



## Pipeline Management Tool (PMT) updates

Beginning Monday, March 19th, PMT will be updated to feature the following enhancements/changes:

- Addition of Producer (Freddie) field in Deal Contact tab
- Sponsor field re-located in Deal Contact tab (required for all deals)
- Removal of the following tabs: Pricing Discount, Pre-Screen and Credit Exception; disabling Create Pricing Request feature. Please continue to process discounts, pre-screens and exceptions through the regions
- Addition of Portfolio field in Loan Terms tab. Please note: User should select 'Y' for this field on any deal involving more than 1 property (excluding scatter sites)
- Clarity around how to log a deal with a range of addresses (descriptor located directly below the Address field)

## SBL Market Tier Changes

On Monday, March 26, we will post an updated SBL market tier list for Top, Standard, Small and Very Small market tiers. Among the changes, two new counties — Dallas County, TX and Sacramento County, CA — are now Top Markets.

In anticipation of that move, we are updating the pricing calculator. Any new SBL loan application signed on or after Monday, March 19 is subject to the new market tier designations. There is no grandfathering of any existing deal under application or any deal that is beyond 35 business days, as of Friday, March 16. Sellers are encouraged

to make their origination network aware of these changes. The full list of changes is below.

<b>Metropolitan/Metropolitan Statistical Area/County CBSA Title 2013</b>	<b>MSA/County Designation</b>	<b>OLD SBL Market Designation</b>	<b>NEW SBL Market Designation</b>
Ocean County, New Jersey	County	Top	Standard
Essex County, MA	County	Standard	Top
Plymouth, MA	County	Standard	Top
Dallas County, TX	County	Standard	Top
Palm Beach County, FL	County	Standard	Top
Anoka, MN	County	Standard	Top
Somerset County, NJ	County	Standard	Top
Rockland County, NY	County	Standard	Top
Clackamas County, OR	County	Standard	Top
Sacramento County, CA	County	Standard	Top
Greenville-Anderson-Mauldin, DC	MSA	Small	Standard
El Paso, TX	MSA	Small	Standard
Grand Rapids-Wyoming, MI	MSA	Small	Standard
Madison, WI	MSA	Small	Standard
Greensboro-High Point, NC	MSA	Small	Standard
Hagerstown-Martinsburg, MD-WV	MSA	Very Small	Small
Athens-Clarke County, GA	MSA	Very Small	Small
Sioux Falls, SD	MSA	Very Small	Small
Kennewick-Richland, WA	MSA	Very Small	Small

## **Southeast Region's New Analyst Contact**

Jason Raleigh will be taking over analyst duties in the Southeastern region as Claudell Ellis moves into a new role at Freddie Mac. If you have any questions for Jason, he can be reached at 703-714-2868.