

Manufactured Housing Overview

September
2019



MANUFACTURED HOMES PROGRAM OVERVIEW

- Training Objectives
- What is a Manufactured Home
- Lenders Requirement
- General Manufactured Home Property Eligibility
- Eligible Loan Purpose
- FNMA/FHLMC LTV Matrix
- Underwriting Requirements for determining LTV and Value
- General Appraisal Requirements
- Private Mortgage Insurance
- Special Considerations and Resources

WEBINAR OBJECTIVES

Describe FLC Bank's Manufactured Housing Guides for FNMA and FHLMC Conventional financing.

What is a Manufactured Home*?

- A Manufactured Home is built in a factory, according to the Manufactured Home Construction and Safety Standards of June 1976 ("the HUD Code"-- 24 C.F.R. Part 3280), and secured on a permanent, non-removable steel frame or chassis. The home can be built as one complete section, or in multiple sections, that are transported, assembled and installed at the home site.
- Manufactured homes must be built in compliance with the HUD Code. The towing hitch, wheels, and axles must be removed and the dwelling must assume the characteristics of site-built housing.

***GSE's definition of a manufactured home**

LENDERS REQUIREMENT

Lenders must:

- Be certain that the loan originator is aware of all state, county and local laws, rules and regulations relating to converting manufactured homes to real property.
- Take steps necessary to ensure the collateral securing the loan is real property.
- Be familiar of FLC Bank's acceptability for Manufactured Homes.

GENERAL MANUFACTURED HOME PROPERTY ELIGIBILITY

Manufactured Homes Must

- Be built in compliance with HUD standards of 1976 as evidenced by the HUD identification plate (paper label) located inside the unit and by the HUD Certification Label (metal plate).
- Must be classified as real estate and attached to a water/septic system as well as other utilities in accordance with local and state requirements
- Borrowers must own the land fee simple located in an individual lot or subdivision unless the unit is located in a PUD* project
- Be attached to a permanent foundation system in accordance with the manufacturer's requirements for anchoring, support, stability and maintenance
 - A foundation is considered permanent when it is appropriate for soil conditions and meets state and local building codes

Note: Single-wide manufactured homes, manufactured homes classified as leasehold or located in a community land trust are not eligible for financing at FLC Bank. *Fannie Mae's PERS approval is required if the MH is located in a PUD project comprised of single wide MH.

GENERAL MANUFACTURED HOME PROPERTY ELIGIBILITY

- The purchase, or refinancing of the land and the manufactured home must be evidenced and secured by a single valid enforceable note and first lien mortgage that is recorded in the land records (paying off a land contract is not eligible)*
- The unit must not have been previously moved or installed or occupied at any other site or location
- Be on a street that is adequately maintained for vehicular access. If the street is privately owned, then a legally enforceable agreement for the vehicular access and maintenance must exist.
- Manufactured homes located in Flood Zones A and V are not eligible unless:
 - A recent Elevation Certification by licensed engineer or surveyor showing that the grade beneath the home is at or above the 100- year flood zone elevation and appropriate flood insurance is obtained
- Have no more than 5 acres*
- The Manufactured Home must not be subject to deed restrictions (except for age)
- Cannot be located in the following states*:
 - AK, AL, AR, CA, CO, CT, DE, HI, MA, MS, NM, NY, and RI

*FLCBank's overlays



GENERAL MANUFACTURED HOME PROPERTY ELIGIBILITY

Important Reminders

- All manufactured homes must be submitted to DU or LPA and receive an Approve or Accept risk assessment to be eligible at FLC Bank.
 - Verify the property type has been entered correctly in the AUS as a Manufactured Home
- DU/LPA checks the subject property address against the GSE's database
 - If database indicates the property may be a manufactured home, the AUS will return a findings message alert
- Property must meet the stricter of FNMA, FHLMC, or FLC Bank's guidelines for Manufactured Homes
 - When MI is needed MI guidelines also must be followed
- Purchase price can include only bona fide and documented transportation, site preparation, and dwelling installation site costs
 - Non-realty items must be deducted from the sales price
- Appraisers often classify a true Manufactured Home as "Modular"
 - Fully review the description, photos and verify the property address within DU/LPA to help determine if in fact the property is a Manufactured Home – when in doubt, additional research must be conducted.

ELIGIBLE LOAN PURPOSE

FLC Bank will provide financing to mortgage loans secured by manufactured homes that meet the following criteria:

- Conforming loan amounts:
 - Fixed Rate First-lien mortgages (30 and 20 year terms)
- 1-Unit Primary Residences or Second Home
- Purchase and Rate/Term Refinances
- Minimum credit score 640
- No secondary financing is permitted (CLTV/TLTV must equal the LTV)

ELIGIBLE LOAN PURPOSE

- Purchase Transaction:
 - The proceeds of the mortgage may be used to acquire the Manufactured Home and land where it is being permanently attached. The lender must obtain documented costs for delivery and setup, site development, installation, and utility connection. Any credits for wheels/axles, retailer rebates, and sales concessions *must be deducted* from purchase price.
- Limited/No Cash Out Refinance:
 - The proceeds of the mortgage are limited to payoff the first mortgage secured by the Manufactured Home and land previously obtained by the Borrower regardless of age, including separate mortgages for Manufactured Home and land,
 - Payoff of any junior lien previously obtained by the Borrower and used in their entirety to purchase the Manufactured Home and the land,
 - Payment of related closing costs, financing costs and prepaid fees for the transaction,
 - The borrower or any other payee may not receive:
 - Fannie Mae: the lesser of 2% of the new refinance or \$2,000.
 - Freddie Mac: the greater of 1% of the new refinance mortgage or \$2,000

FANNIE MAE MANUFACTURED HOUSING LTV MATRIX

Primary Residence		
Occupancy	Number of Units	LTV/CLTV
Purchase	1 Unit	95%/95%
Limited Cash Out Refinance		
Second Homes		
Occupancy	Number of Units	LTV/CLTV
Purchase	1 Unit	90%/90%
Limited Cash Out Refinance		

FREDDIE MAC MANUFACTURED HOUSING LTV MATRIX

Primary Residence		
Occupancy	Number of Units	LTV/CLTV/HCLTV
Purchase	1 Unit	95%/95%
No Cash Out Refinance		
Second Homes		
Occupancy	Number of Units	LTV/CLTV/HCLTV
Purchase	1 Unit	85%/85%
No Cash Out Refinance		

UNDERWRITING REQUIREMENTS: MINIMUM DOWN PAYMENT

A borrower may use gift funds received from an acceptable donor to fund all or part of the down payment, closing costs, or financial reserves as follows:

Primary Residence:

- A minimum borrower contribution from the borrower's own funds is not required for the purchase of a 1 Unit Primary Residence

Second Home:

- 5% of the sales price is required as a minimum borrower contribution from the borrower's own funds on second home if the LTV is greater than 80%

DETERMINING EQUITY WHEN BORROWER OWNS THE LAND

Fannie Mae and Freddie Mac

Date of Land Purchase	Value of the Land	Documentation Requirements
More than 12 months prior to the loan application date	The current appraised land value	Appraisal Report
12 or less months prior to the loan application date	The lesser of the current appraised land value or the purchase price of the land	The lender must document the Borrower's cash investment by obtaining: <ul style="list-style-type: none"> • A certified copy of the Settlement/CD Statement, and • A copy of the warranty deed evidencing there are no liens against the subject property, or a copy of the release for any prior liens
The Borrower acquired the land as a gift, an inheritance or by some other non-purchase transaction at anytime	The value of the land per the appraised value	The Lender must obtain appropriate documentation to verify the acquisition and transfer of ownership of the land

TRADE EQUITY

Trade Equity available for the transaction when a borrower is trading in a manufactured home is determined by the following formula and NOT just what was paid for the home

Trade Equity from the Borrower's Existing Manufactured Home

Trade equity from the borrower's existing manufactured home may be used as part of the borrower's minimum down payment requirement. The maximum equity contribution from the traded manufactured home is 90% of the retail value for the traded manufactured home based on the *NADA Manufactured Housing Appraisal Guide* except:

- If the borrower has owned the traded manufactured home for less than 12 months preceding the date of the loan application, the maximum equity contribution is the lesser of 90% of the retail value or the lowest price at which the home was sold during that 12 month period.
- Any costs associated with the removal of the traded home or any outstanding indebtedness secured by liens on the home must be deducted from the maximum equity contribution.

Also, for traded manufactured homes, lien search in the appropriate real property and personal property records verifying ownership and the existence of liens on the manufactured home and land, or proof of title transfer and satisfaction of any existing liens on the traded manufactured home must be provided.

PURCHASE OF A NEWLY BUILT MANUFACTURED HOME

Determining Value for a New Manufactured Home

The maximum LTV ratio for a loan secured by a newly built manufactured home that is being attached to a permanent foundation system in connection with a purchase transaction will be based on the lesser of:

1. The sales price of the manufactured home plus the lowest sales price at which the land was sold during that 12 month period if the land was purchased in the 12 months preceding the loan application date; or the current appraised value of the land if the land was purchased more than 12 months preceding the loan application date.

Or

2. The current “as completed” appraised value of the manufactured home and land.

Purchase money transactions are those in which the mortgage proceeds are used to finance the purchase of the manufactured home or the manufactured home and the land. The land may be previously owned by the borrower, either free & clear, or subject to a mortgage that will be paid off with the proceeds of the new purchase money mortgage.

