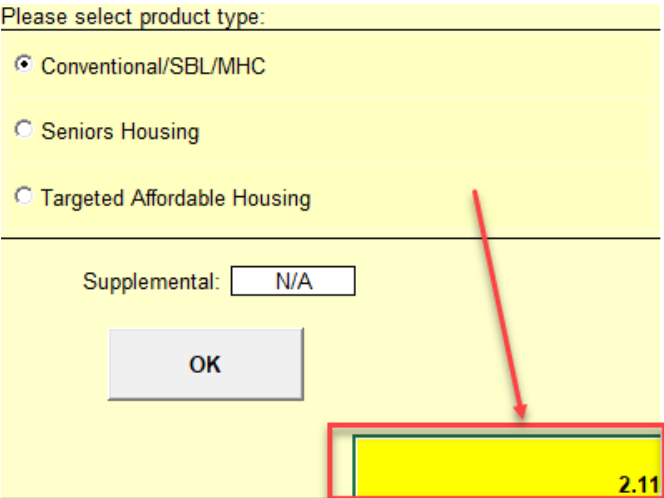


What's New in the Loan Submission Template (LST) 2.11

About this Job Aid

This job aid uses short descriptions and screenshots to identify the new items in the Loan Submission Template (LST) 2.11, available on the Multifamily website.

New Items in LST 2.11

Tab	Description
Select Product	<p data-bbox="435 730 699 758">New version: LST 2.11</p> <p data-bbox="435 789 699 816">Please select product type:</p> <ul data-bbox="448 842 743 999" style="list-style-type: none"><li data-bbox="448 842 699 869"><input checked="" type="radio"/> Conventional/SBL/MHC<li data-bbox="448 905 634 932"><input type="radio"/> Seniors Housing<li data-bbox="448 968 743 995"><input type="radio"/> Targeted Affordable Housing <p data-bbox="516 1052 786 1079">Supplemental: <input data-bbox="662 1052 786 1079" type="text" value="N/A"/></p> <p data-bbox="540 1115 735 1184"><input type="button" value="OK"/></p> <p data-bbox="760 1209 1094 1283"><input type="text" value="2.11"/></p> 

<p>Select Product</p>	<p>Reference to prior approval removed from programs</p>
<p>Instructions</p>	<p>New version: LST 2.11</p>

