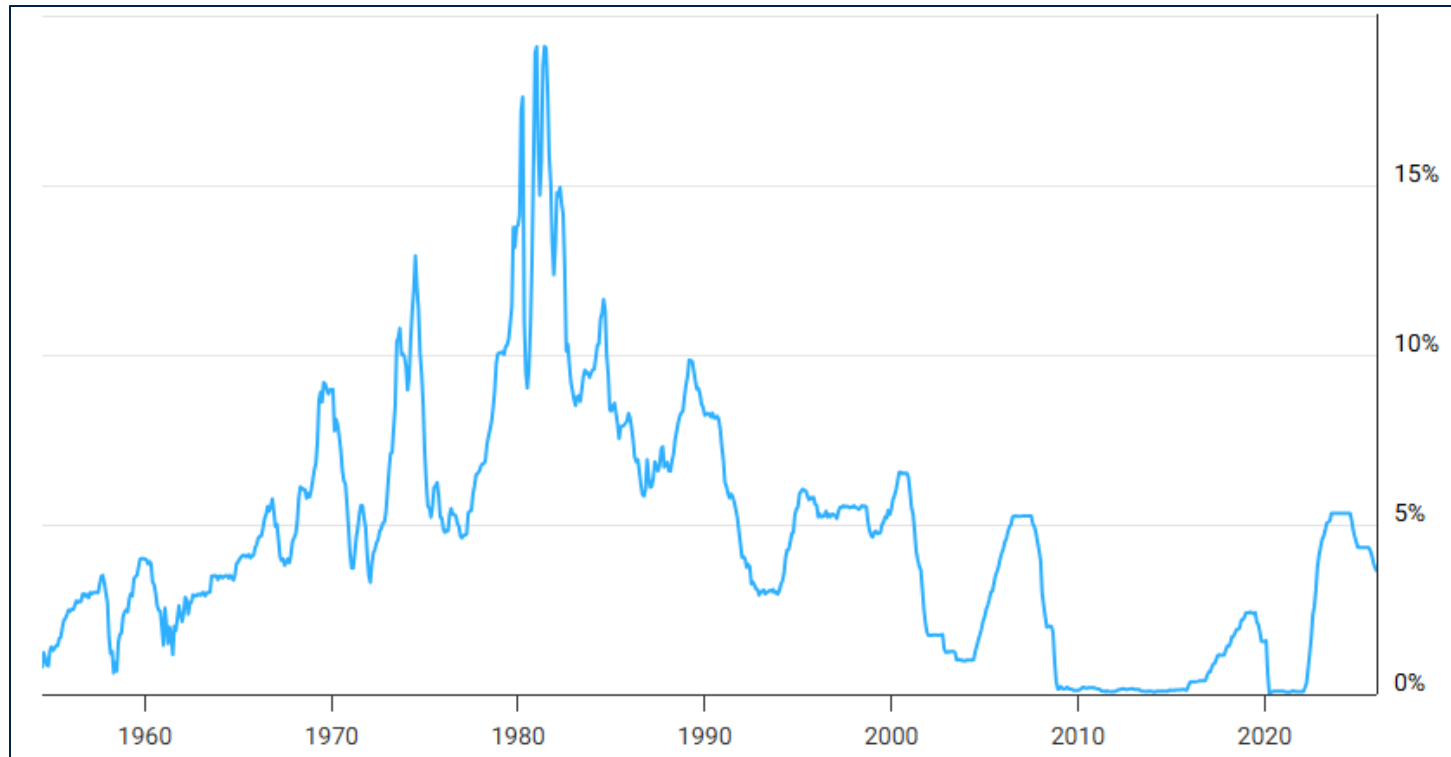
Interest-Rate Time Machine

Time Period		Rates
1980s		> 10%
1990s		~ 7%
2000s		~ 6%
2010s		4% to 5%
2020-2022	<i>Pandemic</i>	3% to 4%
2022-2023	<i>Inflation</i>	6% to 9%
2024-2025		5% to 7%

