



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.

Small Balance Loan (SBL) Lender Call: Q1 Recap

Mark your calendar for a business update call on **April 20 at 3 p.m. ET**. Several of our SBL team leaders will be joining the call as we look back on Q1 and share numerous updates.

[Add to Calendar](#)

Press Releases and Other Communications on Broker/Correspondent Deals

Recently, we have seen several press releases or news articles identifying a broker as providing or arranging financing for a Freddie Mac SBL, without a reference to the SBL Optigo® lender who originated the mortgage.

While we appreciate the publicity of SBL closings, it is in all of our interests to have these marketing communications appropriately credit the origination of the loan to the approved SBL lender. Please remind your brokers and correspondents of our co-marketing requirements, which require Freddie Mac's prior written consent before using the Freddie Mac Multifamily or Optigo brand. As support, you can refer to [Section 2.10 of the *Multifamily Seller/Service Guide*](#).

SBL Deal Timing from Submission to DCL Issuance

We would like to clarify the timeline for SBL deals from submission to draft commitment letter (DCL) issuance. The timeline consists of the check-in process (two business days) plus turn time (12 business days), which results in a time period of 14 business days from package submission to DCL issuance.

If the check-in process takes longer than two business days, there will not be an extension of the time period to DCL issuance. Please note that if the check-in process is completed in less than the allocated two business days, then the total timing to DCL issuance would be 13 business days.

This timeline assumes that deals receive a passing rating for the check-in process. If deals fail the check-in process, the timeline to DCL issuance will be stopped until the necessary documents are received. Deals that are delayed due to lack of responses or insufficient information after check-in and during the underwriting process may also be subject to pricing and timeline adjustments.

Deal Submission Timing – For the purposes of the timeline, a deal is considered submitted to SBL if received by 3:00 p.m. in the time zone of the Freddie Mac office for the region where the deal is located. If the loan is submitted after 3:00 p.m. local time, the package will be counted as a submission for the following day.

- Eastern Time Zone – Northeast and Southeast regions
- Central Time Zone – North Central and South Central regions
- Pacific Time Zone – Western region

Women in Multifamily

[Anshita Kumar Tyagi](#), an SBL senior underwriter in the Southeast, shares her unique story as a woman leading in multifamily finance. Read [her article](#) in the [Women in Multifamily series](#).



California: Transfer of Property Taxes for Non-Primary Homes

In 2020, California passed Proposition 19, The Home Protection for Seniors, Severely Disabled, Families, and Victims of Wildfire or Natural Disasters Act. Effective February 16, 2021, the parent-child and grandparent-grandchild exclusion is limited or removed with regard to the transfer of property taxes for non-primary homes (i.e., Investment Multifamily Property). If your borrower recently inherited the subject property, please ensure you are underwriting to the re-assessed value.

Small Talk

Each week we're welcoming any questions from you in the Small Talk series. Please continue to submit questions to the [Small Talk mailbox](#) to hear from a select member of our team in the following week's *SBL Update*.

This week we're featuring [Annie Gong](#). Annie is the eastern regional director of production and sales.



Annie Gong

What are some of the favorite parts of your job in SBL?

It is satisfying for me to be part of a business that makes financing more accessible to non-institutional borrowers and helps keep housing affordable to workforce tenants. I also appreciate the business relationships I have built over the last five years. I have met some very inspiring borrowers on the job. For

example, one was an immigrant who came to the United States pursuing a better life for his family. He often worked multiple jobs to make ends meet. Through hard work and determination, he saved enough money to purchase his first small multifamily property, then a second and a third. I remember being on an inspection with the borrower and he personally greeted each tenant by name. After we closed the loan, I received a very nice thank you email from the borrower expressing his appreciation for our partnership with him. This demonstrates the human touch that is such a large part of the SBL experience.

Can you share some lessons you have learned professionally and personally?

I sometimes joke that SBL is my first baby. Being part of SBL's journey to build and launch a successful product from the ground up was very rewarding. I can recall every step we took – from concept to proposal, development, rollout and marketing. Together with many of our internal and external partners, we have grown SBL from its infancy to a mature brand that is a major player in the small loan space today. Of course, there are no rewards that come without challenges. We certainly have had our fair share of them. I have learned that sometimes things just don't go as planned. You know, like COVID-19...I have learned how to pivot and be resilient and do my best to prepare for the next unexpected event.

Some of the lessons learned at work turned out to be useful at home as well. I have two beautiful children; both are willful and energetic which means I need to have an infinite reserve of patience. I have learned to be grateful for everything I have. We go about our day-to-day life and sometimes the little things can seem tough. Being a mom reminds me to be grateful every day for the things that I can accomplish.



Annie's kids: Aurelia & Julian

It has been rewarding to know that we could all adjust and learn how to survive. I guess it is true when people tell you that kids are resilient. Although we are still in the middle of the pandemic, I am hopeful that we can fully return to normalcy soon.



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