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# Multifamily Selling and Servicing Guide

Effective as of February 2, 2026

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## Section 606

## Property Income and Underwritten NCF

### Requirements

You must use the following table to calculate Underwritten NCF.

REQUIRED UNDERWRITTEN NCF (MANUFACTURED HOUSING COMMUNITY)		
Item	Function	Description
CALCULATION OF NET RENTAL INCOME		
1		GROSS RENTAL INCOME <sup>1</sup> actual MH Site rents in place where Manufactured Homes are installed under leases with residents in occupancy, plus market rents for vacant MH Sites and MH Sites with vacant Manufactured Homes based on a current rent roll (multiplied by 12).
2	PLUS	To the extent deducted as an operating expense, MH Site rents for other non-revenue MH Sites, such as: <ul style="list-style-type: none"><li>• MH Sites with model Manufactured Homes deducted in the "model apartment" operating expense in the "general and administrative" category; and</li><li>• actual MH Site rent from employee Manufactured Homes deducted in the "employee" operating expense in the "payroll and benefits" category.</li></ul>
	EQUALS	GROSS POTENTIAL RENT (GPR)
3	MINUS	Physical vacancy <sup>2</sup> <ul style="list-style-type: none"><li>• market rents for vacant MH Sites based on a current rent roll (multiplied by 12); and</li><li>• net rental collections for occupied MH Sites where the Manufactured Home is vacant, and the MH Site rent is paid by the MH Community owner, prior occupants, or a third party (e.g., a retail creditor).</li></ul>
4	MINUS	Concessions the aggregate amount of forgone residential rental income from incentives granted to tenants for signing leases, such as free rent for 1 or more months, move-in allowance, etc. <sup>2</sup>
5	MINUS	Bad debt the aggregate amount of unpaid rental income determined to be uncollectable, including any adjustments to other income for bad debt. <sup>2</sup>
	EQUALS	NET RENTAL INCOME (NRI) <sup>3,4</sup>



**REQUIRED UNDERWRITTEN NCF  
(MANUFACTURED HOUSING COMMUNITY)**

Item	Function	Description
1		Includes the MH Site rent for any Affiliate-Owned Manufactured Home or Borrower-owned Manufactured Homes, but excludes the rent (or that portion of the rent) for the Manufactured Home.
2		The total of Items 3, 4, and 5 must equal the greater of <ul style="list-style-type: none"><li>• the difference between the trailing 3-month net rental collections (annualized) and GPR, or</li><li>• 5% of GPR.</li></ul> If a rent increase with verified actual collections was instituted within the trailing 3 months, then NRI may be calculated based on the trailing 1-month net rental collections (annualized).
3		If NRI is greater than the trailing 1-month of actual NRI (annualized), then reduce to actual NRI.
4		You must assess any decline in NRI per <a href="#">Part II, Chapter 2: Valuation and Income, Section 203: Income Analysis</a> , and adjust Underwritten NRI as required.

**CALCULATION OF OTHER INCOME**

6	PLUS	<p>Actual other income generated through ongoing operations. The income must:</p> <ul style="list-style-type: none"><li>• be stable;</li><li>• be common in the market;</li><li>• exclude one-time extraordinary non-recurring items; and</li><li>• be supported by prior years.</li></ul> <p>You must assess the individual month's other income within the prior full-year operating statement or, at a minimum, an operating statement covering at least the trailing 6 months (annualized).</p> <p>If there are fluctuations, you may use other income that exceeds the trailing 3-month other income (annualized), provided it does not exceed the highest 1-month other income used in the trailing 3-month other income calculation.</p>
7	PLUS	<p>For RV Sites with lease terms of 30 days or more, the lesser of</p> <ul style="list-style-type: none"><li>• actual average net collections for the past 3 years, or</li><li>• the current trailing 12-month RV Site rents, minus a 10% vacancy.<sup>5</sup></li></ul>

**CALCULATION OF COMMERCIAL INCOME<sup>6</sup>**

8	PLUS	Actual income from leased and occupied commercial space per <a href="#">Part II, Chapter 1: Attributes and Characteristics, Section 110: Commercial Leases</a> .
9	PLUS	Actual average RV Site rental income for RV Sites with lease terms of less than 30 days.
10	PLUS	Actual MH Site rental income for Manufactured Homes that predate the Manufactured Home HUD Code.
11	MINUS	10% of the actual commercial space income (total of Items 8, 9, and 10).