Note: The borrower does not receive any cash back with a purchase money transaction.

PURCHASE OF A NEWLY BUILT MANUFACTURED HOME

Example on how to determine the value for a newly built Manufactured Home:

The borrower used an interim construction loan to purchase a new \$53,000 Manufactured Home that was placed on a 5-acre lot.

- The lot was purchased for \$40,000 five months ago and is currently valued at \$41,000.
- The current appraised value of the Manufactured Home and land is \$94,000.

What value should be used to calculate the LTV?

The value should be calculated based on the lower of:

- Purchase price of MH (\$53,000) and land (\$40,000) = \$93,000, or
- Appraised value of MH and land = \$94,000

Therefore the value to be used is \$93,000.

PURCHASE OF AN EXISTING MANUFACTURED HOME

Determining Value for an Existing Manufactured Home

The maximum LTV ratio for a loan secured manufactured home that *already exists* on its permanent foundation prior to the loan application will be based on the lowest of:

1. If affixed to permanent foundation > than 12 months prior to the loan application date, the lower of:
 - The sum of the purchase price of the Manufactured Home and the land, or
 - Current appraised value of Manufactured Home and land
2. If affixed to a permanent foundation < than 12 months prior to the loan application date, use lowest price at which the Manufactured Home was sold during that previous 12-month period (if applicable), plus the lower of:
 - Current appraised value of the land, or
 - The lowest at which the land was sold during that previous 12-month period (if applicable).

Purchase money transactions are those in which the mortgage proceeds are used to finance the purchase of the manufactured home or the manufactured home and the land. The land may be previously owned by the borrower, either free & clear, or subject to a mortgage that will be paid off with the proceeds of the new purchase money mortgage. Note: The borrower does not receive any cash back with a purchase money transaction.

PURCHASE OF AN EXISTING MANUFACTURED HOME

Example for determining value for an existing Manufactured Home:

The existing Manufactured Home and land were sold to the property seller six months ago for \$45,000 and \$26,000 respectively. The purchase price for the current transaction is \$83,000. The appraised value is \$81,000 for the Manufactured Home and the land with the land values at \$29,000.

What value should be used to calculate the LTV?

The Manufactured Home was affixed to a permanent foundation < than 12 months ago, so the value should be calculated based on the lowest purchase price of the MH, and the lower of the land purchase price or appraised value:

- Purchase price of MH (\$45,000) and land (\$26,000) = \$71,000, or
- Purchase price of MH (\$45,000) and appraised value of land (29,000) = \$74,000

Therefore the value to be used is \$71,000.

Purchase money transactions are those in which the mortgage proceeds are used to finance the purchase of the manufactured home or the manufactured home and the land. The land may be previously owned by the borrower, either free & clear, or subject to a mortgage that will be paid off with the proceeds of the new purchase money mortgage. Note: The borrower does not receive any cash back with a purchase money transaction.

LIMITED/NO-CASH OUT REFINANCE OF A MANUFACTURED HOME

This type of refinance involves the payoff of an existing mortgage secured by the manufactured home and land, or existing liens if the home and land were encumbered by separate liens. The maximum LTV will be based on the lower of:

- The current appraised value of the manufactured home and land if the Borrower has owned it for ≥ 12 months prior to the loan application date; or
- If the Borrower has owned the manufactured home for $<$ than 12 months prior to the loan application date and the manufactured home and land are secured by separate liens, the value is the lower of:
 - The current appraised value (manufactured home and land), or
 - The lowest price the manufactured home was previously sold during the 12-month period before the loan application plus the lower of the current appraised value of the land, or the lowest sales price at which the land was sold during the 12-month period before the loan application (if there was such a sale);
- If the Borrower has owned the manufactured home and land for $<$ 12 months prior to the loan application date and are secured by a single lien, the value is the lower if:
 - The current appraised value of the manufactured home plus the land, or
 - The sales price at which the home and land were previously sold during that 12-month period.

LIMITED/NO-CASH OUT REFINANCE OF A MANUFACTURED HOME

Example for determining value for a limited/no-cash out refinance Manufactured Home:
The borrowers purchased the Manufactured Home 3 months ago as a second home, and affixed to a permanent foundation on land they had purchased 13 months ago. The borrowers need to pay off the interim construction loan and want one lien.

- The land was purchased for \$32,000, and now appraises for \$33,000.
- The Manufactured Homes was purchased for \$49,000 with interim construction financing, and now appraises for \$49,500.

What value should be used to calculate the LTV?

Because the Manufactured Homes is owned for < 12 months and the land is owned for > one year, the value should be calculated based on the lower of the appraised value of the Manufactured Home and land, or the purchase price of the Manufactured Home and appraised value of the land:

- Appraised value of Manufactured Homes is \$49,500 and land is \$33,000 = \$82,500, or
- Purchase price of Manufactured Homes is \$49,000 and appraised value of land is \$33,000 = \$82,000

Therefore the value to be used is \$82,000.

GENERAL APPRAISAL REQUIREMENTS

Appraisal Acceptability: The appraisal must be completed on Form 1004C/70B “Manufactured Home Appraisal Report” and provide the information that includes:

- Manufacturer’s name,
- Trade or model number,
- Year of manufacture,
- Serial number,
- Certification Label number(s) from either the HUD Data Plate or Certification Label(s),
- Type of foundation and utility connections,
- Detailed and supported cost approach,
- Opinion of the market value of the site, and
- property’s conformity to the neighborhood.

The appraiser must indicate a value conclusion based solely on the real property as completed consisting of the manufactured home, site improvements, and land on which the home is situated.

The value conclusion cannot include any non-realty items including, but not limited to, insurance, warranties, and furniture.

GENERAL APPRAISAL REQUIREMENTS

Continuation:

- The Cost Approach must be completed and reviewed by the Underwriter
- At least two comparable sales used must be manufactured homes
- Appraisers must review the complete and executed purchase and sale agreement (if purchasing land separately they must review the executed contract for both)
- New construction requires that the appraiser make the appraisal “subject to” the dealer invoice, HUD data plate, certification label if review these items was not available at the time of appraisal writing
- Appraisers should comment on the marketability of the home on the addendum
- Match the manufacturer's serial number(s) and the HUD Certification Label number(s) on the dwelling to the number(s) on the contract for sale, manufacturer's invoice, and any other documentation provided. If the numbers do not match, the appraisal report must clearly state that the Manufactured Home is not the same dwelling referenced on the contract for sale or other applicable documentation

GENERAL APPRAISAL REQUIREMENTS

B4-1.4-01: Factory-Built Housing: Manufactured Housing (10/02/2018)

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Appraisal requirements for Manufactured Homes

Effective 03/02/2016

[Guide Home](#) / [Selling](#) / [Series 5000: Origination and Underwriting](#) / [Topic 5700: Property](#) / [Chapter 5703: Manufactured Homes](#)

Fannie Mae and Freddie Mac's Seller's Guide

FORM 1004C

Manufactured Home Appraisal Report Form

The purpose of this summary appraisal report is to provide the lender/buyer with an accurate, and adequately supported, opinion of the market value of the subject property.

Property Address: _____ City: _____ State: _____ Zip Code: _____
Parcel: _____ Owner of Public Record: _____ County: _____

Legal Description: _____
Assessor's Parcel #: _____ The Year: _____ R.E. Taxes \$: _____
Neighborhood Name: _____ Map Reference: _____ Census Tract: _____

Occupant: Owner Tenant Vacant **Project Type (if applicable):** PUD Condominium Cooperative Other (describe): _____
Special Assessments: \$ _____ HOA \$ _____ per year per month

Property Rights Appraised: Fee Simple Leasehold Other (describe): _____
Assignment Type: Purchase Transaction Refinance Transaction Other (describe): _____

Lender/Client: _____ Address: _____

Is the subject property currently offered for sale or has it been offered for sale in the twelve months prior to the effective date of this appraisal? Yes No
 Report data source(s) used, offering price(s), and date(s): _____

Manufactured homes located in either a condominium or cooperative project require the appraiser to inspect the project and complete the Project Information section of the Individual Condominium Unit Appraisal Report or the Individual Cooperative Interest Appraisal Report and attach it as an addendum to this report.

did not analyze the contract for sale for the subject purchase transaction. Explain the results of the analysis of the contract for sale or why the analysis was not performed: _____

Contract Price \$: _____ **Date of Contract:** _____ **Is the property seller the owner of public record?** Yes No **Data Source(s):** _____
Is there any financial assistance (such as changes, sale concessions, gift or downpayment assistance, etc.) to be paid by any party on behalf of the borrower? Yes No
 If Yes, report the total dollar amount and describe the items to be paid: _____

did not analyze the manufacturer's invoice. Explain the results of the analysis of the manufacturer's invoice or why the analysis was not performed: _____

Builder's Name (aka Construction): _____

Note: Race and the racial composition of the neighborhood are not appraisal factors.

