

SBL Update



Borrower Experience and Property Management

When underwriting deals for sponsors with minimal or no multifamily experience, additional information may be required on the property management firm responsible for day-to-day operations — to assist in the underwriting process. This may include staff resumes, an understanding of management’s experience in the market with multifamily properties (five units or more), and experience with subsidy providers. While not required as part of the document checklist, it is essential for our teams to have a mutual understanding of who is responsible for day-to-day operations.

Year-End Deadlines

As we inch closer to the end of the year, let’s continue to keep processes smooth for our underwriting and production teams. Here is a reminder of year-end dates:

1. The deadline to submit a full and complete package to our **SBL Underwriting team** for year-end close is **Friday, December 1**. Please work directly with your Freddie Mac production team to ensure acceptable timelines for all applications received within three weeks of the deadline above.
2. The deadline to submit a full and complete package to our Purchase team for year-end funding:

Send Date: November 3, 2023

- Non-pooled transactions: Friday, December 15
- Pools: Case-by-case basis, please coordinate accordingly

Impact Sponsors: Accepting Nominations

Now through December 1, we're accepting [online nominations](#) for our 2024 Impact Sponsor cohort.

Impact Sponsors go above and beyond to promote tenant advancement, environmental best practices and social impact. The program creates opportunities for like-minded sponsors to share experiences, explore ideas and meet with the Freddie Mac team.

We hope you'll nominate sponsors you know and work with who do exceptional mission-driven work — or send this directly to them for self-nomination. Past Impact Sponsors are welcome to re-apply for next year's cohort.

Diverse & Emerging Sponsors: Interest Form Online

Our 2024 Diverse & Emerging Sponsor cohort aims to include sponsors who are **a)** looking to grow and scale their business but have yet to reach Freddie Mac lending requirements, **b)** interested in learning more about Government Sponsored Entity (GSE) finance or **c)** interested in helping advance progress with other diverse and emerging sponsors.

This cohort will be most beneficial to sponsors with:

- No more than 1,000 multifamily units owned/operated
- At least five years of multifamily ownership experience and/or meets the Small Balance Loan (SBL) baseline experience requirements*

Send Date: November 3, 2023

*SBL baseline experience requirements: (i) a minimum of three multifamily properties, with at least one for a minimum of the preceding two years, (ii) at least one multifamily property for the five preceding years or (iii) at least 10 units consisting of 2- to 4-unit properties for a minimum of the preceding two years.

Space is limited – If you know a sponsor that may be interested in being a part of next year's cohort, please encourage them to complete [the interest form](#) today!

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8200 Jones Branch Drive, McLean, VA 22102