Western Alliance Bancorporation®

EARNINGS CALL

1st Quarter 2025

April 22, 2025

Forward-Looking Statements

This presentation contains forward-looking statements that relate to expectations, beliefs, projections, future plans and strategies, anticipated events or trends and similar expressions concerning matters that are not historical facts. Examples of forward-looking statements include, among others, statements we make regarding our expectations with regard to our business, financial and operating results, future economic performance and dividends, including our statements on the slide entitled "Management Outlook." The forward-looking statements contained herein reflect our current views about future events and financial performance and are subject to risks, uncertainties, assumptions and changes in circumstances that may cause our actual results to differ significantly from historical results and those expressed in any forward-looking statement. Some factors that could cause actual results to differ materially from historical or expected results include, among others: the risk factors discussed in the Company's Annual Report on Form 10-K for the year ended December 31, 2024, as filed with the Securities and Exchange Commission; adverse developments in the financial services industry generally and any related impact on depositor behavior; risks related to the sufficiency of liquidity; changes in international trade policies, tariffs and treaties affecting imports and exports, trade disputes, barriers to trade or the emergence of other trade restrictions, and their related impacts on macroeconomic conditions and customer behavior; the potential adverse effects of unusual and infrequently occurring events and any governmental or societal responses thereto; changes in general economic conditions, either nationally or locally in the areas in which we conduct or will conduct our business; the impact on financial markets from geopolitical conflicts such as the wars in Ukraine and the Middle East; inflation, interest rate, market and monetary fluctuations; increases in competitive pressures among financial institutions and businesses offering similar products and services; higher defaults on our loan portfolio than we expect; increased foreclosures and ownership of real property; changes in management's estimate of the adequacy of the allowance for credit losses; legislative or regulatory changes or changes in accounting principles, policies or guidelines; supervisory actions by regulatory agencies which may limit our ability to pursue certain growth opportunities, including expansion through acquisitions; additional regulatory requirements resulting from our continued growth; management's estimates and projections of interest rates and interest rate policy; the execution of our business plan; and other factors affecting the financial services industry generally or the banking industry in particular.

Any forward-looking statement made by us in this presentation is based only on information currently available to us and speaks only as of the date on which it is made. We do not intend and disclaim any duty or obligation to update or revise any industry information or forward-looking statements, whether written or oral, that may be made from time to time, set forth in this presentation to reflect new information, future events or otherwise, except to the extent required by federal securities laws. In light of these risks, uncertainties and assumptions, the forward-looking events in this presentation might not occur, and you should not put undue reliance on any forward-looking statements.

Non-GAAP Financial Measures

This presentation contains both financial measures based on GAAP and non-GAAP based financial measures, which are used where management believes them to be helpful in understanding the Company's results of operations or financial position. Where non-GAAP financial measures are used, the comparable GAAP financial measure, as well as the reconciliation to the comparable GAAP financial measure, can be found in the Company's press release as of and for the quarter ended March 31, 2025. These disclosures should not be viewed as a substitute for operating results determined in accordance with GAAP, nor are they necessarily comparable to non-GAAP performance measures that may be presented by other companies.

1st Quarter 2025 | Financial Highlights

Earnings & Profitability	Q1 2025	Q4 2024	Q1 2024
Earnings per Share	$ 1.79	$ 1.95	$ 1.60
Net Income	199.1	216.9	177.4
Net Revenue	778.0	838.4	728.8
Pre-Provision Net Revenue[1]	277.6	319.4	247.0
Net Interest Margin	3.47%	3.48%	3.60%
Efficiency Ratio, Adjusted for Deposit Costs[1]	55.8	51.1	57.3
ROAA	0.97	1.04	0.98
ROTCE[1]	13.4	14.6	13.4
Balance Sheet & Capital			
Total Loans	$ 54,761	$ 53,676	$ 50,700
Total Deposits	69,322	66,341	62,228
CET1 Ratio	11.1%	11.3%	11.0%
TCE Ratio[1]	7.2	7.2	6.8
Tangible Book Value per Share[1]	$ 54.10	$ 52.27	$ 47.30
Asset Quality			
Provision for Credit Losses	$ 31.2	$ 60.0	$ 15.2
Net Loan Charge-Offs	25.8	34.1	9.8
Net Loan Charge-Offs/Avg. Loans	0.20%	0.25%	0.08%
Total Loan ACL/Funded HFI Loans[2]	0.77	0.77	0.74
NPAs[3]/Total Assets	0.60	0.65	0.53

Dollars in millions, except EPS

Q1 2025 Highlights

Net Income
$199.1 million
12.2% Y-o-Y

EPS
$1.79

PPNR[1]
Q1: $277.6 million
12.4% Y-o-Y

ROTCE[1]
13.4%

Loan Growth
Q1: $1.1 billion
8.0% Y-o-Y

Capital
CET1 Ratio: 11.1%
TCE Ratio[1]: 7.2%

Tangible Book Value PER SHARE[1]
$54.10
14.4% Y-o-Y

NPAs[3] / Total Assets
0.60%

Western Alliance Bancorporation®

1) Refer to slide 2 for further discussion of non-GAAP financial measures.
2) Ratio includes an allowance for credit losses of $11.9 million as of March 31, 2025 related to a pool of loans covered under 3 separate credit linked notes.
3) Nonperforming assets includes nonaccrual loans and repossessed assets.

Quarterly Income Statement

	Q1-25		Q4-24	Q1-24
Interest Income	$ 1,095.6		$ 1,138.6	$ 1,055.0
Interest Expense	(445.0)		(472.1)	(456.1)
Net Interest Income	**$ 650.6**	1	**$ 666.5**	**$ 598.9**
Service Charges and Loan Fees	37.2		31.7	16.4
Mortgage Banking Revenue	71.3		92.6	91.7
Gains (Losses) on Securities Sales and FV Adj., Net	3.1		9.6	(0.6)
Other	15.8		38.0	22.4
Non-Interest Income	**$ 127.4**	2	**$ 171.9**	**$ 129.9**
Net Revenue	**$ 778.0**		**$ 838.4**	**$ 728.8**
Salaries and Employee Benefits	(182.4)		(165.4)	(154.9)
Deposit Costs	(136.8)		(174.5)	(137.0)
Insurance	(37.9)		(36.7)	(58.9)
Other	(143.3)		(142.4)	(131.0)
Non-Interest Expense	**$ (500.4)**		**$ (519.0)**	**$ (481.8)**
Pre-Provision Net Revenue[1]	**$ 277.6**		**$ 319.4**	**$ 247.0**
Provision for Credit Losses	(31.2)	3	(60.0)	(15.2)
Pre-Tax Income	**$ 246.4**		**$ 259.4**	**$ 231.8**
Income Tax	(47.3)		(42.5)	(54.4)
Net Income	**$ 199.1**		**$ 216.9**	**$ 177.4**
Dividends on Preferred Stock	(3.2)		(3.2)	(3.2)
Net Income Available to Common Stockholders	**$ 195.9**		**$ 213.7**	**$ 174.2**
Diluted Shares	**109.6**		**109.6**	**109.0**
Earnings Per Share	**$ 1.79**		**$ 1.95**	**$ 1.60**

Dollars in millions, except EPS

Q1 2025 Highlights

1 **Net Interest Income increased $51.7 million over prior year** and decreased $15.9 million from Q4 primarily due to a smaller quarterly day count

2 **Non-Interest Income decreased $2.5 million over prior year** and decreased $44.5 million from Q4 primarily driven by the following:

- A decline in Mortgage Banking Revenue:
  - Net gain on loan origination and sale activities of $49.5 million ($4.2 million higher over Q1-24)
  - Net loan servicing revenue of $21.8 million ($24.6 million lower over Q1-24)
- A $7.9 million Loss on an Equity Investment that is expected to be recovered over time

Mortgage Banking Metrics

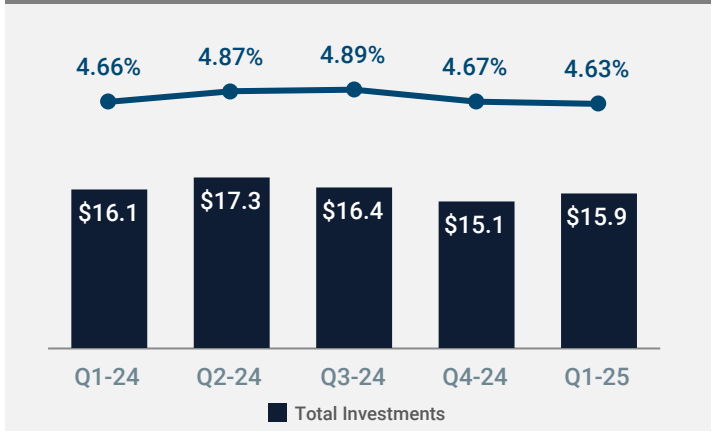
- $12.1 billion mortgage loan production in Q1 (81% purchase / 19% refinance), down 8% compared to Q4 and up 25% to Q1-24
- $12.6 billion interest rate lock commitment volume in Q1, down 1% compared to Q4 and up 29% to Q1-24
- Gain on Sale margin[2] of 19 bps in Q1, compared to 21 bps in Q4 and 29 bps in Q1-24
- $70.6 billion in servicing portfolio UPB

3 **Provision for Credit Losses of $31.2 million** due to net charge-offs of $25.8 million, loan growth and an incremental benefit to the reserve for CRE

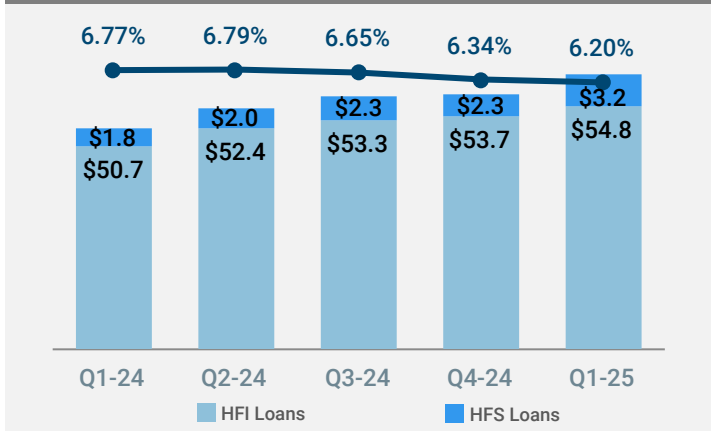
1) Refer to slide 2 for further discussion of non-GAAP financial measures.
2) Gain on Sale margin represents spread as of the interest rate lock commitment date.

