



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.



Nashville Virtual Pop-Up

Next week we are virtually popping up in Nashville on **October 14 and 15**.

If you haven't already, complete this [registration form](#) as soon as you've identified a borrower you'd like to bring, and our Southeast 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 Nashville!

[Register Now](#)

Small Talk Series

Each week we're welcoming any questions from you, our Optigo® lenders, in the new Small Talk series. As we receive questions, a selected member of our team will answer in the following week's SBL Update with their fresh perspective. Please continue to submit any questions to sbl_weekly_questions@freddiemac.com to hear from us!

This week we are featuring [Jared Rothgeb](#). Jared is an underwriting manager in the Northcentral region.

Has there been a silver lining to working from home these past seven months?

Spending time with family. Being home 24/7 for the past seven months with not many places to go has given me a new perspective on togetherness. I've also been able to cook a lot more, which I love, and being able to work in t-shirts has really kept my dry-cleaning budget low!



Are there situations related to the new borrower experience guidelines that don't need to be prescreened?

We have received a number of questions on the new borrower principal experience guidelines. A common question we hear is, "What if the sponsor has previously owned multifamily for at least five years but currently does not own a minimum of three assets? Does this still need to be prescreened?"

Despite the sponsor's past experience meeting the guidelines, the prescreen requirements are based on the sponsor's current multifamily holdings, so that deal would still need a prescreen. We have also received questions on whether a deal still needs to be prescreened for borrower principal experience if the 5 bps adder is already applied to the DCR Baseline. Any deal where the sponsor does not meet the experience will require a prescreen regardless of whether the 5 bps adder is already applied.

What do you think will be the popular Halloween costume this year?

I think anything related to Tiger King. We are definitely going to be seeing a lot of Joe and Carole costumes this year!



[Preferences](#) | [View in Browser](#) | [Privacy](#) | [Unsubscribe](#)