



UHM TPO Manufactured Home Guidance

Mortgage Loans secured by manufactured housing are eligible providing they meet all applicable Agency requirements.

GENERAL – CONVENTIONAL, FHA, VA, AND USDA

Manufactured homes must meet the following minimum requirements for the loan to be eligible with Union Home Mortgage Corp.

Agency; Product	Transaction Type	Maximum LTV/CLTV/HCLTV	Minimum FICO	Maximum Term
Freddie Mac; all, including Home Possible	Primary - Purchase; Rate and Term Refi	95%	620	30 yr.
Freddie Mac	Second Home - Purchase; Rate and Term Refi	85%	620	30 yr.
Fannie Mae	Primary - Purchase; Rate and Term Refi	95%	620	30 yr.
Fannie Mae	Second Home - Purchase; Rate and Term Refi	90%	620	30 yr.
Fannie Mae; MH Advantage	Primary - Purchase; Rate and Term Refi	97%	620	30 yr.
Freddie Mac	Primary - Cash out refinance (multi-width only, no single-wides)	65%	620	20 yr.
Fannie Mae	Primary - Cash out refinance (multi-width only, no single-wides)	65%	620	30 yr.
FHA	Primary - Purchase	96.5%*	580	30 yr.
FHA	Primary - Rate and Term Refinance	97.75%*	580	30 yr.
FHA	Primary - Cash out Refinance	80%	620	30 yr.
VA	Primary - Purchase	100% (Base loan amount)	580	30 yr.
VA	Primary - Cash Out Refinance	100% (Base loan amount)	620	30 yr.
VA	Primary - IRRRL	Per IRRRL Worksheet	NA	30 yr.
USDA	Primary - Purchase and Refinance	100%	620	30 yr.

*Or lower LTV as may be required by FHA under certain circumstances.



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- Land contract conversions are not permitted.
- Cash-out Refinances may be permitted depending on the LTV and how long the borrower has owned the home. Please reference the agency guidelines for requirement details.
- Single Width vs. Multi Width Units:
 - Freddie Mac: Will permit a single-width unit under specific guidelines:
 - Must have closing date of September 11, 2023, or after
 - Primary residence only
 - Purchase or limited/no cash-out refinance only; cash out refinances are not permitted.
 - A single-width manufactured home must be manufactured on or after June 15th, 1976.
 - The manufactured home must be at least 12 feet wide and have a minimum of 600 square feet of gross living area.
 - FNMA (Non-MH Advantage Program): Will permit a single-width unit under specific guidelines:
 - Primary residence only
 - Purchase or limited/no cash-out refinance only; cash out refinances are not permitted.
 - A single-width manufactured home Must be manufactured on or after June 15th, 1976.
 - The manufactured home must be at least 12 feet wide and have a minimum of 400 square feet of gross living area. Fannie Mae does not specify other minimum requirements for size, roof pitch, or any other specific construction details for HUD-coded manufactured homes, except for MH advantage properties. Please note that single-width units are not permitted under the MH Advantage program, nor are they permitted as second homes or on cash-out refinance transactions.
 - FHA: Manufactured Housing refers to structures that are transportable in one or more sections. Manufactured Housing may also be referred to as mobile housing, sectionals, multi-sectionals, double-wide, triple-wide, or single-wide. To be eligible for FHA mortgage insurance as a Single-Family Title II Mortgage, all Manufactured Housing must have a floor area of no less than 400 square feet.
 - VA: The manufactured home must have a floor area of not less than 400 square feet for a singlewide, or 700 square feet for a double wide manufactured home.
 - USDA: Manufactured homes are single-or multi-width units constructed partially off-site and transported to a site to be completed and anchored to a permanent foundation. Manufactured homes are structures built to the Federal Manufactured Home Construction and Safety Standards (FMHCSS) and are not the same as a modular home. A manufactured home must have a floor area of no less than 400 square feet.
- Owner-occupied or Second Home* only. No Investment Properties.
***Note:** Second homes are only available for Fannie Mae & Freddie Mac and must be multi-width.
- Freddie Mac only: The square footage and room dimensions must be acceptable to typical purchasers in the market area.
- The Manufactured Home Appraisal Report (Form 1004C) must show evidence of both the HUD Data Plate/Compliance Certificate, and the HUD Certification Label.
 Note: Fannie Mae and Freddie Mac **Existing Construction Only** – The Manufactured Home Appraisal Report (Form 1004C) must show evidence of either the HUD Data Plate/Compliance Certificate OR HUD Certification Label. If only one of these is available to the appraiser, this will satisfy compliance with the FNMA and FHLMC Selling Guides. Both are still required for FNMA and FHLMC new construction.
 See “HUD Data Plate/Compliance Certificate is Missing” heading, below, if either interior or exterior certs are missing.



