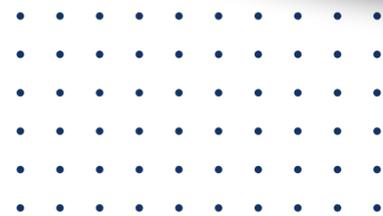


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Manufactured Homes



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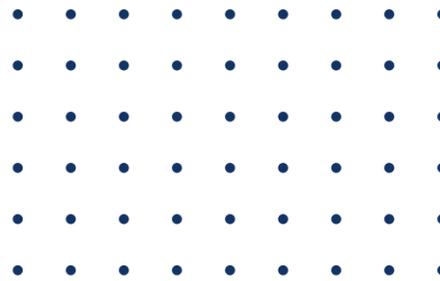
🏠 NMLS #1101220



What is a Manufactured Home?

- **Factory-built home designed for year-round living**
- **Built to HUD Manufactured Home Construction & Safety Standards**
- **Constructed on a permanent steel chassis**
- **Wheels removed & permanently affixed to foundation**
- **Represents ~10% of US housing stock**





A Manufactured Home must:

- ✓ Be built **on or after June 15th, 1976**
- ✓ Be classified & taxed as **real property**
- ✓ Sit on borrower-owned land (**fee simple**)
- ✓ Be **permanently affixed** to a foundation
- ✓ Remain on its **original chassis**
- ✓ Meet flood elevation requirements (if applicable)
- ✓ Display **HUD certification labels** on each section

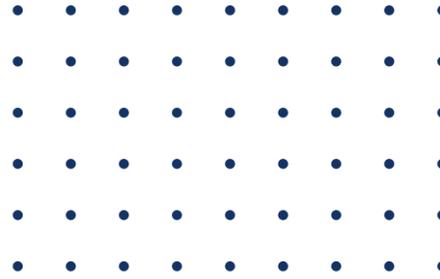
Home Types:

- Singlewide
- Doublewide
- Triple/Multi-section





Ineligible Manufactured Homes



Not Eligible With (unless noted):

- Located in a **park** or a **leasehold estate**
- Condominium projects (*exception: FHA HRAP-approved only*)
- Units that have been **moved or traded** (*except VA*)
- Units **not permanently affixed**
- Homes classified as **personal property**





New vs. Existing Manufactured Homes

New:

- Less than 12 months old
- May require site work or utility completion
- 100% completed but < 1 year old = still new

Existing:

- Fully complete and functional
- Utilities connected and operational
- Permanently installed for 12 months + 1 day





MH Advantage[®] (Fannie Mae)

MH Advantage[®] = Manufactured Homes built to look and perform more like site-built homes

- ✓ Higher design standards
- ✓ Stronger construction
- ✓ Better energy efficiency

Benefits:

- Higher LTVs – up to 97%
- 0.50 LLPA waived
- Lower MI (fixed rate < 20 yrs)
- Eligible with HomeReady[®] & other FNMA programs

MH Advantage Sticker is
REQUIRED

- Placed by approved manufacturers near the HUD data plate
- Confirms the home meets MH advantage standards

Mortgage Financing Notice

The manufacturer of this home—identified on its HUD certificate—has determined that its features as of the date of manufacture are consistent with the eligibility requirements of MH Advantage[®], a manufactured housing mortgage loan initiative of Fannie Mae[®]. To qualify for MH Advantage, the borrower must also meet certain eligibility requirements, and the home must be installed on land owned by the borrower.

Homeowner:

Do not remove or damage this sticker, as it is required to identify this home for participation in the MH Advantage initiative for purchase or refinancing. This notice is not an assurance of the availability of, or your qualification for, mortgage financing for this home.

