

Sponsor Speed Reads



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](#).

Our TLC Product: The Flexible Funds You Need

We just posted [terms](#) for our Transitional Line of Credit (TLC) – a product for both Conventional and TAH sponsors.

What's the bottom line on the TLC? This product allows you to **lock in credit and pricing terms** before identifying properties. Once locked, spreads are set for the initial term of the TLC. You have the option to borrow up, extend up to two more years and expand debt.

Tailored to meet your needs, our TLC is a 3- or 5-year (initial term) interest-only, real estate secured line of credit — ideal for numerous financing needs, from short-term repositioning of transitional assets to portfolio acquisitions.

[Read more](#).

Cash Loans for Affordable Housing Preservation

Our [Cash Loans](#) provide financing for the acquisition or refinance of affordable multifamily properties. [Check out the term sheet](#) and connect with your Optigo® lenders to learn more.

Extending Credit Building with More Rent-Reporting Vendors

Our credit-building initiative aims to strengthen a renter's financial health and economic mobility through the reporting of on-time rental payments to the three major credit bureaus.

Since our launch in 2021, we've made great strides — helping hundreds of thousands of renters establish or increase a credit score and [streamlining our process](#) with rent-reporting vendors. In addition to [Esusu](#), [BILT](#) and [Jetty](#), we now work with two more vendors: [Sperlonga](#) and [Stake](#).

These platforms report on-time rent payments to all three credit bureaus at no cost to renters. They can also report up to 24 months of available, on-time rental payments made prior to enrollment — all with security and privacy standards to protect renter's data.

Get Started at No Cost

At all eligible Multifamily properties, we're offering credit building to sponsors and Optigo lenders at no cost for the first year of enrollment. And, we've negotiated a discounted rate thereafter.

Sponsors must have a current Freddie Mac-backed loan or Freddie Mac-backed Low-Income Housing Tax Credit equity investment with at least 12 months left in its term.

Send Date: September 8, 2023

Ask sponsors or property owners to enroll their property by reaching out to any of our five rent-reporting vendors:

- BILT: alliance@biltrewards.com
- Esusu: fre@esusu.org
- Jetty: jettycreditadmin@jetty.com
- Sperlonga: info@sperlongadata.com
- Stake: hello@stake.rent

Deciphering the Recent Decline in AIMI®

In the fourth quarter of 2022, Freddie Mac's [Apartment Investment Market Index® \(AIMI\)](#) declined by -24.9% — the largest annual drop on record going back to 2000. In this report, we decipher the why and how.

[Read the Report](#)

Multifamily Podcast: Space, Debt and Equity with Jamie Woodwell

At the intersection of space, debt and equity is where commercial real estate sits right now, according to Jamie Woodwell of the Mortgage Bankers Association. Listen in on his thoughts about how current events are impacting the broader commercial real estate space.

[Listen Here](#)

From Motel to Multifamily

Freddie Mac Multifamily teamed up with Optigo lender CBRE and sponsor InTrust Property Group to refinance a \$16.5 million [fixed-rate loan](#) for the Sunset Sound Studio Apartments in Phoenix.



Once a '70s-era, extended-stay motel, this property was completely transformed within the past couple of years into modern garden-style apartments with 99% of units [mission driven](#) at 80% of area median income. [Read more.](#)

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