



LOUISIANA MANUFACTURED HOUSING ASSOCIATION
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Mr. Jim Gray
Director, Duty to Serve Program
Federal Housing Finance Agency
400 7th St. SW
Washington, DC 20024

Via email: DutytoServeStakeholders@fhfa.gov

Request for Input (RFI): Support for Chattel Financing of Manufactured Homes

Dear Mr. Gray:

The Louisiana Manufactured Housing Association is pleased to submit comments in response to FHFA's January 2017 Request for Input (RFI) on Enterprise purchases of chattel manufactured home loans. The Louisiana Manufactured Housing Association was formed in 1966 to preserve and promote the factory-built housing industry in the state of Louisiana. Our Association encourages factory-built home ownership by providing accurate information to both private and public interests. The LMHA's mission is make factory-built housing Louisiana's affordable choice to home buying. Located in Baton Rouge, La. our over 300 member businesses annually provide nearly 6500 affordable manufactured homes for our fellow residents.

The lack of a defined secondary market for our chattel loans means those more vulnerable lack the necessary options when shopping for a loan. [Explain why you think a secondary market for chattel lending is important for the consumers you serve].

Any attempt to circumvent FHFA's scoring metrics without attention towards chattel marginalizes the role of the Enterprise's duty to serve underserved markets. Provide your thoughts on the relative weight chattel lending should receive in FHFA's scoring of the Enterprises' Underserved Markets Plans as it pertains to Manufactured Housing - i.e. should they be able to generate a score above minimally passing without it?]

Manufactured homes are a critical source of affordable housing for more than 22 million working Americans. Close to 60 percent of new manufactured homes sell for less than \$70,000. Manufactured housing can offer this value to consumers because of technological advancements and cost savings associated with the factory-built process. The affordability of manufactured homes has long made these homes the preferred choice for many families, including first-time homebuyers, retirees and families in rural areas. However, compared to site-built homes, consumers do not share the same financing options. These limitations put consumers at a disadvantage in a number of areas

including the ability to: purchase new and existing homes; reduce interest rates through refinancing, and sell homes to the broad range of interested buyers.

Manufactured housing is one of three “underserved markets” identified in the 2008 HERA provision which creates a Duty to Serve (DTS) for Fannie Mae and Freddie Mac (the “Enterprises”). We believe that the Enterprises cannot meet this obligation without supporting chattel financing.

Starting nearly 20 years ago the LMHA has met with and discussed with the Enterprise’s the critical nature they play in providing affordable housing to our residents. We are pleased to offer the responses below to the questions posed in FHFA’s Request for Information. Thank you for the opportunity to offer this important feedback to you. We look forward to our continued engagement with the Enterprises and FHFA on this important initiative.

Sincerely,



Leonard Kopowski
Director of Governmental Affairs

Responses to Question

Sources of Chattel Loan Financing

1. *Describe the current sources of financing for chattel loans in the primary market (e.g., mortgage companies, federally insured depository institutions, manufactured housing Community owners, specialized finance companies) and their relative market shares. Which entities are the 20 largest originators of chattel loans for chattel manufactured homes, and what is the approximate market share for each originator? Are there geographic or regional differences in funding sources? How is financing concentrated geographically?*

- Relative to the site built market, manufactured homes do not share the same financing options, including a secondary mortgage market. These limitations put consumers at a disadvantage in several areas including the ability to: purchase new and existing homes, reduce interest rates through refinancing, and sell homes to the broad range of interested buyers.
- In current environment, financing for chattel loans typically comes from financial institutions that either retain loans or sell to other institutions for their portfolios. There are only a limited number of national lenders, some regional lenders, and small community lenders or credit unions that originate chattel loans.

In simple terms, an increased secondary market would provide alternatives for banks thereby creating greater competition.

