

03/31/2023



# SBL UPDATE

## Register Now! Optigo® Essentials for SBL Workshop

Registration opened last week, so don't miss this opportunity to join us in **Chicago on Thursday, May 4**, where we'll host our Small Balance Loan (SBL) Optigo® Essentials workshop. During this one-day event, we'll provide a national overview of the SBL business. This will be our only SBL workshop of the year, so if you have not yet registered, please do so as soon as possible!

[Register Now](#)

Join us in the windy city for the latest training on our SBL processes, systems and best practices, focusing on maintaining the best execution from end to end.

**Please note:** The content of this workshop is tailored to SBL Optigo lenders and is open to all experience levels at your shop. Registration costs \$99 per

attendee for this event. See the registration page for full event details and what's included.

We look forward to seeing you there!

## **PMT and Pricing Grid Update**

On Monday, April 3, the Pipeline Management Tool (PMT) and SBL Pricing Grids will replace the **Qualified  $\leq$  60% of AMI ( $\geq$  30% of Units)** discount with **Qualified 5-50 LI Property ( $\geq$  50% of Units)**. Any loan taken under application before April 3 will utilize the applicable pricing grid at that time, based on Qualified  $\leq$  60% of AMI. All loans taken under application on or after April 3 will be based on Qualified 5-50 LI Property ( $\geq$  50% of Units). Please reach out to your regional production representative if you have any questions.

## **April 2023 – Tips & Tricks**

Check out [this upcoming month's Tips & Tricks](#) for a “cheat sheet” on the difference between link loans and portfolios in the PMT, affordability goals, requests for programmatic exception #27 and inspection scheduling procedure.

