



SMALL BALANCE LOAN UPDATE

Freddie Mac Staff:

The email below will be sent externally to Multifamily customers and others who are subscribed to our news emails. You are receiving this email for information purposes only, and you may [update your email preferences](#) at any time.



We're Popping Up in Philly Next Month

In case you missed it, last week we announced our first virtual pop-up will kick off in Philadelphia on **September 15 and 16**. On the heels of last year's

successful Salt Lake City pop-up office, we're bringing virtual pop-ups to a city near you.

In each region, we are setting aside a couple of days to virtually meet with you and your borrowers. Please go through your contact lists and invite existing borrowers and potential new borrowers to a video call with our Small Balance Loan (SBL) production and credit teams. We'll give an overview of how we work, discuss the market and possible credit exceptions, and offer high level prescreens – tailoring it to what your customer needs.

If you haven't already, complete this [registration form](#) as soon as you've identified a borrower you'd like to bring, and our Northeast team will reach out to schedule the appointment. There is no limit to how many meetings a lender can schedule. We look forward to virtually "seeing" you in Philly soon!

[Register Now](#)

Guide Update Training

Please join us **September 17 from 3:30-4:30 p.m. ET** for a virtual presentation on upcoming updates to the *Freddie Mac Multifamily Seller/Service Guide*, SBL chapter and Programmatic Exceptions and Credit Risks. In this training, we'll walk you through specific changes that will be implemented at the end of September and answer any questions you may have. This training is geared toward both production and underwriting staff.

[Register Now](#)

Discount Requests in Pipeline Management Tool (PMT)

Please be sure to submit discount requests in PMT prior to contacting the SBL production team. Failure to input discount requests in a timely manner may result in approval delays or cancellation of the approval. As a reminder, it is important to enter the discount request even if the deal is considered lost

shortly after the request is made, so that we can monitor win/loss ratios and competition in the market.

Late Underwriting Packages

Please reach out to your regional production contact before the 35th business day if an underwriting package is expected to be submitted beyond the required 35-day time frame. Loans with packages submitted after this time frame are not subject to the rate-hold and may result in an increase to the application coupon rate, even if the current grid is lower than the application grid.

We thank you for your partnership and look forward to a busy fourth quarter.



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