



SMALL BALANCE LOAN UPDATE

Thanks for Joining Us

Thank you for attending the second SBL Education webinar. We'd love to hear what you thought – please share your feedback with us by completing this short survey by **Wednesday, September 29**. We really value your input!

[Take the Survey](#)

And in case you missed it, a copy of the presentation has been published in [Optigo Academy](#) as an attachment in the *SBL Education Series – September 22* course.

If you have questions or need help with Optigo Academy, [send us an email](#).

Optigo Happy Updates

Starting on October 1, all Freddie Mac Multifamily origination property inspections must be scheduled and completed through [Optigo Happy](#) – whether the inspection is on-site or virtual. If you have questions, contact [Eric Beasman](#).

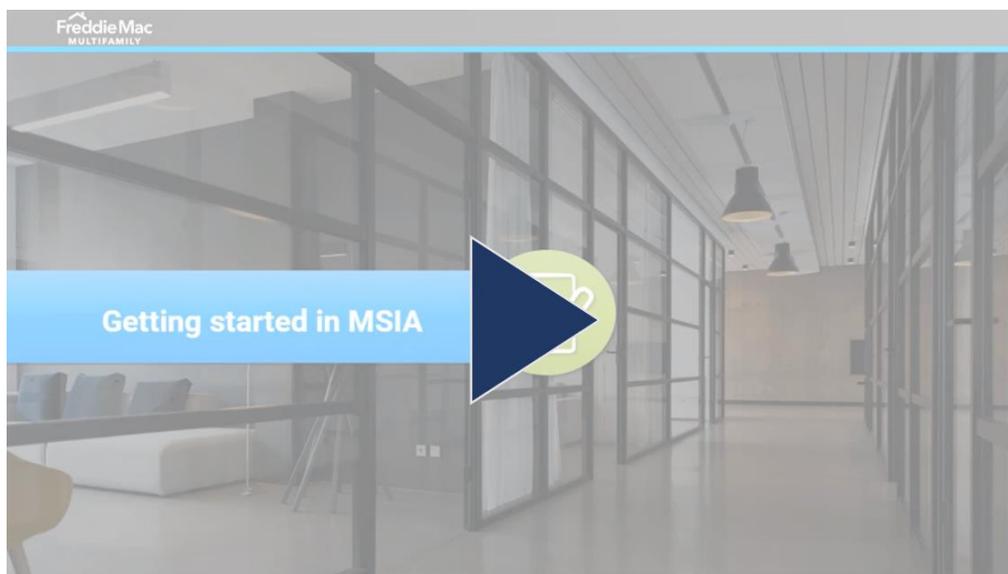


Additional reminder: Effective October 1, each Optigo Happy lender virtual inspection will cost \$300, payable to HappyCo. There continues to be no per-

inspection charge for using the on-site mobile app to conduct an inspection in person. Please [see the overview](#) to learn more.

MSIA and Rental Property Lookup

To determine if you're originating a loan that is an existing Freddie Mac deal, there are a couple of tools available to you, including the [Multifamily Securities Investor Access \(MSIA\)](#) website and the [Rental Property Lookup Tool](#).



Watch the [Getting Started in MSIA](#) video for guidance on setting up an account, along with some high-level navigation details.

MSIA is an external website available to all Optigo® lenders and investors. With MSIA, not only can you determine if you're originating an existing Freddie Mac deal, but you also have access to information, such as historical operating statements and occupancies, provided to asset management which can be compared and analyzed against the information received for the deal being originated.

The [Rental Property Lookup Tool](#) can also help determine if the loan being originated is an existing Freddie Mac loan.

Reminder to Screen All Loans in Alaska and Hawaii

A prescreen is required for all properties located in Alaska and Hawaii so that Freddie Mac can review the sponsor's local market knowledge and experience.

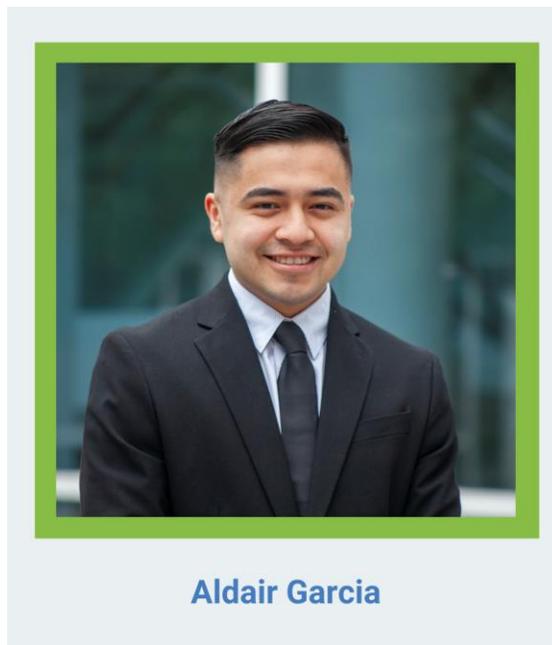
This process helps us ensure that the Optigo lender has the appropriate resources to successfully complete the transaction. Reach out to the [Western region](#) prior to loan application.

Please note: The lender, engineer and appraiser must physically inspect the collateral in these states.

Small Talk

Each week we welcome 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 [Aldair Garcia](#). Aldair is an underwriting analyst in the Western region.



Any new activity you picked up during the pandemic?

Cooking and baking. Spending more time at home gave me the ability to learn some of my favorite family recipes. One of the specialty dishes I've mastered is my grandma's special chicken taquitos. The hard part was knowing how to add the right amount of spice and combining the other ingredients just perfectly (this is making me hungry!). I also became a decent baker since my favorite dessert place was closed during the pandemic – I needed those delicious cinnamon rolls one way or another. I'm still perfecting them, but at least they're good enough to enjoy after some taquitos.

Would you rather be a professional athlete or an astronaut?

Without a doubt, I would rather be an astronaut. Ever since I can remember, I've been a fanatic and found space astonishing. I'm excited for the day (and I hope to see) when the first human steps foot on Mars. With so many companies trying to reach this milestone, it might be achievable in the coming years. If you're into space too, I recommend watching the documentary "One Strange Rock" and the movies, "Interstellar" and "The Martian". I have watched these movies so many times, but they never get old.

Tips for an effective check-in process?

- Provide a current SBL 1115 form.
- Provide current personal financial statements and SREOs. The forms must be dated within 180 days of deal submission.
- Ensure that the Loan Submission Template I&E tab matches the provided source documents such as the operating statements, T-12, and borrower's budget.
- Ensure that an inspection report is dated within 120 days of submission.
- Provide a rent roll/lease audit that matches the provided lease agreements and provide supplemental documents (rent increase letters) if necessary.
- Provide a blanket certification that has all the up-to-date source documents.



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