<p>Input Sheet</p>	<p>Third Party Broker Transaction related fields now prefixed with the word 'Mortgage'</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 60%; text-align: center;">F</th> <th style="width: 40%; text-align: center;">G</th> </tr> </thead> <tbody> <tr> <td>Mortgage Broker Transaction</td> <td style="text-align: center;">No</td> </tr> <tr> <td>Mortgage Broker Company</td> <td></td> </tr> <tr> <td>Mortgage Broker First Name</td> <td></td> </tr> <tr> <td>Mortgage Broker Last Name</td> <td></td> </tr> <tr> <td>Mortgage Broker Fee (\$)</td> <td></td> </tr> <tr> <td>Mortgage Broker Fee (%)</td> <td></td> </tr> </tbody> </table>	F	G	Mortgage Broker Transaction	No	Mortgage Broker Company		Mortgage Broker First Name		Mortgage Broker Last Name		Mortgage Broker Fee (\$)		Mortgage Broker Fee (%)																																																																			
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<p>Input Sheet</p>	<p>FM Proforma Income & Expense Analysis added for internal Freddie Mac use.</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th colspan="3">LOAN TERMS</th> <th colspan="2">FM Proforma Income & Expense</th> </tr> <tr> <th>QUOTE SCENARIO #1 (MAIN)</th> <th>1st Mortgage</th> <th>B Piece (if applicable)</th> <th>S/S Proforma Income & Expense</th> <th>FM Proforma Income & Expense</th> </tr> </thead> <tbody> <tr> <td>Loan Amount</td> <td>\$1,670,000</td> <td>\$0</td> <td>IO DCR (FM 1st Mtg Debt)</td> <td>1.76%</td> </tr> <tr> <td>Loan Amount per Unit</td> <td>\$417.50</td> <td>\$0</td> <td>IO Combined DCR</td> <td>1.76%</td> </tr> <tr> <td>Note Type</td> <td>Fixed</td> <td>(Please select from list)</td> <td>Amort. DCR (FM 1st Mtg Debt)</td> <td>1.30%</td> </tr> <tr> <td>Bridge Protection</td> <td>N/A</td> <td>(Please select from list)</td> <td>Amort. Combined DCR</td> <td>1.30%</td> </tr> <tr> <td>Final Floor</td> <td>N/A</td> <td>(Please select from list)</td> <td></td> <td></td> </tr> <tr> <td>Loan position</td> <td>1</td> <td>(Please select from list)</td> <td></td> <td></td> </tr> <tr> <td>Total Term (mos)</td> <td>180</td> <td>0</td> <td></td> <td></td> </tr> <tr> <td>Final Paid Term (mos)</td> <td>0</td> <td>0</td> <td></td> <td></td> </tr> <tr> <td>Amortization Schedule(mos)</td> <td>360</td> <td>0</td> <td></td> <td></td> </tr> <tr> <td>Interest-Only Term (in mos)</td> <td>48</td> <td>0</td> <td></td> <td></td> </tr> <tr> <td>Amort. Schedule after IO Term (mos)</td> <td>360</td> <td>0</td> <td></td> <td></td> </tr> <tr> <td>Prepay Term (mos)</td> <td>180</td> <td>0</td> <td></td> <td></td> </tr> <tr> <td>Prepay Type (if "Other", elaborate in narrative)</td> <td>Standard Yield Maintenance</td> <td>(Please select from list)</td> <td></td> <td></td> </tr> <tr> <td>Yield Maintenance with Treasuries Plus:</td> <td>N/A</td> <td>(Please select from list)</td> <td></td> <td></td> </tr> </tbody> </table> <p style="color: red; font-size: small;">Pulls from FM Proforma in i&E tab</p>	LOAN TERMS			FM Proforma Income & Expense		QUOTE SCENARIO #1 (MAIN)	1st Mortgage	B Piece (if applicable)	S/S Proforma Income & Expense	FM Proforma Income & Expense	Loan Amount	\$1,670,000	\$0	IO DCR (FM 1st Mtg Debt)	1.76%	Loan Amount per Unit	\$417.50	\$0	IO Combined DCR	1.76%	Note Type	Fixed	(Please select from list)	Amort. DCR (FM 1st Mtg Debt)	1.30%	Bridge Protection	N/A	(Please select from list)	Amort. Combined DCR	1.30%	Final Floor	N/A	(Please select from list)			Loan position	1	(Please select from list)			Total Term (mos)	180	0			Final Paid Term (mos)	0	0			Amortization Schedule(mos)	360	0			Interest-Only Term (in mos)	48	0			Amort. Schedule after IO Term (mos)	360	0			Prepay Term (mos)	180	0			Prepay Type (if "Other", elaborate in narrative)	Standard Yield Maintenance	(Please select from list)			Yield Maintenance with Treasuries Plus:	N/A	(Please select from list)		
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<p>Input Sheet</p>	<p>Additional instructions added in Input sheet for correct set up for Full-Term Interest-Only (IO) loans</p> <p style="color: red;">Comment added in Input Sheet: B95:C95</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tbody> <tr> <td>93</td> <td>Amort. Schedule (mos)</td> <td></td> <td></td> </tr> <tr> <td>94</td> <td>Interest-Only Term (in mos)</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> </tr> <tr> <td>95</td> <td>Amort. Schedule after IO Term (mos)</td> <td></td> <td></td> </tr> <tr> <td>98</td> <td>Prepay Term (mos)</td> <td></td> <td></td> </tr> <tr> <td>99</td> <td>Prepay Type (if "Other", elaborate in narrative)</td> <td>(Please select from list)</td> <td>(Please select from list)</td> </tr> <tr> <td>100</td> <td>Yield Maintenance with Treasuries Plus:</td> <td>N/A</td> <td>(Please select from list)</td> </tr> <tr> <td>103</td> <td></td> <td style="text-align: center;">1st Mo</td> <td style="text-align: center;">B Piece (if applicable)</td> </tr> <tr> <td>105</td> <td>Applicable Index Type</td> <td>(Please select from list)</td> <td>(Please select from list)</td> </tr> <tr> <td>106</td> <td>Index Rate (%)</td> <td style="text-align: center;">0.000%</td> <td style="text-align: center;">0.000%</td> </tr> </tbody> </table> <p style="color: red;">Comment added in Supplemental Input: B15:L15</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tbody> <tr> <td>14</td> <td>Interest-Only Term (in mos)</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> </tr> <tr> <td>15</td> <td>Amort. Schedule after IO Term (mos)</td> <td></td> <td></td> </tr> <tr> <td>16</td> <td>Prepay Term (mos)</td> <td></td> <td></td> </tr> <tr> <td>17</td> <td>Prepay Type (if "Other", elaborate in narrative)</td> <td>(Please select from list)</td> <td>(Please select from list)</td> </tr> <tr> <td>18</td> <td>Yield Maintenance with Treasuries Plus:</td> <td>N/A</td> <td>N/A</td> </tr> <tr> <td>19</td> <td>Cost-Basis - Original</td> <td style="text-align: center;">\$0</td> <td style="text-align: center;">\$0</td> </tr> <tr> <td>20</td> <td>Cost-Basis - Improvements</td> <td style="text-align: center;">\$0</td> <td style="text-align: center;">\$0</td> </tr> <tr> <td>21</td> <td></td> <td style="text-align: center;">1st Mortgage Term</td> <td style="text-align: center;">1st Supplemental</td> </tr> </tbody> </table>	93	Amort. Schedule (mos)			94	Interest-Only Term (in mos)	0	0	95	Amort. Schedule after IO Term (mos)			98	Prepay Term (mos)			99	Prepay Type (if "Other", elaborate in narrative)	(Please select from list)	(Please select from list)	100	Yield Maintenance with Treasuries Plus:	N/A	(Please select from list)	103		1st Mo	B Piece (if applicable)	105	Applicable Index Type	(Please select from list)	(Please select from list)	106	Index Rate (%)	0.000%	0.000%	14	Interest-Only Term (in mos)	0	0	15	Amort. Schedule after IO Term (mos)			16	Prepay Term (mos)			17	Prepay Type (if "Other", elaborate in narrative)	(Please select from list)	(Please select from list)	18	Yield Maintenance with Treasuries Plus:	N/A	N/A	19	Cost-Basis - Original	\$0	\$0	20	Cost-Basis - Improvements	\$0	\$0	21		1st Mortgage Term	1st Supplemental												
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<p>Senior Housing-> Input Sheet</p>	<p>'Property Level of Care' drop-down in Seniors LST</p> <ul style="list-style-type: none"> • Independent Living with Skilled Nursing added as an option • Assisted Living with Skilled Nursing added as an option • Skilled Nursing and Alzheimer's Care removed as options in the drop-down 																																																																																