**REQUIRED UNDERWRITTEN NCF  
(MANUFACTURED HOUSING COMMUNITY)**

Item	Function	Description
12	PLUS	<p>Commercial parking income (e.g., public parking) that does not exceed actual trailing 12-month collections.<sup>6</sup></p> <p>5 If the average RV Site rental income for RV Sites with lease terms of 30 days or more is greater than 20% of EGI, then reduce to 20% of EGI.</p> <p>6 If net commercial income is greater than 10% of EGI, then reduce to 10% of EGI. Additionally, total RV Site income from Items 7 and 9 (less 10% vacancy) cannot exceed 20% of EGI.</p>
13	PLUS	Laundry and, vending, parking, and all other income per Part II, Chapter 2: Valuation and Income, Section 203: Income Analysis.
	EQUALS	<b>EFFECTIVE GROSS INCOME (EGI)</b>
CALCULATION OF OPERATING EXPENSES		
14	MINUS	<p>Line-by-line stabilized operating expenses. Stabilized operating expenses are the expenses during normal ongoing Property operations, not affected by a</p> <ul style="list-style-type: none"><li>• lease-up,</li><li>• rehabilitation, or</li><li>• other short-term positive or negative factors.</li></ul> <p>Non-recurring, extraordinary operating expenses must not be included.</p> <p>You must assess:</p> <ul style="list-style-type: none"><li>• past operating history;</li><li>• the Appraiser's expense analysis;</li><li>• all information available to you (including Property contracts, utility bills, real estate tax assessments, insurance policies, and comparable assets); and</li><li>• the Borrower's budget (in the case of an Acquisition).</li></ul> <p>You must:</p> <ul style="list-style-type: none"><li>• analyze historical operations at the Property; and</li><li>• apply an appropriate increase over the prior year's operations in determining an estimate.</li></ul>
15	MINUS	<p>Property management fee equal to the greatest of:</p> <ul style="list-style-type: none"><li>• 3% of EGI;</li><li>• actual property management fee, provided you<ul style="list-style-type: none"><li>- exclude any portion of a non-arm's length property management fee that is subordinated to the Mortgage Loan, and</li><li>- include any known contractual fee increases occurring over the next 24 months; or</li></ul></li><li>• Appraiser's concluded market property management fee.</li></ul>



**REQUIRED UNDERWRITTEN NCF  
(MANUFACTURED HOUSING COMMUNITY)**

Item	Function	Description
16	MINUS	<p>Real estate taxes based on the greatest of:</p> <ul style="list-style-type: none"><li>• actual future tax bill(s) covering a full calendar year;</li><li>• prior full year's taxes multiplied by 103%; or</li><li>• in California, the sum of:<ul style="list-style-type: none"><li>- any special assessments; plus</li><li>- the millage rate multiplied by the greater of the<ul style="list-style-type: none"><li>▪ Mortgage Loan amount, or</li><li>▪ assessed value.</li></ul></li></ul></li></ul> <p>You must, for:</p> <ul style="list-style-type: none"><li>• Borrower-owned Manufactured Homes, include ad valorum taxes;</li><li>• any tax abatement, exemption, deferral, or PILOT expiring within 36 months after the Mortgage Loan Origination Date, include fully assessed real estate taxes;</li><li>• any Property whose sale would trigger an automatic reassessment, include any expected increase;</li><li>• any Property with an annual or scheduled reassessment within 12 months after the Mortgage Loan Origination Date, include any expected increase; and</li><li>• all Properties:<ul style="list-style-type: none"><li>- use the most recently available assessed value (even if preliminary); and</li><li>- do not use expected results from a protest, unless the protest is legally binding on the Borrower and taxing authority.</li></ul></li></ul> <p>If the Property has real estate tax abatements, exemptions, deferrals, or PILOTs, they must:</p> <ul style="list-style-type: none"><li>• be in effect at closing, per written documentation from the state or local tax assessor; and</li><li>• survive a foreclosure on the Mortgage Loan such that Fannie Mae or a subsequent owner will retain the abatement, exemption, deferral, or PILOT (i.e., it is tied to the Property and not the owner).</li></ul> <p>If the timeframe for the real estate tax abatement, exemption, deferral, or PILOT is shorter than the Mortgage Loan term, or begins phasing out or expires within 5 years after the Maturity Date, you must consider:</p> <ul style="list-style-type: none"><li>• a Bifurcated Mortgage Loan structure (i.e., 2 notes secured by a single first Lien Security Instrument);</li><li>• an amortization schedule that accommodates the elimination of the abatement; or</li><li>• providing clear justification and support in the refinance analysis.</li></ul>



