

Send Date: August 3, 2023

Sponsor Speed Reads



Freddie Mac
MULTIFAMILY

Welcome to Sponsor Speed Reads, a monthly summary of news, research and product highlights from Freddie Mac Multifamily. Is there content you'd like to see in future issues? [Give us feedback](#). Know a sponsor who'd like to be on this email list? They can [sign up here](#).

Let's be Relevant

We'd like to understand how to best provide you with the information you want from us. Please take a minute to [answer these five quick questions](#).

Refined Credit Guidance

We recently communicated to our Optigo® lender network that we continue to lean into deals that are lower leveraged and mission focused. Based on deal and sponsor specifics, we can potentially offer longer amortization schedules. We've also seen an increase in new deliveries across the country and we're actively pursuing loans in our [Lease Up program](#) that are projected to stabilize within six months of closing. Talk to your Optigo lender for details.

Midyear Outlook

Send Date: August 3, 2023

Through the first half of 2023, the multifamily market appears to be returning to a more normal seasonal pattern, although slightly weaker than the years leading up to the pandemic. The economy is maintaining positive momentum, but the higher interest rates, declining property values, and lack of price agreement between sellers and buyers have led to slowing multifamily origination volume. [Read the report.](#)

Helping Tenants: CreditSmart® Now Offered in Spanish

We recently launched our [CreditSmart Essentials](#) free financial education curriculum in Spanish to help bolster educational efforts around the importance of building, maintaining and using credit.

Mission in Action

Highlighting our Impact on Equitable Housing

[On this interactive map](#), you will see a few of the ways we're partnering across the nation to improve the quality of life for residents, preserve or create affordable rental housing, and strengthen traditionally underserved markets and communities.

If you are interested in highlighting a Freddie Mac Multifamily deal on this map, we encourage you to [send us your information](#).

Inside Our Plan to Support Diverse and Emerging Borrowers and Lenders

[In this interview with GlobeSt](#), Steve Johnson, head of Production & Sales, shares the efforts we're taking to expand lender, sponsor and developer opportunities in underserved areas.

Providing Quality, Affordable Housing in the Motor City

Send Date: August 3, 2023

We recently financed a pair of planned developments in Ypsilanti, Michigan, partnering with Optigo lender KeyBank Community Development and sponsor Lincoln Avenue Capital to support our mutual affordable housing goals.

[Read more.](#)



Resident Services and Affordability in Historic Downtown D.C.

We partnered with Optigo lender NewPoint to fund a \$94.5 million [TAH Bridge Loan](#). The Columbia Heights Village portfolio consists of a 10-story high-rise, 33 garden-style buildings and seven townhomes. All 406 units are covered by a contract for project-based Section 8 rental assistance and serve very low-income households earning less than 60% of area median income.

A unique aspect of this property is that the Tenant Association has a 25% ownership interest, and the revenue they generate from this ownership is reinvested back into the community primarily through resident services. [Read more.](#)

