



Pricing Update

In alignment with TAH/lender strategy discussions over the last two weeks, we've made the following updates to immediate and forward pricing. We will continue to evaluate each transaction individually and make adjustments to terms based on the transaction's fundamentals — risk, economics, complexity, mission hit rates (60% area median income), market/competition factors and Freddie Mac needs. Please contact your relationship manager with any questions.

Pricing grid changes effective yesterday March 3:

Tax-Exempt Loans (TELS):

- Decreased TEL Immediate base pricing grids by 10 bps
- Increased forward adders by roughly 7 bps to 10 bps for TEL depending on the forward terms
- Increased the first 6-month forward extension fee to 80 bps

9% LIHTC:

- Increased loan size adders for loan amounts less than \$5 million
- Increased forward adders by roughly 4 bps to 14 bps for 9% depending on the forward terms
- Removed first free 6-month conversion extension and applied 80 bps fee

Non-LIHTC Forward:

- Increased first 6-month forward extension fee to 90 bps

Reminder for Under Apps:

We intend to hold spread on under app deals for the duration of the specified Hold Period unless there is a material adverse change. This means the borrower's spread should not increase OR decrease during that period for market changes.

Debt Service Reserves: New Resources

We're approaching the one-year mark for some loans with COVID-19 Debt Service Reserves (DSR). To help you handle release requests, we've created the following resources:

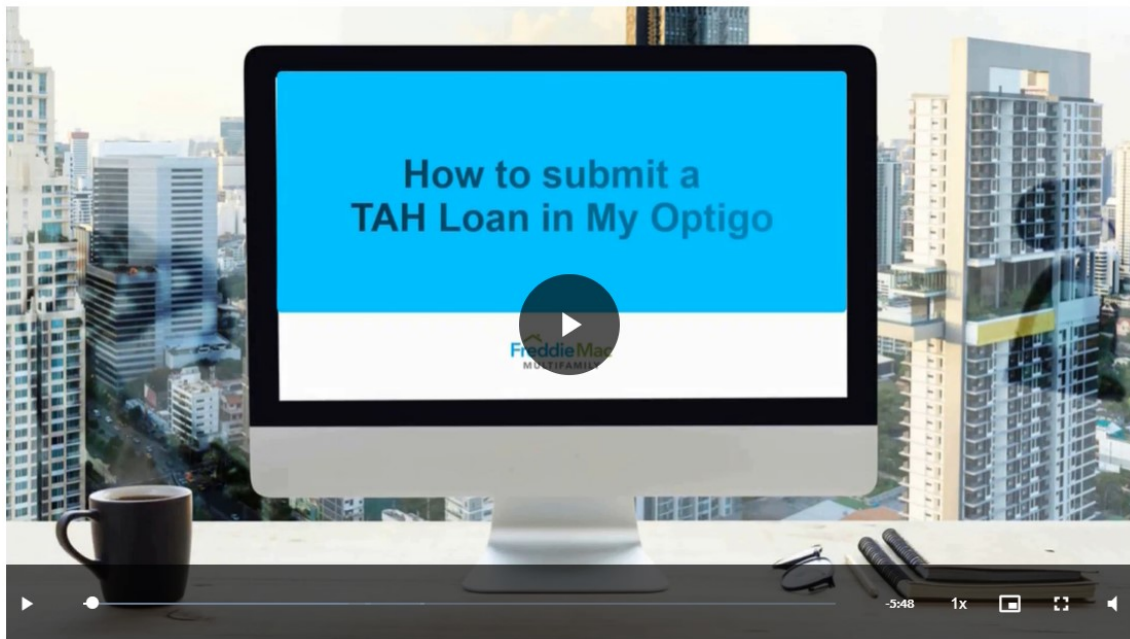
- [COVID-19 DSR Release Overview - Conventional and Specialty](#)
- [COVID-19 DSR Release FAQs](#)

If you have any questions or concerns, please reach out to your Freddie Mac representative.

myOptigo Demo: How to Submit Loans Digitally

Watch this [short video demo](#) to see how you can submit your **Cash Preservation loans** in [myOptigo](#) . We'll keep you posted when more TAH offerings are available for digital submission.

Any questions about myOptigo sign in or your account, please contact your [System Administrator](#).



Loan Numbers Are Key

We require a loan number to be generated prior to prescreen package submission. If you have any technical difficulties, please contact the [Multifamily Service Desk](#). If your team members would like training on digital loan submission, please reach out to your relationship manager.

New Affordability Test

The [Affordability Test](#) was updated February 25.

[See the latest](#)

Meet the Team

Grace Chu

TAH Retail Production Analyst
Nearly 1 year at Freddie

HOMETOWN
Chantilly, VA

COLLEGE TEAM
UVA – Good Times, Go Hoos!

MOST MEMORABLE PLAY 2020
Conducting my first property inspection, meeting my team members face-to-face for the first time, and finding out we won our largest portfolio deal yet all on the same day!

SPECIAL FIELD
Disney World, particularly during the Epcot Food and Wine Festival

FAVE FOOD
Xiaolongbao, or soup dumplings, with some almond milk boba tea

WALK UP SONG
“Where the Streets Have No Name” by U2, probably without the long intro.

FAVE PASTTIME
Playing music, gaming, thinking about food, trying new food, taking on HIIT fitness challenges, keeping up with football and my college sports teams.

FreddieMac
MULTIFAMILY

