



Freddie Mac Staff:

The email below will be sent externally to Multifamily customers and others who are subscribed to our news emails. You are receiving this email for information purposes only, and you may [update your email preferences](#) at any time.

We've started this new weekly TAH Update to keep you in the know.

Our aim? To stick to what's critical: important business updates, quick tips and info on upcoming calls and meetings.

As always, please don't hesitate to reach out to your relationship manager with any questions, ideas, or feedback.

Optimizing Execution

During recent Optigo[®] lender meetings at the MBA CREF Conference, the Freddie Mac TAH team detailed three primary areas of focus that we believe, when combined with our existing capabilities and your partnership, will significantly improve our ability to deliver a market-leading execution. For those of you who may have missed it, here's a quick recap:

- **First Quote, Best Quote, Last Quote:** We intend to lead with our best quote. There's no need for multiple pricing iterations and deliberations. To do this, we'll need your feedback on market conditions and competition, as well as a strong prescreen underwriting package. To be clear, we're not there yet...but with discipline and your partnership, we believe it is simply a matter of time. And the results will be worth it.

- **Fast Yes, Fast No:** We intend to deliberate less prior to pricing business. The drag on both our organizations' ability to win business is considerable when our decision is not timely. We're better able to provide a faster response (and resolve any issues) with a more complete picture of the deal under consideration. Sometimes the answer will be YES and sometimes the answer will be NO. But in either case, you've earned a faster response and a reason for said response...and we intend to give it to you.
 - *Helpful hint:* Please use the Advance Notice Topics checklist or the recently revised LIA to provide us with a better understanding of any complicated or unusual features of the deal as early as possible.
- **Sharing Market Insights:** Our ability to compete is predicated on the quality of our lender partnerships. To this end, it is critical that we are educated and aligned across all competitive factors in the market. We've found that in many instances, winning the next important deal is a direct result of truly understanding why/how we lost the last important deal.

Avoid Delays: Make Your Lender Package Best in Class

Here are some tips from our Underwriting team, based on what we're seeing in real-time, to help keep us on track.

Sources and Uses tables are needed in every prescreen and full underwriting package:

- Include a separate line for each source and use.
- Make sure it balances by total sources and total uses. Explain each meaningful source and its terms. If the source is a debt instrument or requires regular payments, note the payment's priority in the net cashflow of the property, relative to our monthly and maturity mortgage payment.
- Show all sources and uses. Note if a source or use is not fully funded on the closing date or Day 1. If there are significant sources or uses that are

not funded 100% at closing, list these in a separate Day 2 table, noting when they are scheduled to be funded or used.

Portfolio Standing tables detail all other loans for the sponsor:

- Include the info usually found in our Form 1116, like who the lender is, when loan payments are due, current occupancy, DCR and LTV. We also need to know purchase or value price, current loan amount and maturity balance, etc.
- Tell us if the loan is in good standing (versus in special servicing or on a watchlist) and whether payments are current.
- Let us know the date of the information provided.

Thanks for your help keeping our process as quick and efficient as possible, for all.

From LIBOR to SOFR

Debby Jenkins gave an update on important deadlines as we [transition from LIBOR](#) to SOFR for new floating-rate loans. We'll continue to send updates as new information is available. Please send questions to MFLIBOR@freddiemac.com.



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