

## **SASB-Q Overview**

### What it is

Our Structured Q-Deal® offering can be utilized to securitize either a single-loan asset or multiple loans with the same borrower sponsor and a total UPB exceeding \$150 million. Freddie Mac will guarantee the timely payment of interest and the ultimate payment of principal on the senior Class A bonds. The lender must either retain or sell first-loss exposure in the form of either a b-piece or reimbursement obligation.

#### What it's not

SASB-Q-Deals are not intended to compete with the Optigo network. If an Optigo® lender structures a loan that meets Optigo lending parameters, they should work with their Freddie Mac Relationship Manager. If the lender is not an Optigo lender and/or the loan structure does not fit into an Optigo loan product structure, a SASB-Q deal is an option.

#### **How it Works**

Identify Collateral	Deliver Costing Tape and LST	Freddie Mac Review	Lender Call	Quote
Lender identifies an asset(s) either currently on their balance sheet or on which they intend to lend	Lender sends Freddie Mac a completed Costing Tape and loan package	Freddie Mac reviews proposal, including loan and property-level information	Production schedules a call introducing Credit to the originator and the borrower	Freddie Mac issues quote, including Credit Enhancement level and G-Fee
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Settlement	Marketing <	Credit Approval	Legal Due Diligence	Term Sheet

# **Frequently Asked Questions**

- Eligible Collateral Type: Taxable Affordable or market rate Conventional or Bridge loan(s) backed by a single-loan asset or multiple multifamily loans with the same borrower
- Associated Fees/Expenses: Lender is responsible for all deal expenses, typically 80-120 bps depending on loan size
- Estimated Timing: From execution of the Term Sheet to closing is usually 10-12 weeks depending on the collateral, number of underlying properties and loan closing timeline

For more information, contact Cindy Schwartz, Senior Director of Structured Products

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