



# Multifamily Selling and Servicing Guide

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## TABLE OF CONTENTS

---

Part I Section 301 Generally .....	3
GLOSSARY .....	4



## Section 301

### Generally

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#### Operating Procedures

You must perform an overall risk assessment of the Borrower, Guarantor, Key Principals, and Principals considering the specifics of the transaction.

#### Guidance

You should:

- Complete a credit review by analyzing information about their
  - organizational structure,
  - multifamily business experience and qualifications,
  - general credit history, and
  - current and prospective financial condition.
- Ensure that the financial strength, experience, qualifications, character, and credit history of the Borrower, Guarantor, Key Principals, and Principals support the size, complexity, structure, and risk of the transaction.



# Glossary

## B

**Borrower** Person who is the obligor under the Note.

**Synonyms**

- Borrowers
- Borrower's

## G

**Guarantor** Key Principal or other Person who executes a Payment Guaranty, a Non-Recourse Guaranty, or any other guaranty in connection with the Mortgage Loan.

**Synonyms**

- Guarantors