For more information please visit:
www.FannieMae.com/MH



Identification Number:

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Freddie Mac CHOICEHome®

LPA Required

Occupancy

- Primary residence only

Property Type

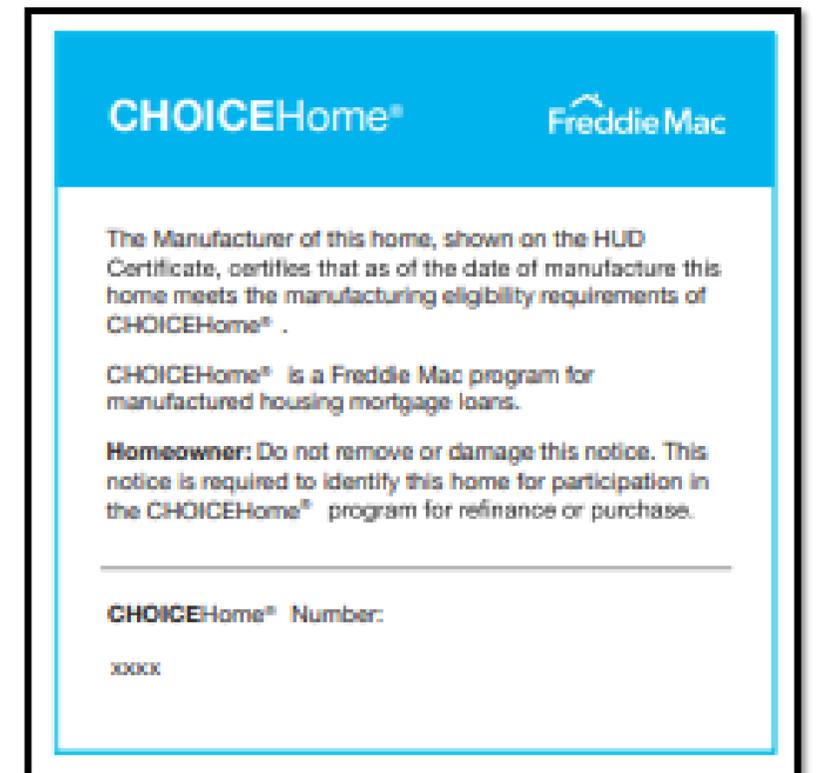
- Detached SFR
- Factory-built, multi-section
- Min 1,000 sq ft GLA

LTV

- Up to 97%
- Home Possible Advantage® / HomeOne®

CHOICEHome Label

- Label affixed near HUD plate
- Confirms CHOICEHome eligibility
- Lender verifies label present
- No physical inspection required



HUD CERTIFICATION LABEL

What it proves:

- Compliance with federal HUD standards
- Affixed to each transportable section
- Metal plate on exterior of home

If Missing:

- IBTS Label Verification Letter **required**





Documentation Requirements

Fannie Mae:

Both HUD label + Data Plate required

IBTS verification allowed if originals are missing

1004C must document both

Freddie Mac:

Both required and legible

IBTS allowed as substitute documentation

FHA & USDA:

Both HUD label + Data Plate required

IBTS verification allowed if originals are missing

Engineer/Foundation Certification

1004C must document both

VA:

Both HUD label + Data Plate required

IBTS verification allowed if originals are missing

Engineer's Certification (if the home has been moved)



Appraisal Basics (Form 1004C)

Appraisal must confirm:

- HUD labels present (photos)
- HUD Data Plate information documented
- Permanent foundation
- Single-unit dwelling
- Utility connections
- Correct section county (Single/Double/Triple)

HUD DATA PLATE	The HUD Data Plate/Compliance Certificate is located on the interior of the subject and contains, among other things, the manufacturer's name, trade/model name, year manufactured and serial number. The HUD Certification Label is located on the exterior of each section of the home.				
	Is the HUD Data Plate/Compliance Certificate attached to the dwelling? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No If Yes, identify the location. If No, provide the data source(s) for the HUD Data Plate/Compliance Certificate information.				
	Is a HUD Certification Label attached to the exterior of each section of the dwelling? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No If No, provide the data source(s) for the HUD Certification Label #'s				
	Manufacturer's Serial #(s)/VIN #(s)				
	HUD Certification Label #(s)				
	<table border="0" style="width: 100%;"> <tr> <td style="width: 33%;">Manufacturer's Name</td> <td style="width: 33%;">Trade/Model</td> <td style="width: 33%;">Date of Manufacture</td> </tr> </table>			Manufacturer's Name	Trade/Model
Manufacturer's Name	Trade/Model	Date of Manufacture			
Do the Wind, Roof Load, and Thermal Zones meet the minimum HUD requirements for the location of the subject property? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No If No, explain					

