



SMALL BALANCE LOAN UPDATE

Underwriting Team Changes

We're excited to announce the following changes to the Small Balance Loan (SBL) Underwriting teams, which will position us to drive better results and increase our focus on customer service. Most importantly, the changes will allow additional exceptions and approvals to be processed within the regions.



[Steve Taylor](#)

Director of Southeast
and South Central

Southeast (SE) and South Central (SC) Regions

In the SE region, Anshita Kumar has been promoted to manager. John Maalouf Kassouf will continue managing the SC office. The SC underwriting state assignments will align with the SC production state assignments – meaning deals located within Colorado, Wyoming and Montana will now be processed through the SC underwriting team. In addition, Heri Soto is joining the SC underwriting team.



[Rick Farmer](#)

Director of Northeast

Northeast Region

Rick Farmer has been promoted to director of the Northeast region and Michael Haase has been promoted to manager.



[George Ung](#)

Director of Western and
North Central

Western (WE) and North Central (NC) Regions

George Ung has been promoted to director of the WE and NC regions. Jose Barrios is the interim manager in the WE region while Jared Rothgeb will continue to manage the NC region. Aarnav Gill is also joining the WE underwriting team.

Please see the attached updated documents which reflect these changes:

- [SBL Underwriting Contact List](#)
- [SBL Regional Inspection Map](#)

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 [Meg McElgunn](#). Meg is senior director of Production & Sales throughout all the regions.



Meg and her family making the most out of being "virtual" by spending the month of December working, schooling and skiing in Breckenridge, CO.

Where does the SBL program sit today? What's next?

Since mid-March 2020, the SBL team, along with our Optigo® lenders, have funded over \$6.5 billion through 2,400 loans! In this time, we've provided liquidity to borrowers on 80,000 units nationwide. If we were being honest with each other a year ago, I'm not sure we all would have projected this level of success – what an incredible turnaround story we have to tell!

With the majority of forbore SBL deals repaying their full forbearance in June, July and August, we will have solid data points to review the Debt Service Reserve (DSR) requirements in the future. Also, look for us to take another review of the current markets of concern as we see vacancy and rental rate trends head in the right direction.

Has your family gotten sick of you not being on the road?

Full-time from home has had its benefits, the biggest of all being that I'm able to cheer my sons on every night at the Little League park. Sure, it hasn't all been easy (virtual first grade was interesting!), but I'm grateful for all of the silver linings. Although a night away does sound heavenly right now....

What's on TV at your house?

I'm an avid sports fan of all things Wisconsin – Aaron Rodgers is giving me anxiety these days, but luckily the Bucks and the Brew Crew are racking up the W's.



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