During the application process were			25. Overall, how satisfied are you with the
about mortgages with any of the follo	owing		Not Very Somewhat At All
	Yes	No	Lender/broker you used
An interest rate that is fixed for the life of the loan			Application process
An interest rate that could change over	Ш	ш	Loan closing process
the life of the loan			The information in mortgage
A term of less than 30 years		H	disclosure documents
A higher interest rate in return for lower	Ш		The timeliness of mortgage disclosure documents
closing costs			Settlement agent
A lower interest rate in return for paying			
higher closing costs (discount points)			26. Did you take a course about home-buying or
Interest-only monthly payments			talk to a housing counselor?
An escrow account for taxes and/or			<b>⊢</b> □ No
homeowner insurance			☐ Yes —
A prepayment penalty (fee if the mortgage			
is paid off early)			27. (If Yes to Q26) How was the home-buying
Reduced documentation or "easy"			course or counseling provided?
approval		ш	Yes No
An FHA, VA, USDA or Rural housing			In person, one-on-one
loan	_	_	In person, in a group
In selecting your settlement agent di	d vou		Over the phone
in scienting your settlement agent the	-		Online
Use an agent recommended by the	Yes	No	28. (If Yes to Q26) How many hours was the
Use an agent recommended by the lender/broker			home-buying course or counseling?
Use an agent you had used previously	H		
Shop around	H	H	Less than 3 hours  3 – 6 hours
•			7 – 12 hours
Did your lender require you to get ti	tle		More than 12 hours
insurance on your mortgage?	<b>110</b>		
_			29. (If Yes to Q26) Overall, how helpful was the
□ No			home-buying course or counseling?
Yes			☐ Very ☐ Somewhat ☐ Not at all
↓ 23. (If Yes in Q22) Which best descri	bos bo	<b>**</b> 7	J corp
you picked the title insurance?	Des Ho	vv	
_			Your Mortgage
Reissued previous title insurance			
Used title insurance recommended	•		30. When you took out your mortgage, what was the
lender/broker or settlement agent			loan amount (the dollar amount you borrowed)?
☐ Shopped around			\$ .00 □ Don't know
Overall, how satisfied are you that th	ne .		\$00  \text{Don't know}
mortgage you got was the one with the			
		Not	31. What is the monthly payment (including the
Very So	omewhat		amount paid to escrow for taxes and insurance)?
Best terms to fit your needs			\$ .00 □ Don't know
Lowest interest rate for which			\$00
you could qualify			20 10 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Lowest closing costs			32. What is the interest rate on your mortgage?
			%



33.	Is this an adjustable-rate mortgage (one that		Does your mortgage have any of	f the f	ollowi	ng
	allows the interest rate to change over the life of		features?			Don't
	the loan)?			Yes	No	Know
	Yes		A prepayment penalty (fee if the			
	□ No		mortgage is paid off early)			
			An escrow account for taxes and/or			
	☐ Don't know		homeowner insurance			
			A balloon payment			
34	At the time of application, did the lender give		Interest-only payments			
J <b>T.</b>	you the option to set/lock the interest rate so		Owner's title insurance			
	that it would not change before closing?		Credit life/debt suspension/debt			
	that it would not change before closing.		cancellation insurance			
	Yes					
	□ No	41.	Were the costs to close your loan	n paid	in an	y of
			the following ways?	-		·
	☐ Don't know		, ·			Don't
				Yes	No	Know
35.	When was the interest rate set/locked on your		By me or a co-signer (check or			
	loan?		wire transfer)			
			By lender/broker			
	At application		By seller/builder			
	☐ Between application and closing		Added to the mortgage amount			
	Around closing		Other (specify)			
				_		
36.	Many mortgages have discount points paid to			Ш	Ш	
	the lender to get a lower interest rate. Did you					
	pay any discount points?		At or before closing did you con	_		nal
			loan costs to the Good Faith Est		you	
Г	· No		received earlier from your lende	er?		
	Yes	_	□ No			
	$\downarrow$		☐ Yes ─			
	37. (If Yes in Q36) How many discount points					
	did you pay?		43. (If Yes to Q42) Did you find	any si	gnific	ant
			differences between the two	-		
	points		□ V <sub>20</sub>			
	☐ Don't know		Yes			
			□ No			
<b>1</b>	C	$\downarrow$	D:1 l-:	1		
38.	Some lenders charge origination points to cover		Did you seek input about your c	_		. 9
	the cost of preparing a mortgage for closing.  These are often expressed as a percentage of		documents from any of the follo	<u> </u>	_	e:
	the loan amount. Did you pay any origination		T 1 / 1	Y	Zes	No
	points?		Lender/broker		<u> </u>	닏
	points:		Attorney		_	
	$\square$ No $\rightarrow$ Skip to Q40		Real estate agent			
	Yes—		Settlement agent			
			Title agent			Ш
	39. (If Yes in Q38) How many origination		Trusted friend or relative who is not			
	points did you pay?		a co-signer on the mortgage			Ц
	points and you puy.		Housing counselor		Ш	Ш
	mainta		Other (specify)			
	points					
	☐ Don't know				_	_



