



Servicing Fee Change

We are now providing more flexibility to our Seller/Serviceicers in determining servicing fees on SBL applications.

Effective May 29 through August 31, you can choose the servicing fee you'd like to apply on a loan-by-loan basis in the Pricing Calculator, based on the minimum and maximum amount of basis points allowed on each market tier.

Please refer to the new [Servicing Fee document](#) for more information.

Reminder: Portfolio Deal Processing

SBL portfolio processing for pools greater than \$10 million in Top & Standard Markets requires the following steps in no particular order:

- Prescreening the transaction with the appropriate SBL Region
- Registering loans in PMT with 'Pre-firm' status
- Submitting portfolio rollup data and exception form to the applicable SBL Regional Mailbox

See [flyer](#) for additional information.

Inspection App

After a successful beta test, we are pleased to bring our *OnSite Inspector for SBL* app to all Sellers next month. You'll soon be able to forgo the pen and paper note-taking on an inspections in favor of an app that allows you to dictate, take photos and submit while you're still in the building.

We will be hosting a [webinar](#) demo with more details on Thursday, June 7 at 1 p.m. ET.

Regional SBL Loan Lab and Nationwide Underwriting Workshop

Sellers - mark your calendars for Thursday, July 12 – we will be holding a regional loan lab for Northeast and Southeast deals, followed by an underwriting and analyst training for all SBL Sellers.

The loan lab is a pop-up event where Sellers can get deals reviewed and receive a commitment within a 30-minute appointment.

The SBL Underwriting and Analyst Workshop will include topics such as Income and Expenses, Rent Rolls, Sales and Rent comps, and the inspection app.

The events will be held at the Hilton Midtown New York. [Visit our event page](#) for registration and hotel details.