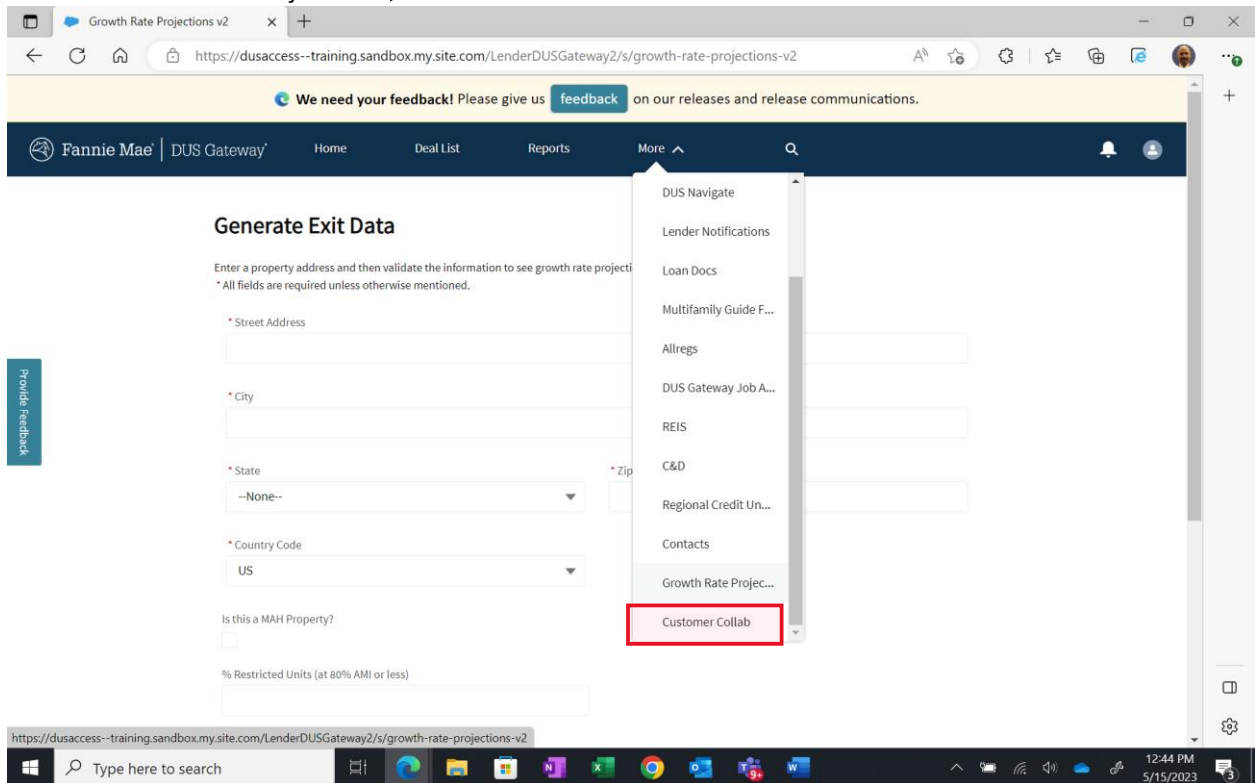


Job Aid - MAH Refinance (Exit) Analysis – May 2023

Growth Rate Projections – Exit Tool

To determine MAH income growth rates to use for Standard (Base) Exit Refinance Analysis as required in Part II, Chapter 2, Section 203.01 of the Fannie Mae Guide:

- 1) Log into Gateway;
- 2) Click on “Useful Links” in the blue banner at the top of the screen; if you don’t see “Useful Links” click on “More”;
- 3) If necessary, use the scroll bar on the right of the drop down to go to the bottom;
- 4) Click on “Growth Rate Projections”;





- 5) Enter the property address (all fields are required to be completed);

Exit Tool

Generate Exit Data

Enter a property address and then validate the information to see growth rate projections.
* All fields are required unless otherwise mentioned.

* Street Address
199 Main Street

* City
Metuchen

* State
NJ

* Zip Code
08840

* Country Code
US

Is this a MAH Property?
☒

% Restricted Units (at 80% AMI or less)
50.00%

The following information is required to generate exit data:

-Validated Address

-If the property is marked as MAH, % of restricted units is required to generate blended rates

Only include % of total units that are income and/or rent restricted at 80% AMI or less excluding any HAP (project-based voucher) units.

Validate Address

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- 6) Check the box indicating that it is a MAH Property;
- 7) Enter the % Restricted Units (at 80% AMI or less) at the property adjusted for any HAP (project-based voucher) units. For this field (which is only used for determining MAH income growth rates), all HAP units should be considered Unrestricted; therefore, they would not be considered as Restricted when completing this field. For example, a property that has 100% LIHTC units, 60% of which are HAP units, would be considered 40% Restricted (for this purpose only).
- 8) Click on "Validate Address";
- 9) Select the correct address and click on "Continue". If the address that you input could not be validated. Start over and enter a valid address.



