

Optigo® Lender Roadmap

April 2025



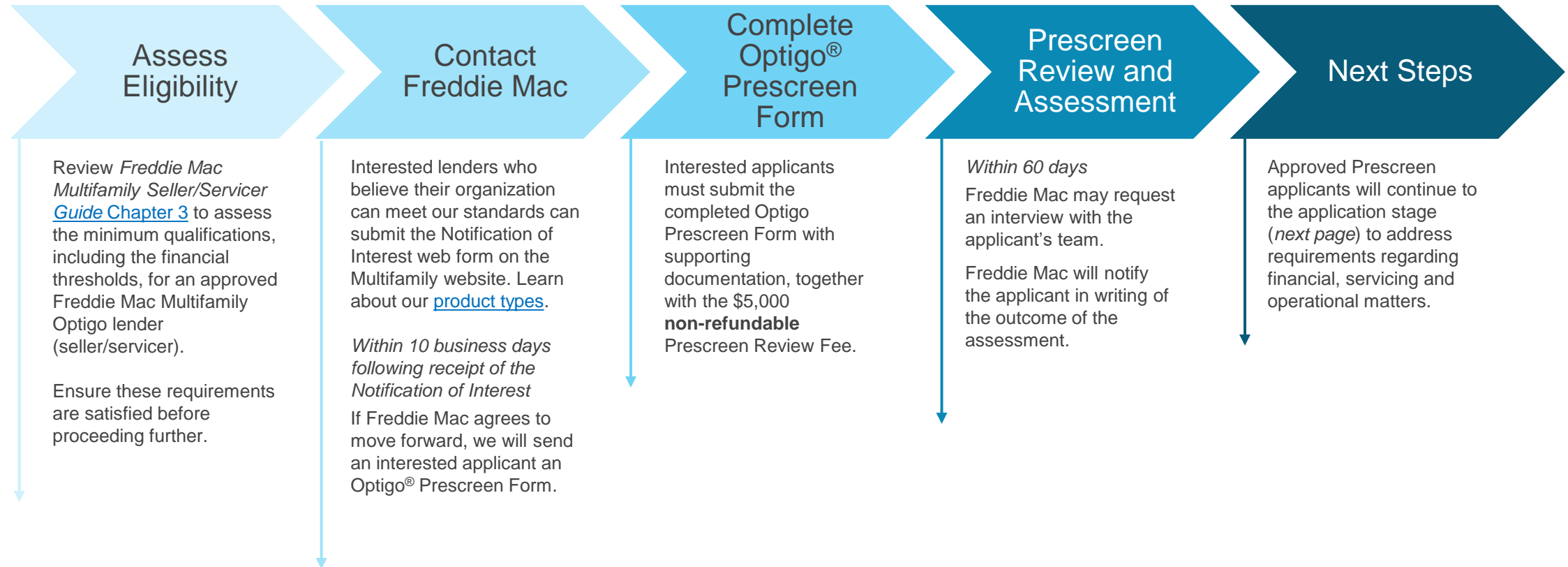
Thank you for your interest in becoming a Freddie Mac Multifamily Optigo® lender (seller/servicer). We hope you find this Roadmap helpful.

Please note that the submission of interest window is between January 1 and September 30 of each year, with approved lenders announced in the second quarter of the following year. Freddie Mac's decision to enter into a Multifamily seller/servicer relationship with any lender is at Freddie Mac's sole discretion.

Although an applicant may satisfy Freddie Mac's multifamily eligibility criteria and/or any other criteria relevant to specific products or program, it does not guarantee approval as an Optigo lender and prospective applicants should not expect to be approved automatically.