Neighborhood Characteristics				Manufactured Housing Trends				Manufactured Housing	Present Land Use %		
Location	<input type="checkbox"/> Urban	<input type="checkbox"/> Suburban	<input type="checkbox"/> Rural	Property Values	<input type="checkbox"/> Increasing	<input type="checkbox"/> Stable	<input type="checkbox"/> Declining	PRICE	AGE	One-unit	%
Build-Up	<input type="checkbox"/> Over 75%	<input type="checkbox"/> 25-75%	<input type="checkbox"/> Under 25%	Demand/Supply	<input type="checkbox"/> Shortage	<input type="checkbox"/> In Balance	<input type="checkbox"/> Over Supply	\$ (000)	(yrs)	2-4 Unit	%
Growth	<input type="checkbox"/> Rapid	<input type="checkbox"/> Stable	<input type="checkbox"/> Slow	Marketing Time	<input type="checkbox"/> Under 3 mths	<input type="checkbox"/> 3-6 mths	<input type="checkbox"/> Over 6 mths	Low	High	Mult-Family	%
Neighborhood Boundaries:								High	Commercial		%
Neighborhood Description:								Prod.	Other		%

Market Conditions (including support for the above conclusions): _____

Dimensions: _____ **Area:** _____ **Shape:** _____ **View:** _____

Specific Zoning Classification: _____ **Zoning Description:** _____
Zoning Compliance: Legal Legal Nonconforming (Grandfathered Unit) No Zoning Illegal (describe): _____
Is the highest and best use of the subject property as improved (or as proposed per plans and specifications) the present use? Yes No. If No, describe: _____

Utilities: **Public:** **Other (describe):** _____ **Public:** **Other (describe):** _____ **Off-site Improvements—Type:** **Public:** **Private:**

Electricity: **Water:** **Street Improvements—Type:** **Public:** **Private:**

Gas: **Sanitary Sewer:** **Alley:**

FEMA Special Flood Hazard Area: Yes No **FEMA Flood Zone:** _____ **FEMA Map #:** _____ **FEMA Map Date:** _____

Are the utilities and off-site improvements typical for the market area? Yes No. If No, describe: _____

Is the site size, shape and topography generally conforming to and acceptable in the market area? Yes No. If No, explain: _____

Is there adequate vehicular access to the subject property? Yes No. If No, describe: _____

Is the street property maintained? Yes No. If No, describe: _____

Are there any adverse site conditions or external factors (setbacks, encroachments, environmental conditions, land uses, etc.)? Yes No. If Yes, describe: _____

The HUD Data Plate/Compliance Certificate is located on the interior of the subject and contains, among other things, the manufacturer's name, brand/model name, year manufactured and serial number. The HUD Certification Label is located on the exterior of each section of the home.

Is the HUD Data Plate/Compliance Certificate attached to the dwelling? Yes No. If No, provide the data source(s) for the HUD Data Plate/Compliance Certificate information: _____

Is a HUD Certification Label attached to the exterior of each section of the dwelling? Yes No. If No, provide the data source(s) for the HUD Certification Label #'s: _____

Manufacturer's Serial #(s)/VIN #(s): _____
HUD Certification Label #(s): _____
Manufacturer's Name: _____ **Trade Model:** _____ **Date of Manufacture:** _____

Do the Wind, Roof Load, and Thermal Zones meet the minimum HUD requirements for the location of the subject property? Yes No. If No, explain: _____

#1 The purpose of this summary appraisal report is to provide the lender/client with an accurate, and adequately supported, opinion of the market value of the subject property.

#2 Property Address: [REDACTED] City [REDACTED] #3 State [REDACTED] Zip Code [REDACTED]

Borrower [REDACTED] Owner of Public Record [REDACTED] #4 County [REDACTED]

Legal Description See Attached Addendum

Assessor's Parcel # [REDACTED] #5 Tax Year 2012 R.E. Taxes \$ 2,900.00

Neighborhood Name [REDACTED] #7 Map Reference [REDACTED] #6 Census Tract [REDACTED]

Occupant Owner Tenant Vacant Project Type (if applicable) PUD Condominium Cooperative Other (describe)

Special Assessments \$ 0.00 HOA \$ 0.00 #8 per month

#9 Property Rights Appraised Fee Simple Leasehold Other (describe)

Assignment Type Purchase Transaction Refinance Transaction Other (describe)

#10 Lender/Client [REDACTED]

1. Property Address
2. Borrower
3. Owner of Public Record
4. R.E. Taxes
5. Neighborhood Name
6. Project Type, if applicable
7. Occupant
8. HOA fees, if applicable
9. Property Rights
 The land must be owned in fee simple.
10. Lender Client

Uniform Appraisal Dataset Requirements Do Not Apply to Manufactured Home Appraisal Reports

#11	<input checked="" type="checkbox"/> did <input type="checkbox"/> did not analyze the contract for sale for the subject purchase transaction. Explain the results of the analysis of the contract for sale or why the analysis was not performed.		
	See Attached Addendum		
#12	Contract Price \$ 265,000	Date of Contract 04/02/2012	Is the property seller the owner of public record? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
	Is there any financial assistance (loan charges, sale concessions, gift or downpayment assistance, etc.) to be paid by any party on behalf of the borrower? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No		#13 (s) MLS, Co. Records
	If Yes, report the total dollar amount and describe the items to be paid. \$8,000	Closing Cost	
	#14		
	<input type="checkbox"/> did <input checked="" type="checkbox"/> did not analyze the manufacturer's invoice. Explain the results of the analysis of the manufacturer's invoice or why the analysis was not performed.		
	Not available		
#16	Retailer's Name (New Construction) N/A		
	#15		
Note: Race and the racial composition of the neighborhood are not appraisal factors.			

11. Sales Contract Reviewed

12. Contract Information

13. Seller/Owner of Public Record

14. Financial Assistance

15. Manufacturer's Invoice

The lender must provide the appraiser with a copy of the manufacturer's invoice if the borrower purchased a new manufactured home.

16. Retailer's Name

Neighborhood Characteristics				Manufactured Housing Trends			Manufactured Housing		Present Land Use %		
Location	<input type="checkbox"/> Urban	<input type="checkbox"/> Suburban	<input checked="" type="checkbox"/> Rural	Property Values	<input type="checkbox"/> Increasing	<input checked="" type="checkbox"/> Stable	<input type="checkbox"/> Declining	PRICE	AGE	One-Unit	75 %
Built-Up	<input type="checkbox"/> Over 75%	<input checked="" type="checkbox"/> 25-75%	<input type="checkbox"/> Under 25%	Demand/Supply	<input type="checkbox"/> Shortage	<input checked="" type="checkbox"/> In Balance	<input type="checkbox"/> Over Supply	\$(000)	(yrs)	2-4 Unit	2 %
Growth	<input type="checkbox"/> Rapid	<input checked="" type="checkbox"/> Stable	<input type="checkbox"/> Slow	Marketing Time	<input type="checkbox"/> Under 3 mths	<input checked="" type="checkbox"/> 3-6 mths	<input type="checkbox"/> Over 6 mths	100 Low	5	Multi-Family	2 %
Neighborhood Boundaries	[REDACTED]						400 High	30	Commercial	10 %	
the South, Strait of Georgia to the West.	[REDACTED]						235 Pred.	15	Other Vacant	11 %	
Neighborhood Description	See Attached Addendum										
Market Conditions (including support for the above conclusions)	See 1004MC										

- 17. Neighborhood Characteristics
- 18. Manufactured Housing Trends
- 19. Manufactured Housing
- 20. Present Land Use %
- 21. Neighborhood Boundaries
- 22. Neighborhood Description
- 23. Market Conditions

Uniform Appraisal Dataset Requirements Do Not Apply to Manufactured Home Appraisal Reports

Dimensions See Attached Plat M #24	Area 2.02 Acres	Shape Rectangular	View Territorial #25
Specific Zoning Classification R5A	Zoning Description Rural one dwelling unit per 5 acres #26		
Zoning Compliance <input checked="" type="checkbox"/> Legal <input type="checkbox"/> Legal Nonconforming (Grandfathered Use) <input type="checkbox"/> No Zoning <input type="checkbox"/> Illegal (describe)			
Is the highest and best use of the subject property as improved (or as proposed per plans and specifications) the present use? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No If No, describe _____			
Utilities	Public	Other (describe)	Public
Electricity	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Water	<input type="checkbox"/>	<input checked="" type="checkbox"/> Private Well	Off-site Improvements—Type
Gas	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Street Asphalt <input checked="" type="checkbox"/>
Sanitary Sewer	<input type="checkbox"/>	<input checked="" type="checkbox"/> Private Septic	Alley None <input type="checkbox"/>
FEMA Special Flood Hazard Area	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	FEMA Flood Zone X	FEMA Map # 53073C 0690D FEMA Map Date 01/16/2004
Are the utilities and off-site improvements typical for the market area? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No If No, describe _____			
Is the site size, shape and topography generally conforming to and acceptable in the market area? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No If No, explain _____			
Is there adequate vehicular access to the subject property? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No If No, describe _____			
Is the street properly maintained? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No If No, describe #27			
Are there any adverse site conditions or external factors (easements, encroachments, environmental conditions, land uses, etc.)? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No If Yes, describe <u>See Attached Addendum</u>			

- 24. Dimensions
- 25. View
- 26. Zoning Description
- 27. Street Maintained

Uniform Appraisal Dataset Requirements Do Not Apply to Manufactured Home Appraisal Reports

The HUD Data Plate/Compliance Certificate is located on the interior of the subject and contains, among other things, the manufacturer's name, trade/model name, year manufactured and serial number. The HUD Certification Label is located on the exterior of each section of the home.