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- Evidence of the Surrender of Title is required with all transactions. Refer to the UHM Manufactured Homes Affixation & Surrender of Title link, located in the Policies & Procedures tab, within the Documents & Forms section, of UHMGo!.
- All units must be built on a permanent chassis according to applicable HUD Codes for manufactured homes in effect as of the date the manufactured home was constructed.
- The Manufactured Home can only be moved from the dealership to the initial lot, when purchased, if the Manufactured Home is brand new. It is unacceptable, for all loan types except for VA, for the Manufactured Home to move once is placed on the initial lot. VA is the only loan type that considers accepting a Manufactured Home that has been moved after its placement on the initial lot. All loan types require the Manufactured Home to be brand new in order for the move from the dealership to the initial lot, when purchased, to be acceptable.
- USDA Only: Existing Manufactured Home Eligibility by State: Colorado, Iowa, Louisiana, Michigan, Mississippi, Montana, Nevada, New Hampshire, New York, North Dakota, Ohio, Oregon, Pennsylvania, South Dakota, Tennessee, Texas, Utah, Vermont, Virginia, West Virginia, Washington, Wisconsin, Wyoming
- FNMA, FHA, VA, and USDA Only: Manufactured Home must be affixed to permanent foundation in compliance with HUD Codes. If the manufactured home was installed prior to October 20, 2008, the permanent foundation must be designed for the site conditions, home design features and the loads the home was designed to withstand in accordance with the manufacturer's instructions or a design by a licensed (registered) professional engineer. The foundation must meet all applicable, local, State, or federal codes.
- Freddie Mac Only: The requirement that the Mortgage file must contain evidence that the installation was completed in compliance with HUD Codes for Manufactured Homes applies only to newly installed Manufactured Homes. An appraisal report completed on an existing Manufactured Home can serve as evidence the installation was in compliance with HUD Codes and the foundation was designed for the site conditions and home design features and meets local, State and federal codes, as applicable.
 - For purchases where the Manufactured home is not located in a Manufactured Home Subdivision and has been affixed for less than 12 months, the lower of the purchase price/appraised value, OR the lowest price at which the Manufactured Home and land was previously sold during that 12-month period, will be used for value.
 - For purchases where the Manufactured Home is in a Manufactured Home Subdivision and is being sold by a builder or developer, or a manufacturer acting as a developer as part of a new or existing Manufactured Home Subdivision, the lower of the purchase price or current appraised value of the manufactured home and land will be used to determine value.
 - For additional guidance please see [Section 5703.4](#) of the Freddie Mac Sellers Guide.
- Year built: Manufactured homes must have been built on or after June 15, 1976. Loans on mobile/manufactured homes produced before that date are unacceptable.
***Note – USDA Only:** Manufactured Homes built prior to January 1, 2006 are not eligible for financing.
- The unit must be constructed in conformance with the HUD codes for Manufactured Homes in effect as of the date the Manufactured Home was constructed, as evidenced by a permanently affixed "HUD Certification Label". If the HUD Certification Label has been removed, the HUD Data Plate located near the main electrical panel (or in another readily accessible and visible location) may be used as evidence of compliance with HUD Codes. The HUD certification number appears on each HUD Certification Label in each section of the Manufactured Home, and all HUD certification numbers for the Manufactured Home are found on the HUD Data Plate.
- The manufactured home must have a pitched roof and assume the characteristics of site-built housing, including permanent utilities.



