Fannie Mae®

# Multifamily Selling and Servicing Guide

## Effective as of October 26, 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 IV Section 101 Pricing ..... 3
GLOSSARY ..... 4

## Section 101 Pricing

### Requirements

You must use the Pricing Memo to determine delegated pricing for Guaranty Fees, Servicing Fees, and other fees for the applicable product and features.

### Operating Procedures

For non-delegated pricing, submit your loan option requests in DUS Gateway.

# Glossary

## D

| | |
|---|---|
| DUS | Delegated Underwriting and Servicing |
| DUS Gateway | Multifamily pre-acquisition system, or any successor systems, recording deal registration, Pre-Review and/or waiver tracking, Mortgage Loan Commitments, and decision records. |

## G

| | |
|---|---|
| Guaranty | Payment Guaranty, Non-Recourse Guaranty, or other guaranty by a Guarantor for the Mortgage Loan. |
| Guaranty Fee | Fee retained by Fannie Mae for credit enhancing a Mortgage Loan or assuming credit risk on a Mortgage Loan, and which may be expressed as a percentage.<br><br>**Synonyms**<br>• Guaranty Fees |
| Guide | Multifamily Selling and Servicing Guide controlling all Lender and Servicer requirements unless a Lender Contract specifies otherwise.<br><br>**Synonyms**<br>• DUS Guide |

## P

| | |
|---|---|
| Pricing Memo | Applicable DUS Pricing Memo or non-DUS Pricing Memo communicating pricing for various products and features.<br><br>**Synonyms**<br>• Pricing Memos |

## S

| | |
|---|---|
| Servicing Fee | Fee a Servicer receives for collecting payments, managing operational procedures, and assuming your portion of credit risk for a Mortgage Loan, and which may be expressed as a percentage.<br><br>**Synonyms**<br>• Servicing Fees |