



# Multifamily Selling and Servicing Guide

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### **302.01** Pre-Commitment Terms

Prior to obtaining a Rate Lock or a Commitment for a Mortgage Loan, the Lender must:

- register the Mortgage Loan in DUS Gateway, as required in [Part I, Chapter 2: Mortgage Loan, Section 201: Registration](#);
- underwrite the Mortgage Loan per Parts I, II, III; and
- obtain Fannie Mae approval as required for Guide waivers, pricing waivers, and Loan Document modifications.

The Lender may not request a Rate Lock or Commitment for a Pre-Review Mortgage Loan without the prior written consent of Fannie Mae as required in [Part I, Chapter 2: Mortgage Loan, Section 203: Pre-Review Mortgage Loans](#).



## Glossary

### C

**Commitment** Contractual agreement between Fannie Mae and the Lender where Fannie Mae agrees to buy a Mortgage Loan from the Lender at a future date in exchange for an MBS, or at a specific price for a Cash Mortgage Loan, and the Lender agrees to Deliver that Mortgage Loan to Fannie Mae.

**Synonyms**

- Committed
- Commitments

### D

**DUS Gateway** Multifamily pre-acquisition system including deal registration, Pre-Review and/or waiver tracking, decision records, or any successor systems.

### G

**Guide** Multifamily Selling and Servicing Guide and Delegated Underwriting and Servicing Guide, including any exhibits, appendices, or other referenced forms, as updated, amended, restated, modified, or supplemented by any lender memo; provided, however, if a topic is covered in the Multifamily Selling and Servicing Guide, that Guide shall control unless a Lender Contract specifically requires use of another Guide.

**Synonyms**

- DUS Guide

### L



Lender Person approved by Fannie Mae to sell or service Mortgage Loans.

**Synonyms**

- Lenders
- Lender's

## M

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

## P

Pre-Review Mortgage Loan Mortgage Loan that is not delegated to the Lender and requires Fannie Mae's approval before Rate Lock.

## R

Rate Lock Agreement between the Lender and the Investor containing the terms of the Lender-Arranged Sale or Multifamily Trading Desk trade of the Mortgage Loan and the MBS terms and conditions relating to the underlying MBS, if applicable, which may be documented via a recorded telephone conversation.

**Synonyms**

- Rate Locks