Net Interest Drivers

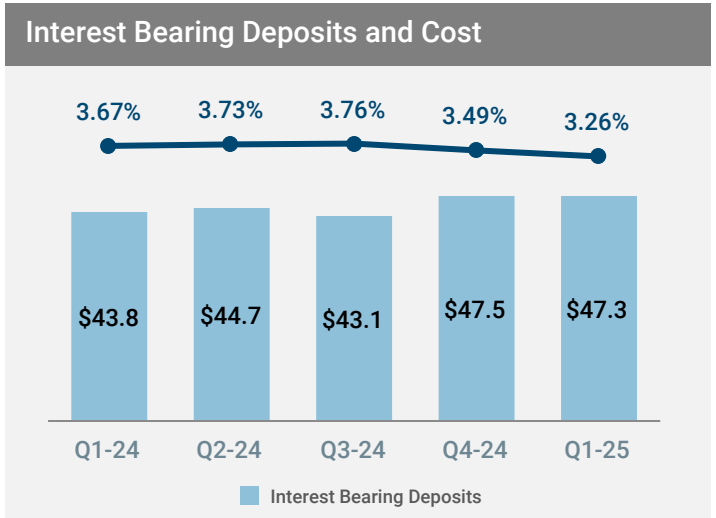
Securities Portfolio and Yield



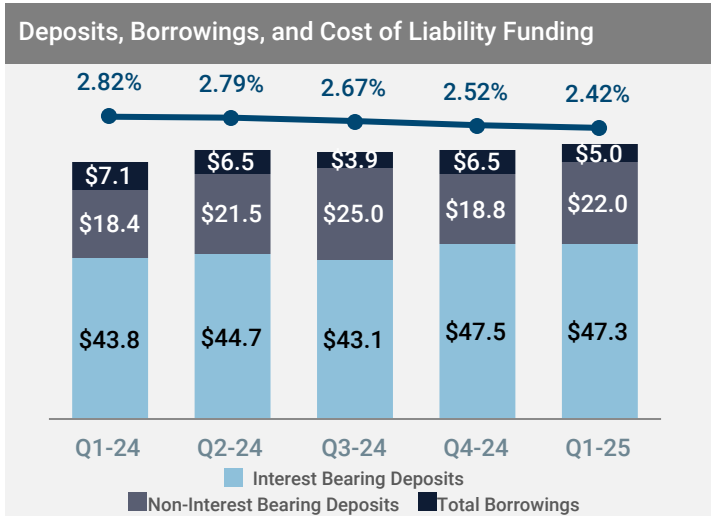
Loans and HFI Yield



Interest Bearing Deposits and Cost



Deposits, Borrowings, and Cost of Liability Funding



Dollars in billions, unless otherwise indicated

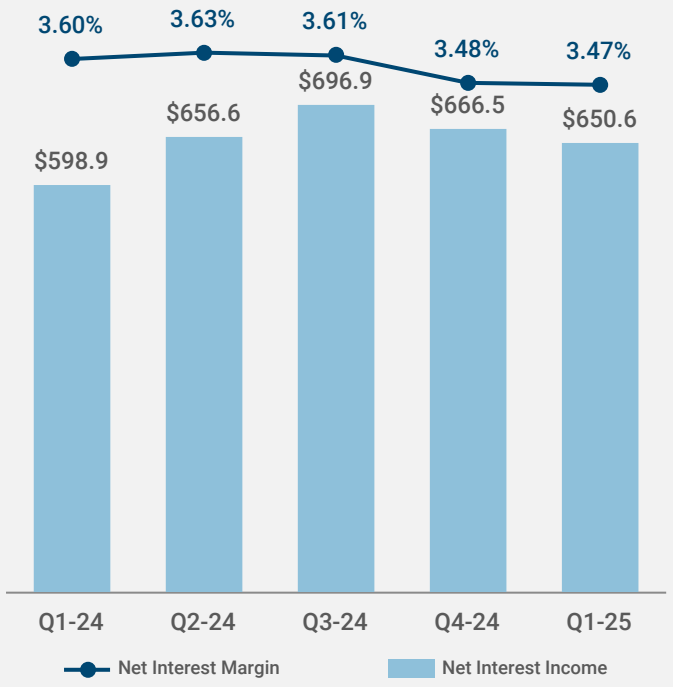
Q1 2025 Highlights

- **Securities Portfolio yields decreased 4 bps,** primarily due to the impact of lower rates on floating rate securities tied to SOFR
- **Loan yields decreased 14 bps** due to loan growth weighted towards the end of the quarter at lower variable rates
- **Cost of interest-bearing deposits decreased 23 bps, while total cost of funds decreased 10 bps to 2.42%** due to a reduction in deposit rates
  - **Interest-bearing deposit spot rate is 29 bps below Q1 average rate**, demonstrating further improving funding cost

Net Interest Income

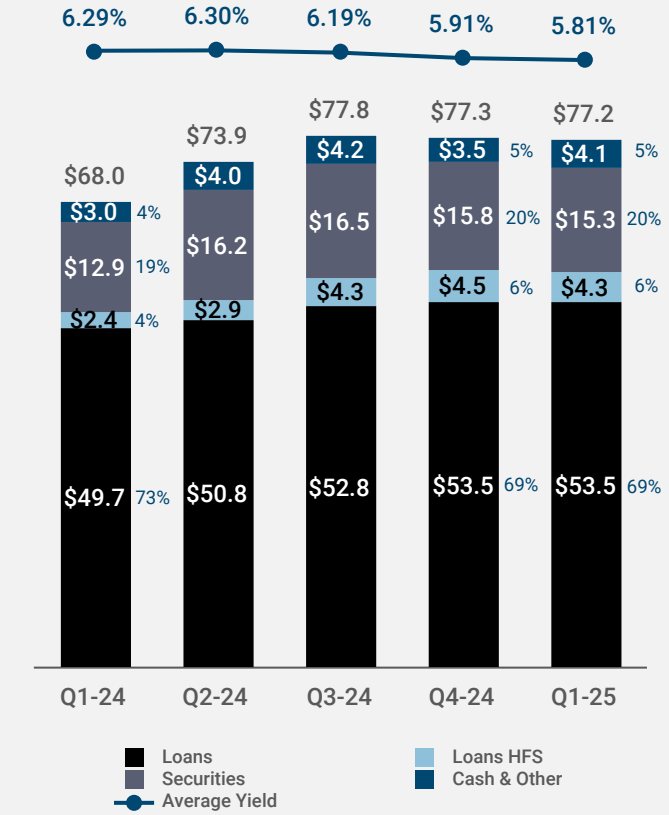
Net Interest Income and Net Interest Margin

