

DUS. The loan we all own.



Before we built 100 million rentals, we built a better Multifamily model — DUS.

Here are five key talking points for communicating the strength of our partnership model to borrowers and the industry at large.

- 1 A shared risk isn't so risky after all.**
Investors love DUS because the risk is shared — lenders and Fannie Mae each retain a portion of the risk for the life of the loan.
- 2 No more now you see the lender, now you don't.**
With Fannie Mae's DUS model, you won't see any lender disappearing acts. Your lender and Fannie Mae stick around for the life of the loan.
- 3 A DUS deal is a done deal — for everyone.**
Lenders are empowered to make all the hard calls. Meanwhile, borrowers get certainty of execution, faster decisions, quicker closings, and better prices.
- 4 The loan we all own can weather any storm.**
The DUS model stands the test of time — it's designed to perform in changing markets. It's weathered three decades' worth of market cycles and periods of disruption.
- 5 No two DUS deals are alike.**
Borrowers get customized financing: tailor-made terms of varying lengths, prepayments, and add-ons — renovations can even be structured up front.