74	SENIOR HOUSING DETAILS	
75	Property Level of Care	Independent Living
76	CCRC (Continuing Care Retirement Community)	(Please select from list)
77	Medicaid / Medicare Reimb	Independent Living
78	Entrance Fee	Assisted Living Independent Living with Skilled Nursing
79	Max # of Licensed Residents	Assisted Living with Skilled Nursing
80		

Collections

- Total of **Normalized Collections** (Column P) updated to be calculated as sum of all the Months in that year
- Total/Average** field renamed as **Total**

2022	GPR	Subsidies	Vacancy	% of GPR	Concessions	% of GPR	Bad Debt	% of GPR	Add Back Non Revenue	Net Rental Income	Economic Occupancy	Physical Occupancy
January	\$488,672	\$0	\$0	0.00%	(\$1,824)	-0.37%	\$0	0.00%	\$0	\$486,848	99.63%	100.00%
February	\$490,267	\$0	\$0	0.00%	(\$1,53)	-0.03%	\$0	0.00%	\$0	\$490,114	99.97%	100.00%
March	\$496,273	\$0	\$0	0.00%	(\$3,455)	-0.70%	\$0	0.00%	\$0	\$492,818	99.30%	100.00%
April	\$496,883	\$0	\$0	0.00%	(\$6,055)	-1.22%	\$0	0.00%	\$0	\$490,828	98.78%	100.00%
May	\$496,738	\$0	\$0	0.00%	(\$2,625)	-0.53%	\$0	0.00%	\$0	\$494,113	99.47%	100.00%
June	\$510,508	\$0	\$0	0.00%	(\$19,243)	-3.77%	\$0	0.00%	\$0	\$491,265	96.23%	100.00%
July	\$526,585	\$0	\$0	0.00%	(\$19,380)	-2.85%	\$0	0.00%	\$0	\$512,605	97.35%	100.00%
August	\$529,085	\$0	\$0	0.00%	(\$2,285)	-0.43%	\$0	0.00%	\$0	\$526,800	99.57%	100.00%
September	\$0	\$0	\$0	0.00%	\$0	0.00%	\$0	0.00%	\$0	\$0	0.00%	0.00%
October	\$0	\$0	\$0	0.00%	\$0	0.00%	\$0	0.00%	\$0	\$0	0.00%	0.00%
November	\$0	\$0	\$0	0.00%	\$0	0.00%	\$0	0.00%	\$0	\$0	0.00%	0.00%
December	\$0	\$0	\$0	0.00%	\$0	0.00%	\$0	0.00%	\$0	\$0	0.00%	0.00%
Total	\$4,035,011	\$0	\$0	0.00%	(\$49,620)	-1.23%	\$0	0.00%	\$0	\$3,985,391	98.77%	100.00%