Dollars in millions



Average Earning Assets & Average Yield

Dollars in billions

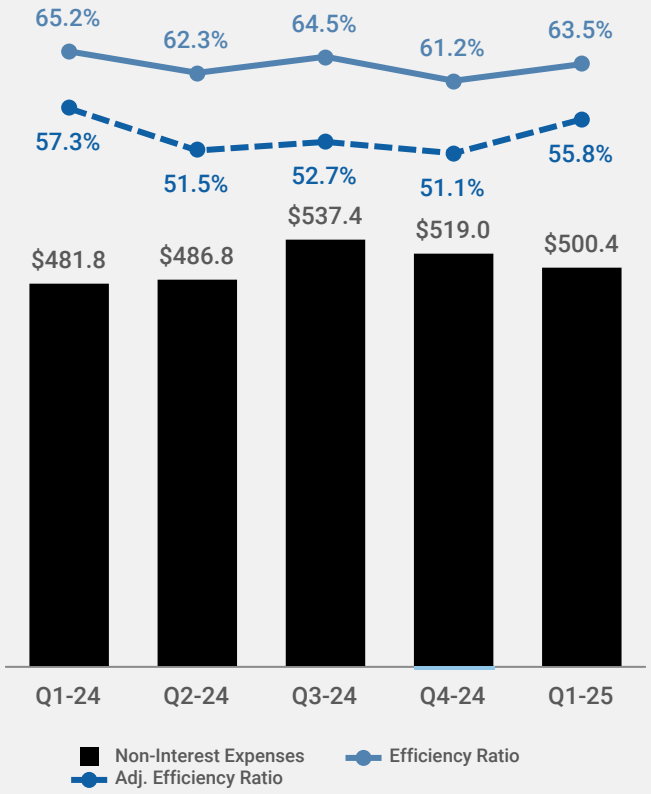


Q1 2025 Highlights

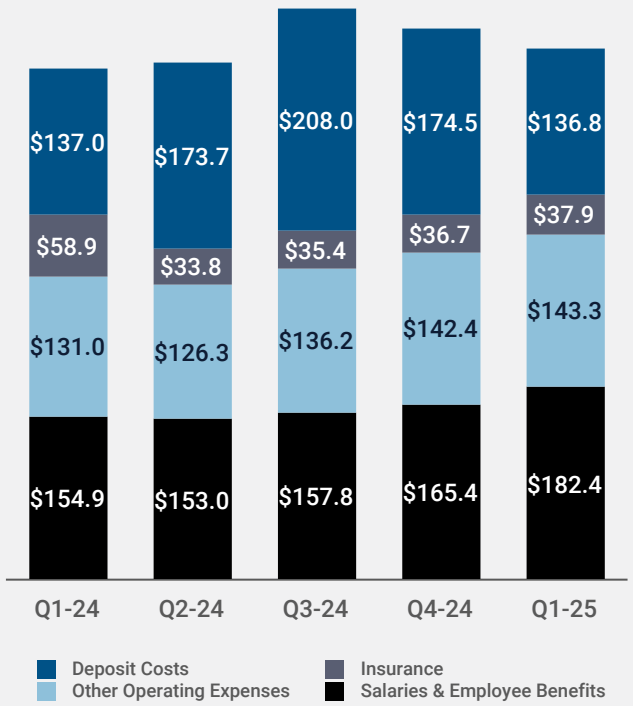
- **Net Interest Income decreased $15.9 million,** or 2.4%, primarily due to smaller quarterly day count and lower yields on interest earning assets
- **NIM decreased 1 bp,** driven by lower yields on HFI loans, partially offset by reduced Interest Cost of Average Earning Assets ("AEA")
  - **Yield on AEA decreased 10 bps** to 5.81% due to lower loan yields
  - **Interest Cost of AEA decreased 9 bps** to 2.34% due to lower deposit rates
- **Drop in ECR-related Deposit Costs was more than twice the amount of NII compression**
  - **Annualized ECR costs (as a percentage of AEA) decreased 18 bps** to 0.72%
- **AEA declined $127 million,** or 0.2%, primarily from lower HFS loans and investment security balances, partially offset by higher cash balances

Non-Interest Expenses and Efficiency

Non-Interest Expenses and Efficiency Ratio[1]



Breakdown of Non-Interest Expenses



Non-Interest Expenses (Ex. Deposit Costs)				
$344.8	$313.1	$329.4	$344.5	$363.6

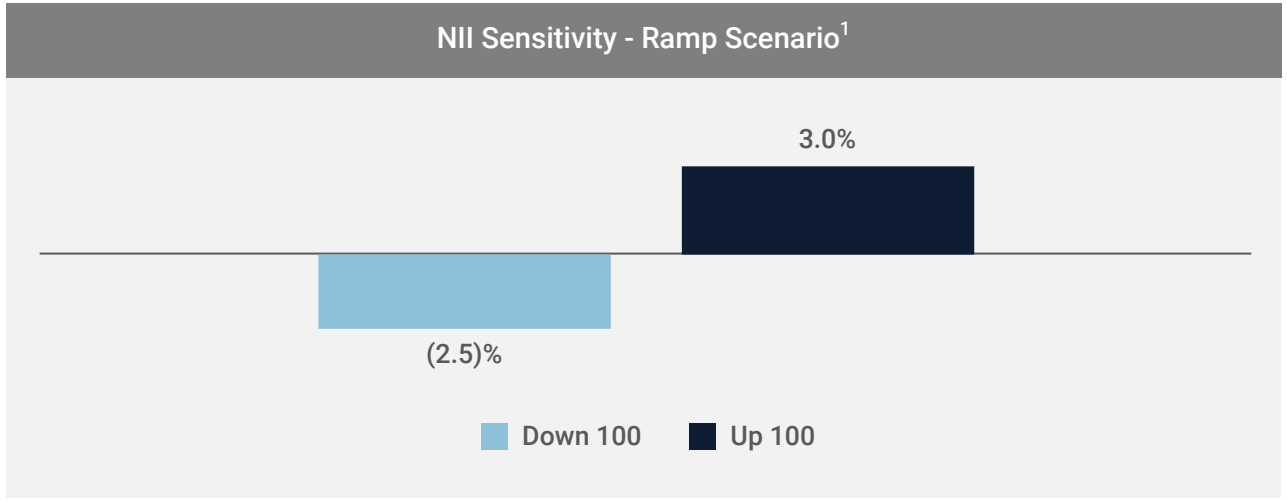
Dollars in millions

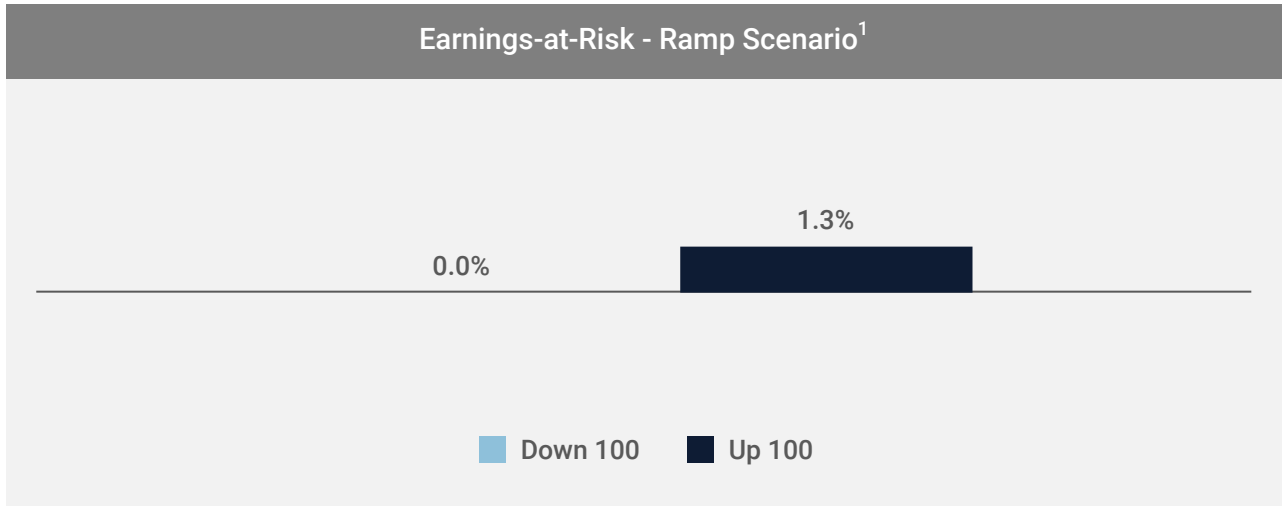
Q1 2025 Highlights

- Adjusted efficiency ratio[1] (excluding deposit costs) **increased 470 bps to 55.8%** and **declined 150 bps** from the same period last year
  - **Total Non-Interest Expenses (Ex. Deposit Costs) increased $19.1 million to $363.6 million** from seasonal compensation costs
- Efficiency ratio[1] increased 230 bps to 63.5%, but decreased 170 bps from the same period last year
- **Deposit Costs decreased $37.7 million to $136.8 million** from lower average ECR-related deposit balances and rates
  - Total ECR-related deposit balances of $24.1 billion in Q1-25
  - Average ECR-related deposits of $24.2 billion in Q1-25 compared to $25.9 billion in Q4-24 and $21.4 billion in Q1-24

1) Refer to slide 2 for further discussion of non-GAAP financial measures.

Interest Rate Sensitivity





Q1 2025 Highlights

- A Ramp Scenario assumes a dynamic balance sheet and reflects an asset sensitive position on NII and a neutral position on EaR
  - WAL estimates a -100 bps ramp to reduce NII by (2.5%)
- **EaR is interest rate neutral, with no impact to earnings[2] from a -100 bps ramp**
  - The reduction in asset sensitivity from NII to EaR is driven by the estimated **decrease in ECR-related deposit costs and increase in Mortgage Banking Revenue**
- **Of total earning assets, 57% are variable** with 42% repricing to SOFR
- **Variable liabilities represent 83% of total earning assets** and are primarily modeled to changes in Fed Funds
  - Non-Maturity Deposit rates, including ECRs, are estimated to have a 62% beta

1) Projected using a simulation model that calculates the difference between a baseline forecast using forward yield curves, compared to forecasted results from a gradual, parallel increase in rates over a 12-month period ("Ramp").
2) Earnings defined as pre-tax net interest income adjusted for rate-sensitive non-interest income and expense accounts.