IMPROVEMENTS	Installer's Name			Date Installed	Model Year
	Is the manufactured home attached to a permanent foundation system? <input type="checkbox"/> Yes <input type="checkbox"/> No If No, describe the foundation system and the manner of attachment.				
	Have the towing hitch, wheels, and axles been removed? <input type="checkbox"/> Yes <input type="checkbox"/> No If No, explain				
Is the manufactured home permanently connected to a septic tank or sewage system and other utilities? <input type="checkbox"/> Yes <input type="checkbox"/> No If No, explain					
Does the dwelling have sufficient gross living area and room dimensions to be acceptable to the market? <input type="checkbox"/> Yes <input type="checkbox"/> No If No, explain					



Appraisal Basics (Form 1004C)

If either of the boxes are checked **NO**:

H U D D A T A P L A T E	The HUD Data Plate/Compliance Certificate is located on the interior of the subject and contains, among other things, the manufacturer's name, trade/model name, year manufactured and serial number. The HUD Certification Label is located on the exterior of each section of the home.		
	Is the HUD Data Plate/Compliance Certificate attached to the dwelling? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No If Yes, identify the location. If No, provide the data source(s) for the HUD Data Plate/Compliance Certificate information.		
	Is a HUD Certification Label attached to the exterior of each section of the dwelling? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No If No, provide the data source(s) for the HUD Certification Label #'s		
	Manufacturer's Serial #(s)/VIN #(s)		
	HUD Certification Label #(s)		
	Manufacturer's Name	Trade/Model	Date of Manufacture
	Do the Wind, Roof Load, and Thermal Zones meet the minimum HUD requirements for the location of the subject property? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No If No, explain		

A verification letter containing the same information as the HUD Certification Label from the Institute for Building Technology and Safety (IBTS) will be required.

A duplicate HUD Data Plate/Compliance Certificate may be available from IBTS.



Permanent Foundation Requirements

Must comply with HUD Permanent Foundation Guidelines

Verified by:

- Structural Engineer or
- Appraiser (when allowed)

Engineering Certification is required when:

- FHA loans
- Structural modifications present
- Additions attached to the home
- Home has been moved (VA only)





Comparable Sales Requirements

Minimum two manufactured home comps

Third comp may be site-built (if needed)

Distance guidance:

Urban: ≤ 1 mile

Suburban: ≤ 2 miles

Rural: ≤ 5 miles (outside requires approval)

Proximity to Subject	4.73 miles W			3.60 miles W			0.59 miles E		
Sale Price	\$ 207,000			\$ 220,000			\$ 207,000		
Sale Price/Gross Liv. Area	\$ 103.55 sq.ft.			\$ 103.38 sq.ft.			\$ 111.95 sq.ft.		
Manufactured Home	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No			<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No			<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No		
Data Source(s)	ARMLS #5032004			ARMLS #4897811			ARMLS #5001019		
Verification Source(s)	AssessorDOC# 140194682			AssessorDOC# 130957858			AssessorDOC# 140232560		
VALUE ADJUSTMENTS	DESCRIPTION	DESCRIPTION	+(-) \$ Adjustment	DESCRIPTION	+(-) \$ Adjustment	DESCRIPTION	+(-) \$ Adjustment		
Sales or Financing Concessions	Conv. None			Conv. None			FHA 6210		
Date of Sale/Time	3/27/2014			06/27/2013			04/10/2014		
Location	Rural			Rural			Rural		
Leasehold/Fee Simple	Fee Simple			Fee Simple			Fee Simple		
Site	1.08 Acres			1.2 Acres			2.06 Acres		
View	Desert/Mountain			Desert/Mountain			Desert/Mountain		
Design (Style)	DW			DW			DW		
Quality of Construction	Manufactur/Avg			Manufactur/Avg			Manufactur/Avg		
Actual Age	16			18			17		
Condition	Average			Average			Average		
Above Grade Room Count	Total	Bdrms.	Baths	Total	Bdrms.	Baths	Total	Bdrms.	Baths
	8	5	2.0	6	3	2.0	7	4	2.0
Gross Living Area	2,268 sq.ft.			1,999 sq.ft.			2,128 sq.ft.		
				+8,000			+4,000		
Basement & Finished Rooms Below Grade	None			None			None		
	N/A			N/A			N/A		