Is the HUD Data Plate/Compliance Certificate attached to the dwelling? Yes No If Yes, identify the location. If No, provide the data source(s) for the HUD Data Plate/Compliance Certificate information. **Laundry room cabinet**

Is a HUD Certification Label attached to the exterior of each section of the dwelling? Yes No If No, provide the data source(s) for the HUD Certification Label #'s

The subject is a triple wide manufactured home. The garage addition covered the label of the middle section, the information was found on the HUD certificate.

Manufacturer's Serial #(s)/VIN #(s) [REDACTED] NABC

HUD Certification Label #(s) [REDACTED]

Manufacturer's Name Homette Trade/Model Greenbriar Date of Manufacture 2000

Do the Wind, Roof Load, and Thermal Zones meet the minimum HUD requirements for the location of the subject property? Yes No If No, explain _____

#28

28. HUD Data Plate

Manufactured homes are built entirely in a factory under a federal building code administered by the U.S. Department of Housing and Urban Development (HUD). They are built to the Federal Manufactured Home Construction and Safety Standards (commonly known as the HUD Code). This code went into effect June 15, 1976. Manufactured Homes transported to the site and installed.

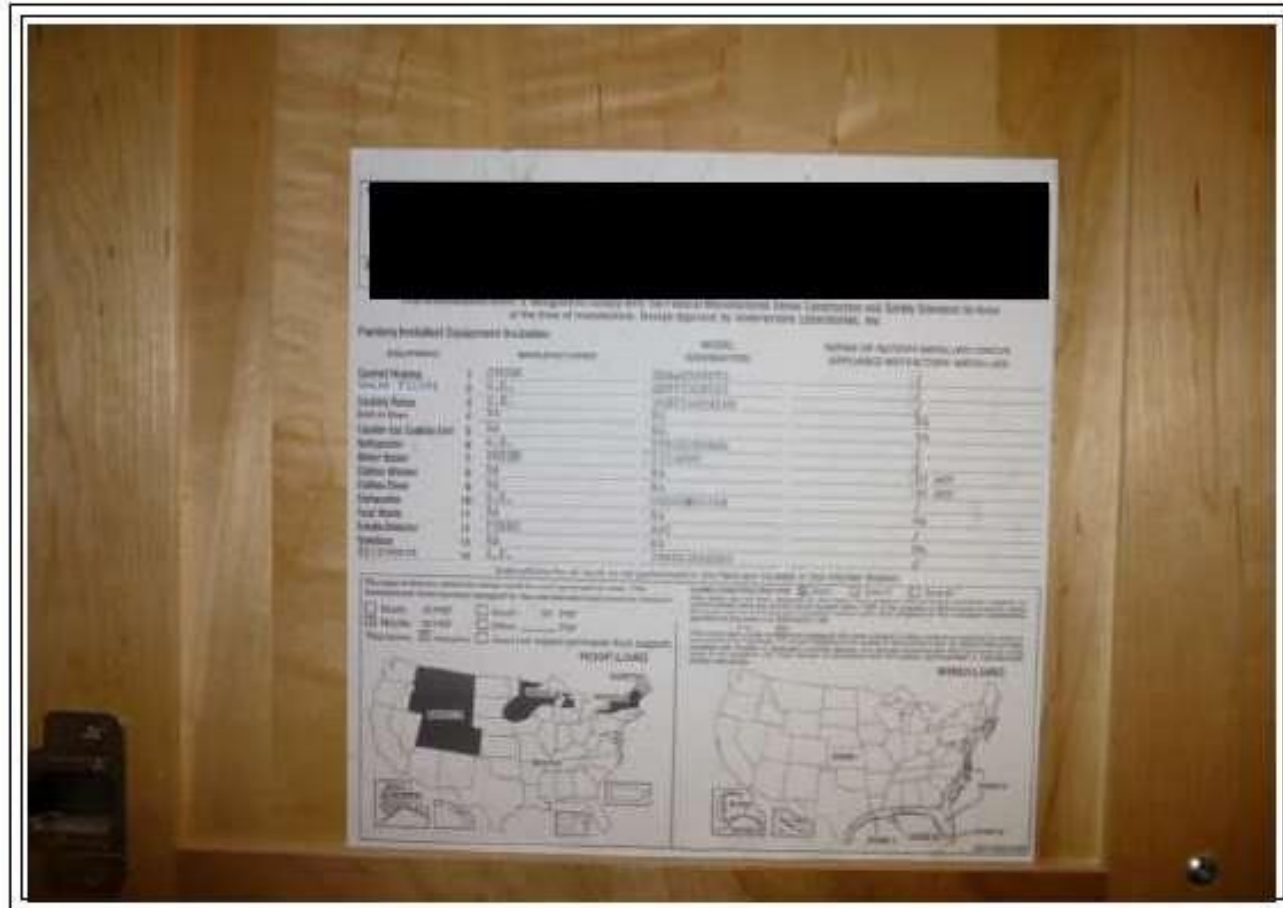
HUD DATA PLATE/COMPLIANCE CERTIFICATE

What is a Data Plate?

The [Data Plate](#) is a paper label affixed inside the home and is located in a kitchen cabinet, an electrical panel, or a bedroom closet. The Data Plate will contain the following information: (a) the name and address of the manufacturing plant in which the home was manufactured, (b) the serial numbers and model designation, and the date the unit was manufactured, (c) a statement which references that the home was built in accordance to the Manufactured Home Construction and Safety Standards, (d) a list of the certification label number(s), (e) a list of factory-installed equipment, including the manufacturer's name and the model designation of each appliance, (f) a reference to the Roof Load Zone and Wind Zone Load to which the home was designed, (h) and the name of the agency that approved the design.



HUD DATA PLATE/HUD COMPLIANCE CERTIFICATE


HUD Certificate



HUD DATA PLATE/HUD COMPLIANCE CERTIFICATE

MANUFACTURER'S PLANT		COMPLIANCE CERTIFICATE			
		Date of Manufacture _____			
		Manufacturer's Name, Number and Model Unit Designation _____			
		Serial number to HUD _____			
<p>A statement regarding the operation, registration, repairs or performance of the mobile home should also always contain the name and telephone number of the nearest Federal manufacturing installation.</p>					
HUD LABEL NO. _____					
Approved to meet minimum operating standards, reliability, maintenance and safety objectives as required in the economic services of the owner's manufacture and operation of mobile homes, mobile home parks, and mobile home communities.					
This mobile home is designed to comply with the Federal mobile home safety standards in force at the time of manufacture.					
The factory-installed equipment follows:					
Equipment	Manufacturer	Model No.	Equipment	Manufacturer	Model No.
Air heating			Water		
Flue or cooling			Clothes Dryer		
Flue heating			Refrigerator		
Refrigerator			Garbage Disposal		
Water heater			Other		

STRUCTURAL DESIGN BASIS CERTIFICATE	
	
DESIGN LOAD CASE MAP Snow 20 PSF Wind 30 PSF Seismic 40 PSF	DESIGN WIND CASE MAP Design Wind: Zone 1 15 PSF maximum, 8 PSF min. Hurricane Resistant: Zone 2 20 PSF maximum, 10 PSF min. Other PSF maximum _____ PSF min.

HEATING AND COOLING DESIGN BASIS CERTIFICATE	
	<p>The above heating assignment has the capacity to maintain an average 70°F temperature in the home in outside temperatures of _____.</p> <p>To maximize furnace operating efficiency, and to conserve energy, it is recommended the furnace manufacturer's minimum design temperature of 70°F is not lower than _____.</p> <p>The above information has been assigned assuming a maximum gross capacity of 12,000 BTU standard atmospheric pressure. The air distribution system of this home is suitable for the installation of forced air conditioning.</p> <p>The manufacturer certifies that this home is fitted for _____ zone. Central Air Conditioning Systems of all capacities (12,000 BTU) may be installed without modification with the exception of Cooling and Refrigeration Controls. When the air conditioners of such air conditioners are used at 80°F and under, proper duct, creeps or grills for the condition of addition to this mobile home should be used.</p> <p>Information necessary to calculate cooling loads at various seasons and orientations is provided in the standard control rating information operating with this mobile home.</p> <p>To conserve the maximum capacity of equipment to cool efficiently and economically, a cooling load that gets utilization is required. The cooling load is dependent on the orientation, location and the structure of the home. Control of ventilation, window efficiency and outside the gradual control which must operate always automatically by calculating cooling load (cooling load annual) must be used in a constant and Chapter 12 of the American Society of Heating, Refrigeration and Air Conditioning Engineers (ASHRAE) Handbook of Fundamentals, which the system and orientation are shown.</p>
<p>(Under new FEDERAL CODE) The manufacturer has made efforts to comply with the requirements of the Federal Energy Conservation and Safety Standards for mobile homes within various zones.</p> <p>Zone I _____ Zone II _____</p> <p>INFORMATION PROVIDED BY THE MANUFACTURER UNDER SHEET CALCULATED: Btu/hr of heat gain</p> <p>Range (without outside vent) _____ Btu/hr Cooling and heat of duct cover _____ Btu/hr Flues _____ Btu/hr No. outside vent _____ Btu/hr No. ducts cooling _____ Btu/hr</p>	<p>R-10 insulation values</p> <p>Floor _____ R _____ Ceiling _____ R _____ Ext. walls _____ R _____</p>

HUD DATA PLATE/COMPLIANCE CERTIFICATE

HUD Data Plate/Compliance Certificate

- HUD does not reissue tags for manufactured homes
- HUD can issue a letter of label (tag) verification for units in which it can locate the necessary historical information
- Label numbers can be found on a data plate inside the home in one of three locations
 - On or near the main electrical panel
 - In a kitchen cabinet
 - In a bedroom closet
- The data plate has a map of the US to let the consumer know the Wind Zone and Snow Load for which their home was built
- You may request letters of plate verification from the Institute for Building Technology and Safety (IBTS), by visiting the IBTS's website at <https://www.ibts.org/what-we-do/manufactured-homes/verification-letter-certificate/> by fax at 703-437-6894

The HUD Data Plate/Compliance Certificate is located on the interior of the subject and contains, among other things, the manufacturer's name, trade/model name, year manufactured and serial number. The HUD Certification Label is located on the exterior of each section of the home.

