

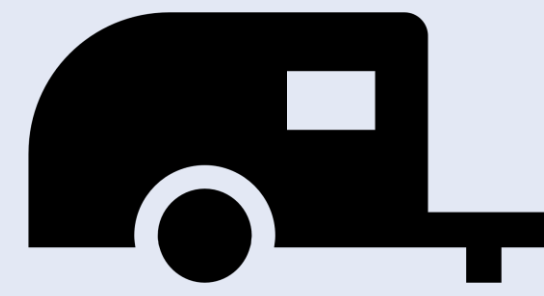
Manufactured Housing's Importance in Rural America

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Manufactured housing is a low-cost, affordable option that can end up being high cost.



Site-Built Homes



Manufactured Homes

Median Loan Amount

\$225,000

\$85,000

Median Borrower Income

\$81,000

\$51,000

Site-built homes can have **high upfront costs**

Manufactured homes can have **low upfront costs**

Interest Rate Range*

4.4 – 5.0%

5.1 – 8.6%

Percent of Loans that are High Cost

10.6%

61.4%

Site-built homes can have **moderate financing costs**

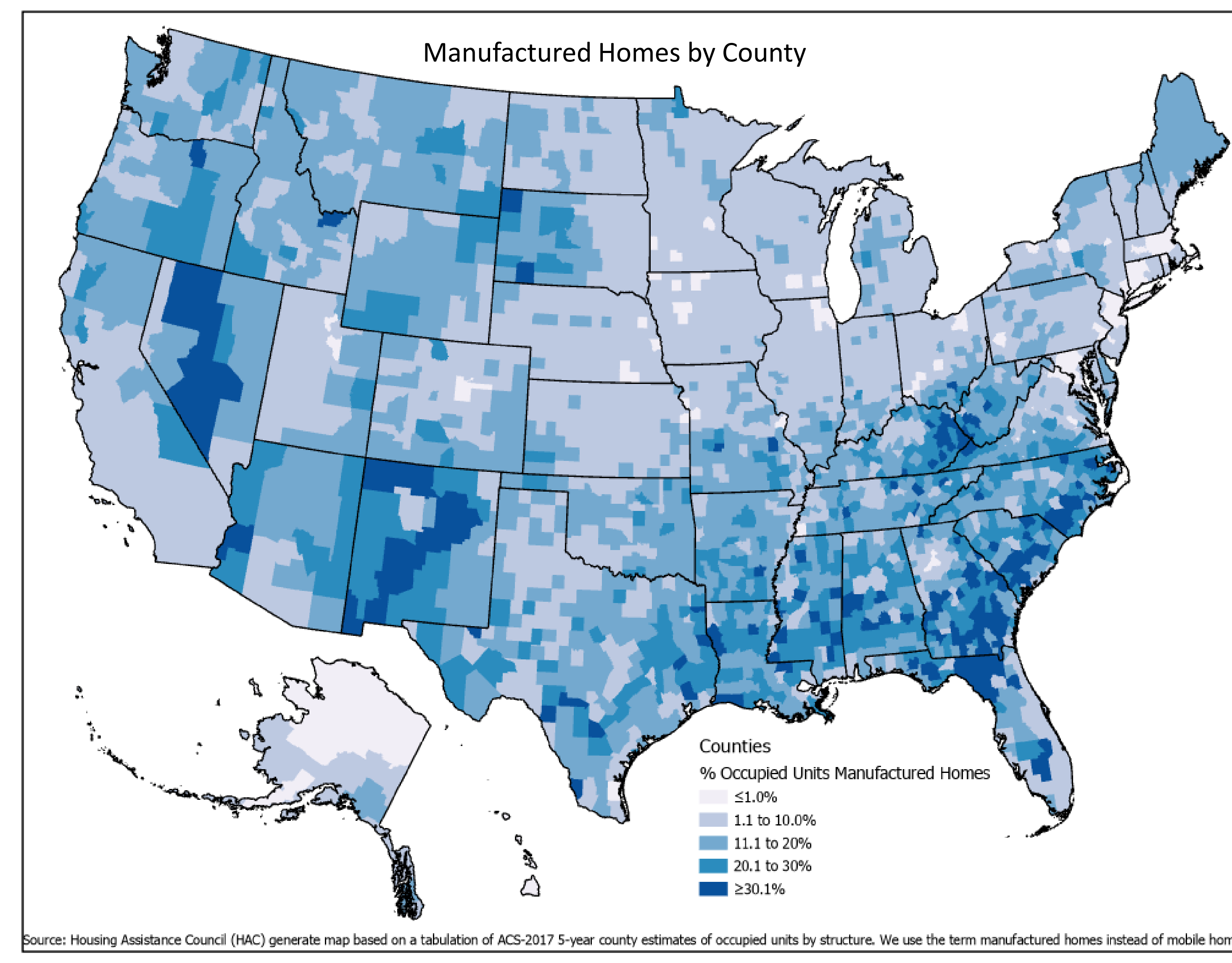
Manufactured homes can have **high financing costs**

Manufactured home loans secured by just the home are more often high cost.**

Manufactured Home Loans	Originations	Originations-High Cost**	
		#	%
Total	109,062	66,949	61%
Secured by both home and land	57,035	27,856	49%
Secured by home alone	43,298	38,378	89%
Not applicable/exempt	8,729	715	8%

*25th to 75th percentiles excluding extreme outliers

**A loan is high cost if it's above the average prime offer rate.



Manufactured housing is more common in rural areas.