Additional Manufactured Home on Property

Allowed only if ALL apply:

- Subordinate in size
- No separate utilities
- No separate address
- Meets MPR independently
- Classified as an accessory unit

Value

No comp support = **no value assigned**

Still must meet eligibility





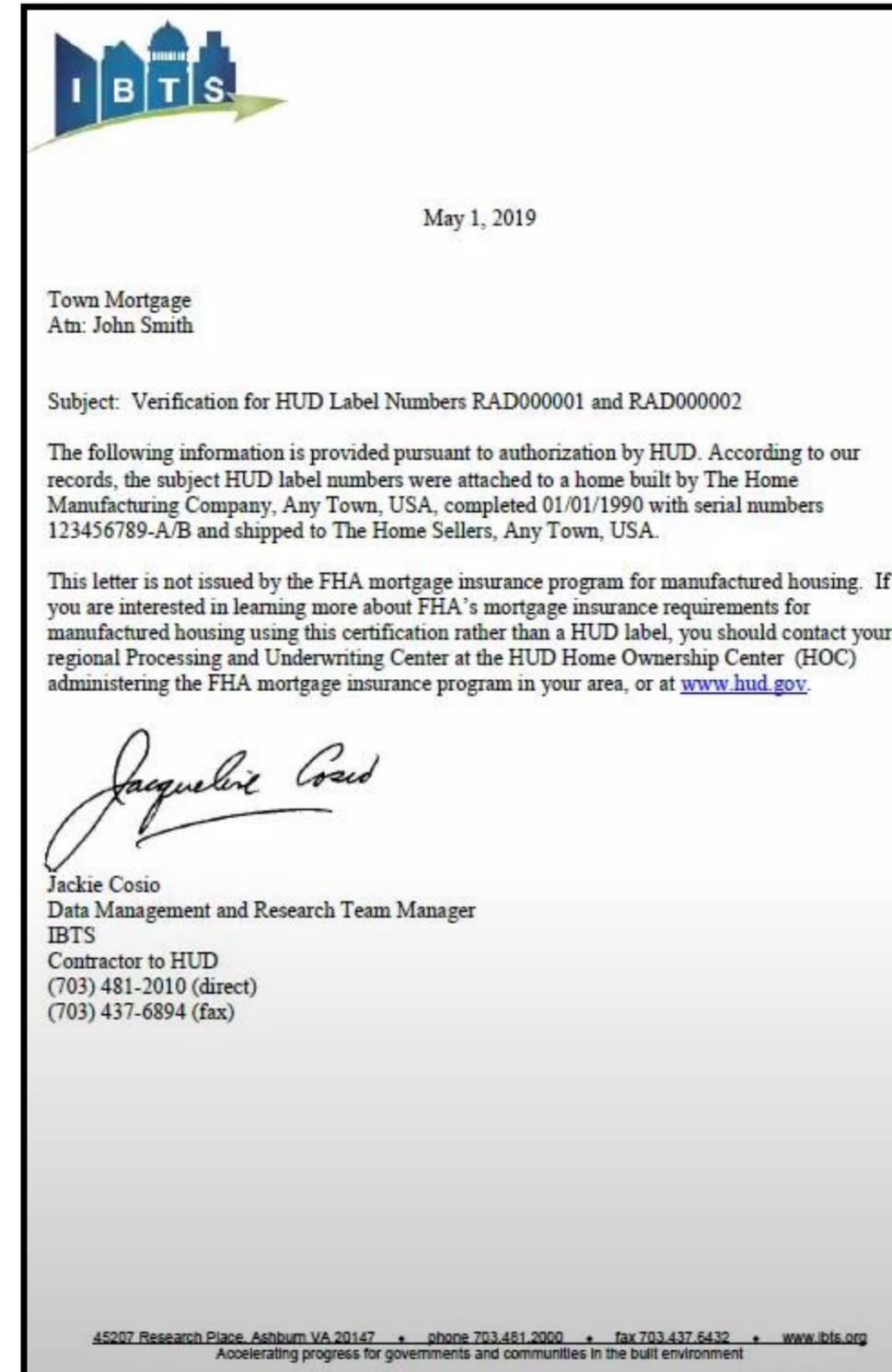
IBTS Verification

IBTS can provide:

- HUD Label Verification Letter
- Duplicate Data Plate / Performance Certificate

Used when:

- HUD tags are missing or unreadable
- Data Plate missing





Engineer Certification

When required, a professional Structural Engineer must certify with a seal stamped letter that the foundation of a Manufactured Home meets HUD guidelines specified in “the Permanent Foundation Guidelines for Manufactured Homes (PFGMH)” September 1996.

Note: The cost of an Engineer’s Certification must be properly disclosed to the Borrower.



HAYMAN ENGINEERING
ENGINEERING DONE RIGHT . . . NOW!

Thursday, December 10, 2020

20120286

Owner : ██████████

HUD Tag #1: FLA 761184

Address: ██████████

HUD Tag #2: FLA 761185

Subject: HUD Compliant Foundation Engineering Certification

The above property has been inspected and found to comply with the following:

- The crawlspace has been inspected, and this Engineering Certification certifies that the foundation details as found at the above site location meet the requirements of HUD 7584/4930.3G, Permanent Foundations Guide for Manufactured Housing, dated September 1996.
- There is no visual indication that this manufactured home has been previously installed or occupied at another site or location.
- Additions and modifications, including porches and decks, have been inspected and do not impact the structural integrity of the property per MHCSS requirements. The additions do not take the home out of compliance with the HUD Manufactured Home Construction Safety Standards.