Consolidated Balance Sheet

	Q1-25		Q4-24	Q1-24
Securities and Cash	$ 19,147	1	$ 19,191	$ 19,642
Loans, HFS	3,238		2,286	1,841
Loans, HFI	54,761	2	53,676	50,700
Allowance for Loan Losses	(389)		(374)	(340)
Mortgage Servicing Rights	1,241		1,127	1,178
Goodwill and Intangibles	656		659	666
Other Assets	4,389		4,369	3,302
Total Assets	**$ 83,043**		**$ 80,934**	**$ 76,989**
Deposits	$ 69,322	3	$ 66,341	$ 62,228
Borrowings	4,151	4	5,573	6,221
Qualifying Debt	898		899	896
Other Liabilities	1,457		1,414	1,472
Total Liabilities	**$ 75,828**		**$ 74,227**	**$ 70,817**
Equity	7,215	5	6,707	6,172
Total Liabilities and Equity	**$ 83,043**		**$ 80,934**	**$ 76,989**
Tangible Book Value Per Share[1]	**$ 54.10**	6	**$ 52.27**	**$ 47.30**

Dollars in millions, except per share data

Q1 2025 Highlights

1. **Securities and Cash decreased $44 million, or 0.2%, to $19.1 billion** and decreased $495 million, or 2.5%, over prior year
2. **Loans, HFI increased $1.1 billion, or 2.0%,** and increased $4.1 billion, or 8.0%, over prior year
3. **Deposits increased $3.0 billion, or 4.5%,** and increased $7.1 billion, or 11.4%, over prior year
4. **Borrowings decreased $1.4 billion** due to partial return of Mortgage Warehouse deposits after Q4-24 seasonal outflows
5. **Equity increased $508 million** due to REIT preferred stock issuance of $293 million (net of issuance costs), net income, and AOCI gains, partially offset by dividends
6. **Tangible Book Value/Share[1] increased $1.83, or 3.5%,** and increased $6.80, or 14.4%, over prior year

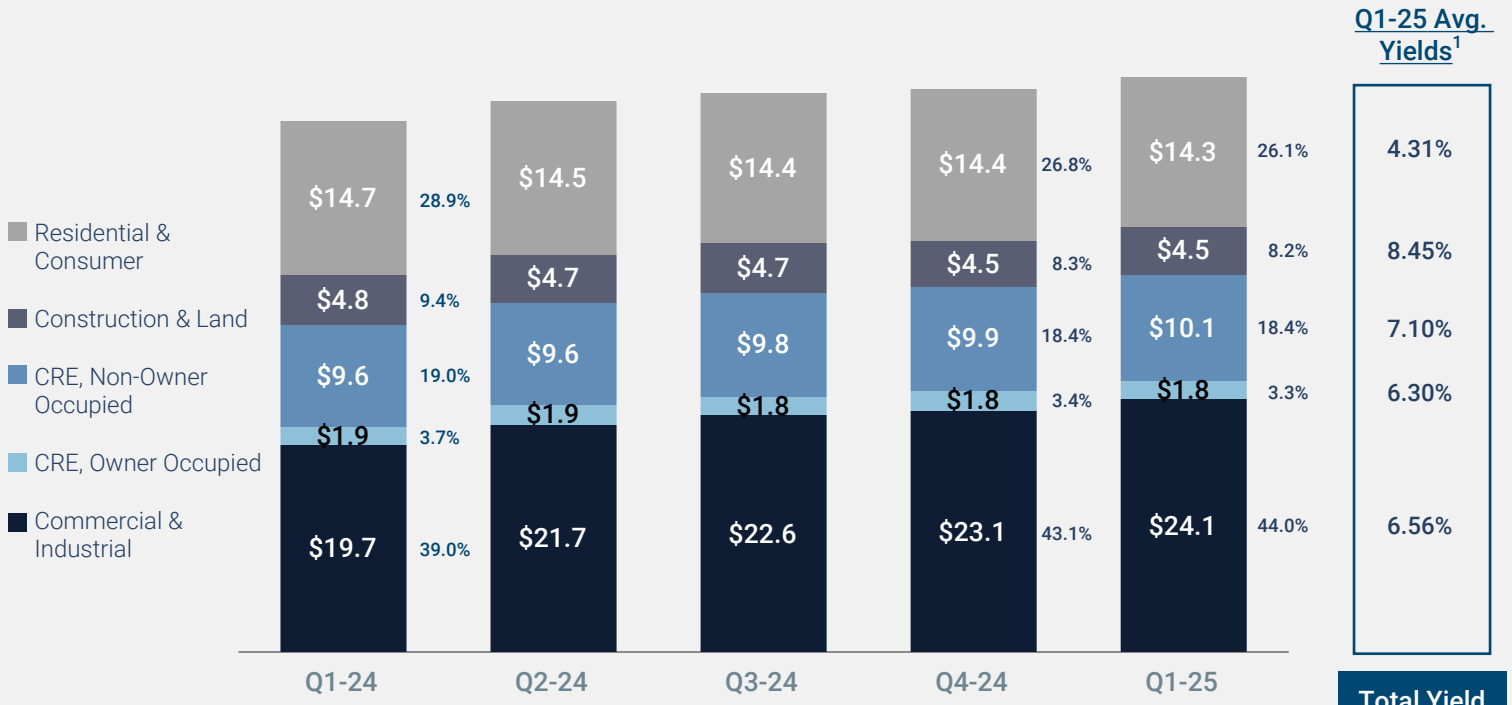
1) Refer to slide 2 for further discussion of non-GAAP financial measures.

Loan Composition

Loan growth from C&I businesses within Regional Banking and National Business Lines

$4.1 Billion Year-over-Year Growth

	Q1-24	Q2-24	Q3-24	Q4-24	Q1-25
Total Loans, HFI	$50.7	$52.4	$53.3	$53.7	$54.8
Qtr Change	*+$0.4*	*+$1.7*	*+$0.9*	*+$0.3*	*+$1.1*



Q1-25 Avg. Yields[1]

4.31%
8.45%
7.10%
6.30%
6.56%

Total Yield 6.20%

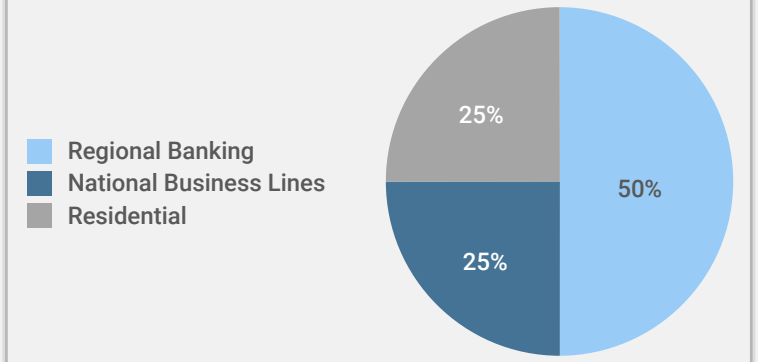
Dollars in billions, unless otherwise indicated

Q1 2025 Highlights

Increase (Decrease) by Loan Type:

(in millions)	QoQ	YoY
C&I	$ 989	$ 4,368
CRE, Non-OO	172	403
Construction & Land	25	(277)
Residential & Consumer	(63)	(361)
CRE, OO	(38)	(72)
Total	**$ 1,085**	**$ 4,061**

Loan Composition

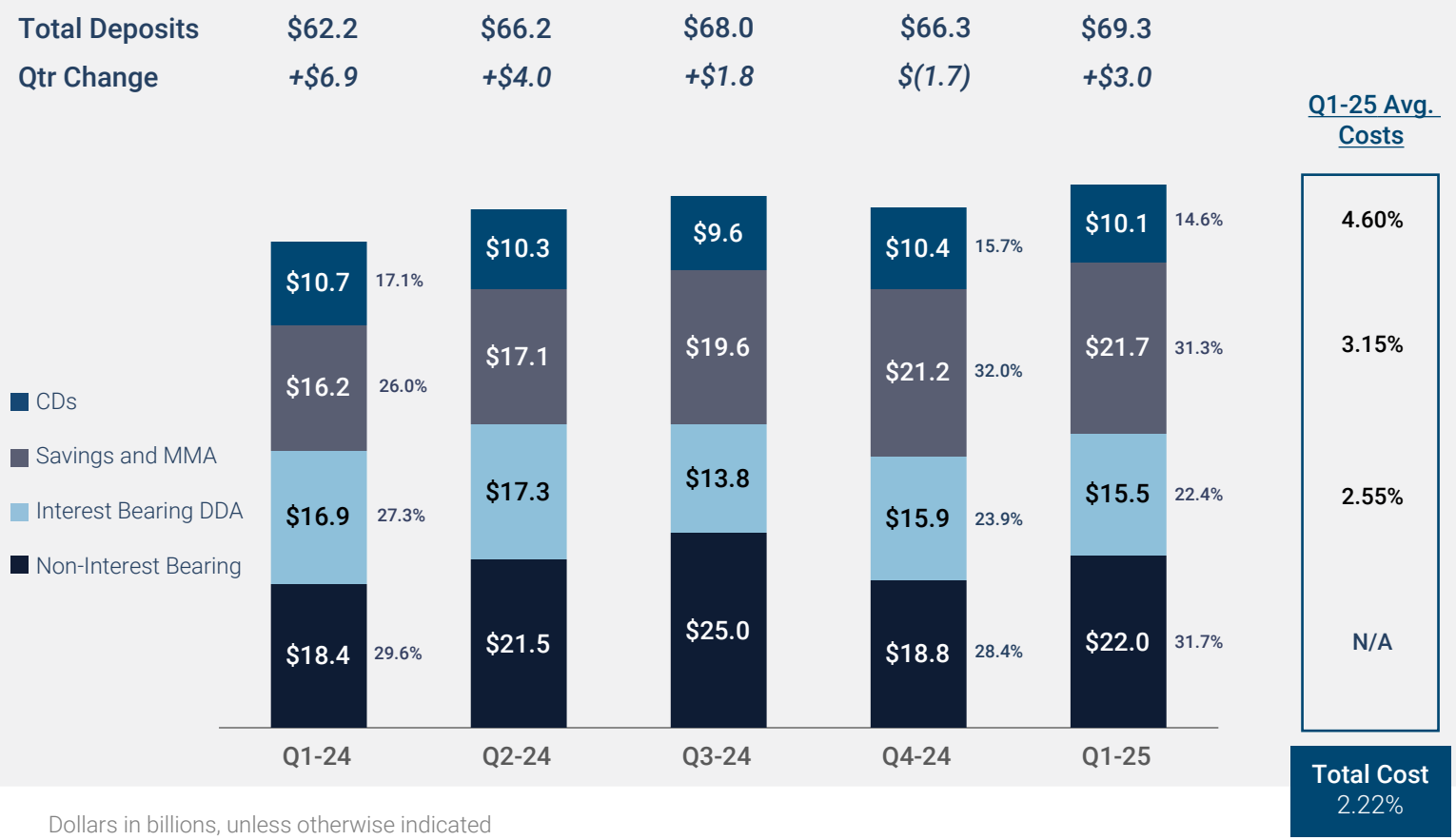


1) Average yields on loans have been adjusted to a tax equivalent basis.