Exit Tool

Growth Rate Projections

Growth rates provided below are based on Fannie Mae submarket data for Mortgage Loans secured by one Property that are conventional, Military Housing, Cooperative and Manufactured Housing Communities. Lenders must complete the refinance risk analysis as required in the Multifamily Selling and Servicing Guide. **Growth rates are as of 04/03/2023.**

To view growth rate projects across all submarkets, download our [growth rate projections spreadsheet](#).

Property Address: 199 MAIN ST, METUCHEN, NJ, US, 08840-2744 [Change Address](#)
Market: Central New Jersey
Submarket: Northwest Middlesex
Market Designation: Strong
Rent growths are based on Fannie Mae's market and submarket data.
MAH Property growth rates are weighted average blend between the Market growth rate and 2% MAH growth rate.

Year	Growth Rate
Year 1	Underwritten Net Cash Flow
Year 2	2.77%
Year 3	2.70%
Year 4	2.63%
Year 5	2.57%
Year 6 and beyond	2.50%

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- 10) Use the MAH income growth rates that are provided to calculate a Standard (Base) Refinance Exit rate for each loan option. If a Market and/or Submarket are identified, then growth rates will descend from year 2 until year 6. If no Market or Submarket is identified, then they will remain the same for each year of the loan term.

In addition to the Standard (Base) Refinance Exit Analysis, if you determine the base assumptions do not appropriately estimate the Property's NCF over the Mortgage Loan term, you may present an alternative risk analysis using assumptions that deviate from the base assumptions. See Part II, Chapter 2, Section 203.02 of the Fannie Mae Guide.



The following will allow Gateway to calculate blended income growth rates used in Standard (Base) Refinance Exit analysis for MAH properties that will show in the loan options and be consistent with the blended income growth rates from the Growth Rate Projections Exit Tool.

When completing the Property page on a MAH Deal in Gateway:

- 1) Log into Gateway;
- 2) Select the Deal;
- 3) Click on “Properties” and confirm that the MAH field indicates “Yes”.

Deal
Exit for MAH Test Deal 5 - Manju to Test Strategy Workbook

+ Follow Edit Printable View

Deal Amount: \$10,000,000.00
Originator: CBRE Automation Originator User
Lender Contact: CBRE LenderUser1
Deal Status: In Review
Submission Type: Pre-Review
Loan Purpose: Acquisition

You have confirmed receipt of Borrower's authorization to request pricing from Fannie Mae on this deal.

Deal Detail Chatter **Properties** Deal Participants Loan Options Additional Lender Contacts Pre-Review and/or Waivers Deal Documents More

Provide Feedback + Add a Property

Properties (1)
1 Item • Updated 2 minutes ago

Property Name	Property Type	MAH	Number of Units	Address	Year Built / Year R...	Potential Dual Re...
Exit for MAH Test Deal 5	Conventional Multifamily	Yes	20	2261 SUNNY ISLAND CT MODESTO CA 95355	2022 /	

View All

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- 4) If not, and it qualifies as a MAH deal, click on the Property Name and then click on “Edit” in the top right corner; and change to “Yes”.

Gateway Property Fields

Property Information

* Property Name

* Property Type
Conventional Multifamily

* MAH
Yes
--None--
✓ Yes
No

* Age Restricted?
No

Property Information > MAH = Yes

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- 5) If you haven't already, click on the Property Name; and if necessary, click on “Edit” in the top right corner;
- 6) Scroll down to the “Multifamily Affordable Housing” section;
- 7) When completing this section, make sure to enter the % Restricted Units (at 80% AMI or less) at the property adjusted for any HAP (project-based voucher) units. For this field (which is only used for determining MAH income growth rates), all HAP units should be considered Unrestricted; therefore, they would not be considered as Restricted when completing this field. For example, a property that has 100% LIHTC units, 60% of which are HAP units, would be considered 40% Restricted (for this purpose only).
- 8) Also, enter the % Unrestricted Units (at 80% AMI or less) at the property adjusted for any HAP (project-based voucher) units. For this field (which is only used for determining MAH income growth rates), all HAP units should be considered Unrestricted; therefore, they would be considered as Restricted when completing this field. For example, a property that has 100% LIHTC units, 60% of which are HAP units, would be considered 60% Unrestricted (for this purpose only).



Gateway Property Fields

Multifamily Affordable Housing (MAH)

* MAH Category Type
Affordable Preservation

* Product Execution
Preservation

* % Restricted Units (at 80% AMI or less)
75.00%

* % Unrestricted (market rate) and/or Restricted above 80% AMI
25.00%

* MAH Minimum Qualification
40% of units at 60% AMI

Mezzanine Financing

Intention to Preserve Affordability
Yes

Only include % of total units that are income and/or rent restricted at 80% AMI or less excluding any HAP (project-based voucher) units.

Only include % of total units that are not restricted (market rate) plus any that are restricted greater than 80% AMI and all HAP (project-based voucher) units.

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Loan options in Gateway will show Standard (Base) Refinance Exit rates based on blended income growth rates used for MAH properties that will be consistent with the blended income growth rates from the Growth Rate Projections Exit Tool.