This Permanent Foundation is constructed of durable materials and was site built. It is anchored and transfers all loads of the manufactured home to the underlying soil and rock. The home has lateral anchorage to prevent sliding due to wind or seismic forces in the transverse and longitudinal directions. The anchorage capacity is sufficient to prevent uplifting or overturning due to wind or seismic forces as required by the Permanent Foundation Guide for Manufactured Housing.

All construction shall meet applicable local building codes and manufacturer’s recommendations in place at the time of construction. Verification that the home has not been moved is based on visual evidence at the time of the inspection. For manufactured homes, the original delivery address can be requested and verified at www.ibts.org at the Manufactured Home Label Verification tab. As this certification is for existing foundations, depths of footings and piers have not been physically verified, but extrapolated from visible property conditions. This certification is the property of Hayman Engineering. It is issued to the listed owner and it may not be transferred to another owner without written permission from Hayman Engineering.

Sincerely,



Michael Barker, P.E.

Michael Tyler Barker

Digitally signed by Michael Tyler Barker
DN: c=US, cn=Michael Tyler Barker,
email=mbarker@haymanengineering.com
Date: 2020.12.10 12:15:24 -0600



12-10-2020

Firm License #: 30631

Printed copies of this document are not considered signed and sealed and the signature must be verified on any electronic copies.

Engineering Services may be provided by one of the following entities: Hayman Engineering, Ltd. (a North Carolina Professional Corporation), Hayman Engineering, Inc. (a Mississippi Corporation), Michael S. Murphree-Roberts P.E., or Kevin Moore P.E.