Is the HUD Data Plate/Compliance Certificate attached to the dwelling? Yes No If Yes, identify the location. If No, provide the data source(s) for the HUD Data Plate/Compliance Certificate information. Laundry room cabinet

Is a HUD Certification Label attached to the exterior of each section of the dwelling? Yes No If No, provide the data source(s) for the HUD Certification Label #'s

The subject is a triple wide manufactured home. The garage addition covered the label of the middle section, the information was found on the HUD certificate.

#29

Manufacturer's Serial #(s)/VIN #(s) [REDACTED] NABC

HUD Certification Label #(s) [REDACTED]

Manufacturer's Name Homette

Trade/Model Greenbriar

Date of Manufacture 2000

Do the Wind, Roof Load, and Thermal Zones meet the minimum HUD requirements for the location of the subject property? Yes No If No, explain _____

29. HUD Certification Label

HUD CERTIFICATION LABEL

What is a HUD Certification Label?

- It is also known as the HUD tag or a metal plate that is affixed to the outside of the manufactured home.
- Section 3280.11(b) states “The label shall be approximately 2 in. by 4 in. in size and shall be permanently attached to the manufactured home by means of 4 blind rivets, drive screws, or other means that render it difficult to remove without defacing it
- “The label number shall be etched or stamped with a 3 letter designation which identifies the production inspection primary inspection agency, and which the Sectary shall assign”
- “Each label shall be marked with a six digit number which the label supplier shall furnish”
- “The labels shall be stamped with numbers sequentially”

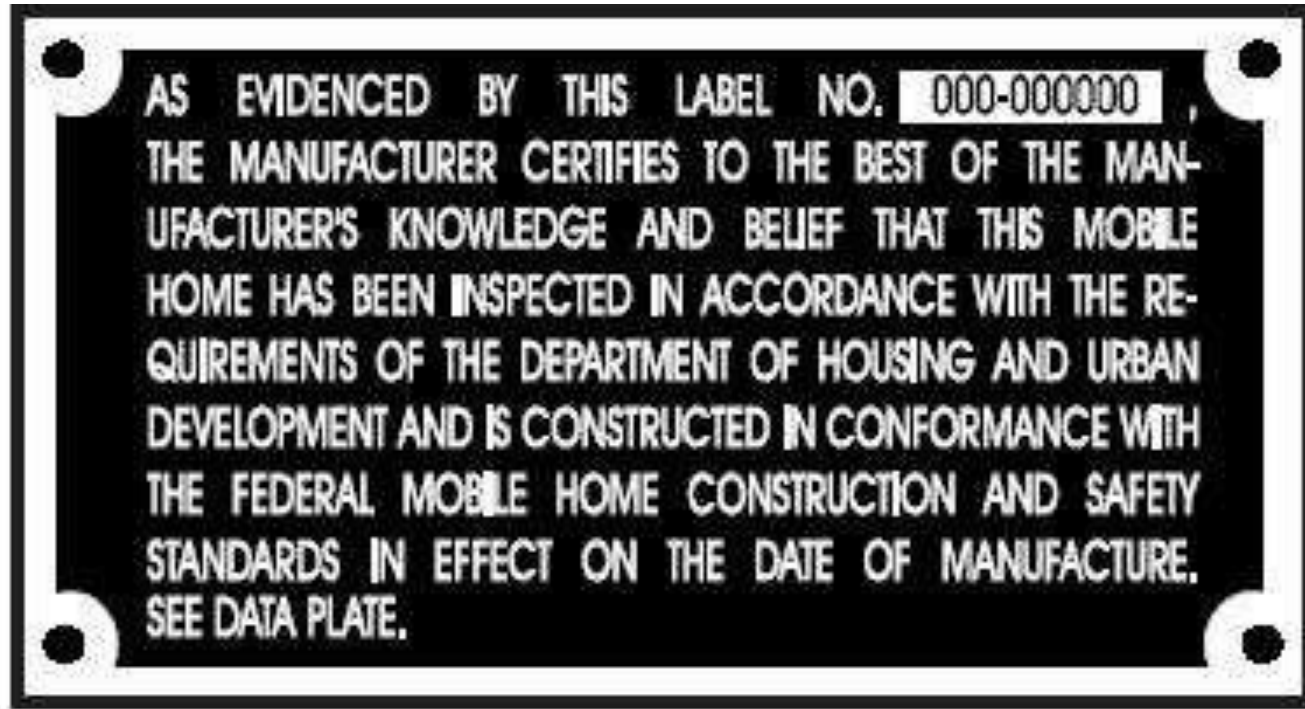
Note: You may request letters of label verification from the Institute for Building Technology and Safety (IBTS), by visiting the IBTS’s website at <https://www.ibts.org/what-we-do/manufactured-homes/verification-letter-certificate/> by fax at 703-437-6894

HUD CERTIFICATION LABEL



HUD Label

HUD CERTIFICATION LABEL



HUD CERTIFICATION LABEL Q AND A

Q8. What can a lender do if the HUD Certification Label or the HUD Data Plate/ Compliance Certificate is missing from the home?

- The HUD Certification Label, sometimes referred to as a HUD “seal” or “tag,” is a metal plate located on the exterior of each section of the home. As an alternative to the original document, the lender may be able to obtain a verification letter with the same information contained on the HUD Certification Label from the Institute for Building Technology and Safety (IBTS) (www.ibts.org).
- The HUD Data Plate/Compliance Certificate is a paper document located on the interior of the subject property that contains, among other things, the manufacturer’s name and trade/model number. In addition to the data required by Fannie Mae, the data plate includes pertinent information about the unit, including a list of factory-installed equipment. A duplicate HUD Data Plate/Compliance Certificate may be available from IBTS or by contacting the In-Plant Primary Inspection Agency (IPIA) or the manufacturer. A list of IPIA offices is posted on HUD’s Web site (<http://www.hud.gov/offices/hsg/ramh/mhs/mhsid.cfm>).

The Form 1004C appraisal form must show evidence of both the HUD Data Plate/Compliance Certificate and the HUD Certification Label. If original or alternative documentation cannot be obtained for both the Data Plate/Compliance Certificate and the Certification Label, the loan is not eligible for delivery to Fannie Mae.

NOTE: Additional information related to the Certification label or the Data Plate can be obtained from HUD at <http://www.hud.gov/offices/hsg/ramh/mhs/mhslabels.cfm>.

The HUD Data Plate/Compliance Certificate is located on the interior of the subject and contains, among other things, the manufacturer's name, trade/model name, year manufactured and serial number. The HUD Certification Label is located on the exterior of each section of the home.

Is the HUD Data Plate/Compliance Certificate attached to the dwelling? Yes No If Yes, identify the location. If No, provide the data source(s) for the HUD Data Plate/Compliance Certificate information. Laundry room cabinet

Is a HUD Certification Label attached to the exterior of each section of the dwelling? Yes No If No, provide the data source(s) for the HUD Certification Label #'s

The subject is a triple wide manufactured home. The garage addition covered the label of the middle section, the information was found on the HUD certificate.

Manufacturer's Serial #(s)/VIN #(s) [REDACTED] NABC **#30**

HUD Certification Label #(s) [REDACTED]

Manufacturer's Name Homette Trade/Model Greenbriar Date of Manufacture 2000

Do the Wind, Roof Load, and Thermal Zones meet the minimum HUD requirements for the location of the subject property? Yes No If No, explain _____

30. MANUFACTURER'S SERIAL#/VIN# & HUD CERTIFICATION LABEL #.

IF THE ORIGINAL OR ALT DOCUMENTATION CANNOT BE OBTAIN (DATA PLATE AND CERTIFICATION LABEL, THE LOAN IS NOT ELIGIBLE

What is the difference between Label Verification Letter and a Data Plate/Performance Verification Certificate? —

Label Verification Letter Is a letter that provides the following information: Label Number, Serial Number, Date of Manufacture, Name of Manufacturer and Plant Location and Location of First Destination. It does not contain the wind zone, roof load or thermal information.

Data Plate/Performance Verification Certificate Provides Serial Number, Date of Manufacture, Name of Manufacturer and Plant Location and Wind Zone, Roof Load Zone and Thermal Zone for which the zone is designed. The certificate is based on the zone requirements in effect at the time the home was manufactured for the location of the home's final destination. It does not contain the Label Numbers.

SERIAL NUMBER AND VIN Q AND A

Q & A- I was told I need the Serial or VIN number in order to sell or refinance my home. Where can I find this information?