Deposit Composition

Diversified deposit growth across Specialty Escrow Services and National Business Lines

$7.1 Billion Year-over-Year Growth



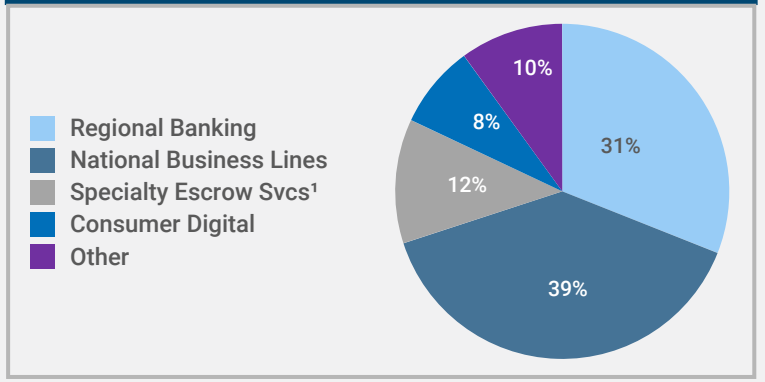
Dollars in billions, unless otherwise indicated

Q1 2025 Highlights

Increase (Decrease) by Deposit Type:

(in millions)	QoQ	YoY
Non-Interest Bearing	$ 3,163	$ 3,610
Savings and MMA	520	5,534
Interest-Bearing DDA	(371)	(1,458)
CDs	(331)	(592)
Total	**$ 2,981**	**$ 7,094**

Deposit Composition

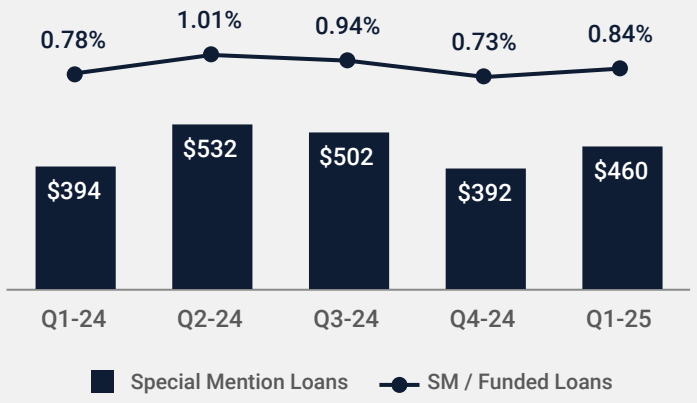


- **32% of total deposits are non-interest bearing**
  - Approximately 35% have no ECRs

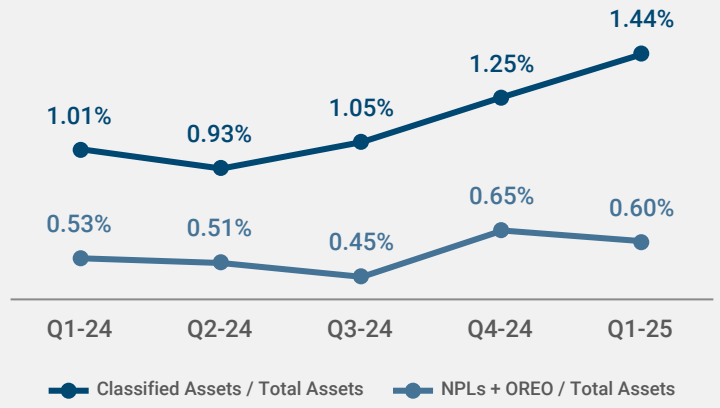
1) Specialty Escrow Services includes: Business Escrow Services, Corporate Trust, Juris Banking, and other deposit initiatives

Asset Quality

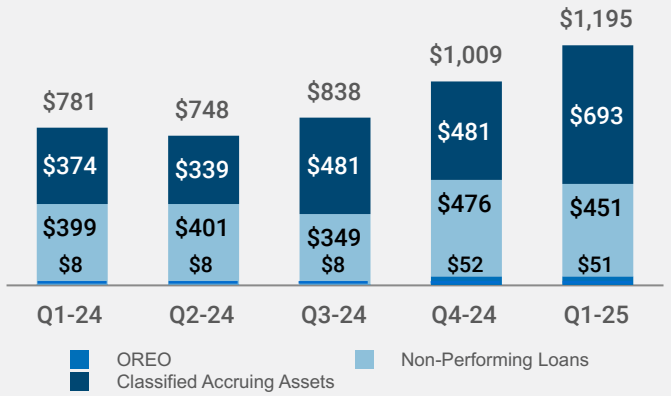
Special Mention Loans



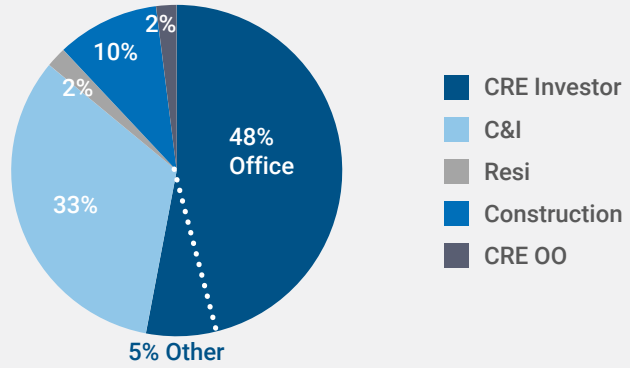
Asset Quality Ratios



Classified Assets



Classified Assets Mix



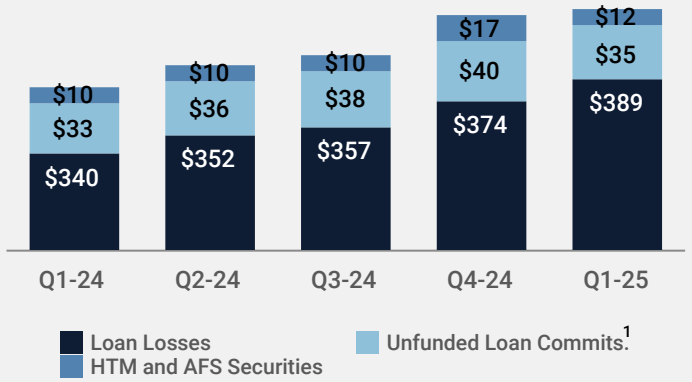
Dollars in millions

Q1 2025 Highlights

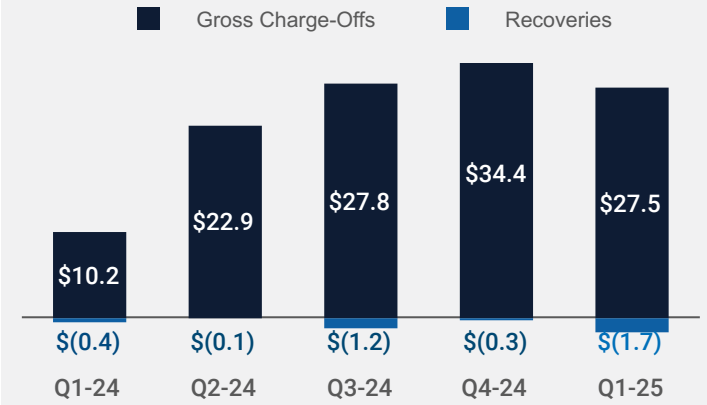
- **Criticized Assets increased $254 million quarterly** to $1.7 billion
  - Special Mention Loans increased $68 million to $460 million (84 bps to Funded Loans)
  - Total Classified Assets increased $186 million to $1.2 billion (144 bps to Total Assets)
- **Non-Performing Assets (Non-Performing Loans + OREO) decreased $26 million** to $502 million (60 bps to Total Assets)
  - Non-performing loans are supported by 'as-is' valuations
- **Over the last 10+ years, only ~2% of Special Mention loans have migrated to loss**