2. *Describe the current sources of financing for owner-occupied and for investor-owned chattel loans in the secondary market (e.g., hedge funds, individual private investors, real estate investment trusts) and their relative market shares. Which entities are the 20 largest holders of chattel loans secured by manufactured homes, and what is the approximate market share for each entity?*

- Most lenders hold loans in portfolio.
- There is not a current secondary market at this time – GSEs need to help create this market through the Duty to Serve.

Without a consistent secondary market the consumer's limited options translates into higher rates and increased barriers to refinancing.

3. *Do manufactured housing communities fund their community-financed chattel loans? If so, explain how such a funding process works and what secondary market or other funding sources are used.*

- Many communities have affiliates that purchase loans from third party lenders.
- These third party lenders provide financing for consumers to purchase homes from affiliated retailers to be placed in the communities.

While Louisiana is not a “community” based state those we do have associated lenders holding the portfolios in house. What types of financing providers do not participate

in the chattel market, and what is the appropriate role that the Enterprises could play in broadening that market? What risks should be considered in expanding into this market?

- For the most part, regional and national depository institutions do not participate in the chattel market due to a lack of a secondary market.
- There are several risks new providers might cite for not entering the chattel market: lack of familiarity with the community operator and chattel lender relationship; titling and lien perfection laws; and default servicing laws that differ from mortgage lending laws.

On numerous occasions the LMHA has reached out to local experienced banks that would enter into the MH market, but with a lack of a secondary market do not participate.

4. *What role do manufactured home dealers and manufacturers currently have in financing purchases of manufactured homes? What disclosures are provided? How do interest rates and other terms and conditions compare to non-dealer financing?*

- Currently manufactured home dealers do not have a role in financing purchases of manufactured homes.
- A retailer employee must be licensed as a mortgage loan originator and the retailer's entity must be licensed or registered under the SAFE Act to participate in the financing process.

With the creation of Dodd Frank the LMHA has worked closely with our Louisiana Office of Financial Institutions to insure members act accordingly. Part of this responsibility is that retailer must not "drive" customers toward a particular lender.

Origination of Chattel Loans

5. *Describe currently available home purchase and refinance chattel loan products, including their terms and features, e.g., amortization, credit score requirements, down payment requirements, fixed or variable rate interest. Describe the underwriting criteria for home purchase and refinance chattel loan products. Include the performance history of these products, noting any differences based on whether the home is located in a manufactured housing community or on privately-owned land.*

- Most chattel loans are fixed rate, closed-end, level payment, fully amortizing, with terms ranging from eight to thirty years.
- Loan pricing often is built on a confluence of factors including LTV, credit score, term to maturity, age of the home and whether it is single or multi-section, and if discount points are charged.

6. *Should the Enterprises value chattel-financed homes using an appraisal, the manufacturer's invoice plus cost of appurtenances (e.g., garage, patio, and set-up), the National Appraisal System facilitated by the National Automobile Dealers Association guide data, or other methods? What items should be included in the valuation (e.g., transportation of the home to the site, set-up costs, and utility connections)?*

- Some lenders determine the maximum amount for a purchase money chattel loan as a

percentage of the manufacturer's invoice and include the costs associated with the sale of the home such as transportation, set-up, optional equipment like A/C, skirting, decks, etc.; others use appraisal services such as DataComp.

- Parameters for financing appurtenances (e.g. garages, patios) and other dealer-added options and on-site installed design elements vary from lender to lender.

Fannie Mae and Freddie Mac Support for Chattel Financing of Manufactured Homes

7. *Is there an industry standard used to value a used chattel-financed home, and should resales of chattel-financed homes be excluded from a chattel loans pilot?*

- Historically, used homes were valued at 90% of the NADA value; DataComp provides the NADA values in its appraisals as the cost approach value, but uses market comparables as well.
- The industry believes that the resale market is larger than the purchase market.

8. *Should a chattel loans pilot allow for the refinancing of existing chattel-financed homes and, if so, how should the Enterprises value these chattel-financed homes?*

- Manufactured homeowners have the same need for refinancing as site-built homeowners.

