



Multifamily Lending Guide

A Guide to Financing Rates in Tennessee

February 2025

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Disclaimer: The information provided in this guide is based on submissions from lenders and is intended for informational purposes only. Residential Investment Advisors does not guarantee the accuracy, completeness, or applicability of the rates and terms listed. Loan availability, terms, and rates are subject to change at any time and should be independently verified with the lender. We are not liable for any financial decisions or outcomes resulting from the use of this guide.



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.



Bravo Funding Solutions

Raymond Bravo

815-405-8198

raymond@bravofundingsolutions.com

Market: Nationwide Lending

Rates: 6.5% - 8%

Amount: \$100k - \$10m

Terms: 5, 7, or 30 year

Amortization: 30 year

Contract to Close: 15-60days

Special Offers:

National Commercial Lender with niches in Residential and Commercial Construction, Investment Properties including Multi-Family and Commercial, Business Purpose loans, SBA, Agriculture, Bridge Lending, Hard Money, and Equipment Financing.



Foundation Mortgage

Clint Porter

865-335-2651

cporter@fmloans.com

Market: TN, AL, AR, FL, GA KY, NC, SC + Nation Wide **DSCR**

Rates: 6.875-7.875%

Terms: 2-30 years

Amortization: 30-40 years

Amount: Up to \$4mil

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: TN, FL, VA, MI, CA, WA and NC

Rates: 6.125% - 7.625%

Amount: \$200k - \$3m

Terms: 30 year fixed

Amortization: 30 years

Contract to Close: 25 days

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

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

615-891-0224

brent.bythewood@sonatabank.com

Market: Middle Tennessee and surrounding Counties

Rates: 6.75%-7.75%

Amount: \$500,000 - \$4.5m

Terms: 3,5, or 7 years

Amortization: 25 Years

Special Offers:

Interest only available in some cases. CapEx financing available.



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

Contract to Close: 20-45 days

Special Offers: We offer financing for commercial properties, portfolios, industrial projects, new construction, mobile home parks, and RV parks. Multi-family and mixed-use properties qualify for up to 80% loan-to-value (LTV). Cash-out refinancing is available up to 80% on stabilized properties, with low origination fees. For fix-and-flip projects, we provide up to 90% financing on purchases and 100% on rehab costs.



Volunteer State bank

Michael Williams

615-587-1655

mwilliams@volstatebank.com

Market: Middle Tennessee

Rates: 7.17% - 7.97% or Spread on 30 Day SOFR average

Amount: \$500,000 to \$7,500,000

Terms: 3, 5, and 7 year

Amortization: 20 or 25

Contract to Close: 45-65 Days

Special Offers:

Interest only is an option if updates to the property are required.



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.



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