Collections

Added ability to view analytics based on **Net Rental Income (Actual Collections)** and **Normalized Collections** columns.

		Actual Collections				Underwritten
Trailing		3	6	9	12	
69	Monthly NRI	\$510,223	\$501,405	\$495,194	\$485,653	\$571,876
70	Annualized NRI	\$6,122,676	\$6,016,860	\$5,942,328	\$5,827,836	\$6,862,512
71	Economic Occupancy	97.73%	98.44%	98.79%	98.59%	
72	Physical Occupancy	100.00%	100.00%	100.00%	100.00%	

		Normalized Collections				Underwritten
Trailing		3	6	9	12	
119	Monthly NRI	\$510,223	\$501,405	\$495,194	\$485,653	\$571,876
120	Annualized NRI	\$6,122,676	\$6,016,860	\$5,942,328	\$5,827,836	\$6,862,512
121	Economic Occupancy	97.73%	98.44%	98.79%	98.59%	
122	Physical Occupancy	100.00%	100.00%	100.00%	100.00%	

I&E Dynamic display of Collections data in I&E tab

- New drop-down labeled "**Basis Selection**" with the drop-down options *Actual Collections* and *Normalized Collections* in I&E sheet
- LST defaults to "**Actual Collections**" option and displays the data from the corresponding fields of the "Actual Collections" in Collections tab
- The view can be switched to "**Normalized Collections**" from the Collections tab

		Basis Selection	
		Actual Collections	
		Actual Collections	
		Normalized Collections	
		Rent Roll Monthly NRI	\$534,526
		S/S U/W NRI	\$524,811
Year	UW Monthly NRI		\$571,876
2022	August		\$526,800
2022	July		\$512,605
2022	June		\$491,265
		Trailing 3-month collections	\$510,223
		Trailing 6-month collections	\$501,405
		Trailing 9-month collections	\$0

I&E Updated formula for correct display of debt service for full-term IO loans
 FM 1st Debt Service formula updated to now pull from 'Input Sheet'!B95 thus enabling the calculation to consider amortization values other than 360-months for full-term IO loans

