



## SMALL BALANCE LOAN UPDATE

### Freddie Mac Staff:

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### Business Update Call Next Week

Please join us for a Small Balance Loan (SBL) business update call next week on **January 20 at 1-2 p.m.** ET. We'll look back on 2020 accomplishments, new FHFA guidelines and discuss our thoughts on 2021. Be sure to save and use the link below to attend the call.

[Teams Live Meeting Link](#)

### January Tips & Tricks

The SBL team has put together [January Tips & Tricks](#), outlining helpful information for our SBL Optigo® lender network. We hope this “cheat sheet” will help our collective teams get to the closing table more efficiently!

### Liquidity Verification Guidance

To ensure consistency in how liquidity is being verified for SBL deals, please refer to the [Liquidity Verification Guidance](#) that covers topics such as reviewing liquid accounts, types of liquidity allowed and verifying liquidity for acquisitions. Please note that liquidity evidence is held by the lender and is not required when submitting deals to Freddie Mac.



## Southwest Virtual Pop-Up

We're starting out the new year in the Southwest and will be hosting the next virtual pop-up on **January 25 and 26**. This includes all southwestern markets in the Western region, such as Phoenix, Los Angeles, the Inland Empire (CA), San Diego, Las Vegas and Tucson!

Please invite your borrowers to a video call with our SBL production and credit teams. We'll give an overview of how we work, discuss the market and possible credit exceptions, and offer high-level prescreens – tailoring it to what your customer needs.

Once you've identified a borrower you'd like to bring, please complete this [registration form](#) and our Western region team will reach out to schedule the appointment. There is no limit to how many meetings a lender can schedule. We look forward to virtually "seeing" you in the Southwest!

[Register Now](#)

## Refresh with Optigo Academy

Are you ready to further develop your skill set in the new year? Check out the new and improved online learning center, [Optigo Academy](#). A wide variety of SBL courses are now available to you – with the opportunity to earn a certificate for each completed session.



## Small Talk

Each week we're welcoming any questions from you in the Small Talk series. As we receive questions, a selected member of our team will answer in the following week's *SBL Update* with their fresh perspective. Please continue to submit any questions to [sbl\\_weekly\\_questions@freddiemac.com](mailto:sbl_weekly_questions@freddiemac.com) to hear from us!

This week we're featuring [Russell Dines](#). Russell is a production manager in the Western region.

### What did you do in your free time in 2020 to keep yourself occupied?

Living in the Pacific Northwest, seasons have a major impact on what I am able to do. During the spring and summer months of 2020, I really got into the (sub)urban farmer vibe more than ever before. I found room to try growing a whole bunch of different things like peppers (a definite success) to Brussels sprouts and corn (execution was not great on those).



Russ Dines

In the winter months, I have been spending time on home improvement projects, like tiling a new kitchen backsplash and lots and lots of painting.

### Heading into 2021, how will the SBL team continue promoting the SBL program and maintain that personal approach on which the program was founded?

This is a very good question. When the pandemic started at the beginning of 2020, I am sure we all saw this as a smaller blip on the radar and then we would quickly return to normal with our in-person borrower/broker meetings, conferences and property inspections. While I hope to have the opportunity to get back on the road and meet in-person with all our SBL partners, we have found success in virtual meetings of all different kinds. Going forward, I know the team is planning for more virtual meetings between lenders, their borrowers and brokers, as well as more casual virtual meetings with our SBL

Optigo lenders. Of course, I should also mention the Western region has the Southwest Virtual Pop-up scheduled for January 25 and 26.

### **Why did the Western region select a whole geographic region, instead of a particular city, for the upcoming Southwest Virtual Pop-up?**

There is no such thing as a bad market in the Western region, so why not pick half of the Western region?! All joking aside, the new year has brought us a new definition of mission-driven business and there are so many different markets in the Southwest that we'd like to discuss with our valued SBL partners. From our commitment to winning business in Los Angeles County, to how we have been able to find reasonable approaches on deals in Las Vegas – a market of concern, and where we see opportunities for growth in markets like the California Inland Empire, Phoenix and Tucson – the team is looking forward to discussing all things Southwest!



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