- The home must be a single-family dwelling that is legally classified as real property and is taxed as real estate by the local taxing authority.
- The towing hitch, wheels, and axles must be removed (including tongues, brakes, wheels, and lights) and the dwelling must assume the characteristics of site-built housing, permanently affixed to a permanent foundation. The land on which the manufactured home is situated must be owned by the borrower in fee simple.
- Mortgages secured by manufactured homes located on leasehold estates or within condominium projects are not eligible.
- **UHM does not permit the use of Community Land Trusts unless an exception has been approved by the Legal department and the loan meets Agency guidelines:**
 - FNMA allows one-unit single-width, multi-width, and MH Advantage manufactured homes subject to a community land trust (may not be located in a condo or PUD project).
 - FHLMC does not allow any community land trusts.
- Must be permanently connected to a septic tank or sewage system and to other utilities (including power and water) in accordance with HUD Codes.
- The mortgage premises must conform to all applicable use restrictions and must be zoned for residential use.
- All improvements must be completed prior to closing. Specifically, the following must be completed:
 - Site preparation for delivery of the manufactured home, attachment of the manufactured home to the permanent foundation system, permanent connection to all necessary utilities (water, electricity, gas service, etc.). Exceptions to the foregoing may be only for minor items that do not affect the ability to obtain an occupancy permit (e.g. landscaping, a driveway, a walkway, etc.). Mortgages secured by *existing* manufactured homes that have incomplete items, such as a partially completed addition or renovation, defects, or needed repairs that affect livability, are not allowed until the necessary work is completed.
- The mortgage amount cannot include the financing of furniture or mortgage life insurance.
- The value of appliances, air conditioning, and carpeting, normally included in the value of site-built homes, may be Included in the appraised value. At least two comparable sales used in the appraisal must be similar permanently attached manufactured housing units.
- The security instrument must accurately describe both the land and the manufactured unit in such a way as to be considered a fixture filing under the UCC. At a minimum, the unit description should include the Manufacturer's Name, Model Year, Model Name, and Model Number, Serial Number and the length and width of the unit.
- The Certificate of Title must be surrendered to the state. Documentation must be included in the loan file showing that the Certificate of Title has been surrendered. If the Certificate of Title has not been surrendered, the loan is not eligible for sale. Please review the Manufactured Homes Affixation & Surrender of Title, available in the Policies & Procedures tab, within the Documents & Forms section, of UHMGo!, for additional state guidance.
- The title policy must identify the manufactured unit as part of the real property and contain an ALTA Form 7 or equivalent endorsement.
- The borrower must sign a written statement (such as Affidavit of Affixation) to acknowledge their intent that the manufactured home is a part of the real property that secures the mortgage.
- An Insured Closing Protection letter is required, unless prohibited by state law or regulation.
- A mortgage/deed of trust must be recorded in the land records and must identify the encumbered property as including both the home and the land. It must also include the VIN, Serial numbers from HUD Data Plate, and a description of the land.



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- **Structural Engineer Report:** Manufactured homes must meet all FHA/HUD codes, including a foundation inspection by a licensed professional engineer as required by Agency guidelines. Refer to the structural certification information, below.
- **Prior Certificates:** The lender may obtain a copy of the foundation certification from a previous FHA-insured Mortgage, showing that the foundation met the guidelines published in the Permanent Foundations Guide for Manufactured Housing (PFGMH) that were in effect at the time of certification, provided there are no alterations and/or observable damage to the foundation since the original certification.

STRUCTURAL CERTIFICATION

No Modifications

Fannie Mae/Freddie Mac

No inspection is required as long as the Collateral Underwriter confirms there have been no modifications and the mortgage premises conform to all other requirements.

The person reviewing the appraisal will verify if any decks, patio covers, or additions were noted. If any were noted, a condition is added that a structural certification is needed or evidence obtained, from a third party who is regulated by the state and is qualified to make the inspection, specifying that the modification was inspected with a passing status, at the time it was added, and that the modification did not affect the structural integrity of the home. If that evidence cannot be obtained, then a structural cert. is needed.

If the appraiser requires an inspection, UHM will require an inspection.

FHA

The Appraisal must be conditioned upon the certification of an engineer or architect that the foundation is in compliance with the Permanent Foundations Guide for Manufactured Housing (PFGMH).

(HUD FAQ, 06/15/2018) The lender may obtain a copy of the foundation certification from a previous FHA-insured mortgage, showing that the foundation met the guidelines published in the PFGMH that were in effect at the time of certification, provided there are no alterations and/or observable damage to the foundation since the original certification.

Note: If the appraiser notes additions or alterations to the manufactured housing unit (including installations of solar panels or wind technologies), UHM must ensure that the additions were addressed in the foundation certification. If the additions or alterations were not addressed, following must be obtained:

- An inspection by the state administrative agency that inspects manufactured housing for compliance; or
- Certification of the structural integrity from a licensed structural engineer, if the state does not employ inspectors.

