

Success Story: Townhome-Style Apartment Community

A panoramic view of how Arbor grows financial partnerships through successful product executions that deliver results for our clients

\$16.5M Fannie Mae DUS® Standard Loan with Green Financing®

Situation

The borrower was interested in refinancing a vintage townhome-style apartment community in Santa Barbara County, California, to improve cash flow for their growing portfolio. With interest rates rising, the borrower was in search of cost savings during the refinancing of a loan. The environmentally conscious borrower, who already intended to make improvements to their properties, was interested in exploring how going green could result in short- and long-term savings.

Arbor Action

Through a focus on developing client relationships, Arbor keenly understood the borrower's objectives to cut down costs and protect the environment. Arbor was able to fulfill both goals in one transaction. First, Arbor utilized the [Fannie Mae Green Financing®](#) program to lower the borrower's interest rate and increase net operating income. Then, Arbor closely monitored trends in U.S. Treasuries and moved quickly to lock in the best possible rate at the time.

Result

Fannie Mae's Green Financing program enabled the borrower to save money on interest by committing to make enhancements to the property that improve energy efficiency by 30% within 12 months of closing. By enrolling in this program, they will save a significant amount of money due to locking in at a lower interest rate and the longer interest-only period of the loan. Ultimately, Arbor's borrower received a better rate at a higher loan amount and will likely achieve a high net operating income over the life of the loan.

Watch our [Success Story video](#) to learn more

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Units

CA

Santa Barbara County

1960

Year Built