April 7-10, 2026 ♦ Las Vegas ♦ issworldexpo.com



Fed Funds Rate (60 Years)

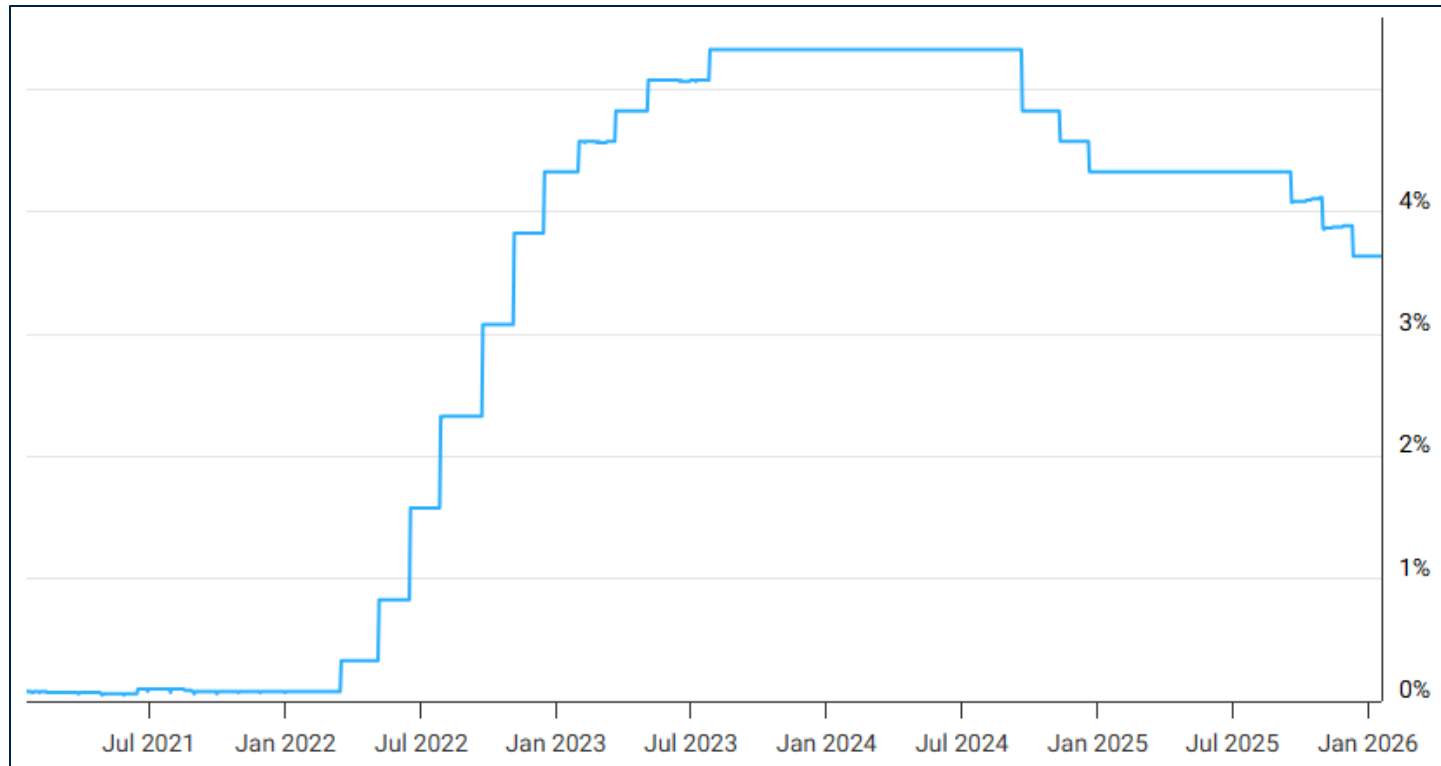


Source: Macrotrends

April 7-10, 2026 ♦ Las Vegas ♦ issworldexpo.com



Fed Funds Rate (5 Years)



