



Selling Notice

May 14, 2025

Area Median Incomes 2025

Area median income (AMI) estimates are provided to Fannie Mae by our regulator, the U.S. Federal Housing Finance Agency (FHFA). These AMIs are used in determining borrower eligibility for HomeReady®, RefiNow™, and Duty to Serve. AMI is also used in determining eligibility for certain loan-level price adjustment waivers. The 2025 AMIs will be implemented in Desktop Underwriter® (DU®), Loan Delivery, and the [Area Median Income Lookup Tool](#) over the weekend of May 17, 2025, with an effective date of May 18, 2025.

As in past years, we will continue to apply the AMIs in DU based on the casefile creation date. DU will apply the 2025 limits to new DU loan casefiles created on or after May 18. Loan casefiles created prior to May 18 will continue to use the 2024 limits.

To align more closely with the DU implementation, and to ensure loans are not affected by AMI limits that decreased in 2025, we will continue to use the Application Received Date provided in Loan Delivery (Sort ID 224) to determine which AMI limit to use when evaluating eligibility for the LLPA waiver. Loans with Application Received Dates prior to May 18 will use the 2024 AMI limits, and loans with Application Received Dates on and after May 18 will be subject to the 2025 AMI limits for the purpose of applying the waiver.

A few items of note:

- Lenders must use the 2025 AMI limit for manually underwritten loans with application dates on and after May 18.
- The Area Median Income Lookup Tool identifies high-needs rural census tracts. The rural census tracts (which could influence Duty to Serve determination) will be updated later in the year.
- The AMI data in our systems may differ from the AMI estimates posted on the U.S. Department of Housing and Urban Development's website.
- Treatment of loans in the pipeline - created in DU and not sold to Fannie Mae before May 18:
 - For DU HomeReady loans, DU will use the 2024 AMIs based on the casefile creation date to determine HomeReady eligibility. Application date AMI will not be used to apply the waiver upon sale.
 - For first-time homebuyer loans and Duty to Serve loans eligible for the waiver, DU will continue to issue an Observation message identifying that a loan casefile is eligible for the waiver based on AMI. For loans with application dates after May 18, lenders should confirm waiver eligibility based on 2025 AMI limits.