



# Multifamily Lending Guide

A Guide to Financing Rates in Tennessee

December 2024

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# BWE

Nick Harb

704-774-9285  
nick.harb@bwe.com

**Market:** Nationwide Lending

**Rates:** Bank (6.5% - 7%), Agency (5.50 - 6.00%), Life Co (5.75 - 6.50%), 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.



# Foundation Mortgage

Clint Porter

865-335-2651

cporter@fmloans.com

**Market:** TN, AL, AR, FL, GA KY, NC, SC

**Rates:** 6.875-7.875%

**Terms:** 2-30 years

**Amortization:** 30-40 years

**Special Offers:** Interest only options, fixed options, short term/long term rental, we will use projected income from appraisal on short term or long term even for first time investors, we can use AIRDNA data for projected rental on short term , 0-3 year prepayment penalty options, minimum loan size \$250k and maximum loan size \$3.5 million, single family and multi family (2-4 Units) options, non warrantable condo options.



# 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:** 6.125% - 7.625%

**Amount:** \$200k - \$3m

**Terms:** 30 year fixed

**Amortization:** 30 years

**Special Offers:**

pricing special until year end, 1% (of loan amount up to \$5000) incentive. 4 unit properties or below we are your team. Specialize in residential multifamily properties.



# Republic Bank

Tim Westergard

615-995-1242

[twestergard@republicbank.com](mailto:twestergard@republicbank.com)

**Market:** Middle Tennessee

**Rates:** 8.0-9.25%

**Amount:** \$100k - \$15m

**Terms:** 3,5,7 year fixed options on a 10 year term

**Amortization:** 20 Years

**Special Offers:**

Early Termination Penalty applies, Origination Fee included with closing costs of up to 1%



# Sonata Bank

Brent Bythewood

615-857-8091

[brent.bythewood@sonatabank.com](mailto:brent.bythewood@sonatabank.com)

**Market:** Middle Tennessee, and deal specific State of Tennessee

**Rates:** 275 bps- 335 bps over the five year treasury

**Amount:** \$300k - \$5m

**Terms:** 5,7,10 year, 12 Month Business LOC

**Amortization:** 25 Years

## **Special Offers:**

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





# Tropical Loans

Joaquin Mejia

305-849-5399  
joaquinjmd@yahoo.com

**Market:** Nationwide Lending

**Rates:** Starting at 6.32%

**Amount:** \$200K-\$50M

**Terms:** 2-30 years

**Amortization:** 30-40 years

**Special Offers:** I'm an independent broker with 25 years of experience associated to Direct Lenders, and I have the financing for properties 70-80% LTV for the purchase and 100% rehab, in case it needs it, I can provide the whole loan including the rehab, low rate and close it in 20-30 days.



# Volunteer State bank

Michael Williams

615-587-1655

[mwilliams@volstatebank.com](mailto:mwilliams@volstatebank.com)

**Market:** Middle Tennessee

**Rates:** 7.25% - 9.0% 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

JPomerantz@walkerdunlop.com

**Market:** Nationwide Lending

**Rates:** Fannie Mae & Freddie Mac (5.75%-6.75%)

**Amount:** \$1m - \$100m

**Terms:** 5,7 & 10 year terms

**Amortization:** 30 Years

**Special Offers:**

Interest only available and step-down prepays.





October 4, 2024

PREPARED FOR | Mark Hayes

# Time to Raise Rents?

# Get a Free Market Rent Report



PREPARED BY  
**Landon Hoffman**  
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landon@RIA-INC.com

SCAN ME



## Scan or Visit

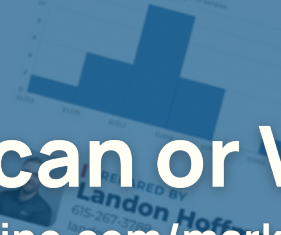
[www.ria-inc.com/market-rent-report](http://www.ria-inc.com/market-rent-report)

October 3, 2024

PREPARED FOR | Jason Lloyd

## Rent Report

2 Bedroom Rents in Smyrna, TN



PREPARED BY  
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[www.RIA-INC.com/rent-report](http://www.RIA-INC.com/rent-report)



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

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