Source: Macrotrends

April 7-10, 2026 ♦ Las Vegas ♦ issworldexpo.com



10-Year Treasury (60 Years)

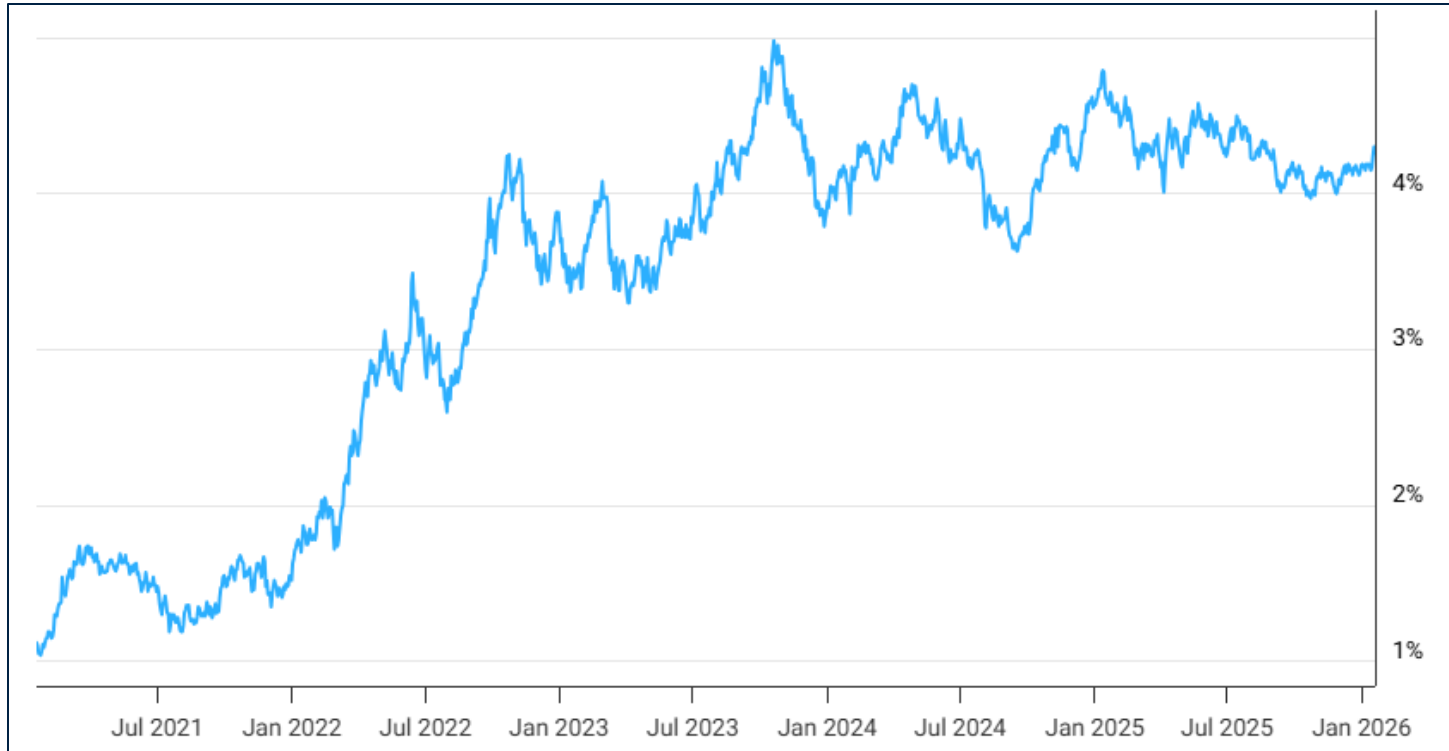


Source: Macrotrends

April 7-10, 2026 ♦ Las Vegas ♦ issworldexpo.com



10-Year Treasury (5 Years)



