



Fannie Mae®

---

# Multifamily Selling and Servicing Guide

Effective as of May 27, 2026

No portion of this Multifamily Selling and Servicing Guide may be reproduced in any form or by any means without Fannie Mae's prior written permission, except as may be provided herein or unless otherwise permitted by law. Limited permission to reproduce this Multifamily Selling and Servicing Guide in print, in whole or in part, and limited permission to distribute electronically parts of this Multifamily Selling and Servicing Guide, are granted to Fannie Mae-approved Lenders strictly for their own use in originating and selling multifamily Mortgage Loans to, and servicing multifamily Mortgage Loans for, Fannie Mae. Fannie Mae may revoke this limited permission by sending 60 days advance written notice to any or all Fannie Mae-approved Lenders.



## **TABLE OF CONTENTS**

---

Part II Section 504.01 Environmental Site Assessments .....	3
GLOSSARY .....	4



## 504.01 Environmental Site Assessments

### Requirements

You must:

- comply with the Environmental Due Diligence Requirements ([Form 4251](#)), including obtaining a Phase I Environmental Site Assessment (Phase I ESA) of the entire Property;
- ensure the Phase I ESA:
  - is performed per the instructions in [Form 4251](#), including meeting the current requirements of ASTM E1527;
  - is prepared by an environmental professional as that term is defined in 40 C.F.R. § 312.10 (an Environmental Professional);
  - identifies all environmental conditions and risks that may potentially impact
    - resident safety,
    - marketability, or
    - Property value; and
  - clearly identifies how to properly mitigate those conditions and risks, including where applicable:
    - the Environmental Professional's recommendations regarding additional investigation, or requirements of government authority or regulatory agency; or
    - action to remediate or abate any Recognized Environmental Condition (REC)/Controlled Recognized Environmental Condition (CREC), as those terms are defined in ASTM E1527; and
- obtain Fannie Mae's approval before Rate Lock if the Phase I ESA identified any RECs/CRECs.

### Guidance

You may rely on a preliminary or draft Phase I ESA to obtain a Rate Lock and Commitment.



# Glossary

## A

ASTM American Society for Testing Materials

## C

Commitment Contractual agreement between you and Fannie Mae where Fannie Mae agrees to buy a Mortgage Loan at a future date in exchange for an MBS, or at a specific price for a Cash Mortgage Loan, and you agree to Deliver that Mortgage Loan.

### Synonyms

- Committed
- Commitments

## E

Environmental Site Assessment Investigation and resulting report (Phase I ESA or Phase II ESA) conducted per Environmental Due Diligence Requirements ([Form 4251](#)), identifying if a Property has Recognized Environmental Conditions or Business Environmental Risks.

### Synonyms

- ESA
- Environmental Site Assessments

## P

Phase I ESA Environmental Site Assessment conducted per the current ASTM E-1527 standard and the resulting report.

### Synonyms

- Phase I Environmental Site Assessment
- Phase I ESAs



## Property

Multifamily residential real estate securing the Mortgage Loan, including the

- fee simple or Leasehold interest,
- Improvements, and
- personal property (per the Uniform Commercial Code).

### **Synonyms**

- Properties
- Property's

## **R**

## Rate Lock

Agreement between you and the Investor containing the terms of the Lender-Arranged Sale or Multifamily Trading Desk trade of the Mortgage Loan and the MBS terms and conditions relating to the underlying MBS, if applicable, which may be documented via a recorded telephone conversation.

### **Synonyms**

- Rate Locks