Credit Losses and ACL Ratios

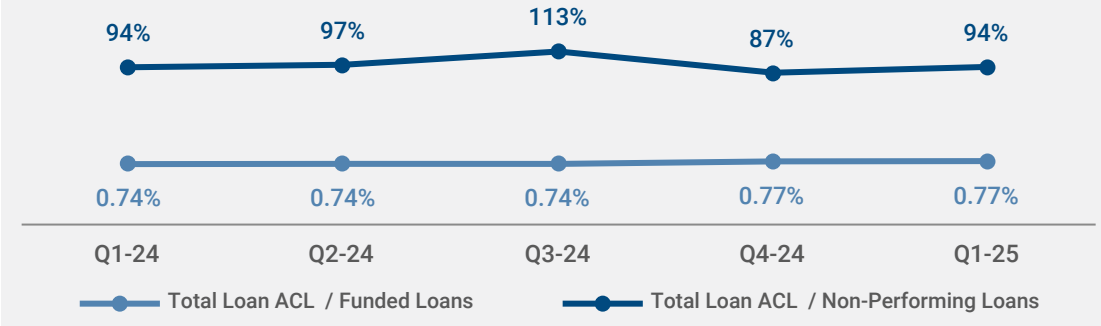
Allowance for Credit Losses



Gross Loan Charge-offs and Recoveries



Loan ACL Adequacy Ratios[2,3]



Dollars in millions

Q1 2025 Highlights

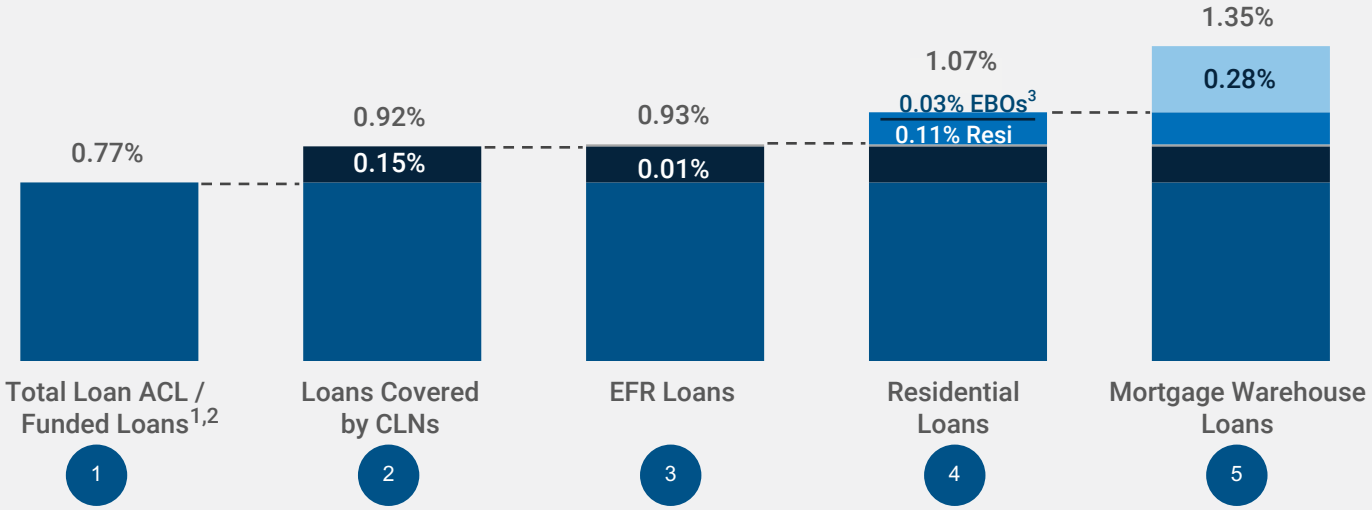
- **Provision Expense of $31.2 million,** primarily reflective of net charge-offs, loan growth, and an incremental benefit to the reserve for CRE
- **Net Loan Charge-Offs of $25.8 million, 20 bps,** compared to $34.1 million, 25 bps, in Q4
- Total Loan ACL / Funded Loans[3] flat from the prior quarter at 0.77%
  - **Total Loan ACL / Funded Loans[3] less loans covered by CLNs is 0.92%**
- **17% of loan portfolio is credit protected,** consisting of government guaranteed, CLN protected[4], and cash secured assets

1) Included as a component of other liabilities on the balance sheet.
2) Total Loan ACL includes allowance for unfunded commitments.
3) Ratio includes an allowance for credit losses of $11.9 million as of March 31, 2025 related to a pool of loans covered under 3 separate credit linked notes.
4) As of March 31, 2025, CLNs cover a substantial portion of Residential ($8.5 billion) loans outstanding.

Key Reserve Level Ratios

Reserve levels enhanced by credit protection and low loss loan categories

Adjusted Total Loan ACL / Funded Loans: Q1-25



Loan mix matters for reserves due to embedded loss content

Embedded Losses	WAL vs. Peer Loan Composition[5]				
	(in millions)	WAL		Peer Median	
~0	**Mtg. Warehouse**	$8,186	15 %	$69	– %
Low	**Residential**	14,275	26 %	9,396	18 %
High	**Consumer**	38	– %	2,933	6 %
Typical	**Other Commercial**	32,262	59 %	40,718	76 %
	Total	$54,761		$53,116	

Normalizing for Loan Composition = Loan ACL > 1%

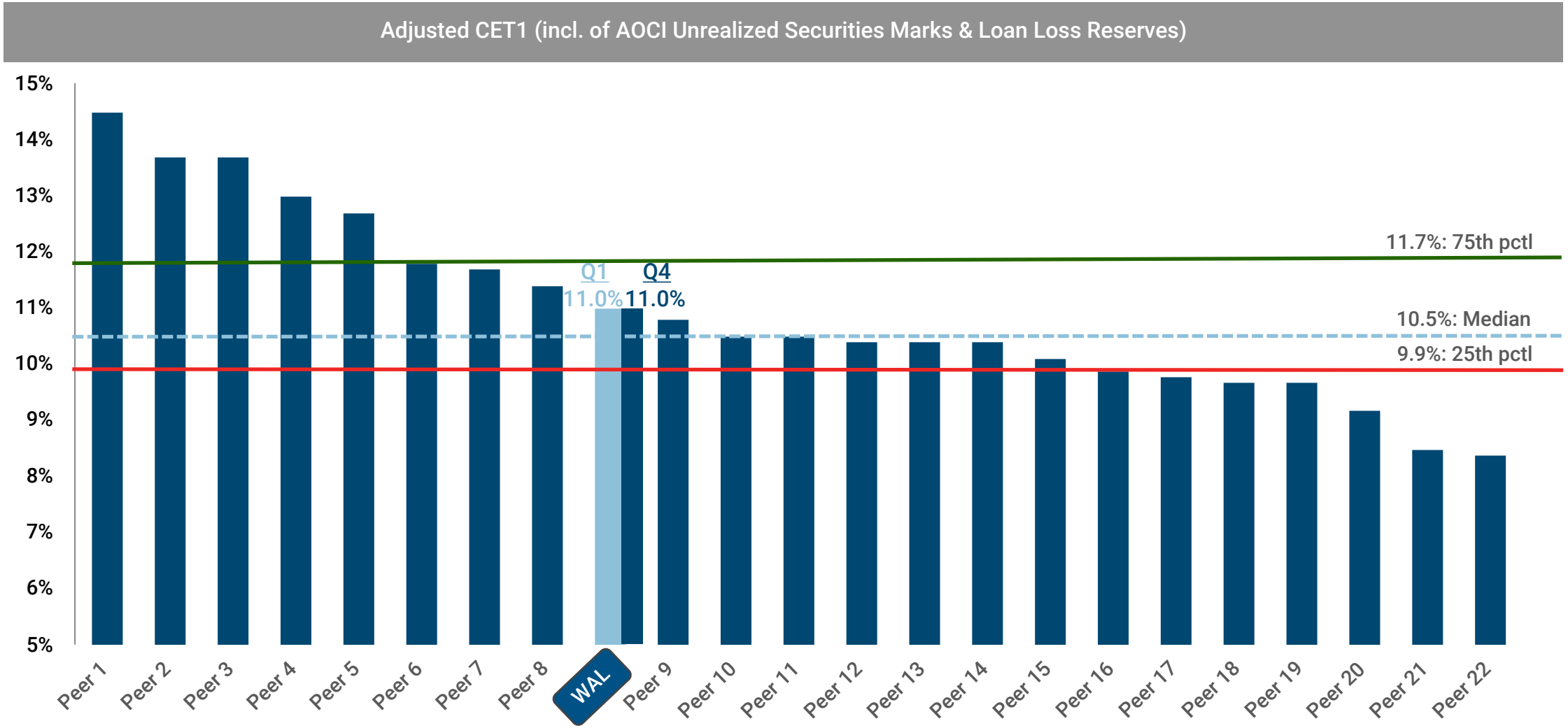
Q1 2025 Highlights

- WAL remains appropriately reserved
- **Total Loan ACL / Funded Loans of 0.77%**
  - CLNs offer credit protection from first losses on covered reference pools in historically low loss loan categories
  - Total Loan ACL / Funded Loans less loans covered by CLNs is 0.92%
  - **Total Loan ACL / Funded Loans less loans covered by CLNs and select no-to-low-loss loan categories (EFR, Residential, and Mortgage Warehouse) is 1.35%**
    - >5x historical maximum annual loss rate[4]
- **Reserves are a multiple of average losses times portfolio duration**
  - Estimated weighted average duration of the loan portfolio is <4 years
  - Adj. total ACL covers >11x historical average annual loss rate[4] x duration

1) Total Loan ACL includes allowance for unfunded commitments.
2) Ratio includes an allowance for credit losses of $11.9 million as of March 31, 2025 related to a pool of loans covered under 3 separate credit linked notes.
3) Early Buyout Loans are government guaranteed.
4) Loss rates are based on the period from Q1-14 to Q1-25.
5) Q1-25 for WAL and Q4-24 for peers.