**REQUIRED UNDERWRITTEN NCF  
(MANUFACTURED HOUSING COMMUNITY)**

Item	Function	Description
17	MINUS	Insurance per Item 17(c) in <a href="#">Part II, Chapter 2: Valuation and Income, Section 203.01: Underwritten Net Cash Flow (Underwritten NCF)</a> .
18	MINUS	Utilities, water and sewer, repairs and maintenance, payroll and benefits, advertising and marketing, professional fees, general and administrative, ground rent, and all other expenses per <a href="#">Part II, Chapter 2: Valuation and Income, Section 203: Income Analysis</a> .
	EQUALS	UNDERWRITTEN NET OPERATING INCOME (UNDERWRITTEN NOI)
19	MINUS	Replacement Reserve expense per <a href="#">Part II, Chapter 4: Lease Audits, Inspections, and Reserves, Section 406: Replacement Reserve</a> , with a minimum annual amount of \$25 per MH Site.
	EQUALS	UNDERWRITTEN NCF



# Glossary

## A

### Acquisition

Any Purchase of either the:

- Property's fee simple or leasehold interest via a deed transfer; or
- Controlling Interest in the Borrower.

#### **Synonyms**

- Acquisitions

### Affiliate-Owned Manufactured Home

Manufactured Home or park model home located on an MH Site that is owned by an Affiliate of the Borrower.

#### **Synonyms**

- Affiliate-Owned Manufactured Homes
- Affiliate-Owned Home
- Affiliate-Owned Homes

### Appraiser

Person engaged to estimate a Property's market value per USPAP.

#### **Synonyms**

- Appraiser's
- Appraisers

## B

### Bifurcated Mortgage Loan

Single Senior Mortgage Loan that is evidenced by 2 Notes with the same payment and collateral priority.

#### **Synonyms**

- Bifurcated Mortgage Loans

### Borrower

Person who is the obligor per the Note.

#### **Synonyms**

- Borrowers
- Borrower's



## L

### Lease

Written agreement between an owner and the tenant of a Property stipulating the conditions for possession and use of real estate for a specified period of time and rent.

#### **Synonyms**

- Leases

### Lien

Lien, mortgage, bond interest, pledge, security interest, charge, or encumbrance of any kind.

#### **Synonyms**

- Liens

## M

### Manufactured Home

Factory-built home complying with the Manufactured Home HUD Code.

#### **Synonyms**

- Manufactured Homes

### Manufactured Home HUD Code

National Manufactured Home Construction and Safety Standards Act of 1974 (HUD Code) (42 USC 5401 et seq) and the Manufactured Home Construction and Safety Standards (24 CFR Part 3280), as amended.

### Maturity Date

Date all Mortgage Loan amounts become fully due and payable per the Loan Documents.

#### **Synonyms**

- Maturity Dates



## 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
- Mortgage Loan's

## Mortgage Loan Origination Date

Date you fund a Mortgage Loan to the Borrower.

### **Synonyms**

- Mortgage Loan's Origination Date
- Origination Date

## P

## PILOT

Payment In Lieu Of Taxes.

### **Synonyms**

- PILOTs

## 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

## Replacement Reserve

Custodial Account the Borrower funds during the Mortgage Loan term for Replacements.

### **Synonyms**

- Replacement Reserves



## S

### Security Instrument

Instrument creating a lien or encumbrance on 1 or more Properties and securing the Loan Document obligations.

#### **Synonyms**

- Security Instruments
- Security Instrument's

## U

### Underwritten Net Cash Flow

Net Cash Flow as adjusted by the Lender per [Part II, Chapter 2: Valuation and Income, Section 203: Income Analysis](#) and the applicable products and features in Part III.

#### **Synonyms**

- Underwritten NCF