45		you face any unpleasant ' r loan closing?	'surp	rises'' at		5	0. What was the primary purpose of your mortgage at the time you took it out? Mark one answer.
	-□ N □ Y 46.	0	easan	nt surpris Yes □	es No		□ Purchase of a property □ Permanent financing on a construction loan □ Refinance or modification of an existing mortgage □ New loan on a mortgage-free property □ Some other purpose (specify) □ on the next page
		Higher interest rate				5	1. Which statement best describes the approach
		Unexpected fees					you took to purchase your house or property?
		Higher amount of money nee at closing Asked to sign blank documen Rushed at closing or not give	nts				<ul><li>☐ Had a pre-approval or pre-qualification from a lender before I made the purchase</li><li>☐ Shopped for a mortgage after making the purchase</li></ul>
		to read documents	ii tiiic				offer
		Other (specify)		_			☐ Shopped for house and mortgage at the same time
	did y prop hom	he same time you took out you also take out another perty (a second lien, home e equity line of credit - HEI o les	loan equity LOC)	on your  y loan, or  ?  mount of	this 		2. Did you use the proceeds from the sale of another property to help pay for the house or property you bought?  No Yes  53. (If Yes to Q52) How much money from the sale of this other property was used to purchase your property?  \$00  Don't know  4. What percent down payment did you make on your property?  0%
			Very	Somewhat	Not At All		Less than 5%  5% to less than 10%
		cess of taking out a mortgage					10% to less than 20%
		erence between a fixed- and adjustable-rate mortgage	П				20% or more
	Diff su Diff	erence between a prime and bprime loan erence between a mortgage's terest rate and its APR				5:	5. Did you use any of the following sources of funds to purchase the property?  Not Used Used
		ortization of a loan					Savings, retirement account,
		sequences of not making quired mortgage payments					inheritance, or other assets  Assistance or loan from a nonprofit or government agency  Gift or loan from family or friend
							Seller contribution
							Purchase or construction loan skip to Q60.



If you refinanced, took a new loan on a mortgage-free property or chose "other" in Q50 continue with Q56.	61. What was the purchase price of your property, or if you built it, the construction and land cost?
56. How important, if at all, were the following reasons in your decision to refinance, modify or obtain a new mortgage?  Not	\$
Change to a fixed-rate loan  Get a lower interest rate  Get a lower monthly payment  Consolidate or pay down other  debt  Repay the loan more quickly  Take out cash   57. Approximately how much was owed, in total, on the old mortgage(s) and loan(s) you refinanced?	Mark one answer.  □ Purchased an existing home in a standard sale from the previous owner □ Purchased a newly-built home from a builder □ Purchased a foreclosed property from a bank, investor, or government agency □ Purchased a "short sale" property from the previous owner □ Purchased land and built a house
\$	Other (specify)  63. What type of house is on your property?
58. How does the total amount of your new mortgage(s) compare to the total amount of the old mortgage(s) and loan(s) when they were paid off?  New amount is lower New amount is about the same New amount is higher Property was mortgage-free  59. Did you use the money you got from this new mortgage for any of the following?	Single-family detached house  Townhouse, row house, or villa  Mobile home or manufactured home  2-unit, 3-unit, or 4-unit dwelling  Condo, apartment house, or co-op  Unit in a partly commercial structure  Other (specify)  64. (If multiple units in Q63) How many separate living units does your mortgage cover?
College expenses  Auto or other major purchase  Pay off other bills or debts  Home repairs/additions  Savings  Closing costs of new mortgage  Business or investment  Other (specify)	units  65. About how much do you think your property is worth in terms of what you could sell it for now?  \$
reasons in your decision to refinance, modify or obtain a new mortgage?    Change to a fixed-rate loan	
60. When did you buy or acquire your property? /	\$00 per month



