



Fannie Mae 2020
Manufactured Housing
Outreach

ACTIVITY:

B. Regulatory Activity: Chattel. Loans on manufactured homes titled as personal property (12 C.F.R. § 1282.33 (c) (2)).

OBJECTIVE:

1. Conduct outreach, perform research, and promote information sharing that supports the development of a chattel loan pilot and market standardization of the product (Analyze, Partner and Innovate).

SUMMARY OF RESULTS:

Following are the 2020 Actions under this Objective per the January 1, 2021 Duty to Serve Plan:

<i>Objective's components detailed in the Plan</i>	<i>Corresponding actions taken</i>	<i>Explanation of any deviations from the Plan (if applicable)</i>
<input type="checkbox"/> To maintain engagement with the industry and stay current on the dynamics and challenges facing the chattel market Fannie Mae will leverage our outreach format established in 2018 (e.g., meetings of advisory council, participation in conferences and manufactured housing shows, etc.) to address the following:	•N/A	•N/A
<input type="checkbox"/> Communicate pilot progress and industry updates.	•N/A	•N/A
<input type="checkbox"/> Identify opportunities for research and collaborative engagements to further the future of a sustainable chattel secondary market.	•N/A	•N/A
<input type="checkbox"/> Publish an update for the public on experience gained from chattel loan purchases to promote	•N/A	•N/A



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transparency, awareness, and inform future research.		
<input type="checkbox"/> Establish outreach and research strategy for the 2021 - 2023 Duty to Serve Plan and potential options for developing future chattel activities.	•N/A	•N/A

SELF-ASSESSMENT RATING OF PROGRESS:

- Objective met
- Objective exceeded
- Objective partially completed: 75-99% (substantial amount)
- Objective partially completed: 50-74% (limited amount)
- Objective partially completed: 25-49% (minimal amount)
- Objective partially completed: 0-24% (less than a minimal amount)
- No milestones achieved

PARTIAL CREDIT JUSTIFICATION:

N/A

IMPACT:

- 50 – Substantial Impact
- 40 – Between Meaningful and Substantial Impact
- 30 – Meaningful Impact
- 20 – Between Minimal and Meaningful Impact
- 10 – Minimal Impact
- 0 – No Impact

IMPACT EXPLANATION:

1. How and to what extent were actions under this objective impactful in addressing underserved market needs, or in laying the foundation for future impact in addressing underserved market needs?

N/A

2. What did the Enterprise learn from its work about the nature of underserved market needs and how to address them?

N/A



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3. (Optional): If applicable, why were all components of this objective not completed?

Infeasible for 2020.