

Unlocking the Power of the 5-10 Unit Market

 Originate *MORE!*
AHL Webinar Series

 American Heritage
LENDING

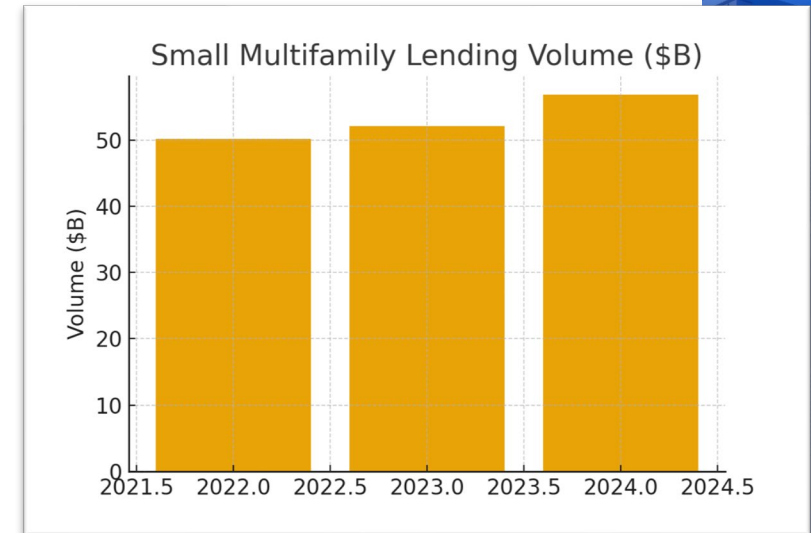
Why This Market?

- **5+ Unit buildings = 22% of U.S. rental stock** (~10.6M units, 2022)
- **Multifamily added 3.5M rental units 2010–2022**, midsize included
- **Occupancy ~97.2% (Q1-2025)**, outperforming broader multifamily
- **Avg small - Multifamily LTV ~63.3% Q1-2025**



Market Size & Opportunity

- **Small Multifamily (loan size \$1–9M) = \$56.8B originations (2024)**
- **Average loan size typically \$1M+**
- **Cap rates ~6.0%**, stabilization signs
- **Strong cash flow**



Who Are the Investors?

- **Scaling investors moving from 1–4 units**
- **1031 exchange buyers**
- **Small partnerships**
- **Family offices**



Where Are Multifamily Properties

Where Can You Find 5-10 Unit Multifamily Properties

- **LoopNet:** Leading online marketplace for commercial real estate, including multifamily listings
- **Commercial Information Exchanges (CIEs):** Function like MLS for commercial properties; regionally focused offering listings, market data, etc.
- **Residential MLS & RPR:**
- **Reonomy Site:** Commercial listing platforms exchange both on-market and off-market multifamily opportunities and may provide actionable owner and broker contact data

Off-Market & Networking Strategies

- **Broker/Investor Networks & Local Forums:** Leverage real estate investment groups (e.g., REI meetups, BiggerPockets, Facebook groups) to uncover off-market deals and grow credibility.
- **Direction from Recent Buyers:** Using personal and professional networks uncovers hidden opportunities. Platforms, real estate events, or online communities like Nextdoor or BiggerPockets are powerful sources.



Where the Deals Are

Dallas–Fort Worth: 60,535 units

New York City: 46,368

Phoenix: 44,331

Austin: 38,796

Charlotte: 36,873

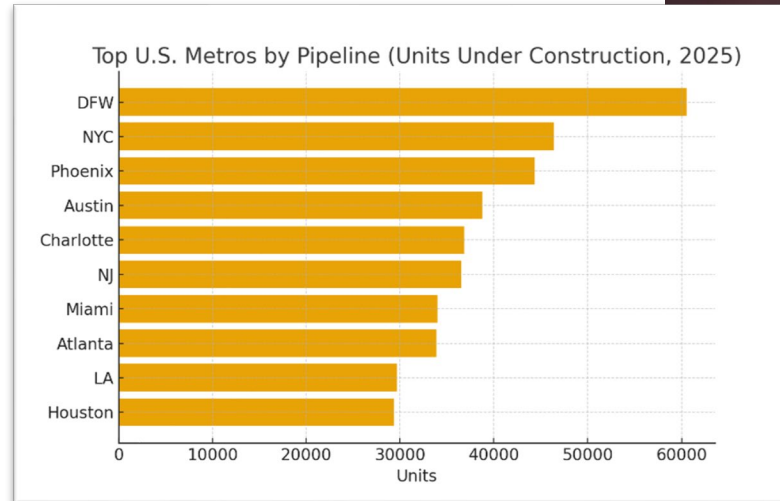
New Jersey: 36,568

Miami: 33,989

Atlanta: 33,907

Los Angeles: 29,692

Houston: 29,350



How To Find These Properties



Log In

Advertise



4071 Melrose Ave

6 Unit Apartment Building | \$2,350,000 (\$391,667/Unit) | 5.72% Cap Rate | Los Angeles, CA 90029

Apartment Buildings / California / Los Angeles / 4071



(424) 577-5011

Message

CONTACTS



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The Financing Gap

- Traditionally, local banks finance these properties with their traditional bank terms:
 - Adjustable rates
 - Balloon term
 - Less flexible credit standards
 - Can have a higher cost to close
 - Can have tighter underwriting guidelines
 - Lower LTVs

- Up to 75% LTV Purchase | 70% RT Refi | 65% Cash-Out
- Loan Amounts Up to \$3M
- 680 Min FICO
- DSCR-based Programs, Flexible Documentation
- 30-year Fixed Term or 40-year Interest-only Term (No Balloon Payment)
- Vacancy Allowed on Purchase: one vacancy allowed on refinance
- Availability to Finance Broker Fee or Discount Points into the Loan
- We Accept Either A 71A or Commercial Narrative Appraisal Format



AHL Advantage



Real-World Example



7-unit Investment Property

- **Phoenix Purchase:** \$2.1M Price
- **Bank Max LTV:** 70%
- **With AHL:** 75% LTV, Smoother Approval, Faster Close
- **Clear-to-Close:** 11 Days

Broker Benefits

- \$56.8B+ Annual Lending Universe
- Expanded Borrower Pool = More Deals
- Faster 'Yes' vs Rigid Bank Underwriting
- Sticky Client Base with Repeat Business
- Leads to More Realtor Connections



Your Next Steps

- **Revisit Pipeline:** 2–4 Unit Owners Ready to Scale
- **Target Hotspots:** DFW, NYC, PHX, AUS, CLT, NJ, MIA, ATL, LA, HOU
- **Run Quick Pricer** Today

LIVE
Scenarios 

Join us!
Wednesday,
September 24, 2025
1:00 PM EST



Got Questions?

Contact Us!

marketing@ahlend.com

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