



Making an Impact in Rural Communities



Economic opportunity and affordable housing are key to the future of rural communities. So we help finance USDA Section 515 affordable rental properties. Our [Tax-Exempt Loan \(TEL\)](#) and [Cash Loan for Affordable Housing Preservation](#) can help preserve this vital, at-risk housing stock — home to 400,000 renters and their families.

See how we're making a difference in rural Utah.

[Learn more](#)

Pricing Update

As a reminder: Due to the Treasury and to better manage our pipeline as we approach our 2021 volume cap, we increased spreads last week. Effective August 3, we implemented the following changes to our pricing grids:

TAH Cash Preservation and Non-LIHTC Forwards

- Fixed-Rate:
 - Increased fixed-rate base pricing grids by 20+ bps.
 - Increased fixed-rate Index Lock adders by 5 bps.
 - Treasury Floors: For all new quotes on non-under-application deals with no active quotes still outstanding, the Treasury floor will be calculated as the greater of (1) a rate set 5 bps below the close-of-business Treasury yield of the business day prior to the first registered quote (versus 15 bps currently) and (2) 0.50%.
- Floating-Rate:
 - Increased floating-rate base pricing grids by 20+ bps.

Overall, we see these changes as returning to a more normal competitive posture on quotes and credit after reducing prices earlier in the year.

Digital Reminders

- Don't forget to submit your cash preservation loans in [myOptigo®](#).
- Use [Optigo Happy](#) for all your origination inspections (on-site or virtual). This is a requirement starting October 1. Questions? Contact Adoption Lead [Eric Beasman](#).
- Want to know what features we've released and what we'll deliver next? Check out the [myOptigo Snapshot webpage](#).

Underwriting Update: Conversions, Good Faith Deposit, Aged Receivables

Please note the following:

- A **notice of conversion** is required no later than 15 days before the conversion date

After Freddie Mac has executed the Conversion Acceptance Letter and no later than 15 days before the conversion date, the seller must notify Freddie Mac, the borrower and the construction lender of the date of conversion. This notification must contain the following:

- The name, address, telephone number, facsimile number and email address of the escrow agent or title company to be used for originating the mortgage
 - A request for release of the Construction Phase Letter of Credit, if applicable
 - A request for the cancellation and return of the Delivery Assurance Note, if applicable
 - A request for the release of the Delivery Assurance Mortgage, if applicable
- **Standard Good Faith Deposit: No Need to Wire**

Save yourself a step. Please remember that for cash preservation loans, you no longer need to wire us the good faith deposit.

- **Aged Receivables at Full Underwriting**

We're receiving aged receivables with no analysis. Please remember to provide us with an aged receivable report and an analysis of the report.

Tomorrow: Update to Multifamily Resources

On Friday we're changing the links for password-protected Multifamily website resources and documents. If you've bookmarked one of those locked resources, you'll have to re-bookmark them from the Multifamily website. Your login credentials will not change.

Look out for additional details tomorrow. If you have questions, please contact your [system administrator](#).

Meet Our Team



Liam Moore

HOMETOWN
Arlington, Virginia

COLLEGE TEAM
The College of Charleston

FAVE PASTIMES
Golf, hockey, football, lacrosse, hanging with my dogs.

MOST MEMORABLE PLAY 2021
Joining the Targeted Affordable Housing Team over the summer!

GAME-WINNING PITCH
A lot can happen in 5 months... but with our 150-day hold period for TEL and 9% LIHTC, our certainty of execution = a homerun

WALK UP SONG
"All Along the Watchtower" – Jimi Hendrix

CURVEBALL
A large storm knocked out my power for 24 hours during my third week at Freddie Mac and work that day was quite the experience!

TAH Retail Production Analyst

Freddie Mac
MULTIFAMILY