(HUD FAQ, 06/15/2018) An Engineer's Certification of Foundation Compliance is not required in the loan file or insuring binder for:

- Any FHA-to-FHA transaction, provided that no modifications have been made to the foundation or structure from the date of the effective certification.
- FHA/HUD real estate owned (REO) division sales.

For more information see [Handbook 4000.1 II.A.1.b.iv.\(B\)\(5\)\(c\)\(ii\)](#).

VA

Not required unless the appraiser required the inspection.



Modifications or Additions

Fannie Mae/Freddie Mac

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 deemed structurally sound by a structural engineer or a third party who is regulated by the state and is qualified to make the inspection.

FHA

Same as for structural certification with no modifications.

VA

Not required unless the appraiser requires the inspection.

APPRAISAL

- The appraiser must be knowledgeable and experienced, including education/training in appraising Manufactured Homes.
- The appraiser must have access to appropriate data sources to establish an opinion of value.
- A Manufactured Home Appraisal Report (FNMA Form 1004C or FHLMC 70B) must be completed. No alternative appraisal forms will be accepted when the subject property is a Manufactured Home, regardless of LP findings.
- For purchase money transactions, the lender must provide the appraiser copies of:
 - Executed contract(s) for sale of manufactured home and land, as applicable.
 - Dealer invoice for manufactured home if the home is new.
- If the Manufactured Home was installed after October 20, 2008, the lender must provide the appraiser with a copy of the Certificate of Installation or the comparable state-specific form, and any additional information that may be needed.
- The appraiser must support the opinion of market value based on the sales comparison approach and further support by the cost approach value. Solely using the cost approach is unacceptable.
- The manufacturer's serial number(s) and the HUD Certificate Label number(s) on the dwelling must match the numbers on the contract for sale, manufacturer's invoice, and any other documentation provided.
- At least two comparable sales used in the appraisal must be similar permanently attached manufactured housing units.
- See Streamline Refinances, below, for additional appraisal requirements, if applicable.

Note: When the borrower has owned the land for less than 12 months, the following will be used to determine the final value:

- Fannie Mae (FNMA) will use the lesser of the purchase price of the land + cost of the new home, OR the appraised value.
- Freddie Mac (FHLMC) will use the lesser of ANY purchase price of the land in the last 12 months + cost of the new home, OR the appraised value.



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FNMA Examples:

Example 1:

\$10,000 purchase price of land
+ \$100,000 cost of new home
= \$110,000 total cost

\$110,000 total cost, vs. \$150,000 appraised value: the lesser value of \$110,000 should be used.

Example 2:

\$10,000 purchase price of land
+ \$100,000 cost of new home
= \$110,000 total cost

\$110,000 total cost, vs. \$105,000 appraised value: the lesser value of \$105,000 should be used.

FHLMC Examples:

Example 1:

\$5,000 previous purchase price of land, vs. \$10,000 borrower's purchase price of land: Lesser purchase price of \$5,000 should be used.

\$5,000 previous purchase price
+ \$100,00 cost of new home
= \$105,000 total cost

\$105,000 total cost, vs. \$150,000 appraised value: the lesser value of \$105,000 should be used.

Example 2:

\$15,000 previous purchase of land, vs. \$10,000 borrower's purchase price of land: Lesser purchase price of \$10,000 should be used.

\$10,000 borrower's purchase price
+ \$100,000 cost of new home
= \$110,000 total cost

\$110,000 total cost, vs. \$105,000 appraised value: the lesser value of \$105,000 should be used.

IBTS REPORTS

Label Verification Letter*

IBTS provides a verification letter by fax or email to verify the following information on manufactured homes:

- Label number
- Serial number
- Date of manufacture
- Name of the manufacturer and plan location
- Location of first destination (usually the retailer)

Note: This letter does NOT contain wind zone, roof load, or thermal information.



Date Plate/Performance Verification Certificate*

IBTS may be able to provide a copy of the data plate/compliance certificate, if the home has certification numbers. If a copy is not available, IBTS can provide a substitute Performance Verification Certificate based on the original destination of the home.

IBTS provides a data plate or substitute performance verification certificate by fax or email to verify the following information on manufactured homes:

- Serial number
- Date of manufacture
- Name of the manufacturer and plant location
- Wind zone, roof load zone, and thermal zone for which the home is designed

* IBTS performance verification certificate is based on production reports provided by the home manufacturer. 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 (usually the retailer). IBTS is not liable for changes to the home's construction or subsequent home moves that may affect the home performance information verified.