68. Which of the following best describes how y	ou	75. Owned other residential proper	ties bes	sides this
use this property?		one:		Spouse/
Primary residence (where you			You	Partner
spend the majority of your time)		Yes		
☐ It will be my primary residence soon ☐ Seasonal or second home		No	Ш	
Home for other relatives		76 Highest level of advention achie	vod.	
Rental or investor property		76. Highest level of education achie	veu:	Spouse/
Other (specify)			You	Partner
(		Some schooling		
		High school graduate	님	
60 (If primary residence in O69) When did y	<i>y</i>	Technical school Some college	H	H
69. (If primary residence in Q68) When did y move into the property?	ou	College graduate	H	
move into the property.		Postgraduate studies		
,				
month year		77. Are you Hispanic or Latino?		Enougal
<b>1</b>			You	Spouse/ Partner
70. Is anyone who currently lives in the propert	ty a	Yes		
co-signer on your mortgage?		No		
☐ Yes ☐ No		79 Door Mark all that annh.		
		<b>78. Race:</b> Mark all that apply.		Spouse/
		XXII	You	Partner
Your Household		White Black or African American	H	
		American Indian or Alaska Native	H	H
71. What is your current marital status?		Asian		
☐ Married		Native Hawaiian or Pacific Islander		
☐ Separated				
Never married		79. Current work status: Mark all the	iat app	ly.
Divorced				Spouse/
☐ Widowed <b>J</b>		0.16 1 1/ 1.6 16	You	Partner
72. Do you have a partner who shares the		Self-employed/work for self Employed full time	H	H
decision-making and responsibilities of		Employed part time	H	
running your household but is not your	•	Retired		
legal spouse?		Temporarily laid-off or on leave		
Yes		Not working for pay (student, homemaker, disabled, unemployed	. $\Box$	
□ No		потетикет, авмоней, инетрюуей	<i>'</i> ⊔	
	,	80. Have you ever served on active	duty in	the U.S.
Please answer the following questions for you and your spouse or partner, if applicable.	,	Armed Forces? (Active duty incli	-	
your spouse or parmer, if applicable.		the U.S. Armed Forces as well as	activat	ion from
72 Age at last hinthdays	,	the Reserves or National Guard).		Spouse/
73. Age at last birthday: Spouse You Partne.			You	Partner
		Yes, now on active duty		
years	years	Yes, on active duty in the past, but		
		not now No, never on active duty except for		
74. Sex: Spouse		initial/basic training		
You Partne Male	er	No, never served in the U.S.		_
		Armed Forces		
Female				



81. Besides you (and your spouse/partner), does	88. Does anyone in your household have any of the
anyone else live in your household or use your	following? Yes No
house as a permanent address?	Yes No $401(k)$ , $403(b)$ , IRA, or pension plan
r □ No	Stocks, bonds, or mutual funds ( <i>not in</i>
☐ Yes —	retirement accounts or pension plans)
92 (If Vos to O91) How many of the other	Certificates of deposit
82. (If Yes to Q81) How many of the other household members are 18 years of age or	Investment real estate
younger?	
younger:	89. Which one of the following statements best
	describes the amount of financial risk you are
——— household members	willing to take when you make investments?
None	☐ Take substantial financial risks expecting to earn substantial returns
83. (If Yes to Q81) How many of the other household members are older than 18?	☐ Take above-average financial risks expecting to earn above-average returns
household members	☐ Take average financial risks expecting to earn average returns
□ None	☐ Not willing to take any financial risks
	00. Do you agree on disagree with the following
84. (If Yes to Q81) Do any of the other	90. Do you agree or disagree with the following statements?
household members help pay for	Agree Disagree
household expenses?	Owning a home is a good financial investment
\$5. Approximately how much is your total annual	Mortgage lenders generally treat borrowers well
household income from all sources (wages,	Late payments will lower my
salaries, tips, interest, child support, investment	credit rating
income, retirement, social security, and alimony)?	Lenders shouldn't care about any late
☐ Under \$35,000	payments, only whether loans are fully repaid
\$35,000 to \$49,999	
\$50,000 to \$74,999	It is okay to default or stop making mortgage payments if it is in the
\$75,000 to \$99,999	borrower's financial interest
\$100,000 to \$174,999	
☐ \$175,000 or more	91. In the last couple of years, have any of the
86. How does this total annual household income	following happened to you?  Yes No
compare to what it is in a "normal" year?	Separated/divorced
Higher than normal	Married/remarried/new partner
Normal	Death of a household member
Lower than normal	Addition to your household
_	(not including spouse/partner)
87. Does your total annual household income	Person leaving your household
include any of the following sources?	(not including spouse/partner)
Yes No	Disability or serious illness of
Wages or salary	household member
Business or self-employment	Disaster affecting your house
Interest or dividends	Disaster affecting your (or your
Alimony or child support	spouse/partner's) work
Social Security benefits	Moved within the area (less than 50 miles)
	Moved to a new area (50 miles or more)