Input Sheet DCR	Cash Flow Before Debt Service	\$918,140	\$7,173	\$1,987,059	\$15,524	116,424	\$3,114,370	\$24,331	\$6,738	\$2,173,335	\$3,280,063	\$75,469	4,688	\$291,995	\$278,064	\$324,720	\$3,579,116	\$27
FM 1st Mtg Debt Service (IO)	(\$1,902,311)		(\$1,902,311)				(\$1,902,311)			(\$1,902,311)				(\$2,421)	(\$2,421)	(\$2,421)	(\$1,902,311)	(\$27)
Subordinated Debt Service - B Piece (IO)	\$0		\$0				\$0			\$0				\$0	\$0	\$0	\$0	\$0
Total Debt Service (IO)	(\$1,902,311)	(\$14,862)	(\$1,902,311)	(\$14,862)			(\$1,902,311)	(\$14,862)		(\$1,902,311)	(\$14,862)			(\$2,421)	(\$2,421)	(\$2,421)	(\$1,902,311)	(\$14)
Cash Flow After IO Debt Service	(\$984,171)	(\$7,689)	\$84,748	\$662			\$1,212,059	\$9,469		\$1,357,691	\$10,607			\$289,574	\$25,643	\$322,299	\$1,676,805	\$19
IO DCR (FM 1st Mtg Debt)	0.483	1.045		1.637				1.214			1.214			120,588	114,835	134,103	1,881	1
IO Combined DCR	0.483	1.045		1.637				1.214			1.214			120,588	114,835	134,103	1,881	1
FM 1st Debt Service	(\$2,529,824)		(\$2,529,824)				(\$2,529,824)			(\$2,529,824)				(\$210,819)	(\$210,819)	(\$210,819)	(\$2,529,824)	
Subordinated Debt Service - B Piece	\$0		\$0				\$0			\$0				\$0	\$0	\$0	\$0	
Total Debt Service	(\$2,529,824)	(\$19,764)	(\$2,529,824)	(\$19,764)			(\$2,529,824)	(\$19,764)		(\$2,529,824)	(\$19,764)			(\$210,819)	(\$210,819)	(\$210,819)	(\$2,529,824)	(\$19)
Cash Flow After Debt Service	(\$1,611,689)	(\$17,591)	(\$56,765)	(\$4,240)			\$584,546	\$4,567		\$730,179	\$5,705			\$81,176	\$67,245	\$113,901	\$1,049,292	\$8
Amortizing DCR (FM 1st Mtg Debt)	0.363	0.785		1.231				1.289			1.289			1.385	1.319	1.540	1,415	1
Amortizing Combined DCR	0.363	0.785		1.231				1.289			1.289			1.385	1.319	1.540	1,415	1

SOURCE OF DATA	PER UNIT	% Change vs. PY	PER UNIT	% Change vs. PY	Notes to Underwriting
INCOME					
Gross Potential Rent-Residential	\$0	\$0	N/A	\$0	N/A
Medicaid Income	\$0	\$0	N/A	\$0	0.00%
Medicare Income	\$0	\$0	N/A	\$0	N/A
Lease- Residential Concessions	\$0	\$0	N/A	\$0	N/A
Lease- Residential Vacancy	\$0	0.00%	N/A	\$0	N/A
Lease- Residential Rent Debt	\$0	\$0	N/A	\$0	N/A
Residential NET RENTAL INCOME	\$0	\$0	N/A	\$0	N/A
Commercial Income	\$0	\$0	N/A	\$0	N/A
Lease- Commercial Vacancy	\$0	0.00%	N/A	\$0	N/A
Commercial NET RENTAL INCOME	\$0	\$0	N/A	\$0	N/A
Community Fees	\$0	\$0	N/A	\$0	N/A
Entrance Fees	\$0	\$0	N/A	\$0	N/A
Additional/Second Resident Fee	\$0	\$0	N/A	\$0	N/A
Assisted Living Services Income	\$0	\$0	N/A	\$0	N/A
Alzheimer's Care Income	\$0	\$0	N/A	\$0	N/A
Beauty Salon	\$0	\$0	N/A	\$0	N/A
Physical Therapy Income	\$0	\$0	N/A	\$0	0.00%
People Income	\$0	\$0	N/A	\$0	0.00%
Other Services/Services Income	\$0	\$0	N/A	\$0	0.00%
Total Services/Housing Income	\$0	\$0	N/A	\$0	\$0
Miscellaneous Other Income	\$0	\$0	N/A	\$0	0.00%

<p>Rent Roll</p>	<p>Detailed guidance on the need to spread rent roll for student rent by the bed properties by correctly enabling Student Unit Group ID</p> <p>Note: "Student Rent by the Bed" identifier in Input Sheet must be first selected for the rent roll functionality to work</p>
<p>Senior Housing -> Unit Occupancy by Acuity</p>	<p>Auto-populated Month/Year and Additional Calculations enabled</p> <ul style="list-style-type: none"> Based on the inputs in the last row for the year and month, the LST auto-populates the rest of fields 3, 6, 9, 12 Month Avg are automatically calculated

LST Production Support

For immediate technical support, contact 866 MULTI-FM (866-685-8436). For less critical needs, contact [MF Service Desk@freddiemac.com](mailto:MF_Service_Desk@freddiemac.com) or your Freddie Mac Production Team.