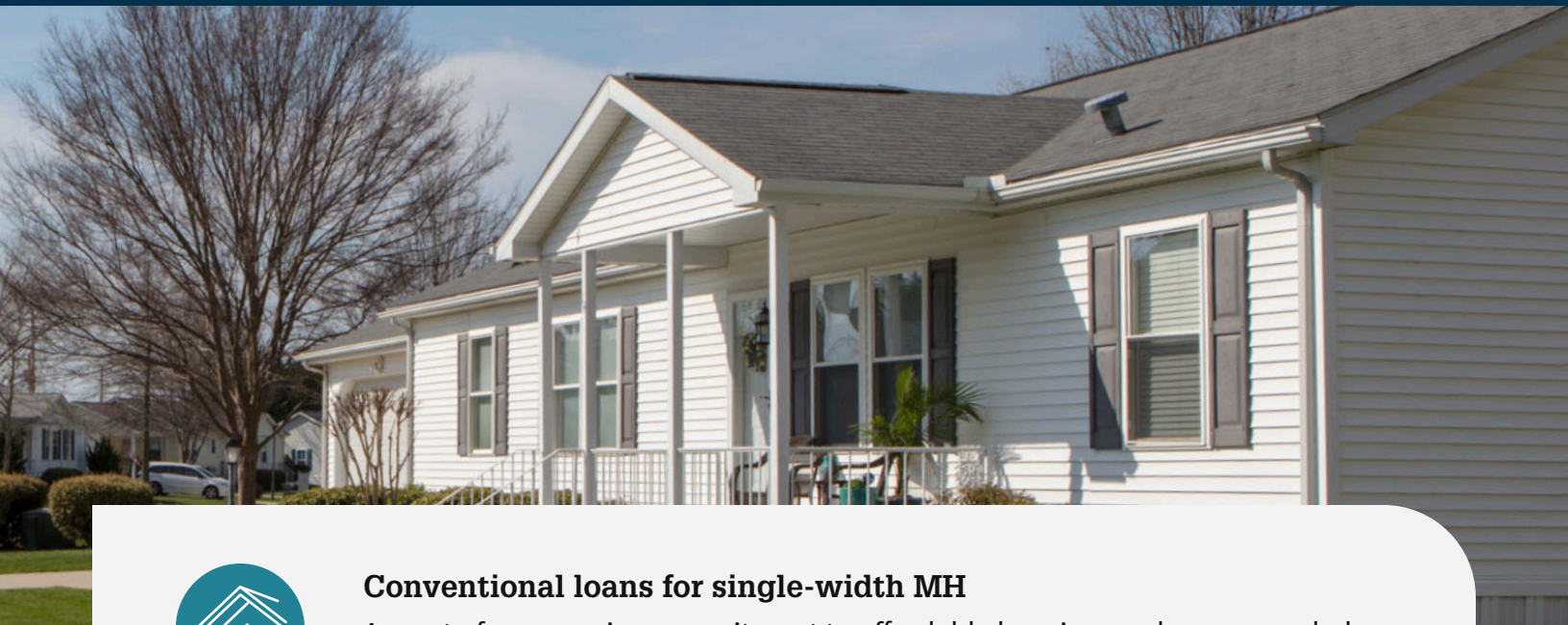


# Standard MH

Helping more borrowers finance an affordable path to homeownership

Manufactured homes (MH) can help ease the nation's affordable housing shortage, address borrowers' evolving needs, and provide a growing business opportunity for lenders. MH is a cost-effective homeownership option for millions of Americans that can help expand your borrower base and grow your business.



## Conventional loans for single-width MH

As part of our ongoing commitment to affordable housing, we have expanded our property eligibility criteria to include single-width manufactured homes.



### Opportunities for growth

For borrowers who may be priced out of the site-built market, conventional financing for single-wide and double-wide MH can help expand their options.



### Flexible terms

With the flexibility of fixed- or adjustable-rate mortgages and eligibility for credit scores as low as 620, conventional MH mortgages may be the right option for borrowers.



### Affordable financing

As with other conventional financing, borrowers can cancel their mortgage insurance once they reach 20% equity, saving money in the long term.

# What makes property eligible for Standard MH financing?

## Generally, **multi-width** MH loans eligible for delivery to Fannie Mae:

- May have a fixed-rate mortgage, or 7- or 10-year SOFR ARMs
- Require at least a 5% down payment
- Must be underwritten through Desktop Underwriter® (DU®)

## In addition to the above, **single-width** MH mortgages eligible for delivery to Fannie Mae:

- Do not allow cash-out refinancing
- Must have a date of manufacture 10 years or fewer prior to the date of the loan application
- Are not eligible for MH Advantage® financing

## Frequently Asked Questions

### What items are allowed to be included in the sales price for a manufactured home?

The sales price may include the price of the manufactured home unit, cost of the land, any bona fide and documented costs for transportation, site preparation (including the cost to remove an existing manufactured home and other outbuildings), and costs for installation of the dwelling on the site. The purchase of any personal property (non-realty) items may not be included.

### In what cases may a borrower's land equity count toward the down payment requirement?

The value of a lot that the borrower owns on which the manufactured home will be permanently attached may be credited toward the borrower's minimum down payment requirement. The borrower's equity contribution will be the difference between any outstanding liens against the lot and the value of the lot at the time it was acquired. See the full FAQ to learn more about how to determine the lot's value.

### What is a multi-width manufactured home?

A multi-width manufactured home is made up of two or more home sections that are built in a factory, towed separately to a home site, and joined together to create one living unit.

### Can MH be used as an ADU?

Yes. An accessory dwelling unit (ADU) can be single- or multi-width manufactured housing. The lender must verify that the property was built in compliance with 1976 HUD code and attached to a permanent foundation.

Discover more lending resources, including our comprehensive  
MH FAQ, at [FannieMae.com/ManufacturedHomes](https://www.fanniemae.com/ManufacturedHomes).