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 III Section 603.02 MH Community Score ..... 3
GLOSSARY ..... 8

© 2026 Fannie Mae. Trademarks of Fannie Mae.

## 603.02 MH Community Score

### Requirements

You must determine the MH Community Score using the MH Community Quality Rating Standards table. The overall MH Community Quality Rating is based on the lowest rating for any 1 characteristic.

The MH Community must:

- meet a Level 3 Quality Rating; or
- achieve most of the minimum Quality Rating characteristics and either
  - the unsatisfactory characteristics are not materially detrimental to the performance, overall appearance, desirability, and quality of the MH Community, or
  - any failed characteristic must be remediated as a Completion/Repair item.

| Manufactured Housing Community Quality Rating Standards | | | |
|---|---|---|---|
| Characteristic | Level 3 Quality Rating | Level 4 Quality Rating | Level 5 Quality Rating |
| | Minimum Standard | Minimum Standard applies<br><br>(except as detailed) | Level 4 applies<br><br>(except as detailed) |
| Streets | Paved Roads. | Same as Level 3. | Rolled curbs (if warranted by layout/drainage needs). |

| Manufactured Housing Community Quality Rating Standards | | | |
|---|---|---|---|
| Characteristic | Level 3 Quality Rating | Level 4 Quality Rating | Level 5 Quality Rating |
| | Minimum Standard | Minimum Standard applies<br><br>(except as detailed) | Level 4 applies<br><br>(except as detailed) |
| Home Sites | • Area under the Manufactured Homes consists of concrete, crushed rock, or dirt.<br>• Entry to the Manufactured Homes is through a patio or porch.<br>• Manufactured Homes are supported by stacks of hollow concrete block or steel pier systems along the main beams (with ground anchors and steel straps holding the frame against movement) that meet local and state requirements. | Same as Level 3 with at least 60% of MH Sites having commercial grade porch/cabanas or patios. | Same as Level 3 with all MH Sites having commercial grade porch/cabanas or patios. |

| Manufactured Housing Community Quality Rating Standards | | | |
|---|---|---|---|
| Characteristic | Level 3 Quality Rating | Level 4 Quality Rating | Level 5 Quality Rating |
| | Minimum Standard | Minimum Standard applies<br><br>(except as detailed) | Level 4 applies<br><br>(except as detailed) |
| Site Size | Preference for 50% doublewide MH Sites, however you have delegated discretion on the percentage of doublewide sites as long as the MH Community is competitive with a clear market demand for singlewide MH Sites. | Same as Level 3. | Minimum 50% doublewide MH Sites. |
| Density | Density reflects the norm for the Property market. Generally, maximum density is 12 MH Sites per acre, however you have delegated discretion to determine the typical density in your market. | Density reflects the norm for the Property market. Generally, maximum density is 7 MH Sites per acre, or 10 MH Sites per acre if developed before 2000. | Same as Level 4. |

| Manufactured Housing Community Quality Rating Standards | | | |
|---|---|---|---|
| Characteristic | Level 3 Quality Rating | Level 4 Quality Rating | Level 5 Quality Rating |
| | Minimum Standard | Minimum Standard applies<br><br>(except as detailed) | Level 4 applies<br><br>(except as detailed) |
| Skirts/Hitches | 100% of the Manufactured Homes are professionally skirted, with hitches covered or removed.<br><br>You can meet this requirement through a Completion/Repair Schedule. | Same as Level 3. | All of the Manufactured Homes are professionally skirted, with hitches removed. |
| Parking | Minimum of 2 on- or off-street parking spaces per MH Site that are properly maintained, paved, concrete, or gravel (if common in the market). You have delegated discretion to determine compliance based on prevailing market conditions, subject to local ordinances. | Same as Level 3. | 2 paved off-street parking spaces per MH Site. |

| Manufactured Housing Community Quality Rating Standards | | | |
|---|---|---|---|
| Characteristic | Level 3 Quality Rating | Level 4 Quality Rating | Level 5 Quality Rating |
| | Minimum Standard | Minimum Standard applies<br><br>(except as detailed) | Level 4 applies<br><br>(except as detailed) |
| Amenities | Not required, but amenity package should be competitive based on market comparables. | Competitive amenity package required. | High quality amenity package competitive with other high-quality MH Communities. |

# Glossary

## C

| | |
|---|---|
| Completion/Repair Schedule | The Required Repair Schedule to the Multifamily Loan Agreement (Form 6001 series) and the applicable parts of the Multifamily Loan Agreement, or other Fannie Mae-approved agreement, evidencing:<br>• the Borrowers agreement to<br>  - fund the Completion/Repair Escrow, and<br>  - perform Completion/Repairs; and<br>• Completion/Repair Escrow disbursement terms.<br><br>**Synonyms**<br>• Completion/Repair Schedules |
| Completion/Repairs | Repairs or capital item replacements and deferred maintenance:<br>• identified per the Property Condition Assessment; and<br>• required per the<br>  - Completion/Repair Schedule, or<br>  - Completion/Repair Agreement.<br><br>**Synonyms**<br>• Completion/Repair |

## M

| | |
|---|---|
| Manufactured Home | Factory-built home complying with the Manufactured Home HUD Code.<br><br>**Synonyms**<br>• Manufactured Homes |

| | |
|---|---|
| Manufactured Housing Community | Residential real estate development with lots on which manufactured homes are located, together with amenities, utility services, landscaping, roads, and other infrastructure.<br><br>**Synonyms**<br>• Manufactured Housing Property<br>• MH Community<br>• MH Community's<br>• MH Communities<br>• MHC |
| Manufactured Housing Community Score | Score of 3 through 5 based on characteristics of the MH Community per Part III, Chapter 6: Manufactured Housing Communities, Section 603.02: MH Community Score.<br><br>**Synonyms**<br>• MH Community Score<br>• MHC Score |
| Manufactured Housing Site | Developed lot within an MH Community on which a Manufactured Home can be located.<br><br>**Synonyms**<br>• MH Site<br>• MH Sites |

# P

| | |
|---|---|
| Property | Multifamily residential real estate securing the Mortgage Loan, including the<br>• fee simple or Leasehold interest,<br>• Improvements, and<br>• personal property (per the Uniform Commercial Code).<br><br>**Synonyms**<br>• Properties<br>• Property's |