Engineer Certification

FHA

- Engineer Certificate **required**
- **Exceptions:**
 - FHA REO sale
 - FHA-to-FHA refi
 - VA-to-VA refi
 - *Only if the original Engineer Cert is provided*

Conventional / VA

- An Engineer Certificate is **required if modified**
- Triggered by:
 - Appraiser notes **or**
 - Borrower Certification (no appraisal)

Additions & Modifications

- Can make a home **ineligible for FHA**
- Must meet:
 - Local building codes
 - HUD MHCSS standards
- Large additions must be **permitted**

GLA Red Flags

- Compare GLA vs. tax record
- Mismatch = **additional proof needed**
 - Zoning letter or permit copy



Flood Certification

In a Flood zone?

Not eligible unless:

- FEMA LOMA/LOMR removes property or
- Elevation Cert confirms above base flood elevation

Conventional / VA

- In SFHA (Zones A or V)
- Elevation Cert not required
- Flood insurance required

All Loan Types

- Flood insurance is included in DTI
- Flood insurance must be escrowed

U.S. DEPARTMENT OF HOMELAND SECURITY Federal Emergency Management Agency National Flood Insurance Program		OMB No. 1660-0008 Expiration Date: November 30, 2022	
ELEVATION CERTIFICATE Important: Follow the instructions on pages 1-9.			
Copy all pages of this Elevation Certificate and all attachments for (1) community official, (2) insurance agent/company, and (3) building owner.			
SECTION A – PROPERTY INFORMATION			FOR INSURANCE COMPANY USE
A1. Building Owner's Name		Policy Number:	
A2. Building Street Address (including Apt., Unit, Suite, and/or Bldg. No.) or P.O. Route and Box No.		Company NAIC Number:	
City	State	ZIP Code	
A3. Property Description (Lot and Block Numbers, Tax Parcel Number, Legal Description, etc.)			
A4. Building Use (e.g., Residential, Non-Residential, Addition, Accessory, etc.) _____			
A5. Latitude/Longitude: Lat. _____ Long. _____ Horizontal Datum: <input type="checkbox"/> NAD 1927 <input type="checkbox"/> NAD 1983			
A6. Attach at least 2 photographs of the building if the Certificate is being used to obtain flood insurance.			
A7. Building Diagram Number _____			
A8. For a building with a crawlspace or enclosure(s):			
a) Square footage of crawlspace or enclosure(s) _____ sq ft			
b) Number of permanent flood openings in the crawlspace or enclosure(s) within 1.0 foot above adjacent grade _____			
c) Total net area of flood openings in A8.b _____ sq in			
d) Engineered flood openings? <input type="checkbox"/> Yes <input type="checkbox"/> No			
A9. For a building with an attached garage:			
a) Square footage of attached garage _____ sq ft			
b) Number of permanent flood openings in the attached garage within 1.0 foot above adjacent grade _____			
c) Total net area of flood openings in A9.b _____ sq in			
d) Engineered flood openings? <input type="checkbox"/> Yes <input type="checkbox"/> No			
SECTION B – FLOOD INSURANCE RATE MAP (FIRM) INFORMATION			
B1. NFIP Community Name & Community Number		B2. County Name	B3. State
B4. Map/Panel Number	B5. Suffix	B6. FIRM Index Date	B7. FIRM Panel Effective/Revised Date
		B8. Flood Zone(s)	B9. Base Flood Elevation(s) (Zone AO, use Base Flood Depth)
B10. Indicate the source of the Base Flood Elevation (BFE) data or base flood depth entered in Item B9: <input type="checkbox"/> FIS Profile <input type="checkbox"/> FIRM <input type="checkbox"/> Community Determined <input type="checkbox"/> Other/Source: _____			
B11. Indicate elevation datum used for BFE in Item B9: <input type="checkbox"/> NGVD 1929 <input type="checkbox"/> NAVD 1988 <input type="checkbox"/> Other/Source: _____			
B12. Is the building located in a Coastal Barrier Resources System (CBRS) area or Otherwise Protected Area (OPA)? <input type="checkbox"/> Yes <input type="checkbox"/> No Designation Date: _____ <input type="checkbox"/> CBRS <input type="checkbox"/> OPA			
FEMA Form 086-0-33 (12/19)		Replaces all previous editions.	
		Form Page 1 of 6	



