



SMALL BALANCE LOAN UPDATE

B2B Issues Encountered at Loan Submission

Occasionally when a new Small Balance Loan (SBL) is submitted to underwriting using the B2B functionality, the Origination and Underwriting System (OUS) data errors or discrepancies are identified during the SBL check-in. This is generally the result of either a data entry error during the Optigo® lender's underwriting, or a system error in the creation of the B2B data file. When a data error is identified at submission (and if the issue appears to be a B2B system error), please promptly contact the B2B help desk by sending emails to FM_MF_B2B@freddiemac.com and MF_Service_Desk@freddiemac.com. For example, if the data in question appears correct on the Optigo lender's underwriting system but is not populating correctly or appears differently in OUS, it is likely a B2B issue.

The B2B team can assist you and the SBL analyst in diagnosing the issue. If the discrepancy is truly a B2B issue, the B2B team can also advise on the most efficient path to correct the data, either through a supplemental partial B2B submission or through the SBL analyst providing you a Loan Submission Template (LST) from OUS. Additionally, the B2B team will then be aware of the issue and can work with you to make corrections in their systems.

Thank You, Mothers!



Happy Mother's Day!

This weekend we're celebrating all mothers – whether they're a part of the SBL team, your lender shop or our borrowers. Thank you to all the mothers who make our business better every day!

How do they do it? Let's hear tips from some of our SBL mothers themselves:

Meg McElgunn: Find a shared calendar you can access from anywhere. We use Cozi and our family could not function without it – my husband and I, nanny and other family members know when and where kids need to get to and who's responsible. If it's not in the calendar, it's not getting done!

Anshita Kumar Tyagi: Parents need to give themselves grace and not strive to be perfect. Asking for help is not a sign for weakness but shows self-awareness. Practical advice? My 4-year-old and 1.5-year-old enjoy being in the backyard and playing with dirt. The added benefit is getting them to dig out weeds!

Elena Olivos: When raising a teenager, it helps to stop and think about the stresses of high school that we went through many years ago to better understand their world and have patience.

Irina Grebenschchikova: Tip one: If you're a bookworm, like me, start to read the literature you enjoy as part of the bedtime routine. Surprisingly, if the intonation was right, my baby did not mind the advanced material at all (at one point my husband caught me reading a loan presentation to a 6-month-old).

Tip two: Automate whenever possible! Grocery delivery, outsource cleaning, escrow your life by automating all major expenses (tax, insurance, health care, repairs, travel), pay yourself first by consolidating your 401k accounts and by automating and maximizing the savings.

Andrea Shook: I've had to learn to just roll with things and when things get a little chaotic, you just have to stop, take a deep breath and remember that this is a short season of life that won't last forever! It's an honor to be a mom and have a full-time career.

Nathalie Pryor: The advice that has resonated most with me is about auditing your life, or identifying your top three priorities (family, work, money, personal growth, community, etc.), then taking steps to align your actions with those priorities.

SBL Education Series



Please [enroll](#) for the first SBL Education webinar on May 20 discussing the Debt Service Reserve (DSR) release, SBL credit report training and the rent roll requirements. We encourage you to complete the optional prework to maximize your learning from the webinar.

Please contact [Jared Rothgeb](#) if you have a topic you or your team would like addressed in a future webinar.

Not registered for Optigo Academy yet? [Sign up here](#) – it's free for the Optigo network. Use this [short job aid](#) to assist you in setting up your account.

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 [Pete Zaharchuk](#). Pete is a production analyst in the Northeast region.



Pete in the New York office, pre-covid times.

How can lenders help the SBL team more efficiently process exceptions/prescreens and pricing discounts?

Exceptions & Prescreens: We always aim to make the process efficient and return approvals as quickly as possible, but lenders can take certain steps to help our team move these through smoother. First, input all relevant information in the Pipeline Management Tool (PMT) "Exception/Prescreen" tab and generate the respective form from that page. From there, you can fill out the rest of the form with as much detail as possible. Be sure to perform Google searches for negative news related to: sponsor, property, management company, etc. Once all items have been addressed, please email your SBL regional production team to review. These steps limit back and forth communication for missing information, which ultimately results in a faster turn time.

Pricing Discounts: When requesting a pricing discount, we ask that you provide as much information as possible on the competing quotes, such as lender, loan term, prepayment, recourse or non-recourse. Our team can then compare the quotes more accurately and it also provides us with necessary market competition information.

Give us a highlight and lowlight of the last 12 months?

Highlight: This one is easy! Although it can feel that you're more attached to your work in the work-from-home environment, it also allowed for locational flexibility. Once my lease expired in New York City, I re-located myself to Big

Sky, Montana from December-April where I skied most weekends and got to travel around to different mountain towns in the Northern Rockies. The one downside to working East Coast hours from the Mountain Time Zone was waking up before it was light out. The flipside of that is I enjoyed the sunrise each morning from my window.

Lowlight: Beyond the obvious, my lowlight of the year stems from an all-too-familiar feeling for Philadelphia sports fans: the underperformance of the Flyers. Growing up outside Philadelphia as a hockey fan has been a tough 24-year existence, but this year was supposed to be different with the Stanley Cup seemingly not too far out of reach. With the season wrapping up, the Flyers will not even be in the playoffs and I'll use another off-season to build my hopes up once again.

That being said, I always enjoy the opportunity to work on deals in and around the City of Philadelphia and look forward to in-person inspections resuming, so I can enjoy an authentic cheesesteak from my favorite spot, Steve's Prince of Steaks.



[Preferences](#) | [View in Browser](#) | [Privacy](#) | [Unsubscribe](#)

© 2021 Freddie Mac
8200 Jones Branch Drive, McLean, VA 22102