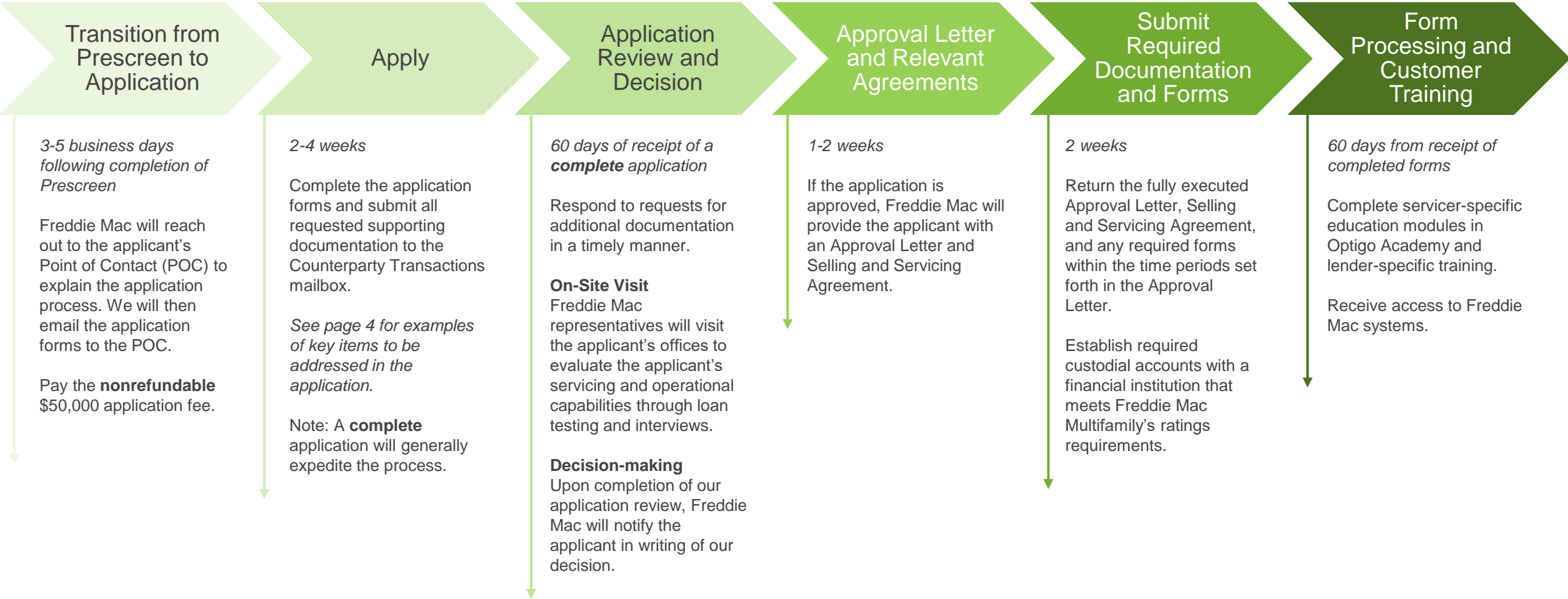
Our Roadmap describes the two primary phases: our Prescreen Process and the Application Process.

Prescreen Process



Note: All time frames are estimates only and actual time frames may vary.

Application Process



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Application Process

The following are examples of key items that will be requested during the application process:

- Description of your business plan and ability to scale
- Resumes of key principals, managing executives and key personnel along with a proposed employee organizational chart
- Historical origination and servicing volumes for the relevant product types
- Evidence of fidelity bond and errors and omission coverage to meet Freddie Mac requirements
- Description of corporate and individual ownership and ownership charts containing the applicant up through the applicant's ultimate parent
- Latest three (3) years of audited financial statements of entity and financial statements from the last five (5) quarters
- Financing arrangements, including proposed warehouse financing agreements
- Comprehensive multifamily origination, underwriting, servicing, and asset management policies and procedures
- Evidence of a robust servicing technology platform with the ability to manage, analyze and report on loan data
- Anti-fraud, information security, and vendor risk management policies and procedures
- Business continuity, technical resiliency and disaster recovery plans along with evidence of recent testing and results

Standard Approval Conditions

Administrative Forms

Submit required administrative forms to establish the lender in Freddie Mac's systems

Custodial Accounts

Submit required documentation for Freddie Mac custodial accounts, including:

- Letter Agreements
- Wire Transfer Authorization
- Form W-9
- Certificate of Incumbency
- Letters of Authorization

Custodial Accounts Titling

Provide bank statements evidencing that all custodial accounts titles conform to Freddie Mac requirements

New Optigo Lenders Only

Fulfill specific Optigo lender requirements, including contracting for access to the Optigo Happy® underwriting platform

TAH-Specific Approval Conditions

Fulfill specific requirements for TAH forward business, including appointment of a Chief Architect / Engineer

SBL-Specific Approval Conditions

Fulfill specific SBL requirements, including posting SBL collateral

Additional Approval Conditions

Freddie Mac may impose additional conditions in connection with its approval of an Optigo lender. The following are examples of additional approval conditions that might be required; but please note that actual approval conditions may not be limited to these examples:

- Take training, provided by Freddie Mac, addressing any areas deemed necessary
- Fill staffing vacancies and/or provide a staffing plan to identify how the applicant will operate efficiently
- Construct new, and/or update existing, policies and procedures related to areas of deficiency
- Operate under a probationary period
- Engage an approved Freddie Mac sub-servicer
- Provide enhanced or more frequent financial reporting
- Attest that the applicant has read/reviewed the *Freddie Mac Multifamily Seller/Servicer Guide*