

Multifamily Selling and Servicing Guide

Effective as of August 19, 2025

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TABLE OF CONTENTS

Part III Section 802.01 Basic Conditions	3
GLOSSARY	4



802.01 Basic Conditions

Requirements

You must ensure all the following:

- The Mortgage Loan has a fixed rate.
- Any commercial lease is determined to be a Material Commercial Lease based on 5% or more of total gross income calculated on a Cooperative Market Rental Basis.
- The Property is located in a Cooperative Property Eligible Market per Form 4660.
- The Property has a Property Condition Rating of 2 or better, per the MBA Standard Inspection Form.



Glossary

C

Cooperative Market Rental Basis	Financial analysis or valuation of a Cooperative Property conducted as if it were operated as a conventional multifamily property subject to applicable rental restrictions.
Cooperative Property	Multifamily residential property owned by a Cooperative Organization.
	Synonyms • Co-op • Cooperative
F	

Form 4660

Multifamily Underwriting Standards identifying Pre-Review Mortgage Loans and containing the underwriting requirements (e.g., debt service coverage ratio, loan to value ratio, interest only, underwriting floors, etc.) for all Mortgage Loans.

Synonyms

Multifamily Underwriting Standards

M

Material Commercial Lease	Lease, sublease, license, concession, grant, or other possessory interest • for commercial purposes comprising 5% or more of the Property's annual EGI, or • relating to: • solar power, thermal power generation, or co-power generation, or the installation of solar panels or any other electrical power generation equipment, and any related power purchase agreement; or • any Property dwelling units leased to • a Borrower Affiliate, • any Key Principal, or • any Principal.		
	Synonyms Material Commercial Leases 		
MBA	Mortgage Bankers Association Synonyms • MBA's		
Mortgage Loan	 Mortgage debt obligation evidenced, or when made will be evidenced, by the Loan Documents, or a mortgage debt obligation with a Fannie Mae credit enhancement. Synonyms Mortgage Loans 		
Р	Mortgage Loan's		

(12)



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

Property Condition Rating An assessment of the Property's overall condition per the MBA Standard Inspection Form, expressed on a scale from 1 (the best Property Condition Rating) to 5 (lowest Property Condition Rating).

Synonyms

• Property Condition Ratings

Property