

# Multifamily Selling and Servicing Guide

Effective as of November 25, 2019

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 II Section 107.01B Lease Approval	3
GLOSSARY	4



# 107.01B Lease Approval

## ▼ Requirements

Material Commercial Lease Type		
Lease with Property Assessed Clean Energy (PACE) Financing	You must not approve any Material Commercial Lease that includes PACE financing.	
Other Material Commercial Leases	You must only approve other Material Commercial Leases if they comply withPart II, Chapter 1: Attributes and Characteristics, Section 107: Commercial Leases.	

# Guidance

Material Commercial Lease Type		
Solar Power or Other	You may underwrite and approve a solar power,	
Power Generation	thermal power generation, or co-power	
Lease	generation Material Commercial Lease and any	
	related power purchase agreement.	



# **Glossary**

#### 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

## $\mathbf{M}$

Material Commercial Lease

Lease, sublease, license, concession, grant, or other possessory interest for commercial purposes that comprises 5% or more of the Property's annual EGI, or relates to:

- solar power, thermal power generation, or co-power generation, or for the installation of solar panels or any other electrical power generation equipment, and any related power purchase agreement; or
- any Property dwelling units leased to an Affiliate of the Borrower, any Key Principal, or any Principal.

### **Synonyms**

Material Commercial Leases

## P

**Property** 

Multifamily residential property securing the Mortgage Loan and including the land (or Leasehold interest in land), Improvements, and personal property (as defined in the Uniform Commercial Code).

#### **Synonyms**

- Properties
- Property's