



## SMALL BALANCE LOAN UPDATE

### 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.

### Sponsor Experience and Repeat Small Balance Loan (SBL) Sponsors

SBL sponsors should have experience in operating a small balance multifamily property. However, there are exceptions on a limited basis with acceptable mitigants. For example, sponsors with previous experience as general partners or who have had managerial control over borrower entities in prior SBL deals may be considered repeat SBL sponsors. Sponsors who have been passive investors or limited partners (i.e., no managerial control) do **not** satisfy this requirement and are **not** considered to be repeat SBL sponsors.

### Submission Email Recipients

All relevant parties, including SBL producers, underwriters and single counsel, must be copied in deal package submission emails to Freddie Mac. This will ensure information is reaching appropriate parties in a prompt manner, inclusive of the draft commitment letter issuance.

### New and Improved Learning Modules

We've refreshed our SBL production eLearning modules on the [Multifamily Learning Center](#). They've been redesigned and include updated content – not

to mention, they're narrated by various production team members. Check them out:

- [Who We Are & What We Offer](#)
- [Markets](#)
- [Pricing](#)
- [Pipeline Management](#)
- [Loan Delivery to Purchase](#)
- [Email Submissions](#)
- [Deal Screening and Exception Processing](#)
- [Calculating Affordability](#)
- [Online Resources](#)

## 2019 Q4 Investor Presentation

Freddie Mac Multifamily investor presentations have been updated with 2019 Q4 financials, research and performance data. See the [SBL Investor presentation](#) for an overview of our program, mortgage guidelines, SB-Deal<sup>®</sup> performance and more.



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This email was sent to: [stephanie\\_heston@freddiemac.com](mailto:stephanie_heston@freddiemac.com)

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