



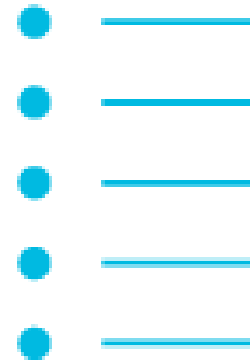
Dual Underwriting

2018 Targeted Affordable Housing Seller Workshop

June 7, 2018



- By the end of this session you should take away the following objectives
 - » What is Dual Underwriting
 - » When you can use it
 - » How it benefits you



- Dual UW is a new TAH Tool
- Allows us to scale up to meet TAH business needs
- Recent examples include
 - » 25-property Crossed Fairstead Pool with Capital One
 - » 10-property Uncrossed AHF-10 Pool with Hunt
 - » 5-property Dominion Pool with Key Bank
 - » 2 properties with Walker & Dunlop—Laurel Point & Bradford Ridge
- Dual UW can save time & money for Borrowers
- TAH has seen more and more Pools recently

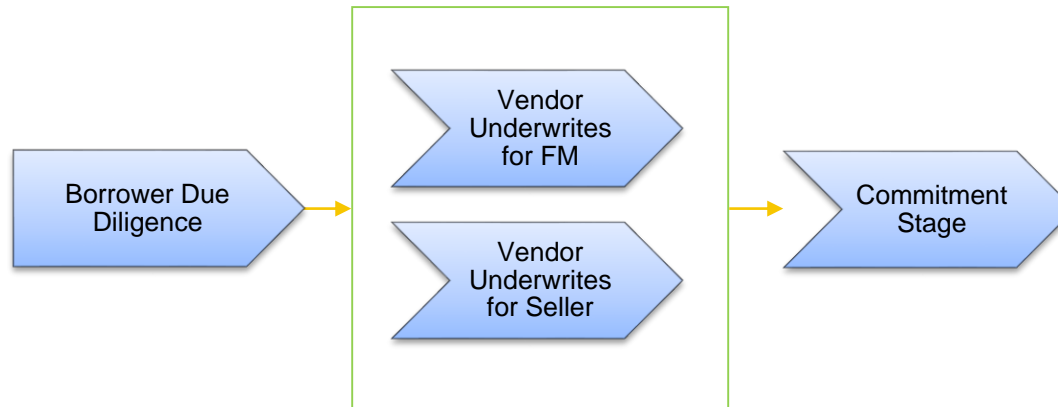
- Dual Underwriting
 - » The Vendor will handle review of due diligence, underwriting and produce deliverables for both the Seller and Freddie Mac



Normal Underwriting



Dual Underwriting



- Helps to manage workloads on both ends by creating additional capacity
- Compresses the underwriting timeline
- Saves money
- This is best used on
 - » Pools
 - » Portfolios
 - Vendor can also assist with front-end sizing/prescreen

Dual Underwriting Steps

- Request a Dual Underwriting Contract from your Freddie Mac Underwriting Account Lead
- Seller contracts with Freddie Mac to complete UW with Vendor assistance
- Underwriting fee must be received upfront – starting at \$7,000 per loan
- Kick-off call will be scheduled
- Vendor will review due diligence and produce Briefs & LSTs for Seller and Freddie Mac
- Freddie Mac will review and complete the Commitment to get us across the finish line



- Get Vendor involved as early as possible in the transaction
- Dual Underwriting still requires Seller's review and signoff of all I&Es and Deliverables
- Upload draft third-party reports even if they are not final so that they can be reviewed by all parties and comments circulated back to the consultants
 - » This is often the biggest back and forth in many transactions
- Remember this is a collaborative effort
 - » There is not a Seller view and a Freddie Mac view, but only a joint collaborative view