Fortified Adjusted Capital

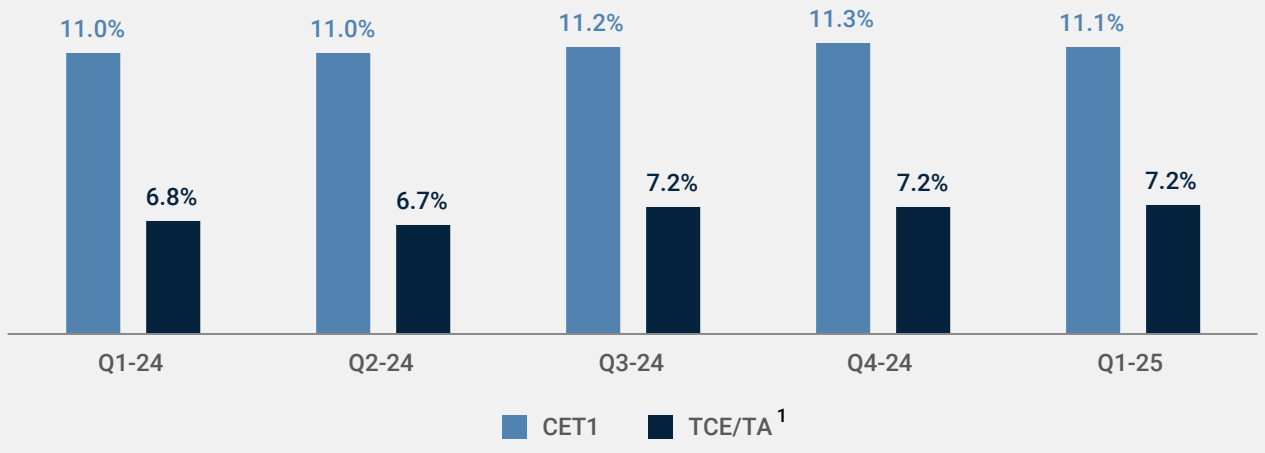
CET1 capital adjusted for AOCI securities marks & reserves remains solidly above peer median levels



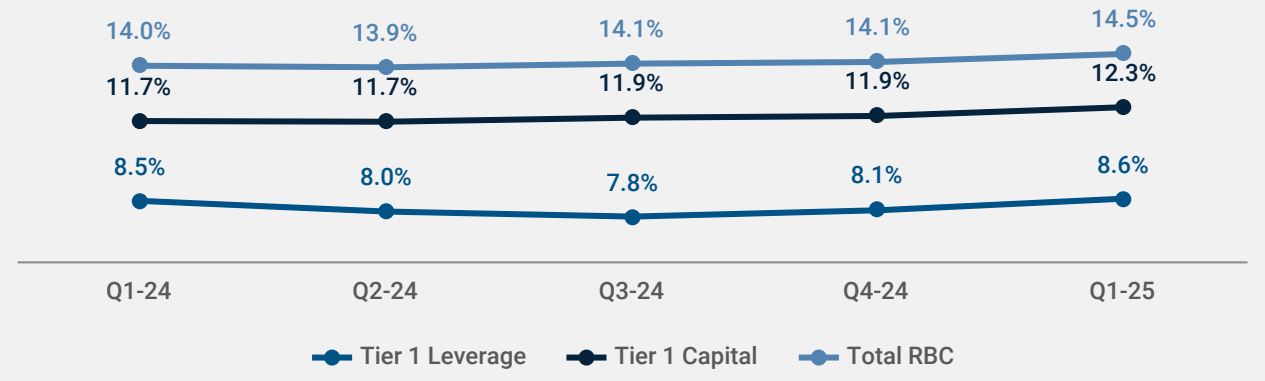
Source: S&P Global Market Intelligence. Peers consist of the other 22 major exchange-traded US banks with total assets between $50 and $250 billion as of December 31, 2024

Capital Accumulation

Common Capital Ratios



Regulatory Capital Ratios



Q1 2025 Highlights

Regulatory Capital Ratios

- Continue to exceed "well-capitalized" levels with CET1 of 11.1%

Tangible Common Equity / Tangible Assets[1]

- TCE/TA remained flat at 7.2%

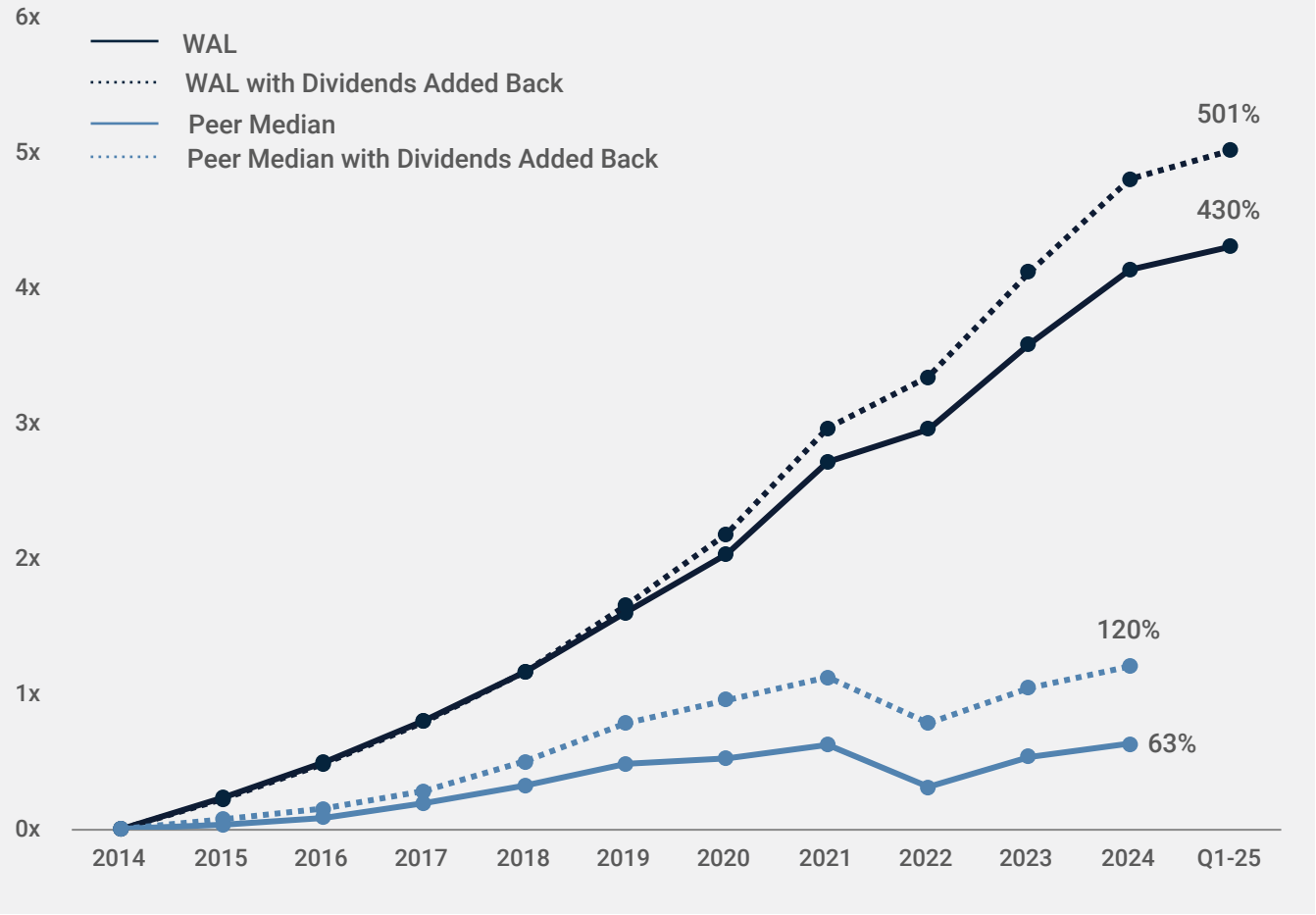
Capital Accretion

- Nominal decrease in CET1 quarter-over-quarter due to loan growth
- Issued $300 million ($293 million, net of issuance costs) of preferred stock at our REIT subsidiary
  - Dividends at the REIT are tax deductible; results in after-tax dividend of 7.1%[2]
  - Increased Tier 1 Leverage from 8.1% to 8.6% quarter-over-quarter

1) Refer to slide 2 for further discussion of non-GAAP financial measures
2) Assumes Q1-25 tax rates

Tangible Book Value Growth

Long-Term Growth in TBV per Share[1]



Tangible Book Value per Share[1]

- TBVPS increased $1.83 to $54.10 from organic earnings and smaller AOCI impact due to lower rates
  - Increased 3.5% quarter-over-quarter, non-annualized
  - Increased 14.4% year-over-year
  - **17.7% CAGR since year end 2014**
- TBVPS has increased **more than 6.5x that of peers**
  - Quarterly common stock cash dividend of $0.38 per share

1) Refer to slide 2 for further discussion of non-GAAP financial measures.
Note: Peers consist of the other 22 major exchange-traded US banks with total assets between $50 and $250 billion as of December 31, 2024.
S&P Global Market Intelligence.

