

SBL Update



Central Region – SBL Production Team

Effective July 10, the North-Central and South-Central Small Balance Loan (SBL) Production teams will combine into one team overseen by Bill Woodhouse, regional production manager. Going forward, Irina Grebenshchikova and Skyler Mohr will cover the entire geography of the Central region with relationships divided by Optigo® lenders instead of states.

North-Central and South-Central Underwriting teams will remain in place with no changes to lender relationship contacts. For pricing discount requests, prescreens and exception requests, please continue to utilize the appropriate [North Central](#) and [South Central](#) regional email boxes.

Please refer to the [regional map](#), as well as the [SBL Production Contact List](#) and [SBL Underwriting Contact List](#) for additional information on the proper regional mailbox and contacts.

Below is the primary producer for each SBL lender in the Central region:

- **Irina:** Arbor, Berkadia, CBRE, CPC, Greystone, Pinnacle
- **Skyler:** Basis, Capital One, Lument, Ready Capital, Regions, Walker & Dunlop

Send Date: July 7, 2023

For requests already in process, please continue working with the initial producer engaged on that request. Irina and Skyler will work together to ensure a smooth transition. Thank you for your continued support!

SBL Program Preserves Renter Affordability Nationwide

Steve Johnson, senior vice president of Production & Sales, shared how we're preserving renter affordability nationwide through our SBL program despite a time marked with record rent increases. [Read the executive perspective.](#)

New: Sponsor Speed Reads

Yesterday, we sent our first issue of the Sponsor Speed Reads — a monthly recap of news, research and product highlights for our sponsors. Prompted by feedback from both our lenders and sponsors, we're emailing these updates to strengthen our connectivity and promote our mission.

Those emails will include only select information, relevant to our sponsors, that we've already shared with you through the Multifamily Minute, TAH Update or SBL Update. In addition, those emails will refer sponsors to our Optigo lenders for more information on our products.

Communication is key to our work to reach the best execution and the optimal operating platform — to do more business together in the best way possible. Later this month, look out for a sponsor sign-up link that you can forward to any of your sponsors who might be interested.