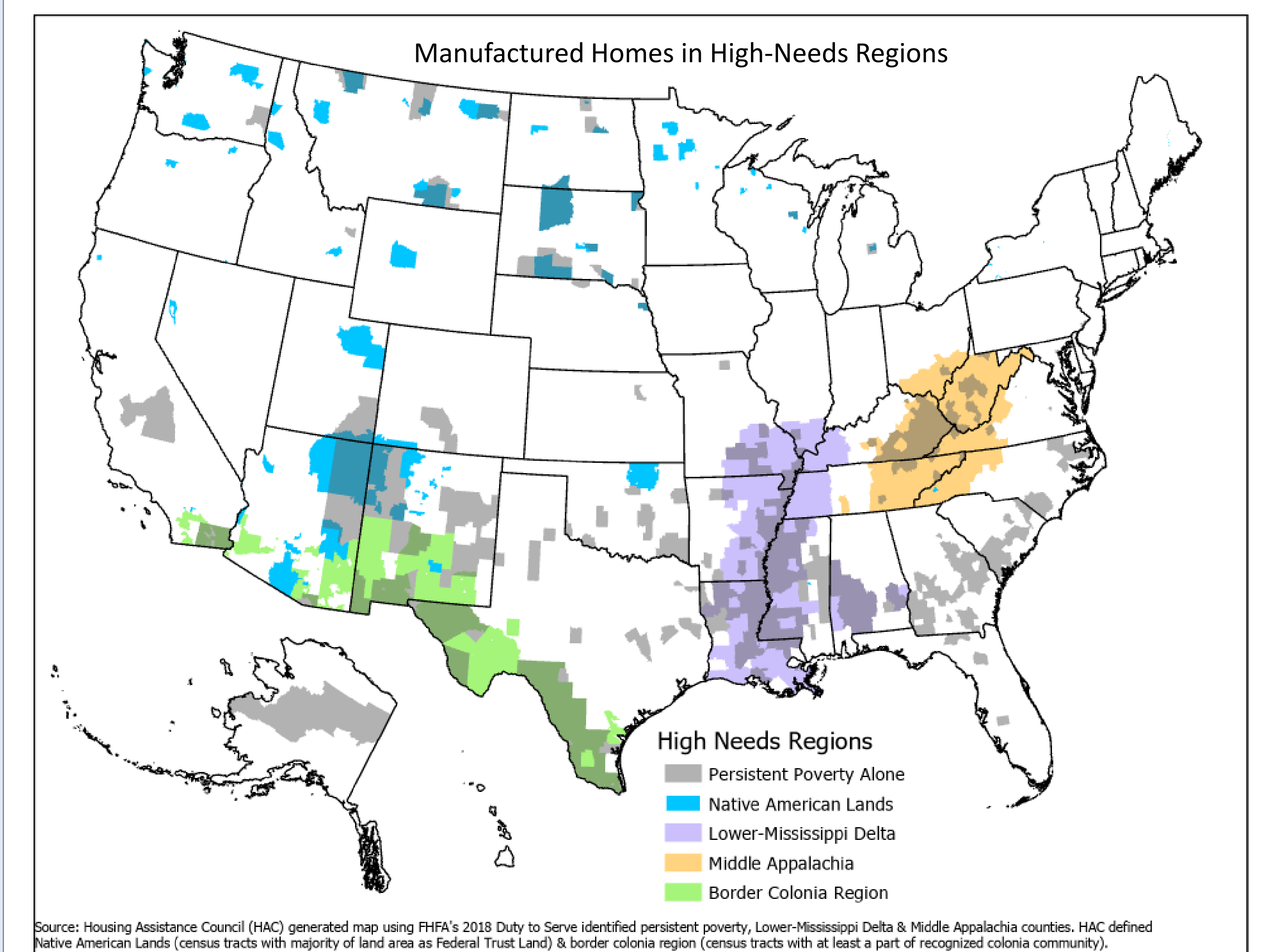
In nearly a quarter of rural counties, manufactured housing represents:

- At least 1 out of every 5 occupied units.
- At least 1 out of every 5 home purchase loans.

Data Category	National	Rural areas
Share of occupied units	6%	14%
Share of home purchase originations	3%	9%
Share of housing on leased land	20%	7%

The top lenders for manufactured homes tend to be high-cost, industry lenders rather than banks.

Rank	Manufactured Housing Lenders	% High Cost	Site-Built Home Lenders	% High Cost
1	21 st Mortgage	99.9%	Quicken Loans	5.7%
2	Vanderbilt Mortgage and Finance, Inc	99%	Wells Fargo Bank, NA	3.1%
3	Triad Financial Services Inc	99.2%	United Shore Financial Services, LLC	2.9%
4	Commerce Home Mortgage Inc	14.3%	Fairway Independent Mort Corp	16.2%
5	American Financial Resource Inc	61.2%	Caliber Home Loans Inc	16.1%



Manufactured housing plays an important role in high-needs regions.

	National	Central Appalachia	Lower Mississippi Delta	Native American Lands	Border Colonias
Demographics					
Percent rural	23%	59%	53%	78%	37%
Percent in poverty	15%	19%	21%	26%	27%
Percent white, non-Hispanic	62%	89%	61%	19%	38%
Manufactured Housing Statistics					
Share of occupied housing stock	6%	16%	12%	17%	18%
Share of rental units	5%	17%	10%	12%	17%
Percent built before 1980	28%	21%	18%	32%	26%

Policy and Strategy Considerations

- Expand opportunities to manufactured home purchasers for standard mortgage lending instead of personal property loans.
- Afford borrowers with personal property loan consumer protections consistent with real property or standard mortgage loans.
- Facilitate manufactured housing preservation.
- Enact legislation that limits predatory lending practice.
- Improved data collection for manufactured housing into publicly available resources such as HMDA, ACS, AHS.