In some states, the Serial number and VIN number may be one and the same. Section 3280.6 of the Manufactured Home Construction and Safety Standards states, "(a) A manufactured home serial number which will identify the manufacturer and the state in which the manufactured home is manufactured must be stamped into the foremost cross member. Letters and numbers must be 3/8-inch minimum in height. Numbers must not be stamped into hitch assembly or drawbar." If the home is a multiwide unit, the serial number will contain the letters A/B for a double-wide unit or A/B/C for a triple-wide unit

#31

#32

#33

General Description		Foundation		Exterior Description materials/condition		Interior materials/condition	
# of Units	<input checked="" type="checkbox"/> One <input type="checkbox"/> Additions	<input type="checkbox"/> Poured Concrete <input type="checkbox"/> Concrete Runners		Skirting	Concrete Block Good	Floors	Crpt/Vnyl Avg.+
# of Stories	<input checked="" type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> Other	<input checked="" type="checkbox"/> Block & Pier <input type="checkbox"/> Other-att. description		Exterior Walls	Hardboard Good	Walls	DW/Pntd Good
Design (Style)	Triple Wide	<input type="checkbox"/> Full Basement <input type="checkbox"/> Partial Basement		Roof Surface	Composition Good	Trim/Finish	Wood/Pntd Good
# of Sections	<input type="checkbox"/> 1 <input type="checkbox"/> 2 <input checked="" type="checkbox"/> 3	Basement Area	0 sq. ft.	Gutters & Downspouts	Metal Good	Bath Floor	Vinyl Good
<input type="checkbox"/> Other		Basement Finish	%	Window Type	Vinyl Good	Bath Wainscot	Fbgls/Tile Good
Type	<input checked="" type="checkbox"/> Det. <input type="checkbox"/> Att. <input type="checkbox"/> S-Det./End Unit	<input type="checkbox"/> Outside Entry/Exit <input type="checkbox"/> Sump Pump		Storm Sash/Insulated	Insulated Good	Car Storage	<input type="checkbox"/> None
<input checked="" type="checkbox"/> Existing <input type="checkbox"/> Proposed <input type="checkbox"/> Under Const.		Evidence of <input type="checkbox"/> Infestation		Screens	Yes Good	<input checked="" type="checkbox"/> Driveway	# of Cars 6
Year Built	2000	<input type="checkbox"/> Dampness <input type="checkbox"/> Settlement		Doors	Hollow Core Good	Driveway Surface	Concrete
Effective Age (Yrs)	6	Heating	<input checked="" type="checkbox"/> FWA <input type="checkbox"/> HWBB <input type="checkbox"/> Radiant	Amenities	<input type="checkbox"/> WoodStove(s) #	<input checked="" type="checkbox"/> Garage	# of Cars 2
Attic	<input checked="" type="checkbox"/> None	<input type="checkbox"/> Other	Fuel Gas	<input type="checkbox"/> Fireplace(s) #	<input type="checkbox"/> Fence	<input type="checkbox"/> Carport	# of Cars
<input type="checkbox"/> Drop Stair	<input type="checkbox"/> Stairs	Cooling	<input type="checkbox"/> Central Air Conditioning	<input checked="" type="checkbox"/> Patio/Deck Conc	<input checked="" type="checkbox"/> Porch Conc	<input checked="" type="checkbox"/> Attached	<input checked="" type="checkbox"/> Detached
<input type="checkbox"/> Floor	<input type="checkbox"/> Scuttle	<input type="checkbox"/> Individual	<input type="checkbox"/> Other	<input type="checkbox"/> Pool	None	<input type="checkbox"/> Other	None
<input type="checkbox"/> Finished	<input type="checkbox"/> Heated			<input type="checkbox"/> Built-in			
Appliances	<input checked="" type="checkbox"/> Refrigerator <input checked="" type="checkbox"/> Range/Oven	<input checked="" type="checkbox"/> Dishwasher <input type="checkbox"/> Disposal	<input checked="" type="checkbox"/> Microwave	<input checked="" type="checkbox"/> Washer/Dryer	<input type="checkbox"/> Other (describe)		
Finished area above grade contains:	8 Rooms	4 Bedrooms	2.0 Bath(s)	2,080 Square Feet of Gross Living Area Above Grade			
Describe any additions or modifications (decks, rooms, remodeling, etc.)		None Noted					

31) General Description


32) Foundation

Foundation Requirements

- The manufactured home must be permanently affixed to a foundation system designed by a licensed professional engineer. New closing requirements include a requirement that the lender instruct its closing agents to obtain specified documentation evidencing that the manufactured home is attached to the permanent foundation on the land. All foundations must:
 - Have permanent footings that are suitable for the soil, climate and geological conditions of the site and be able to support the size and weight of the manufactured home
 - Any wheels, axles, and towing or running gear must be removed from the manufactured home
 - Meet federal, and local laws, rules and regulations

33) Materials/Condition

Finished area above grade contains:	8 Rooms	4 Bedrooms	2.0 Bath(s)	2,080 Square Feet of Gross Living Area Above Grade
Describe any additions or modifications (decks, rooms, remodeling, etc.)	None Noted #34			
Installer's Name	Unknown	Date Installed	Unknown	Model Year 2000
Is the manufactured home attached to a permanent foundation system?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	If No, describe the foundation system and the manner of attachment.		There is a concrete block perimeter foundation.
Have the towing hitch, wheels, and axles been removed?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	If No, explain #35		
Is the manufactured home permanently connected to a septic tank or sewage system and other utilities?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	If No, explain #36		

 *licensed professional engineer or the local or state authority has to approve any structural modifications to the manufactured home

35. Towing Hitch, wheels and axles removed

36. Sewage & Utilities

*** HUD Requirement-Additions, Modifications, and Special State Requirements** - Additions or structural modifications may put the home at risk if changes were not performed in accordance with the Federal Manufactured Home Construction Safety Standards. Some states require a state agency (often this is the State Administrative Agency) to approve all modifications to manufactured homes once they leave the factory. The appraiser and underwriter are held responsible for knowing the local regulations on this. If the area where the manufactured home is located has such requirements, then the property must meet these requirements or it shall be deemed ineligible for. If there is no State Administrative Agency willing to inspect such homes, the lender may obtain a report from a licensed professional engineer or registered architect, indicating the structural modifications/additions were made in accordance with Federal Manufactured Home Construction and Safety Standards (CFR 3280). If the certification cannot be obtained then the manufactured home is unacceptable and should be rejected.

Finished area above grade contains:	8 Rooms	4 Bedrooms	2.0 Bath(s)	2,080 Square Feet of Gross Living Area Above Grade
Describe any additions or modifications (decks, rooms, remodeling, etc.)	None Noted			

Manufactured homes that have an addition or have had a structural modification are eligible under certain conditions. If the state in which the property is located requires inspection by a state agency to approve modifications to the property, then the lender is required to confirm that the property has met the requirement. However, if the state does not have this requirement, then the structural modification must be inspected and be deemed structurally sound by a third party who is regulated by the state and is qualified to make the determination. In all cases, the satisfactory inspection report must be retained in the mortgage loan file.

Installer's Name Unknown Date Installed Unknown Model Year 2000

Is the manufactured home attached to a permanent foundation system? Yes No If No, describe the foundation system and the manner of attachment. There is a concrete block perimeter foundation.

Have the towing hitch, wheels, and axles been removed? Yes No If No, explain _____

Is the manufactured home permanently connected to a septic tank or sewage system and other utilities? Yes No If No, explain _____

Does the dwelling have sufficient gross living area and room dimensions to be acceptable to the market? Yes No **#37**

Additional features (special energy efficient items, non-realty items, etc.) See Attached Addendum

The appraiser must rate the quality of construction for the subject unit based on objective criteria (such as N.A.D.A. Manufactured Housing Appraisal Guide®, Marshall & Swift Residential Cost Handbook®, or other published cost service). The appraiser must also report the source used for this quality of construction rating determination.

#38 Poor Fair Average Good Excellent Identify source of quality rating Marshall & Swift Residential Cost Handbook

Describe the condition of the property (including needed repairs, deterioration, renovations, remodeling, etc.). According to Whatcom County records the subject property was originally built in 2000. The subject represents good quality for manufactured type properties. Based on observed levels of wear/tear, and maintenance, an effective age of 6 years is supported. No carbon monoxide detectors were present at the time of inspection.

Are there any physical deficiencies or adverse conditions that affect the livability, soundness, or structural integrity of the property? Yes No If Yes, describe _____

Does the property generally conform to the neighborhood (functional utility, style, condition, use, construction, etc.)? Yes No If No, describe _____

 *Single wide Manufactured Homes are not eligible at FLC Bank*

38. Quality of Construction





NOT ACCEPTABLE

Uniform Residential Appraisal Report

File # 07070001

Property Condition: All of home is not centrally heated and cooled but home has open floor plan where air can circulate. Two window units are now used. No manufactured data plates or hud stickers were on the property due to remodeling. Although subject property was at one time a single wide mobile home, due to additions and improvements it is now considered and taxed as single family housing.

Subject property, even though one time was a single wide manufactured home, has total brick exterior and has been doubled in square footage with a 634 foot deck. subject property is considered to be a single family type construction. All comparables used in this appraisal analysis are single family construction.

Additional features (special energy efficient items, etc.) Large covered deck with two ceiling fans plus open deck area with workshop and laundry room, pier and dock, rift raft sea wall, new metal roof, ceiling fans, fireplace with gas logs.