Source: Macrotrends

April 7-10, 2026 ♦ Las Vegas ♦ issworldexpo.com





April 7-10, 2026 ♦ Las Vegas ♦ issworldexpo.com



Lowering the Fed Funds Rate

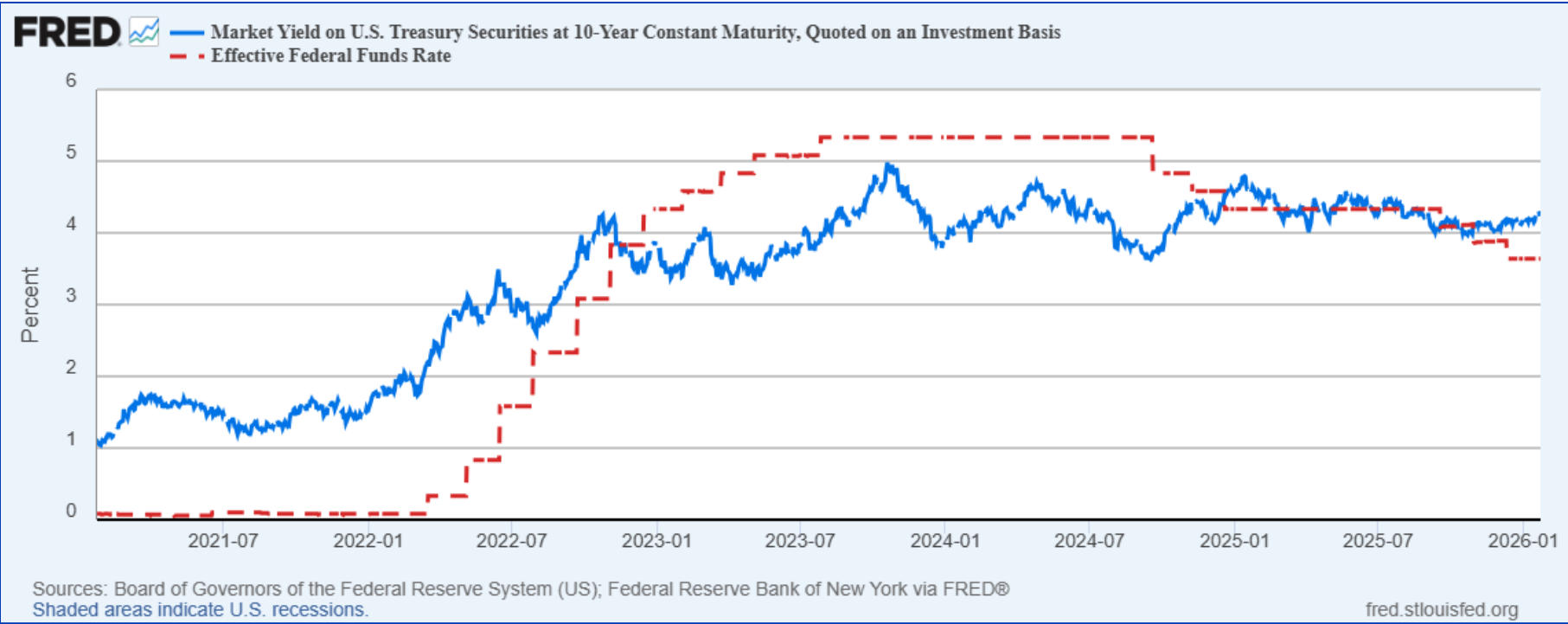
Does Not Mean 5 and 10-Year Rates Are Lower



