



# Duty to Serve: Areas for Partnership

January 2020

# Manufactured Housing



**Exceeded Real Property  
Targets In 2018 And 2019**



**Increase In MH Business; More  
Geographic Diversity**



**Policy Changes**



**Focus On Appraisal And  
Titling**



# Fannie Mae MH Products

1

## Purchase or LCOR

- Maximum LTV/CLTV:
  1. Primary residence: 95%
  2. Second Home: 90%
- 50 bps LLPA
- Mortgage Insurance
  1. Coverage ranges from 12% to 30%, depending on LTV and term

2

## Cash-Out Refi

- Maximum LTV/CLTV:
  1. Primary residence: 65%
- 50 bps LLPA

3

## MH Advantage for Purchase/LCOR

- Maximum LTV/CLTV/HCLTV:
  1. Primary residence: 97%  
105% with eligible  
Community Seconds
  2. Second Home: 90%
- Standard MHLLPA waived
- Mortgage Insurance
  1. Coverage ranges from 6% to 35%, depending on LTV and term

By the  
**NUMBERS**



**17 manufacturers**  
~80% of HUD-code  
production market



**Selling Guide product**  
Open to all approved lenders

**MH Advantage** is a new  
affordable financing option for  
specific manufactured housing  
with characteristics more  
typical of site-built homes.



**Down  
payment**  
As low as 3%



**MHLLPA  
waived**



**Cancellable MI**  
For long-term  
affordability

# Shared Equity

Priority Approach For Preserving  
Affordable Homeownership  
Opportunities In Areas Of Opportunity

Policy Updates In 2020

Encouraging Standardization Across  
The Industry



# Small Financial Institutions



SFIs are a critical source of mortgage credit in rural America



We are seeking to increase our affordable business with rural SFIs in 2020 by 15-20%.



Test and learn bulk transactions





# Housing Visualization Tool

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01

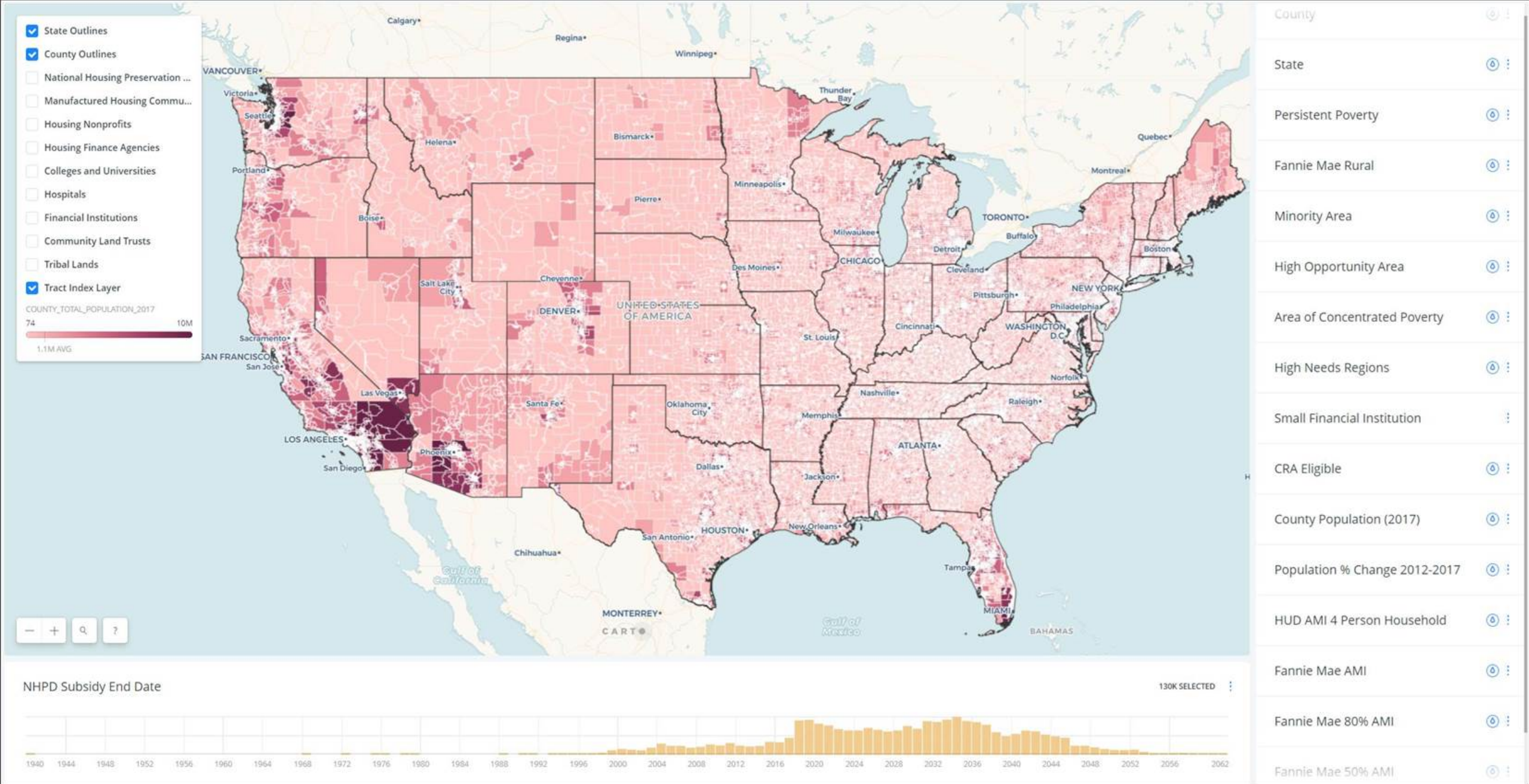
The Housing Visualization Tool (HVT) is a web-based mapping and visualization platform that channels socioeconomic and housing data into meaningful business intelligence.

02

Using the HVT's broad array of housing and socioeconomic data, customers can use the HVT to advance business development objectives.

03

The HVT can assist customers in originating and delivering housing goals and Duty to Serve eligible business by providing analysis and insights of target markets.



# Housing Visualization Tool





# Housing Visualization Tool - Data

- Age of Units
- Area Median Income
- Areas of Concentrated Poverty
- Banks and Credit Unions
- CDFIs
- Change in Business Establishments
- Colleges and Universities
- Duty to Serve eligibility (Rural, High Needs Rural)
- CRA Eligibility
- Colonias
- Community Land Trusts
- Designated Rural
- Employment Centers and Locations of Jobs
- Fannie Mae AMI (with 50%, 80%, and 100% thresholds)
- High Opportunity Areas
- Hospitals
- Household Size
- Housing Cost Burden
- Housing Finance Agencies
- Housing Nonprofits
- Low Income Areas
- Major Employers
- Manufactured Housing Communities
- Minority Areas
- National Housing Preservation Database
- Persistent Poverty
- Population and Population Change
- Small Financial Institutions
- Total Rental Units
- Unemployment Rate