Title Requirements

ALTA 7 – Manufactured Housing Endorsement

- Required on prelim & final title
- Confirms home is part of the land
- **TX:** Use T-31 endorsement
- Title confirms if missing on prelim
- Title handles real property conversion

Affixation Affidavit

- Confirms permanent foundation
- Required for real property status
- Allows property tax as real estate

Agents National Title Insurance Company

ALTA FORM 7 MANUFACTURED HOUSING UNIT

ENDORSEMENT
Attached to Policy No. _____
Issued by
Agents National Title Insurance Company

The term "Land" includes the manufactured housing unit located on the land described in Schedule A at Date of Policy.

This endorsement is issued as part of the policy. Except as it expressly states, it does not (i) modify any of the terms and provisions of the policy, (ii) modify any prior endorsements, (iii) extend the Date of Policy, or (iv) increase the Amount of Insurance. To the extent a provision of the policy or a previous endorsement is inconsistent with an express provision of this endorsement, this endorsement controls. Otherwise, this endorsement is subject to all of the terms and provisions of the policy and of any prior endorsements.

[Witness clause optional]

Agents National Title Insurance Company
By: _____
Authorized Signatory

AFFIDAVIT OF AFFIXATION

THIS INSTRUMENT PREPARED BY:

**AFFIDAVIT OF AFFIXATION
(MANUFACTURED HOME)**

STATE OF _____ ss.:
COUNTY OF _____

BEFORE ME, the undersigned notary public, on this day personally appeared
[type the name(s) of each Homeowner signing this Affidavit]:

known to me (or satisfactorily proven) to be the person(s) whose name(s) is/are subscribed below (each a "Homeowner"), and who, being by me first duly sworn, did each on his or her oath state as follows:

1. Homeowner(s) owns the manufactured home ("Home") described as follows:

New/Used Year Manufacturer's Name Model Name and No.

Manufacturer's Serial No. _____

2. The Home is or will be located at the following "Property Address":

Street or Route City County State Zip Code

5. The legal description of the real property where the Home is or will be permanently affixed ("Land") is:



FREQUENTLY ASKED QUESTIONS



Q: What is considered a Manufactured Home?

A: A manufactured home is a factory-built dwelling constructed **on or after June 15, 1976**, built on a permanent steel chassis, and designed for year-round living in compliance with **HUD Manufactured Home Construction & Safety Standards**.

Q: Are manufactured homes in parks or leasehold estates eligible?

A: No. The home must be situated on borrower-owned land (fee simple).

Q: Can a manufactured home have been moved or traded?

A: No. Homes that have been moved from their original location are not eligible (VA has limited exceptions)

Q: Is an appraisal required?

A: Yes, a Manufactured Home Appraisal Report (Form 1004C)

Q: Are cash-out refinances allowed on manufactured homes?

A: Only on Conventional and VA (with specific restrictions)

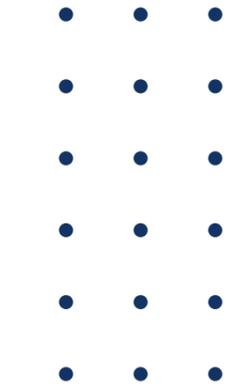
Q: How can I ensure a smooth Manufactured Home closing?

A: Confirm eligibility before application, Collect HUD documentation early, Order the correct appraisal type (1004C), and review foundation & title requirements upfront.



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Making Lives Better



www.MLBWholesale.com



(973) 564-0866



841 Mountain Ave, Suite 400, Springfield, NJ 07081

🏠 NMLS #1101220

Equal Housing Opportunity Lender.

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Not all programs are available in all areas, and the rates and costs stated do not apply to all loans made. MLB's underwriting guidelines and program restrictions apply.

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