April 7-10, 2026 ♦ Las Vegas ♦ issworldexpo.com



Fed Rate vs. 10-Year Treasury

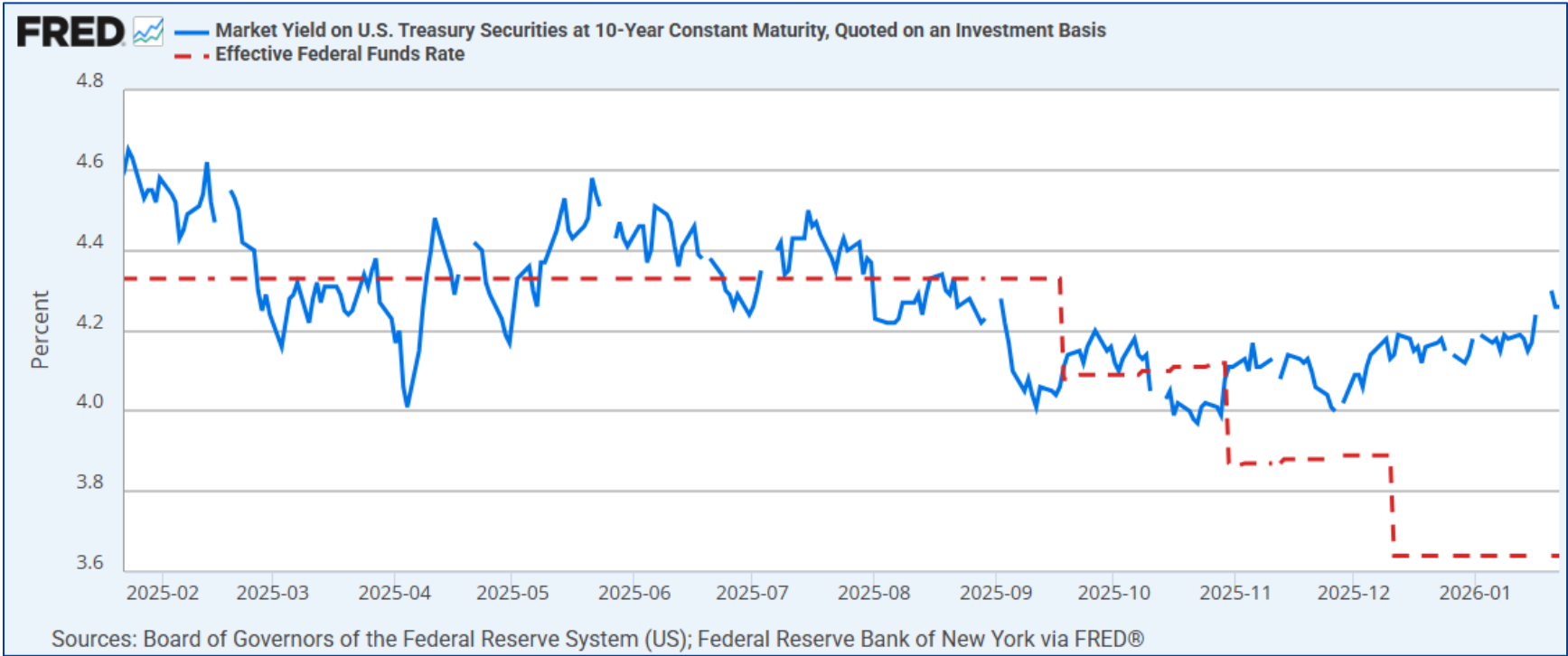


Source: Federal Reserve Bank

April 7-10, 2026 ♦ Las Vegas ♦ issworldexpo.com



Fed Rate vs. 10-Year Treasury

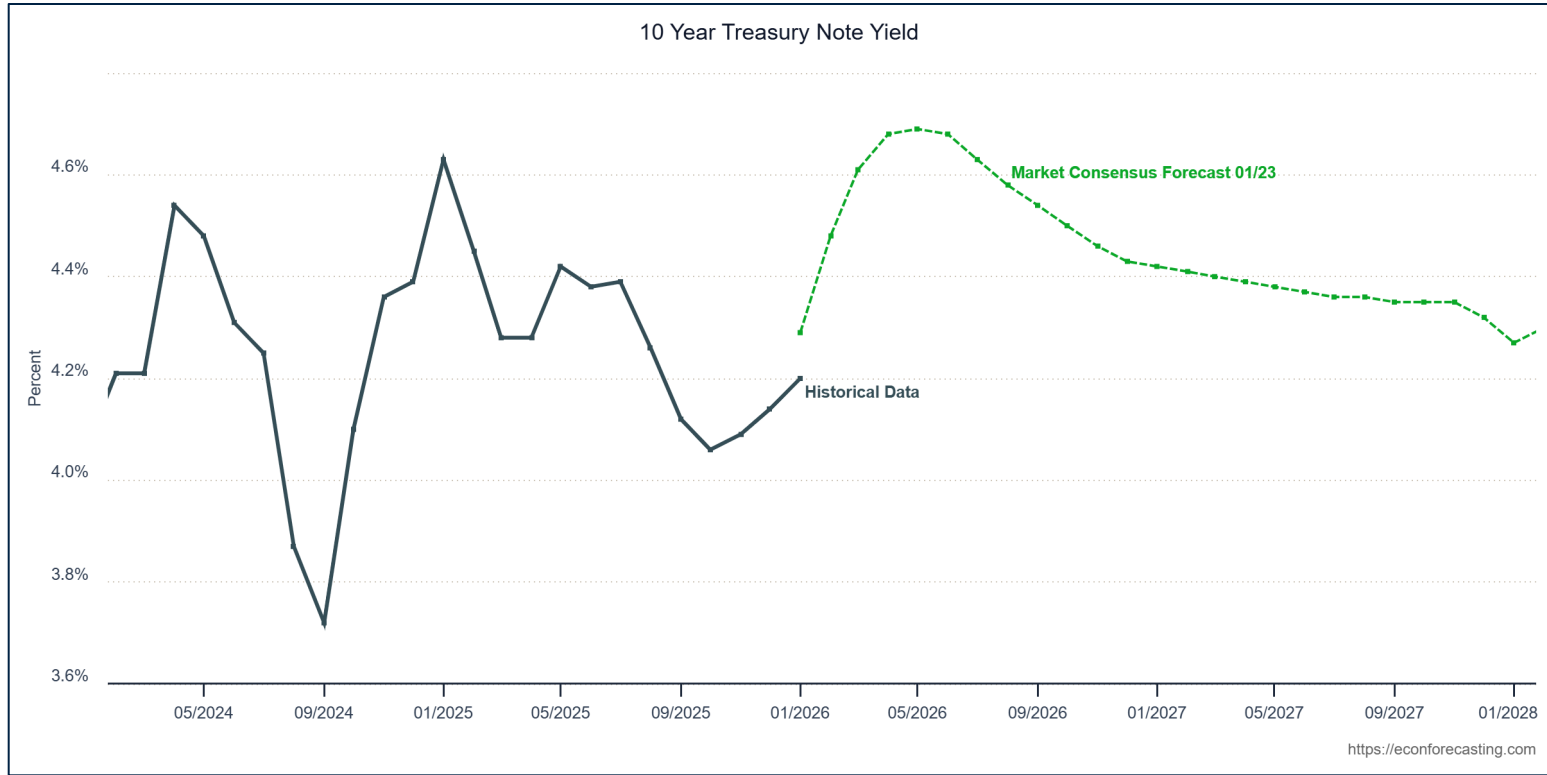


Source: Federal Reserve Bank

