



## Annual Conference Recap

Thank you to everyone who made it to Nashville for our Annual Conference. We hope you enjoyed yourselves and got a couple useful nuggets from us along the way. For those of you who couldn't make it, below is a short recap of some of the most important things we announced.

## Record Numbers

We are rolling this year! Our volume, affordable numbers, portfolio deals, pull-through rates and cycle times are all still beating our own records. Thank you all for your hard work and the investments you've brought to this program. Let's finish this year out strong!

## Deadlines for 2018 Freddie Mac Funded Loans

Below are the dates to adhere to, to ensure loans are purchased by Freddie Mac in 2018.

- Under Application Date: On or before October 9, 2018\*
- Package Delivery Date: No later than COB on December 14, 2018

Please contact your SBL regional mailbox should deal timelines fall outside of these dates and we will make every effort to work with you and the Borrower.

\*Assuming the loan follows average cycle times

## **Introducing Our New Senior Director of Production**

We introduced our newest face, Megan McElgunn. She has over 17 years of commercial real estate finance experience with a variety of lending platforms. Prior to returning to Freddie Mac, she was a Principal at QuadCapital Advisors LLC, focused on Credit Tenant Lease transactions throughout the country, and she led the Midwest loan origination efforts at Plum Inc. Earlier in her career, Megan spent 11 years in Chicago producing more than \$6 billion in commercial real estate loans for Freddie Mac, J.P. Morgan and Bank of America. As a Senior Producer in the Central Region for Freddie Mac, she managed Seller relationships and originated conventional multifamily, seniors and student housing loans. Megan graduated from the University of Wisconsin with a BBA in Real Estate & Urban Land Economics.

## **Evaluating New Execution Opportunity**

We announced that we are committed to finding a financing solution that combines small apartment property rehabilitation with the preservation of rent affordability. We believe that we can achieve this objective by leveraging Seller's bridge product / rehab expertise and Freddie Mac's credit acumen and securitization executions. We're asking you to join us as we begin to design and develop the right execution.

Please reach out to [Annie Gong](#) for more details.