HUD DATA PLATE/COMPLIANCE CERTIFICATE AND HUD CERTIFICATE LABEL REQUIREMENTS

The following information reflects the circumstances in which a resolution to a missing plate/certificate or label must be acquired, if not located in the appraisal, and by which means a resolution should be obtained.

HUD Data Plate/Compliance Certificate is Missing

Fannie Mae/Freddie Mac

The appraiser must include a picture of the data plate within the appraisal and report the information on the data plate within the appraisal, including the manufacturer name, serial number, model, and date of manufacture, as well as wind, roof load, and thermal zone maps.

UW to add condition for client to obtain a duplicate HUD data plate/compliance certificate. One 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 website.)

FHA

The appraiser must include a picture of the data plate within the appraisal and report the information based on the data plate within the appraisal, including the manufacturer name, serial number, model, and date of manufacture, as well as wind, roof load, and thermal zone maps.

If the data plate is missing or the appraiser is unable to locate it, the appraiser must report this in the appraisal and is not required to secure the data plate information from another source.

Handbook 4000.1, II.D.5.g.

VA

The appraiser must report the information on the data plate within the appraisal, including the manufacturer name, serial number, model, and date of manufacture, as well as wind, roof load, and thermal zone maps.

The appraisal must include a picture of at least one of the HUD certification labels (aluminum plate) or the HUD data plate (paper verification located inside).

If the data plate is missing or the appraiser is unable to locate it, the appraiser must report this in the appraisal.



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HUD Certification Label (Aluminum Plate) is Missing

Fannie Mae/Freddie Mac

The appraiser must include a picture of the data plate(s) within the appraisal and report the information on the data plate within the appraisal, including the manufacturer name, serial number, model, and date of manufacture, as well as wind, roof load, and thermal zone maps.

UW to add condition for client The appraiser must include a picture of the data plate(s) within the appraisal and report the information on the data plate within the appraisal, including the manufacturer name, serial number, model, and date of manufacture, as well as wind, roof load, and thermal zone maps.

FHA

The appraiser must include a picture of the data plate within the appraisal and report the information on the data plate within the appraisal, including the manufacturer name, serial number, model, and date of manufacture, as well as wind, roof load, and thermal zone maps.

If the appraisal indicates the HUD certification label is missing from the manufactured housing unit, the lender must obtain label verification by UW adding a condition for the client to order from the Institute for Building Technology and Safety (IBTS).

VA

The appraisal must include a picture of at least one of the HUD certification labels (aluminum plate) or the HUD data plate (paper certification located inside).

If the HUD certification label is missing or the appraiser is unable to locate it, the appraiser must report this in the appraisal.

HUD Data Plates and Certification Label are Missing

Fannie Mae and Freddie Mac

For Fannie Mae and Freddie Mac files, an IBTS is required when both of these sections are marked as NO, or if not all of the certification labels (exterior metal tags) are provided.

FHA and USDA

For FHA and USDA files, an IBTS is only needed when the HUD Certification labels are missing. FHA does not require the HUD data Plate/compliance cert like conventional files, and USDA follows FHA guidelines.

VA

For VA files, IBTS reports are only required if the HUD data plate/compliance cert is missing, and they don't have at least one HUD certification label.

Example: If the HUD data plate is missing but we have one certification label, an IBTS is NOT needed.



SURRENDER OF TITLE

- The surrender of title must be approved by the Collateral Underwriter to receive a clear to close.
- All manufactured home transactions require documentation as evidence that the original chattel title certificate was surrendered. In the event of a future foreclosure, this documentation is absolutely required.
- Evidence of the Surrender of Title is required with all transactions. Refer to the UHM Manufactured Homes Affixation & Surrender of Title link, located in the Policies & Procedures tab, within the Documents & Forms section, of UHMGo!.

STREAMLINE REFINANCES

A full appraisal is not required with FHA streamline refinances. No appraisal is required with VA IRRRL refinances, unless discount points are charged, and an appraisal is triggered as part of the VA net tangible benefit test requirements in Circular 26-18-13.

FANNIE MAE MH (MANUFACTURED HOME) ADVANTAGE PRODUCT

Maximum 97% LTV/CLTV. All above requirements apply. Refer to the Fannie Mae MH Advantage Product information in the Policies & Procedures tab, within the Documents & Forms section, of UHMGo!.