92.	In the last couple of yet following happened to spouse/partner)?			the	t	n the next couple of y he overall desirability leighborhood to chan	y of living	•	_	ect
			Yes	s No	Г	Become more desirable	Δ			
	Layoff, unemployment or	reduced			r	Stay about the same	C			
	hours of work					Become less desirable				
	Promotion				_					
	Starting a new job				97. I	n the next couple of y	ears. hov	v do voi	ı exne	ect
	Starting a second job					he following to chang				
	Business failure					pouse/partner)?	c for you	(and y	Jui	
	A personal financial crisis	5			B	pouse, par ener).	Significant Increase	Little/No		nificant crease
93.	In the last couple year	s. how h	ave the fo	ollowing		Household income			De	
,,,	changed for you (and			_		Housing expenses	H	H		Ħ.
	changed for you (and )	your spo	user pur er			Non-housing expenses	$\overline{\Box}$			$\overline{\Box}$
		Significant Increase	Little/No Change	Significant Decrease		<u> </u>	_			_
	Household income				98. I	How likely is it that in	the next	couple	of yea	ars
	Housing expenses				У	ou will				
	Non-housing expenses							Very Son	nowhat	Not
					ı	Move and sell your prope				
94.	In the last couple year	s. how h	ave the fo	ollowing		Move but keep your prop		Н		H
, <b></b>	changed in your neigh			, in o wing		Refinance your mortgage	•	H		$\Box$
	changea in your neigh	bol noou	•			Pay off your mortgage an				
		Significant Increase	Little/No Change	Significant Decrease		your property mortgage				
	Number of homes for sale				00 7	T 101 1 1 1 1 1 1 1		-		
	Number of vacant homes					How likely is it that in		_	_	ars
	Number of homes for rent	t 🔲			y	ou (or your spouse/p	artner) w	ill face.	•••	
	Number of foreclosures o	_								Not
	short sales	닏				D. 44:		Very Son	newhat	At All
	House prices	Ш				Retirement		Ш	ш	ш
	Overall desirability of living there					Difficulties making your				
	iiving there					mortgage payments		Ш	ш	ш
						A layoff, unemployment,				
	Varia Frationa	F	-4-4:-			forced reduction in hou		Ш	ш	ш
	Your Future	Ехре	ctatio	ns		Some other personal fina crisis	ncial			
95.	What do you think will homes like yours in you the next couple of year	ur neigh	_			If your household fac personal financial cr years, how likely is it	isis in the	next co		of
	☐ Increase a lot									Not
	☐ Increase a little					D 1211 C 4	. 2	Very S	omewha	at At Al
	Remain about the same					Pay your bills for the ne				
	Decrease a little					months without borrow	_		Ш	
	Decrease a lot					Get significant financial from family or friends	-			
						Borrow enough money				
						a bank or credit union				
						Significantly increase you	our			



## The Federal Housing Finance Agency and the Consumer Financial Protection Bureau thank you for completing this survey.

Please use the enclosed business reply envelope to return your completed questionnaire.

FHFA

1600 Research Blvd, RC B16

Rockville, MD 20850

TO COMPLETE THE SURVEY ONLINE GO TO: <u>NSMBsurvey.com</u>
You will need your Personal PIN # found in the accompanying letter to access the survey.
For any questions about the survey you can call 1-855-339-7877.

