

04/21/2023



# SBL UPDATE

## [Register Now! Optigo® Essentials for SBL Workshop](#)

Sign up today for our Small Balance Loan (SBL) Optigo Essentials workshop in **Chicago on Thursday, May 4**. During this one-day event, we'll provide a national overview of the SBL business.

Please note: The workshop content is tailored to SBL lenders, of all experience levels, who work in production and underwriting at your shop. Registration costs \$99 per attendee for this event.

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

[Register Now](#)

This will be our only SBL workshop of the year, so if you have not yet registered, please do so as soon as possible. We look forward to seeing you in the windy city!

## **Multifamily All-Star: Tarrah Marbach**

Make sure to check out [Tarrah Marbach's all-star article](#) if you haven't already done so! As an underwriting senior on the SBL Underwriting & Credit team, she works to bring low-income housing liquidity into the market through a smaller niche of Multifamily properties. In addition to being featured in the All-Star series, Tarrah will also be presenting in Chicago for the SBL Workshop on May 4; attend to meet her in person.

## **Programmatic Exceptions Update**

Just a reminder that the [SBL Programmatic Exceptions](#) have been updated to reflect the April 14 *Multifamily Seller/Service Guide* updates around Key Borrower Principals along with additional updates noted below.

- Exceptions with Key Borrower Principal updates
  - Exception 15
  - Exception 16
  - Exception 18, which was also updated to reflect a lookback period of 10 years (previously 15 years) for certain negative credit history and derogatory items.
  - Exception 25
  - Exception 43
  
- New Exception regarding Commercial Income

- Exception 61: Commercial income underwritten when a lease expires within six months of origination and tenant has not issued a notice of lease renewal for at least a 12-month extension period beyond expiration.
- Update to the Cash-out Refinance Exception regarding value growth
  - Exception 14: Cash-out refinance does not meet completed capital expenditure requirement pursuant to Guide section 18SBL.2 **and/or value growth is not supported by the cash-out refinance analysis**

Access the updated [SBL Prescreen and Exception Request form here](#).

## April 2023 – Tips & Tricks

Don't forget to check out [this month's Tips & Tricks](#) to assist you with the difference between link loans and portfolios in the Pipeline Management Tool, affordability goals, requests for programmatic exception #27 and inspection scheduling procedures.

