



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.

Changes in Commitment Processing

As noted during the April 10 SBL OptigoSM Lender Conference Call, effective Monday, April 15, the time frames for responding to the Loan Summary and for final commitment acceptance is 5 business days for each document. If the response to the loan summary or the commitment issuance requires an extension and one is not requested, the Optigo lender or the borrower may see an adjustment to the rate premium or an increase to the interest rate.

Should you have any questions or require further information, please contact your SBL regional team.

Servicing Fee Change Reminder

Effective Monday, April 15, the pending servicing fee changes will take effect for all loans taken under application on or after that day. All top market 5-year loans will have a 25 bps servicing fee and all other loans will have a 47 bps servicing fee. Please note there will be no adjustment to the SBL Pricing Grid for this change and the servicing fee will continue to be part of the interest rate stack.

SBL Optigo lenders were notified of the change on March 29 to allow for changes to quotes and pending applications. Any Optigo lender with questions about pending loans should contact the SBL region where the loan is located.

SBL Calculator Training Now Available

We recently posted a new [SBL Pipeline Management Tool Pricing Calculator](#) eLearning module to our Learning Center. The module provides a comprehensive overview on how to use the SBL Calculator, which was recently incorporated into the SBL Pipeline Management Tool (PMT).

Please note, we recommend that you view this module using the Google Chrome browser rather than Internet Explorer.

Upcoming Optigo SBL Regional Loan Labs

Now accepting deals, and portfolios (3-5 properties only), for our three Loan Labs. Walk through a standard or unique deal with our team face to face and get a Commitment right on-site.

This year, we're allowing deals with exceptions, so use this opportunity to get those tough questions answered and see how we make our credit decisions.

This year, we have three options:

- Tuesday, May 7 in Chicago (Central Region) – [Limited time to enter your deals!](#)
- Thursday, May 30 in New York City (Eastern Region)
- Tuesday, July 16 in Irvine, CA (Western Region)

Please note, loan submission cutoff dates are typically a week before the Loan Lab. If you've already registered for the SBL Workshop, you can use the same confirmation number to add Loan Lab deals. If you have not registered for either, you can do so on our [registration page](#).

Loan Labs: Participating Single Counsel Firms

Need a legal point of view for that unique deal feature or exception? We've got you covered. Like last year, in addition to our in-house Freddie Mac Legal team, we'll have participating Single Counsel firms on-site for each Loan Lab.

Loans registered for the Loan Labs should be assigned to one of the participating Single Counsel firms. The list of Single Counsel firms invited to participate in each region's Loan Lab is below.

Tuesday, May 7 in Chicago – Central Region

- *Carlton Fields, P.A.*
- *Dickinson & Wright, PLLC*
- *Moss & Barnett, P.C.*
- *Troutman Sanders LLP*

Thursday, May 30 in New York City – Eastern Region

- *Abruzzo & Kinn LLP*
- *Cassin & Cassin LLP*
- *McGuire Woods LLP*
- *Romer Debbas LLP*

Tuesday, July 16 in Irvine, California – Western Region

- *deNormandie, Sidlo & Associates PLLC*
- *Gerson Law Firm APC*

For questions on Single Counsel participation in the Loan Labs, contact [Filicia Davenport](#).

Optigo SBL Workshop

[Register](#) today for one of our upcoming SBL Workshops. These workshops are open to all underwriters and production analysts. We'll provide training and exercises on a wide range of topics, including regional pricing processing, updates on pipeline management, sales and rent comps, inspections, due diligence, our *Seller/Servicer Guide* and knowing your borrower.

The workshops occur in the afternoons following our regional SBL Loan Labs and are followed by a networking reception. [Register today](#) and get ahead of the curve!

Salt Lake City Pop-Up Office Coming Soon

We're launching our very first pop-up office in Salt Lake City from April 23–25! Bring your borrowers and brokers to interact with the Freddie Mac SBL team (both production and underwriting) in a unique, personal way.

Please contact your Western Region representative to set up a meeting.



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