While the valuation of a used MH is determined using a matrix of indices, the nature of mobility is often disregarded. Issues surrounding transportation and set up must be included to determine real costs.

9. *Describe current chattel loan and collateral documentation and variations, and discuss challenges to standardizing loan and collateral documentation.*

- Currently chattel loans are documented by promissory notes and security agreements.
- The industry sees few challenges to standardizing loan and collateral documentation.

10. *Are there typical warranties or other add-ons (e.g., insurance) provided by dealers that increase the purchase price of chattel-financed homes? If so, please describe the terms, conditions, and benefits of these add-ons and the typical costs to borrowers.*

- New homes typically come with a one year manufacturer's warranty and are backed by dispute resolution mechanisms established by HUD.
- Additionally, consumers can purchase "service contracts" from several companies that would protect the structure of the home, the systems originally supplied by the manufacturer (e.g. plumbing, electrical system, etc.), and appliances included in the home at the time of delivery, after the one year manufacturer's warranty has expired.

Louisiana does have a Manufactured Housing Warranty Act that covers the structure's components for a period time. However, these are paid once and once only in the life of the home.

11. *Under what circumstances, if any, should housing counseling be required as a condition for receiving a chattel loan to be purchased by an Enterprise, and if so, where and how should the counselors be trained?*

While the LMHA believes homebuyer training is a useful tool the lack of accredited home buyer training providers would make that difficult.

Borrower and Tenant Protections

12. *What protections for chattel loan borrowers should be required beyond those currently provided by federal, state, and local law, and how should those protections be overseen?*

- The current protections for chattel loan borrowers already cover a wide range of issues.
- As alluded to in the final rule, the enterprises could require compliance with selected provisions of Regulation X's consumer protections for chattel loans to be eligible for Duty to Serve credit and require a "Notice of Default" and "Right to Cure" both before and after repossession.

13. *What tenant protections are appropriate and workable for chattel loans when the home is located in a manufactured housing community as compared to when it is located on privately-owned land?*

- The lease term must be for a minimum of one year and renewable absent good cause.
- There must be at least 30 days' advance written notice of a rent increase.
- There must be at least a five-day grace period for rent payments, and tenants also must have a right to cure defaults on rent payments.
- If the tenant defaults on rent payments, the tenant must have the right to:
 - Sell the tenant's unit without having to first relocate it out of the community, allowing a reasonable time period, such as ninety (90) days, after an eviction to sell the home in the community, provided (1) the home meets minimum set up requirements; (2) all prospective residents submit an application for residency and meet reasonable resident approval criteria, and (3) when the home is sold, the homeowner pays all outstanding site rent.
 - Sublease or assign the lease for the unexpired term to the new buyer of the tenant's unit without any unreasonable restraint, provided that all prospective residents submit an application for residency and meet reasonable resident approval criteria.
 - Allow "For Sale" signs not greater than 24"x18" in the window of the home and not in the front yard.
- Tenants must receive at least 120 days' advance notice of a planned change in land use within which time the tenants, or an organization acting on behalf of a group of tenants, may match any bona fide offer for sale. The community owner shall consider the tenants' offer and negotiate with them in good faith.

Credit Enhancements, Standardization, and Risk Sharing

14. *What third party credit enhancements (e.g., letters of credit) might be available for chattel loans or securities backed by chattel loans? Which entities are the potential providers of these credit enhancements, and what are the appropriate terms, conditions, and pricing of the credit enhancements?*

- Currently there are no third party credit enhancements available for chattel loans or securities backed by chattel loans.

15. *In designing chattel loans pilots, how might the Enterprises incorporate lender recourse or sharing credit risk with private investors?*

- Lender recourse could entail liability for a percentage of the loss when a repossessed home is resold.

16. *What changes in data collection and reporting and what other efforts at standardization are needed across the manufactured housing industry to increase the marketability of manufactured home chattel loans and to enhance consumer capacity to resell used manufactured homes?*

- Currently, HMDA data does not separate Land-Home Loans from Chattel Loans. Separate HMDA data for each product will be helpful in studying the demographics of the market and characteristics of each type of loan.
- Promoting existing data aggregators which have extensive sale and resale data, both compiled and granular, would promote standardization and enhance consumer capacity to resell used manufactured homes.

