



Multifamily Lending Guide

A Guide to Financing Rates in Tennessee

October 2024

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BWE

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Market: Nationwide Lending

Rates: Bank (6–6.5%), Agency (5–5.5%), Life Co (5.5% – 5.75%),
Bridge (7.5% – 9%)

Amount: \$1m – \$100m

Terms: 2–10 year

Amortization: Up to 30 year

Special Offers:

Interest only options. Renovation financing available. Non-Recourse options available.



Liberty FCU

Heath Majors

502-718-3168

hmajors@libertyfcu.org

Market: Tennessee, Kentucky, Indiana

Rates: High 6's to Low 7's

Amount: \$250K - \$10m

Terms: 5-7 year fixed with potential of a term up to 10 years

Amortization: Up to 25 years

Special Offers:

Interest only options then convert to P&I. DSCR minimum is typically 1.10. No prepayment penalties of any kind.



OnPoint Mortgage

Steffen Cushing

714-244-6894
scushing@onpointmtg.net

Market: Licensed in CA, WA, NC, TN, FL, TX, MI, and VA

Rates: 6.49% to 7.6%

Amount: \$200k - \$3m

Terms: 30 year fixed

Amortization: 30 years

Special Offers:

Products available for all properties 4 units or under, conventional, DSCR, bank statement.



Republic Bank

Tim Westergard

615-995-1242

twestergard@republicbank.com

Market: Louisville, KY; Cincinnati, OH; Tampa Bay, FL; Middle TN

Rates: 8.25%-9.5%

Amount: \$100k - \$15m

Terms: 10 years

Amortization: 20 Years

Special Offers:

Offering construction to permanent financing and renovation assistance financing. Interest only options available.



Sonata Bank

Brent Bythewood

615-857-8091

brent.bythewood@sonatabank.com

Market: Middle Tennessee / Will Consider Statewide

Rates: 6.35% - 7.0%

Amount: \$300k - \$5m

Terms: Up to 10 year

Amortization: 25 Years

Special Offers:

Interest only and CapEx options available. Specializes in CRE, and equipment financing.



Volunteer State bank

Michael Williams

615-587-1655

mwilliams@volstatebank.com

Market: Middle Tennessee

Rates: 7.5% - 9.25% or Spread on 30 Day SOFR average

Amount: \$750K - \$8m

Terms: 5-7 year

Amortization: 15, 20 and 25 year based upon property

Special Offers:

Willing to explore IO periods, bridge financing, etc. depending on the clients' needs.



Walker & Dunlop

Jack Pomerantz

678-699-0628

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Market: Nationwide Lending

Rates: Sallie Mae & Freddie Mac (4.75%-6.0%)

Amount: \$1m - \$100m

Terms: 5,7 & 10 year terms

Amortization: 30 Years

Special Offers:

Interest only available and step-down prepaids.





**ARE YOU
A LENDER?**
IF YOU WANT TO BE ON THIS LIST

Email Us: admin@RIA-INC.com



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