Describe the condition of the property (including needed repairs, deterioration, renovations, remodeling, etc.). Subject in average condition overall no deficiencies were observed and no repairs are required at this time. Estimate of accrued physical depreciation using the Economic Age-Life Method. No functional or external depreciation was noted. Property was a single wide manufactured home that has remodeled with additional square footage, exterior bricked with a new roof. Axles (according to homeowner) are still on although tongue has been removed. **See additional Comments**

Ridgeway, SC

APPRAISAL CONSIDERATIONS

Ineligible Manufactured Homes and Prohibited Practices

- If the site or manufactured home is substantially non-confirming with the neighborhood such that a reliable appraisal cannot be made, the mortgage is NOT eligible to the GSE's.
- Creating comparable sales by combining vacant land sales with the contract purchase price of the home is prohibited. This type of information is acceptable as additional supporting documentation only
- If there appraiser is unable to develop a reliable appraisal based on at least two comparable sales of similar manufactured homes, the appraiser can provide older manufactured home sales or manufactured home sales from a competing neighborhood.

COST APPROACH

By completing the cost approach analysis is allows the appraiser to:

- recognize differences in manufactured home construction quality,
- understand the difference between the comparable sales and the subject property,
- extract from the market appropriate adjustments for the sales comparison analysis, and
- identify sales of manufactured homes that are similar enough to the subject property to use as comparable sales.

Support for the opinion of site value (summary of comparable land sales or other methods for estimating site value) Opinion of site value was estimated by the use of comparable land sales in the subjects greater area.

ESTIMATED: REPRODUCTION OR REPLACEMENT COST NEW

Source of cost data: See Attached Addendum Effective date of cost data: Current Qtr Quality rating from cost service: Good

OPINION OF SITE VALUE \$ 90,000 Exterior Dimensions of the Subject Unit

Section One:	2,080 Sq. ft. @ \$	70.00	\$	145,600					Sq. ft.
Section Two:	Sq. ft. @ \$		\$						Sq. ft.
Section Three:	Sq. ft. @ \$		\$						Sq. ft.
Section Four:	Sq. ft. @ \$		\$						Sq. ft.
Porch, Patio, FP			\$	8,500					Sq. ft.
			\$						Total Gross Living Area: 2,080 Sq. ft.
			\$						Other Data Identification
			\$						N.A.D.A. Data Identification Info: Edition Mo: Yr:
			\$	154,100					MH State: Region: Size: ft. x ft.
	Cost Multiplier (if applicable):	x							Gray pg. White pg. Black SWS pg.
	Modified Sub-total:			154,100					15 years and older Conversion Chart pg. Yellow pg.
	Physical Depreciation or Condition Modifier:		\$	18,500					Comments
	Functional Obsolescence (not used for N.A.D.A.):		\$	0					
	External Depreciation or State Location Modifier:		\$	0					
	Delivery, Installation, and Setup (not used for N.A.D.A.):		\$	10,000					
	Other Depreciated Site Improvements:		\$	25,000					
	Market Value of Subject Site (as supported above):		\$	90,000					
	Indicated Value by Cost Approach:		\$	290,600					Estimated Remaining Economic Life (HUD and VA only): 44 Years

Summary of Cost Approach: The costs are based on the Marshall & Swift Residential Cost Handbook and Builders surveys. See attached building sketch, dimensions, and calculations. Depreciation is based on the age life method. Site improvements includes site preparation, utilities, driveway and landscaping.

Cost Approach must be completed



#39

FEATURE	SUBJECT	COMPARABLE SALE NO. 1			COMPARABLE SALE NO. 2			COMPARABLE SALE NO. 3		
Proximity to Subject		6.68 Miles NW			6.47 Miles N			4.85 Miles W		
Sale Price	\$ 265,000	\$ 245,000			\$ 265,000			\$ 247,500		
Sale Price/Gross Liv. Area	\$ 127.40 sq. ft.	\$ 174.50 sq. ft.			\$ 148.71 sq. ft.			\$ 163.69 sq. ft.		
Manufactured Home		<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No			<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No			<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No		
Data Source(s)										
Verification Source(s)										
VALUE ADJUSTMENTS	DESCRIPTION	DESCRIPTION	+(-) \$ Adjustment		DESCRIPTION	+(-) \$ Adjustment		DESCRIPTION	+(-) \$ Adjustment	
Sale or Financing Concessions	8000	Conventional None Known			Conventional None Known			Conventional None Known		
Date of Sale/Time	04/02/2012	01/27/2012			11/17/2011			10/20/2011	0	
Location	Rural Avg. +	Rural Avg.	Inc Below		Rural Avg.	Inc Below		Rural Avg. +		
Leasehold/Fee Simple	Fee Simple	Fee Simple			Fee Simple			Fee Simple		
Site	2.02 Acres	5.88 Acres	-10,000		4.85 Acres	-10,000		4.93 Acres	-15,000	
View	Territorial Fair	Territorial Fair			Territorial Fair			Territorial Fair		
Design (Style)	Triple Wide	Double Wide	0		Double Wide	0		Double Wide	0	
Quality of Construction	Good	Average	10,500		Good			Average	11,300	
Actual Age	12 Eff 6	20 Eff 10	5,800		11 Eff 6	0		16 Eff 8	2,900	
Condition	Good	Good			Good			Good		
Above Grade Room Count	Total Bdrms. Baths 8 4 2.0	Total Bdrms. Baths 6 4 2			Total Bdrms. Baths 6 4 2	0		Total Bdrms. Baths 6 3 2	0	
Gross Living Area 25.00	2,080 sq. ft.	1,404 sq. ft.	16,900		1,782 sq. ft.	7,500		1,512 sq. ft.	14,200	
Basement & Finished Rooms Below Grade	None None	None None			None None			None None		
Functional Utility	Satisfactory	Satisfactory			Satisfactory			Satisfactory		
Heating/Cooling	FWA/None	FWA/None			FWA/None			FWA/None		
Energy Efficient Items	Standard	Standard			Standard			Standard		
Garage/Carport	2 Car Garage	2 Car Garage			2 Car Garage			2 Car Garage		
Porch/Patio/Deck	Porch/Patio	Porch/Deck	0		Porch/Deck	0		Superior	-1,500	
Amenities	Shop/Storage	ShopArea/Lnto	12,400		Inferior	8,600		Inferior/Shed	7,300	
Fireplace	1 Fireplace	1 F/S Stove	0		None	2,000		1 F/S Stove	0	
Net Adjustment (Total)		<input checked="" type="checkbox"/> + <input type="checkbox"/> -	\$ 35,600		<input checked="" type="checkbox"/> + <input type="checkbox"/> -	\$ 8,100		<input checked="" type="checkbox"/> + <input type="checkbox"/> -	\$ 19,200	
Adjusted Sale Price of Comparables		Net Adj. 14.5%			Net Adj. 3.1%			Net Adj. 7.8%		
		Gross Adj. 22.7%	\$ 280,600		Gross Adj. 10.6%	\$ 273,100		Gross Adj. 21.1%	\$ 266,700	

39. Sales Comparison

SOURCES OF MARKET DATA

Data source(s)		Public Records/MLS	Public Records/MLS	Public Records/MLS
Verification source(s)				

Requirements

- Traditional appraisal data sources do not provide enough quality manufactured home data for the appraiser to develop a supportable and well-documented manufactured home appraisal
- Sources such as MLS and public records are important, appraisers must develop other data sources such as manufactured home dealers and construction companies experienced in the installation of manufactured homes
- One important source of manufactured home information is *NADA Manufactured Housing Appraisal Guide*
 - The publication lists general manufactured home depreciated replacement values based on original factory construction categories
 - Offers step by step processes for arriving at the average retail book value for a manufactured home and can be used to develop the cost approach
- The NADA charge values assume the house is in “average” condition
 - The publication does provide definitions of “excellent”, “good”, “average” “fair” and “poor”

SOURCES OF MARKET DATA

Requirements

- Another source of information is the Marshall and Swift Residential *Cost Handbook*. Marshall & Swift provides:
 - Information that allows the user to arrive at an estimate of the cost of the manufactured home when new (i.e. replacement cost) based on among other things, the construction quality
 - An explanation of the items that allow the appraiser to support his or her conclusion of the overall
 - construction quality of a manufactured home.
- This is important since condition and quality play a very important role in the value and marketability of manufactured homes
- The appraiser must support his or her opinion about both the *quality and the condition* of the manufactured home

Did you know that size and bedroom count are two of the biggest drivers to value?

P R I O R S A L E H I S T O R Y	<input type="checkbox"/> did <input type="checkbox"/> did not research the sale or transfer history of the subject property and comparable sales. If not, explain					
	My research <input type="checkbox"/> did <input type="checkbox"/> did not reveal any prior sales or transfers of the subject property for the three years prior to the effective date of this appraisal.					
	Data source(s)					
	My research <input type="checkbox"/> did <input type="checkbox"/> did not reveal any prior sales or transfers of the comparable sales for the year prior to the date of sale of the comparable sale.					
	Data source(s)					
	Report the results of the research and analysis of the prior sale or transfer history of the subject property and comparable sales (report additional prior sales on page 3).					
		ITEM	SUBJECT	COMPARABLE SALE # 1	COMPARABLE SALE # 2	COMPARABLE SALE # 3
		Date of Prior Sale/Transfer				
		Price of Prior Sale/Transfer		#40		
		Data Source(s)				
	Effective Date of Data Source(s)					
Analysis of prior sale or transfer history of the subject property and comparable sales.						

