



The Road Ahead

Last Monday we held a call with our TAH heads of production and underwriting. We want to emphasize to all our Optigo® network that we have no 'uncapped' volume. You can find the requirements for our [mission-driven business here](#). In 2021, we'll be making some adjustments to how we do business to ensure we meet our objectives.

The Big 5 on our Road Map

(1) Discipline and Balance

We will maintain our position as a leader in affordable housing. This is our mission and is non-negotiable. However, we must also navigate the demands of sometimes competing objectives. To this end, we are committed to running our business with discipline as we balance the *Calling* or Spirit of Affordable with the *core* business objectives of Freddie Mac Affordable.

(2) Technology – myOptigo & Digital Loan Submission

Our goal is to make your lives easier by speeding up execution and improving information flow. Get started with [Cash Preservation digital loan submission](#) in myOptigo. And be on the look out for additional tech enhancements as we work to automate our entire product suite.

(3) Stick to the Quote

Issuing a hard quote takes a significant amount of time and resources. Nonetheless, it's necessary to ensure the approved parameters are clearly defined and understood. Subsequent deal changes will likely require a new underwriting review. This means additional time, resources and changes in

terms. To this end, please continue to do what's necessary to stick to the quote.

(4) Issue Resolution: Evolution from FRE to We

There may be times when we need to adjust transaction terms due to unforeseen/unique circumstances (i.e., proceeds reduction due to a run-up in the Treasury rate). In these situations, it's not Freddie Mac's sole responsibility to offer solutions (concessions) to preserve the transaction. These challenges must be addressed with solutions we (lender and Freddie) develop and contribute together. There's not much we can't solve — as long as we solve it together.

(5) Communication and Engagement

Our Credit team has outstanding relationships with lender underwriting staff. So it's essential that lender producers confirm their Underwriting team's engagement on and understanding of transactions before reaching out to Freddie Underwriting staff. We find this level of engagement across lenders creates the best opportunity for efficiency and success.

We'll be sure to keep you updated throughout the year as we navigate the road together.

And feel free to reach out to your relationship manager with any questions.

Pricing Update

Effective last Monday, February 1, we made pricing grid changes to better reflect market conditions:

TAH Cash Preservation Only:

- Fixed-rate loans are down 10 bps.
- Floating-rate loans are up 5 bps.

TEL Immediate:

- Tax-Exempt Loan Immediate base pricing is down 10 bps.

- Bridge to Resyndication pricing grids are up 5 bps.

No change to forward pricing.

\$1.5 Billion in LIHTC Equity Investments

Across the nation, we're helping create affordable rental housing in underserved communities — whether its homes for farmworkers, homeless veterans or families in urban neighborhoods. Since 2018, we've [invested \\$1.5 billion](#) through our Low-income Housing Tax Credit equity program.

Class is in Session

Check off that new year resolution of learning something new: Visit [Optigo Academy](#). Our refreshed learning center has dedicated courses on TAH and Freddie Mac Multifamily systems.

[Sign Up Here](#)



Affordability Test

Download the latest affordability test (updated January 20) [here](#).

Meet Our Team



Steve Winslow



TAH Senior Producer
9 years at Freddie Mac

HOMETOWN
San Diego, CA

COLLEGE TEAM
Penn State

FAVE PASTIMES
World travel, watching sports, rooting against the Chargers

MOST MEMORABLE PLAY 2020
Managing a talented underwriting team that processed \$4.3B of business.

GAME-WINNING PITCH
Quality information = faster prescreens; raise issues early in the process so they can be properly vetted. We're here to help!

WALK UP SONG
Peace Sells - Megadeth

CURVEBALL
Moving to the "dark side" from underwriting at the start of this year.

