

# SBL Update



## SBL Production Team – Eastern Region

Effective Monday, October 30, the Northeast and Southeast Small Balance Loan (SBL) Production teams will combine into one team overseen by Ross Drucker, regional production manager. Going forward, Leah More, Tyrone Purdie and Karolina Eisenhart will cover the entire geography of the Eastern region with relationships divided by Optigo® lenders instead of states.

Northeast and Southeast Underwriting teams will remain in place with no changes to lender relationship contacts. For pricing discount requests, prescreens and exception requests, please continue to utilize the appropriate [Northeast](#) and [Southeast](#) regional email boxes.

Please refer to the [regional map](#) as well as the [SBL Production Contact List](#) and [SBL Underwriting Contact List](#) for additional information on the proper regional mailbox and contacts.

Below is the primary producer for each SBL lender in the Eastern region:

- **Leah More:** Capital One, Greystone, Lument, Ready Capital, Walker & Dunlop
- **Tyrone Purdie:** Arbor, Berkadia, CBRE, Regions
- **Karolina Eisenhart:** Basis, CPC, Pinnacle

Send Date: October 20, 2023

For requests already in process, please continue working with the initial producer engaged on that request. Leah, Tyrone and Karolina will work together to ensure a smooth transition. Thank you for your continued support!

## New Guide Updates

As of yesterday, new updates were rolled out to our Freddie Mac *Multifamily Seller/Service Guide* (Guide). To learn about the changes, [read the news article](#). Below is an update that impacts SBL although it is not exhaustive of all updates that may impact SBL.

### Acquisition loans:

We are streamlining and standardizing our purchase agreement documentation for acquisition loans, including requiring the new [Purchase Agreement Analysis form](#) (replaces the prior analysis of the purchase agreement) which must be submitted on all acquisition loans as required in Chapter 55SBL.2 of the Guide.