Management Outlook

	2024 Baseline	2025 Outlook	Commentary
Balance Sheet Growth	Loans (HFI): $53.7 bn Deposits: $66.3 bn	L (HFI): +$5.0 bn D: +$8.0 bn	• Pipelines are healthy. Remain flexible based on environment
Capital (CET1)	11.3%	> 11%	• Prudent to maintain excess capital in uncertain environment
Net Interest Income	$2.62 bn	Up 6% - 8% • Assumes 2 25 bps rate cuts	
Non-interest Income	$543 mm	Up 6% - 8%	
Non-interest Expense	$2.025 bn	Down 0% - 5%	
NIE (Ex. Deposit Costs) ECR-Related Deposit Costs	$1,332 mm $693 mm	$1,450 - $1,500 mm $485 - $535 mm	• ECR Deposit Costs (Q2-25E): $140 - $150 mm
Net Charge-Offs	18 bps	~ 20 bps	
Effective Tax Rate	~ 21%	~ 20%	

Western Alliance Bancorporation®

Questions & Answers

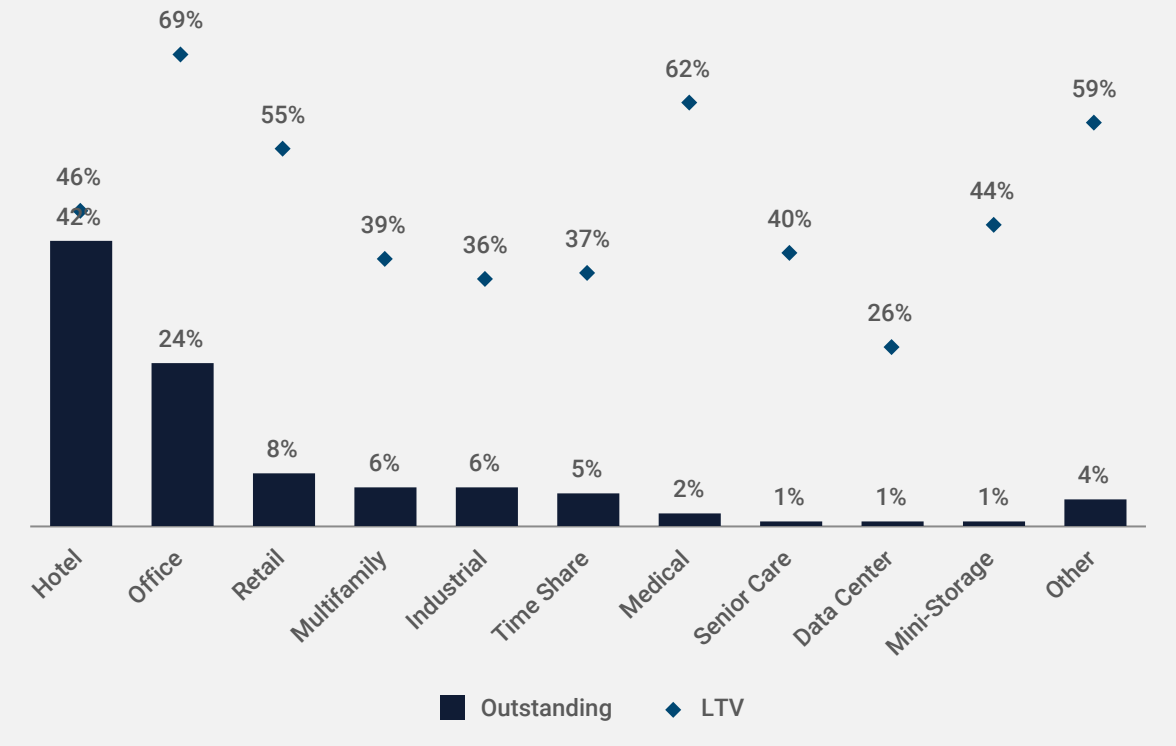
Western Alliance Bancorporation®

Appendix

Commercial Real Estate Investor Statistics

$10.0 billion; 18% of Total Loans

CRE Investor Portfolio (At Origination or Most Recent Appraisal)



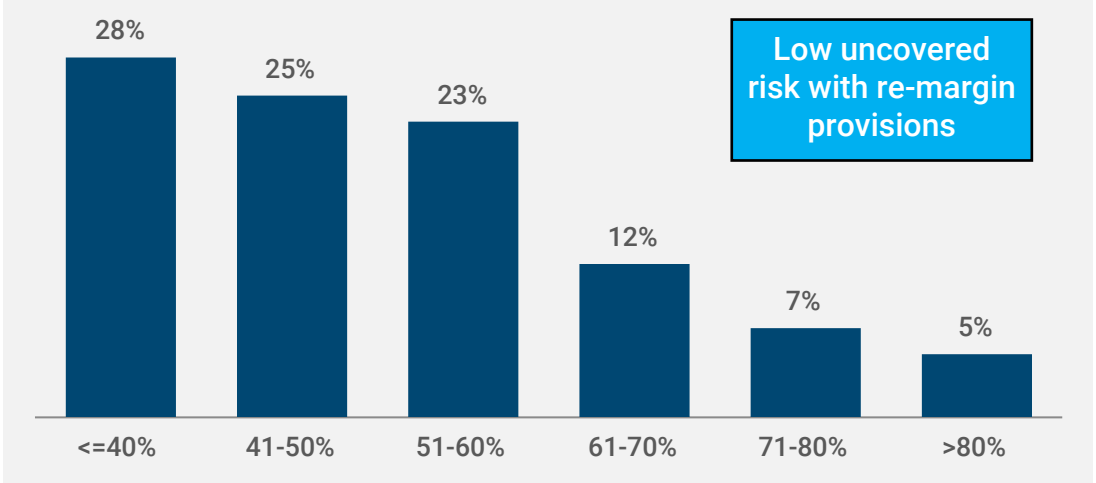
Limited Multi-Family Exposure

- **Only $648 million of Multi-Family,** concentrated in western regional markets
- **No exposure to NYC area Multi-Family**

Underwriting Criteria and Mitigating Factors

- **Low LTV & LTC (50% to low 60%)** range underwriting in areas minimizes tail risk
- **Simple capital structure -** no junior liens or mezzanine debt permitted within our structures
- Majority of CRE Investor (bulk of total CRE) is located in our **core footprint states**
- **Early elevation**, proactive and comprehensive review of CRE portfolio and re-margin discussions with sponsors where sweep/re-margin provisions have been triggered

Distribution by LTV

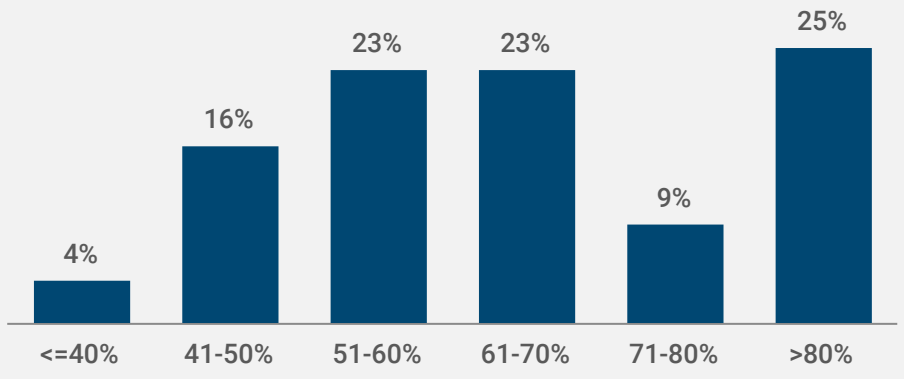


Note: LTV data assumes all loans are fully funded; based on most recent appraisals or appraisals at origination and utilizing, in most cases, "as stabilized" values for income producing properties.

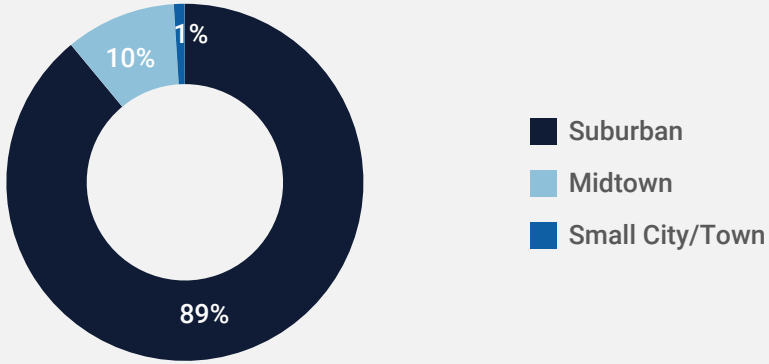
Commercial Real Estate Investor: Office

$2.4 Billion; 24% of Total CRE Investor; 4% of Total Loans

Distribution by LTV (At Origination or Most Recent Appraisal)



Key MSA Exposures



Underwriting Criteria and Mitigating Factors

- Primarily **shorter-term bridge loans for repositioning or redevelopment projects**
- **Strong sponsorship** from institutional equity and large regional and national developers
  - All direct relationships generated by WAL
  - Significant up-front cash equity required from sponsors
- **Conservative loan-to-cost underwriting**
  - Average LTV < 55%; Average LTC < 65%
  - No junior debt / mezzanine
- **Largely suburban exposure** in "Work From Home" MSAs
  - Negligible exposure in CBD, 1% in Small City/Town, 10% in Midtown and **89% in Suburban MSAs**
- **Focused on B+ properties** accompanied by attractive amenities or those in core locations with appropriate business plans to reposition
  - Class A: 59%, Class B: 37%, Class C: 4%
- **Dispersed maturities**
  - 43% to mature in 2025, 32% to mature in 2026 and 25% to mature in 2027+

Note: LTV data assumes all loans are fully funded; based on most recent appraisals or, in most cases, appraisals at origination and utilizing "as stabilized" values for income producing properties.