The Enterprises could and should provide granular data collection that segregates the land home from the chattel. This robust collation would offer baseline numbers from which future programs could be derived.

Chattel Loan Servicing

17. *Describe the current practices for chattel loan loss mitigation, including any roles played by manufactured housing communities and any regional variations in mitigation practices.*

- Chattel loan loss mitigation typically begins when a payment is not received on or before its due date, resulting in letters, email and phone calls to the homeowner. If a loan remains delinquent after the late charge grace period expires, most lenders will send a notice of default and right to cure. Cure periods are typically thirty days.
- Prudent lenders will obtain consumer consent to the exchange of information between the landlord and the lender about the status of site lease and loan payments.

18. *What efforts at chattel loan loss mitigation (e.g., short sale, deed-in-lieu, and modification) should be required in a chattel loans pilot, and how might these requirements affect the pricing of the loans and the interest of investors in purchasing securities backed by the loans?*

- Like the real estate market, short sale, deed-in-lieu, and modification are all useful loss mitigation tools.
- The industry does not foresee these requirements affecting pricing of loans.

Provide a predictability indicator that anticipates when a buyer is approaching default. have mitigation techniques in place to offer guidance to that homeowner to stay out of

default and continue payments.

19. *What are the current practices for disposition of repossessed chattel-financed homes? What are the available channels for resale, and what are typical recovery rates for each channel as a percentage of the unpaid principal balance on the chattel loan?*

- Homes repossessed in communities are typically sold in place and remain in the community; homes repossessed from private land are typically taken to the lot of a retailer for resale.

20. *What are the servicing practices if the owner of a chattel home fails to pay ground rents for the underlying real estate but is current on the note payment for the home?*

- Practices vary from lender to lender.
- Absent consumer consent to the exchange of information between the landlord and the lender, the lender may not know until the borrower is evicted and the home is subject to a landlord's lien.

Practices also differ state to state.

Data Sources

21. *Please specify any sources of data for the following:*

- a. *Differentiating the land ownership for manufactured homes on privately-owned land as between land owned by the borrower, a relative of a borrower, or a third party;*

The LMHA *does not directly collect market data as to chattel vs. owned land. However, if the Enterprises determined this was critical in providing their services in our state we would oblige. Explain that your firm is willing to work with the Enterprises to provide this information.*

- b. *Describing chattel loan borrower credit and income characteristics (beyond Home Mortgage Disclosure Act data), including trended borrower data;*

We believe that a vibrant homeownership market creates greater community stability. The Enterprise's goal should be to serve all income levels that meet fair and equitable credit requirements.

- c. *Tracking the borrower's experience with chattel financing and servicing;*

The LMHA would gladly work within the Enterprise's data framework to promote information sharing.

- d. *Comparing energy efficiency of chattel-financed homes with site-built housing;*

- Manufactured homes, because they are built in a factory using performance standards, take into consideration the entire building envelope, can be as energy efficient as site-built homes which rely on prescriptive standards that may not be cost effective for the consumer.
- Manufactured homes are built to meet Energy Star standards and the industry is

working with energy providers to retrofit older homes – provide examples of providers if available.

Our state has provided energy programs to upgrade structures for energy efficiency.

- e. *Describing the decommissioning or breakdown of outdated manufactured homes;*
- There are 8.5 million manufactured homes currently in the market.

If and when a MH is demolished there are no environmental steps taken different than site built.

- a. *Identifying the 20 largest servicers of chattel loans secured by manufactured homes; and*
- a. *Describing chattel loan performance and model results (e.g., prepayment, delinquency, default).*

In Louisiana MH plays a critical role in workforce housing. Therefore, residents find their home to be their most cherished asset. Lack of available site built housing especially in rural Louisiana leave residents with few options.