



SMALL BALANCE LOAN UPDATE

Freddie Mac Staff:

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Expanded Western Region SBL Workshop

Western Region producers and underwriting analysts, [register](#) today for our OptigoSM SBL Workshop in Irvine, California on Tuesday, July 16 – it's the last one this year!

Based on your feedback, we've cancelled the Optigo SBL Loan Lab, so we can expand the SBL Workshop agenda. The workshop will now include a Quick Hits session, additional production & underwriting topics, more time to network, and extra face time with us!

We'll cover a wider range of topics, including regional pricing, pipeline management, sales and rent comps, inspections and much more. We'll also provide breakfast, lunch and a well-earned post-workshop reception, where you can network with colleagues from across the industry.

Time's running out – [register](#) today!

Lean In on Stabilized Properties in Top Markets Only

As a reminder, below are some basic criteria for "leaning in" on acquisitions:

- Property is in a top market
- Property has strong sponsorship
- Submarket physical vacancy at underwriting should be the higher of:
 - Appraiser's concluded vacancy
 - 5%
 - REIS submarket by vintage
- Actual property vacancy must be no greater than 20%
- The T-12 average subject occupancy cannot be below 80%

The Lean In initiative is intended for acquiring stabilized assets only. Lenders should not “lean in” on properties that are in lease-up, un-stabilized, or have historically volatile collections. T-12 average subject property occupancy is required. As a reminder, you should screen all properties prior to submitting the full underwriting package.

For more information, read our SBL Acquisition Underwriting [document](#) (password required).

Asset Summary Report

As we continue to focus on transparency and efficiency, we're providing you with a spreadsheet version of the [Asset Summary Report](#) (pricing password required). This report reflects the level of detail, and the critical data, our underwriters provide internally for credit approval.



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