40. Transfer History

- 🚩 It is a Red Flag for inflated value. Any increase in value must be supported by the market, by repairs or by improvements that can be documented and supported.
- 🚩 If subject was purchased at below market value, comments from the appraiser are required to address why and how
- 🚩 Multiple sales of the comparables are a red flag that possible misrepresentation was committed on the first sale, and thus inflating the value of the comparable being used to support the subject's value.
- 🚩 Can indicate a "declining market" if sold for more than its current value
- 🚩 It is a USPAP requirement (Uniform Standards of Professional Appraisal Practice)

Summary of Sales Comparison Approach					
#41					
Indicated Value by Sales Comparison Approach \$					
RECONCILIATION	Indicated Value by:	Sales Comparison Approach \$	Cost Approach \$	Income Approach (if developed) \$	#42
	#43				
This appraisal is made <input type="checkbox"/> "as is", <input type="checkbox"/> subject to completion per plans and specifications on the basis of a hypothetical condition that the improvements have been completed, <input type="checkbox"/> subject to the following repairs or alterations on the basis of a hypothetical condition that the repairs or alterations have been completed, or <input type="checkbox"/> subject to the following required inspection based on the extraordinary assumption that the condition or deficiency does not require alteration or repair.					
Based on a complete visual inspection of the interior and exterior areas of the subject property, defined scope of work, statement of assumptions and limiting conditions, and appraiser's certification, my (our) opinion of the market value, as defined, of the real property that is the subject of this report is \$ #44, as of _____, which is the date of inspection and the effective date of this appraisal.					

- 41. Summary
- 42. Values
- 43. "As Is", Subject to...,
- 44. Value & Date of Inspection

Manufactured Home Appraisal Report

File #

#45

45. Additional Comments

ADDITIONAL COMMENTS

Key for Manufactured Homes

- Marketability, conforms to the neighborhood, accepted by the market,

#45

Comments on Sales Comparison

A search of the subjects' area for recent comparables of similar size manufactured dwellings revealed no sales within the preferred six month time frame, and the desired five mile radius. The search was therefore expanded to included properties with gross living area outside the preferred parameters, and sale older than six months. The expanded search revealed a total of 8 properties that included closed sales, and active listings that were viewed from the street to finally arrive at the following six closed sales that are considered to be the best indications of the subjects current market value. The comparables are adjusted on the following criteria.

Although there is not sufficient data to indicate that values are currently declining, due to the fact that sale date of Comp#6 exceeds one year, a downward market adjustment of 1% has made to this comp. Site location, size, and view all contribute to the underlying site value. Site adjustments are based on a site value as though vacant, and made as one adjustment on the site line of the Sales Comparison Grid. Quality of construction is adjusted at \$5 per square foot for Comp#5, and \$7.50 per square foot for Comps#1, 3, & 4. Age adjustments are based on the age/life method of depreciation, which in this case is one percent of the unadjusted sale price, less site value, per year. Above grade gross living area is adjusted at \$25 per square foot. Fireplace/Freestanding Stove's are adjusted at \$2,000. Amenity adjustments are based on contributory market value.

The six closed sales developed an adjusted value range of \$248,200 to \$280,600. Comps#2 at \$273,100 represented the low net and low gross adjustment and received primary focus. Comp#6 at \$265,600, while a dated sale, represented a similar quality triple-wide dwelling, the second low gross adjustment, and as a result received secondary consideration. The mean and median of the range is \$260,400 and \$260,800 respectively.

A current value opinion of \$267,000 is indicated by the Sales Comparison Approach and is further supported by the Cost Approach.

It is noted that the gross living area adjustments of Comps#1, 3, & 5 are outside the preferred guidelines. This was unavoidable and has no adverse effect on the estimate of value included herein.

PRIVATE MORTGAGE INSURANCE

For Loans with LTVs > 80% private mortgage insurance is required from ARCH or Genworth.

Mortgage Insurance Coverage Requirements FHLMC and FNMA (CON30 & CON20)	
LTV	30 or 20 Year Term
90.01% - 95%	30%
85.01% - 90%	25%
80.01% - 85%	12%

Manufactured Home Under Home Possible (FHP30) & HomeReady (FHR30)	
LTV	30 Years Term
90.01% - 95%	25%
85.01% - 90%	25%
80.01% - 85%	12%

FNMA/FHLCM MANUFACTURED HOME SELLING GUIDE

Selling Guide

Published March 6, 2019

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B2-3-02: Special Property Eligibility and Underwriting Considerations: Factory-Built Housing (12/04/2018)



This topic contains information on factory-built housing, including:

- [Manufactured Home Property Eligibility Requirements](#) >
- [MH Advantage Property Eligibility Requirements](#) >
- [Modular, Prefabricated, Panelized, or Sectional Housing Eligibility](#) >
- [Modular, Prefabricated, Panelized, or Sectional Housing Requirements](#) >
- [Modular Construction Techniques on Multi-Unit Buildings](#) >

Search guide content



[BACK TO PART B](#) >

Manufactured Home Property Eligibility Requirements

Fannie Mae defines a “manufactured home” as any dwelling unit built on a permanent chassis that is attached to a permanent foundation system and evidenced by a HUD Data Plate and HUD Certification label. (For additional information, see [B5-2-02, Manufactured Housing Loan Eligibility](#).)

The table below provides additional manufactured housing property eligibility requirements. For manufactured housing appraisal requirements, see [B4-1.4-01, Factory-Built Housing: Manufactured Housing](#).

Additional Resources

[Single Close Construction Conversion Loan \(Video\)](#)

Manufactured Housing FAQs

Answers to frequently asked questions about the manufactured housing industry covering topics from mortgage eligibility and underwriting to pricing, delivery, and servicing.

Home Possible®

The Freddie Mac Home Possible® mortgage offers more options and credit flexibilities than ever before to help your very low- to moderate-income borrowers attain the dream of owning a home.

Manufactured Homes Underwriting Reminders

Use this quick reference to help determine if the requirements for sale of a Mortgage secured by a Manufactured Home (MH) to Freddie Mac are met.

Manufactured Homes Mortgages

<https://sf.freddiemac.com/working-with-us/originat...-underwriting/mortgage-products/manufactured-homes>

) Chapter 5703. Mortgages secured by manufactured homes help you expand your homeownership opportunities

SPECIAL CONSIDERATIONS

- FLC Bank does not provide financing to FNMA's MH Advantage® or FHLMC's CHOICEHomeSM, or SmartMH Mortgage under the Manufactured Home property acceptability.
- The Borrower and if required, the Seller, must sign an affidavit that acknowledges their intent for the Manufactured Home to be permanently part of the real property that secures the Mortgage and that contains any specific language that may be required by applicable law. The affidavit must be recorded, if permitted, and a copy of the recorded affidavit must be kept in the mortgage file.
- FLC Bank must handle all closing document preparation functions. As a result, customers approved for FLCB's Delegated Document Program (DDP) cannot prepare their own closing documents on this product.

CONTINUATION FOR SPECIAL CONSIDERATIONS

Closing Instructions:

- Settlement Agents/Title Company/Escrow Agents must obtain the required documentation evidencing that the Manufactured Home is affixed to a permanent foundation on the land.
- In non-certificate of title States, the Settlement Agents/Title Company/Escrow Agents must provide documentation showing that the Manufactured Home is real property that does not require a certificate of title, including documentation that the Manufactured Home has been permanently installed.
- In certificate of title surrender States; the Settlement Agents/Title Company/Escrow Agents must perform all necessary procedures to assure that the certificate of title to the Manufactured Home is properly cancelled (or the manufacturer's statement of origin properly surrendered), and provide the Seller with supporting documentary evidence for retention in the Mortgage file.

To comply with the above, the Settlement Agents/Title Company/Escrow Agents must contact Mobile Home Title Services, Lorraine Snyder – Tel 904-276-538 to assist you in obtaining the required documentation.

RESOURCES

Fannie Mae:

- <https://www.fanniemae.com/content/guide/selling/index.html>
- <https://www.fanniemae.com/content/faq/manufactured-housing-faqs>
- <https://www.fanniemae.com/content/guide/selling/b5/2/01.html>
- <https://www.fanniemae.com/content/guide/selling/b2/3/02.html>
- <https://www.fanniemae.com/content/pricing/lpa-matrix.pdf>

Freddie Mac:

- <https://guide.freddiemac.com/>
- https://sf.freddiemac.com/content/assets/resources/pdf/fact-sheet/manuf_home.pdf
- <https://sf.freddiemac.com/working-with-us/affordable-lending/duty-to-serve/manufactured-housing/manufactured-housing-faqs>
- <https://sf.freddiemac.com/working-with-us/origination-underwriting/mortgage-products/manufactured-homes>

ADDITIONAL RESOURCES

- Francis Betancourt-Molina Credit Policy Manager
 - fmolina@flcb.com tel. 904-428-1154
- Underwriting Helpdesk
 - UnderwritingHelpDesk@flcb.com
- Lorie Mandeville Underwriting Manager
 - Imandeville@flcb.com tel. 904-245-7091
- Joe Belyea Director of Training and Performance
 - jbelyea@flcb.com tel. 904-245-7099

QUESTIONS AND ANSWERS