April 7-10, 2026 ♦ Las Vegas ♦ issworldexpo.com



10-Year Treasury Forecast

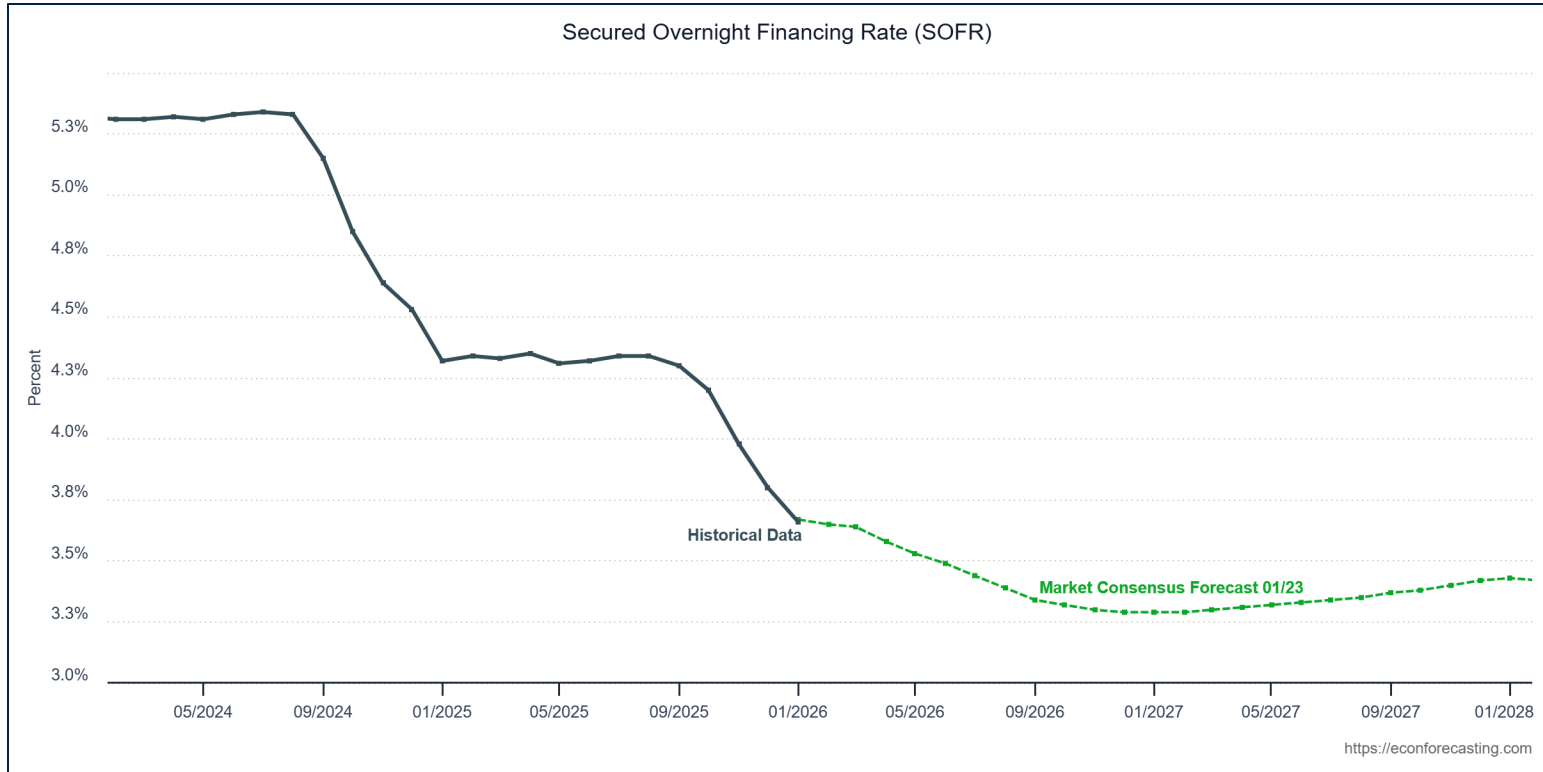


Source: Econforecasting

April 7-10, 2026 ♦ Las Vegas ♦ issworldexpo.com



SOFR Forecast



Source: Econforecasting

April 7-10, 2026 ♦ Las Vegas ♦ issworldexpo.com





Self-Storage Financing: Where Are We in 2026?

- Interest rates for self-storage have come down from earlier highs and are relatively stable.
- Lender appetite is strong ... for strong deals and borrowers.
- Self-storage continues to be a favored asset class, but...
- Have occupancies and market rents stabilized?

