



## 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.



### Reminder: Virtual Pop-Up in Philly

Our first virtual pop-up will kick off in Philadelphia on **September 15 and 16**.

In each region, we are setting aside a couple of days to virtually meet with you and your borrowers. Please 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](#)

### Reminder: 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](#)

### Broker Fee Certification

As a reminder, the Broker Fee tab needs to be filled out accurately in the Pipeline Management Tool with submission of the full underwriting package. By doing so, lenders are certifying this information is correct to Freddie Mac. The screenshot below highlights how to properly fill out the certification. Please note, incomplete or inaccurate information may result in delays to the DCL timing. Also, be sure to update if any terms change during the Freddie Mac underwriting process. Reach out to your regional production representative with any questions.

Broker Fee Export Excel

Name of third party correspondent or broker (include firm name and individual broker/correspondent)

\* Firm: Broker Firm  
\* Individual: Broker's Name

Application Fee

\* Application Fee Paid by or on behalf of Borrower (\$): \$7,500.00  
\* Percentage of Application Fee retained by Seller (%): 100.0000  
\* Percentage of Application Fee paid to Broker/Correspondent (%): 0.0000

Origination Fee

\* Origination Fee Paid by or on behalf of Borrower (\$): \$0.00  
\* Percentage of Origination Fee retained by Seller (%): 0.0000  
\* Percentage of Origination Fee paid to Broker/Correspondent (%): 0.0000

Buy-Up Fee

\* Sellers Portion of Buy-Up (Buy Up Fee) (%): 1.5000  
\* Sellers Portion of Buy-Up (Buy Up Fee) (\$): \$31,500.00  
\* Percentage of Buy Up Fee retained by Seller (%): 50.0000  
\* Percentage of Buy Up Fee paid to Broker/Correspondent (%): 50.0000

Premium and Incentive

\* Additional Spread Premium to Broker/Correspondent (not included in Buy Up Fee) (%): 0.0000  
\* Additional Spread Premium to Broker/Correspondent (not included in Buy Up Fee) (\$): \$0.00  
\* Incentive (\$): \$0.00  
\* Percentage of Incentive retained by Seller (%): 0.0000  
\* Premium paid to Broker/Correspondent (%): 0.0000  
\* Good Faith Deposit (\$): \$21,000.00

Additional Fees

\* Additional Fees (\$): \$0.00  
\* Additional Fees (bps of servicing per loan): 0

\*Additional fees, commissions, portion of primary servicing fee (other than servicing fees paid in connection with a Freddie Mac approved sub-servicing agreement) and other amounts paid (or payable) by Seller to Broker/Correspondent in connection with this Loan

All fields must have an input, whether brokered or direct, upon submission.

If there is no broker, input "Direct" to confirm a direct deal

This figure should match the Premium selected in the Loan Terms tab

Remember to enter values as the percentages OF the corresponding value (as opposed to bps)

Thank you for your ongoing support and partnership! We've made it to September and have a busy fourth quarter to look forward to.



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