

Frequently Asked Questions (FAQs)

Exercising the Fixed Rate Conversion Option for an Adjustable Rate Mortgage Loan (ARM Loan) or a Structured ARM Loan (SARM Loan)

The current Multifamily Loan Document forms permit the conversion of any ARM Loan or SARM Loan to a fixed rate Mortgage Loan according to terms of the Loan Documents. This information assists Lenders in managing a Borrower's conversion request but does not replace the terms and conditions outlined in the Loan Documents, the Multifamily Selling and Servicing Guide (Guide), or the Multifamily Underwriting Standards (Form 4660). Lenders should contact their Fannie Mae Deal Team with any questions.

REGISTRATION/COMMITTING and DELIVERY

Q1. Should a request for a conversion of an ARM Loan or a SARM Loan to a fixed rate Mortgage Loan be registered in DUS Gateway™?

Yes, all conversions, including those for Structured Transactions, must be registered in DUS Gateway.

Q2. Which identifiers must be selected in DUS Gateway to designate a conversion?

The Lender must select the following:

Loan Purpose = "Refinance"; and
Interest Rate Conversion = "ARM to Fixed".

Q3. Are conversions delegated to the Lender?

All conversions, other than in a Structured Transaction, are delegated unless the Borrower is requesting changes to the existing Loan Documents or variances to the Guide (collectively referred to as "Waivers"), or to the Multifamily Underwriting Standards ("Pre-Review").

For Structured Transaction conversions, Lenders and the Fannie Mae Deal Teams work with Asset Management to review the specific transaction and communicate via the Chatter tool in DUS Gateway at the following address:

Structured_AM@fanniemae.com

Q4. How are Waivers and/or Pre-Review requests processed?

For Structured Transaction conversions, Waivers are not applicable; please refer to Q3.

For all other conversions, Waivers or Pre-Review requests must be submitted through the existing DUS Gateway process.

Q5. How does the Lender determine the Gross Note Rate for the fixed rate Mortgage Loan at conversion?

The specific Loan Documents determine whether the Gross Note Rate should be calculated based on the (a) Guaranty Fee (G Fee) and Servicing Fee (S Fee) for a fixed rate Mortgage Loan currently in effect at the time the Borrower enters into a Rate Lock with the Lender for the fixed rate Mortgage Loan, or (b) the G Fee and S Fee in effect for the ARM Loan or SARM Loan. If the Loan Documents require the use of the existing G Fee and S Fee for



the ARM Loan or SARM Loan, the Lender may submit a waiver to use the current G Fee and S Fee for the fixed rate Mortgage Loan.

Q6. The “Commitment Details” screen in C&D asks for a “Deal Management Deal ID”, what is entered in this field?

The Lender must enter the DUS Gateway Deal ID in this field.

Please contact MF_Acquisitions@fanniemae.com with any questions regarding C&D data entry.

Q7. Which Loan Document is used to execute the Conversion option?

Form 6614 – Amendment to Multifamily Loan and Security Agreement (Conversion to Fixed Rate).

Q8. What is the process for Fannie Mae to execute Form 6614 – Amendment to Multifamily Loan and Security Agreement?

The Lender delivers Form 6614 to Fannie Mae for execution. Fannie Mae will execute and return Form 6614 to the Lender for inclusion in the Multifamily Mortgage Loan Delivery Package. The Lender delivers Form 6614 to Fannie Mae for execution at the following address:

Fannie Mae
1100 15th Street, NW
Washington, DC 20004
Attn: Multifamily Acquisitions

Q9. Is a new DUS DocWay™ folder created for the additional underwriting documents?

Yes. A new DUS DocWay folder is created for the new fixed Rate Mortgage Loan. In addition, Fannie Mae recommends that the Lender place a note in the new DUS DocWay folder to cross reference the original folder number of the ARM Loan or SARM Loan associated with the new fixed rate Mortgage Loan transaction.

GENERAL INFORMATION

Q10. Which ARM Loans and SARM Loans can convert?

The Lender must review the Loan Documents to confirm the available conversion option for the specific Mortgage Loan based on its Loan Plan. Currently offered Loan Plans all permit the conversion to a fixed rate Mortgage Loan of a SARM Loan, or of ARM 7-6™ and Hybrid ARM Loans.

Q11. Is a prepayment premium due at conversion?

No, a Prepayment Premium is never charged in connection with the conversion of any ARM Loan or SARM Loan to a fixed rate Mortgage Loan.

Q12. What is the 25 bps premium that the Pricing Memo permits the Lender to earn in connection with the MBS trade of an ARM Loan or a SARM Loan converting to a fixed rate Mortgage Loan?

The 0.25% premium is the maximum amount the Lender is permitted to earn on the MBS trade of the converted fixed rate Mortgage Loan with an Investor (i.e., the Lender may sell the new fixed rate Mortgage Loan to the Investor at 100.25% of par).



Q13. What are the fees at conversion?

There is no origination fee at conversion, but there is a conversion review fee. The conversion review fee was negotiated at origination between the Lender and the Borrower and is specified in the Loan Documents. The fee is non-refundable, separate from the Good Faith Deposit, and should be reasonable in nature to cover the re-underwriting of the transaction. For Structured Transactions, the fee is shared with Fannie Mae; for all other transactions, the Lender retains the fee.

Q14. What are the conversion loan term options?

ARM Loans and SARM Loans with the conversion option can convert to a fixed rate Mortgage Loan in accordance with the terms of the Loan Documents. The fixed rate Mortgage Loan term options are:

7-year term with a 5-year or 6.5 year Yield Maintenance Period; and

10-year term with a 7-year or 9.5 year Yield Maintenance Period.

Q15. How is the Amortization period determined on an ARM Loan or SARM Loan at conversion?

The Lender must confirm the Amortization terms specified in the Loan Documents. The terms in the Loan Documents describe the requirements for an existing Mortgage Loan. For new transactions, the Guide permits the Amortization period on the fixed rate Mortgage Loan to be reset to 360 months if (a) the term for the new fixed rate Mortgage Loan is greater than or equal to the term for the ARM Loan or SARM Loan, and (b) the Property condition is a “1” or “2”. The following Multifamily Guide sections describe the terms for a new Mortgage Loan acquired with a conversion option:

ARM Loans – Part IIIC, Chapter 5, Section 505; and

SARM Loans – Part IIIC, Chapter 6, Section 611.

Q16. Can the Borrower carry over any remaining Interest-Only (IO) period into the fixed-rate term?

Yes. To carry over any IO Period, the Borrower must elect a fixed rate Mortgage Loan term greater than or equal to the original term of the ARM Loan or SARM Loan. The remaining portion of the IO period may then carry over to the fixed rate Mortgage Loan, with Amortization required to commence following the completion of the IO period. However, the IO period may not be extended beyond the original IO period.

Q17. Can the loan amount be increased at conversion?

No, the loan amount does not change at the time of conversion.

The Borrower must request a Supplemental Mortgage Loan if additional proceeds are desired.

For Structured transactions, the Borrower must request a “borrow up”, subject to Loan Document terms, to obtain additional proceeds.

Q18. How is the Minimum Conversion Debt Service calculated for a conversion of a variable rate Supplemental Mortgage Loan?

The conversion underwritten debt service must be calculated based on the combined debt service amount of all Pre-Existing Mortgage Loans plus the Supplemental Mortgage Loan, and must also meet the requirements in Part IIIC, Section 202.03 of the Multifamily Guide.



Q19. **What are the benefits of converting?**

The Borrower can secure a fixed rate of interest without incurring the higher cost of refinancing when rising interest rates no longer make the adjustable interest rate an attractive option.