



Improvements for SBL Loan Terms

Effective immediately, the following changes are permitted on all loan applications:

- The maximum loan amount in Small and Very Small markets is now \$7.5 million, by exception.
- Properties with greater than 100 units are permitted through exception for loans exceeding \$6 million. Sellers are encouraged to screen these deals via phone and email, prior to submitting a program exception request.

Please see the [updated term sheet](#) and [exceptions list](#) for more details.

Save the Date: SBL Loan Lab and Underwriting Workshop

Sellers, please mark your calendar for our SBL Loan Lab and Underwriting Workshop on Thursday, July 12. We will be hosting two events for SBL Sellers in Midtown New York.

East Coast Loan Lab – We will hold a truncated version of our popular Loan Lab in the morning. Please note: We are only accepting applications for deals in the Northeast or Southeast regions of the country.

Underwriting and Credit Workshop – In the afternoon, we will host our first-ever SBL Workshop. Our underwriting and credit team will train and refresh Sellers on new and old policies in multiple interactive and engaging sessions. We encourage underwriters and analysts from all Seller shops, regardless of region, to attend.

Registration and hotel block information will be available next week.

New Online Training Available

You can now access our newest SBL training module *Background Check and Financial Review* in our [Online Learning Center](#).

Take that and all our other trainings at your leisure to stay sharp on the latest SBL knowledge.

Reduction in Average Cycle Times

During the first quarter of the year, our SBL Sellers continued to demonstrate the efficiency of a Freddie Mac SBL execution to Borrowers, closing more than 650 loans. The turnaround times from taking the application to locking the interest rate averaged 79 days. This represents the strength and commitment of the SBL program to our customers mutual clients. The overall cycle times from Seller application to Freddie Mac mortgage purchase have just been reduced by over 2 weeks overall, supporting greater overall volume to meet market demand.

Freddie Mac Team Changes

New Western Regional Production Manager

[Kelly Haddigan Chou](#) has been promoted to SBL Manager for the Western Region, replacing Christine Pratt. We are actively working to secure additional production resources for the region to support our overall Western Region growth.

New Senior Producer in Southeast Region

[Dawson Granade](#) joined Freddie Mac's SBL Southeast Region as Senior Producer. Dawson is familiar with the SBL program from previous positions. Dawson can be reached by [email](#) or at (703) 714-0680.