



## SMALL BALANCE LOAN UPDATE

### 5 Years of SBL: Performance Report

Freddie Mac Multifamily formally announced the Small Balance Loan program in October 2014. Since then, the SBL program has seen a tremendous amount of growth and interest over the last five years. During this milestone, we celebrate the program's anniversary and the \$25 billion in SB-deals securitized by end of year. We're proud of these accomplishments and couldn't have done it without all the trusted partnerships we've established over the years.



For an overview of the last 5 years, read the [5-Year Performance report](#), which covers a variety of key metrics since the program's origination.

### Reminder: Direct SBL Business

As we announced at our Optigo 2019 conference last week, we're pleased to confirm that for all "direct" (non-brokered) deals taken under application on or after November 4, 2019, Freddie Mac SBL will offer 10 bps in additional servicing. Please note that where the brokerage firm is under common ownership with the Optigo<sup>SM</sup> lender's organization (whether directly owned, or a subsidiary or affiliate), Freddie Mac will consider this a direct deal.

In order to receive the additional 10 bps in servicing fees for direct deals, lenders should follow the instructions in the Pipeline Management Tool (PMT), which will roll out early next week.

[Download PMT Instructions](#)

## Underwriting Promotion

Let the good news keep on rolling. Within our SBL underwriting team, [Austin Barrett](#) has recently been promoted to senior underwriting analyst for the South-Central Region. He is an integral part of the Dallas team and we are excited for his continued growth.



Keep up with SBL and new roles by referring to our updated contact lists for both [production](#) and [underwriting](#).



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