



SBL UPDATE

Year-End Deadlines

Thursday, December 1 is the last day to submit a full and complete package to the SBL Underwriting team in order to rate lock in 2022. Please note that the ability to rate lock before year-end depends on (1) the quality of the package and (2) timely responses from the Optigo® lender and borrower. For 2022 rate-lock, you must get prior approval from our Underwriting team to submit an underwriting package after our deadline.

Thursday, December 15 is the last day to submit a final delivery package to our Purchase team to ensure a loan is funded by Freddie Mac in 2022. Pools must be discussed on an individual basis to confirm dates.

SBL Leadership Update

Yesterday, [Steve Johnson](#) announced the promotion of [Kelly Chou](#) who will be joining the Conventional business to lead the Western region's Production & Sales team. Kelly was instrumental to the success of our SBL program since joining in 2016. Although we'll miss her, we're excited to share that [Steve Malloy](#) has been promoted to senior director and head of SBL Production & Sales.



Steve Malloy
Sr. Director

Steve started with Freddie Mac in 2013 and was one of the very first people to join the SBL team starting as an analyst – we consider him a founding member of what is now a \$35 billion business.

He is also one of our only leaders who has worked in three regions and held every position within our production team. In his new role, he will be managing production across the country and working closely with all our Optigo SBL lenders.

Please join us in congratulating Steve on his well-deserved promotion!

Learn more about Steve:



Steve Malloy
Senior Director,
Production & Sales

Hometown:
Ashville, Pennsylvania. You might need a map to find that one!

Hobbies:
My top three are photography, golf and traveling.

Interesting fact:
Putting myself through college. I was part of the first generation in my family to do so.

Recent good watch:
I recently binge watched Severance. I wasn't expecting it to be THAT good.

Favorite vacation spot:
Maui, Hawaii.



Updated Programmatic Exceptions

We've modified Exception 37 to address "A rent roll dated more than 30 days from the Final U/W Package date is used to underwrite rents". This is extended from seven days and is reflective of the most recent [Multifamily Seller/Service Guide](#) updates.

Please use the updated [Programmatic Exceptions List](#) and [Prescreen Exception Request Form](#).



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