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Multifamily Minute



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We're excited to announce the launch of Conventional Small, our updated approach for loans from $2 million to $10 million. This offering transitions our Small Balance Loan (SBL) program to a more streamlined, effective way of doing business via our Conventional platform — resulting in increased certainty of execution for our Optigo® lenders and borrowers.

Efficiencies across the Board

Aligning small loans with our Conventional platform allows us to capitalize on efficiencies with the use of the same documents, same policies and the same teams who've worked on small loans in the past.

Since 2015, we financed $47 billion in over 17,000 small balance loans, and we are proud to continue supporting smaller, workforce properties with Conventional Small financing.

Watch the Training

In case you missed our April 3 webinar on Conventional Small, it's available now on Optigo Academy®. Log in today, listen to the webinar, then download the training materials for reference.

Applications Now Being Accepted

We've started a transition period, and SBL applications will continue to be accepted until April 30. But we're moving forward with Conventional Small loan applications now too, so don't wait! Lenders will benefit from a familiar multifamily fixed-rate product for loans ranging from $2 million to $10 million, streamlined processes, and the rate certainty that comes from Freddie Mac's Index Lock.

If you have questions or need additional details, please reach out to the Conventional Small production team for your region:

- Northeast: Ross Drucker, Leah More and Dajour Young
- Southeast: Dawson Granade, Tyrone Purdie and Karolina Eisenhart
- Central: Skyler Mohr and Amanda Patella
- West: Brandon Evans, Christopher Shayan and Max Decker

We appreciate your continued partnership and look forward to working together to finance affordable housing and support communities nationwide.

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