April 7-10, 2026 ♦ Las Vegas ♦ issworldexpo.com



What to Expect: Rates, Terms and Leverage

- Current interest rates
- Debt service-coverage ratio (DSCR) affects loan proceeds (LTV).
- Underwriting challenges:
 - Income (web rates vs. street rates vs. ECRI)
 - Expenses (property taxes, insurance and payroll)
 - Trending of income and expenses

April 7-10, 2026 ♦ Las Vegas ♦ issworldexpo.com



DSCR and Cap-Rate Effect on Proceeds

Value:	\$ 6,000,000	Min. DSCR:	1.25		
Net Operating Income:	\$ 360,000	Max PMT :	\$ 288,000		
Cap Rate:	6.00%				
Interest Rate:	3.5%	4.5%	5.5%	6.5%	7.5%
Loan Amount (Max 75% LTV)	\$4,500,000	\$4,317,848	\$3,908,238	\$3,554,465	\$3,247,671
Loan-to-Value:	75%	72%	65%	59%	54%
Value:	\$ 5,142,857	Min. DSCR:	1.25		
Net Operating Income:	\$ 360,000	Max PMT :	\$ 288,000		
Cap Rate:	7.00%				
Interest Rate:	3.5%	4.5%	5.5%	6.5%	7.5%
Loan Amount (Max 75% LTV)	\$3,857,143	\$3,857,143	\$3,857,143	\$3,554,465	\$3,247,671
Loan-to-Value:	75%	75%	75%	69%	63%

April 7-10, 2026 ♦ Las Vegas ♦ issworldexpo.com



Who's Lending on Self-Storage?



April 7-10, 2026 ♦ Las Vegas ♦ issworldexpo.com





Who's Lending?

- Banks
- Credit unions
- Life companies
- CMBS (commercial mortgage-backed securities)
- Small Business Administration
- Private lenders (bridge and construction)

April 7-10, 2026 ♦ Las Vegas ♦ issworldexpo.com



Choosing the Right Lender



	Banks	Credit Unions	Life Company	CMBS	SBA	Private Lenders/ Bridge Lenders
Acquisition/ Refinance	Yes	Yes	Yes	Yes	Yes	Yes
Construction	Yes	No	No	No	Yes	Yes
Rates	Average	Average	Low	Average	Average	High
Leverage	Average	Average	Low	Average-High	High	Average-High
Cash Flow	Stabilized & Value-Add	Stabilized & Value-Add	Stabilized	Stabilized	Stabilized & Value- Add	Value-Add
Recourse	Yes	Yes	No	No	Yes	No
Fixed Rate/ Floating Rate	Both	Both	Fixed	Fixed	Both	Float
Typical Term	3-5 Years	5-20 Years (5-Year Reset)	5-10 Years	5-10 Years	25 Years	1-3 Years
Amortization	25 Years	25 Years	25-30 Years	30 Years Interest-Only	25 Years	Interest-Only
Prepayment Penalties	Step-Down	No	Yield Maintenance	Defeasance	Step-Down	"Make Whole"

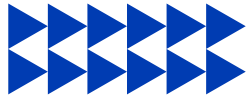
April 7-10, 2026 ♦ Las Vegas ♦ issworldexpo.com





What to Expect: 3 Recent Closings

- **Refinance:** Low-leverage life-company loan
- **Acquisition/expansion:** Staged funding bank loan
- **New construction:** Bank loan
- **Refinance:** Higher-leverage CMBS loan



April 7-10, 2026 ♦ Las Vegas ♦ issworldexpo.com





To Achieve Optimal Financing

- Target lenders who fit with your business strategy and goals.
- Put together a complete loan package, with not too little information and not too much.
- Be realistic. Know the current financing market.
- Address the strengths of the request.
- Provide mitigants for any weaknesses.
- Be responsive and honest.
- Create competition.

April 7-10, 2026 ♦ Las Vegas ♦ issworldexpo.com



Contact the Presenter



SUBMIT
FEEDBACK!



Steve Libert

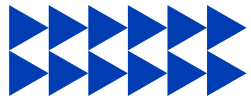
Founder

CCM Commercial Mortgage Advisors

847.452.2082

slibert@ccmfinancing.com

www.ccmfinancing.com



April 7-10, 2026 ♦ Las Vegas ♦ issworldexpo.com

