Tell us about your recent mortgage experience

A nationwide survey of mortgage borrowers throughout the United States

Learning directly from borrowers, like you, about your experiences will help us improve lending practices and the mortgage process for future borrowers.

Two Federal agencies, The Federal Housing Finance Agency and the Consumer Financial Protection Bureau are working together on your behalf to improve the safety of the U.S. housing finance system and ensure all consumers have access to financial products and services.

We want to make it as easy as possible for you to complete this survey. You can mail back the paper survey in the enclosed business reply envelope OR complete the survey online.

The online version of the questionnaire may be easier, and faster, to complete, because it automatically skips any questions that don’t apply to you.

To take the survey online

1. GO TO www.NSMOsurvey.com
2. LOG IN with your unique survey PIN # found in the accompanying letter

Esta encuesta está disponible en español en línea

1. Visite al sitio web www.NSMOsurvey.com
2. Inicie la sesión con su número PIN único de la encuesta que se encuentra en la carta adjunta.

Thanks so much for your help with this important national effort to improve people’s experiences in financing home ownership.
We are interested in learning about your experience purchasing or refinancing either a personal home or a home for someone else, including rental property.

We look forward to hearing from you.

**Privacy Act Notice:** In accordance with the Privacy Act, as amended (5 U.S.C. § 552a), the following notice is provided. The information requested on this Survey is collected pursuant to 12 U.S.C. 4544 for the purposes of gathering information for the National Mortgage Database. Routine uses which may be made of the collected information can be found in the Federal Housing Finance Agency’s System of Records Notice (SORN) FHFA-21 National Mortgage Database. Providing the requested information is voluntary. Submission of the survey authorizes FHFA to collect the information provided and to disclose it as set forth in the referenced SORN.

**Paperwork Reduction Act Statement:** Notwithstanding any other provision of the law, no person is required to respond to, nor shall any person be subject to a penalty for failure to comply with, a collection of information subject to the requirements of the Paperwork Reduction Act, unless that collection of information displays a currently valid OMB Control Number.

OMB No. 2590-0012
Expires 2/28/2017
Thank you for helping us to learn more about your experience in getting or refinancing a mortgage.

1. Did you, in the last couple of years, take out or co-sign for a mortgage loan including any refinance of an existing mortgage?
   - Yes → If you took out or co-signed for more than one mortgage during this time, please refer to your experience with the most recent refinance or new mortgage.
   - No → Please return the blank questionnaire so we know the survey does not apply to you. The money enclosed is yours to keep.

2. Did we mail this survey to the address of the house or property you financed with this mortgage?
   - Yes  
   - No

3. Who signed or co-signed for this mortgage? Mark all that apply.
   - I signed
   - Spouse/partner including a former spouse/partner
   - Parents
   - Children
   - Other relatives
   - Other (e.g. friend, business partner)

   If this loan was co-signed by others, take into account all co-signers as best you can when answering the rest of the survey. Otherwise, it is your own situation that we want to know about.

4. When you began the process of getting this mortgage, how familiar were you (and any co-signers) with each of the following?

<table>
<thead>
<tr>
<th>Source of Information</th>
<th>Very</th>
<th>Somewhat</th>
<th>Not At All</th>
</tr>
</thead>
<tbody>
<tr>
<td>The mortgage interest rates available at that time</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>The different types of mortgages available</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>The mortgage process</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>The down payment needed to qualify for a mortgage</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>The income needed to qualify for a mortgage</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Your credit history or credit score</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>The money needed at closing</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

5. When you began the process of getting this mortgage, how concerned were you about qualifying for a mortgage?
   - Very  
   - Somewhat  
   - Not at all

6. How firm an idea did you (and any co-signers) have about the mortgage you wanted?
   - Firm idea  
   - Some idea  
   - Little idea

7. How much did you use each of the following sources to get information about mortgages or mortgage lenders?

<table>
<thead>
<tr>
<th>Source of Information</th>
<th>A Lot</th>
<th>A Little</th>
<th>Not At All</th>
</tr>
</thead>
<tbody>
<tr>
<td>Your lender or mortgage broker</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other lenders or brokers</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Real estate agents or builders</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Material in the mail</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Websites that provide information on getting a mortgage</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Newspaper/TV/Radio</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Friends/relatives/co-workers</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bankers or financial planners</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Housing counselors</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other (specify)</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

8. Which of the following best describes your shopping process?
   - I picked the loan type first, and then I picked the lender/mortgage broker
   - I picked the lender/mortgage broker first, and then I picked the loan type

9. How did you apply for this mortgage? Mark one answer.
   - Directly to a lender, such as a bank or credit union
   - Through a mortgage broker (someone who works with multiple lenders to get a loan)
   - Other (specify)

10. How many different lenders/mortgage brokers did you seriously consider before choosing where to apply for this mortgage?
    - 1  
    - 2  
    - 3  
    - 4  
    - 5 or more
11. How many different lenders/mortgage brokers did you end up applying to?

- 1
- 2
- 3
- 4
- 5 or more

12. Did you apply to more than one lender/mortgage broker for any of the following reasons?

- Searching for better loan terms
- Concern over qualifying for a loan
- Information learned from the "Loan Estimate"
- Turned down on earlier application

13. How important were each of the following in choosing the lender/mortgage broker you used for the mortgage you took out?

- Having an established banking relationship
- Having a local office or branch nearby
- Used previously to get a mortgage
- Lender/mortgage broker is a personal friend or relative
- Lender/mortgage broker operates online
- Recommendation from a friend/relative/co-worker
- Recommendation from a real estate agent/home builder
- Reputation of the lender/mortgage broker
- Spoke my primary language, which is not English
- Could provide documents in my primary language, which is not English

14. Who initiated the first contact between you and the lender/mortgage broker you used for the mortgage you took out?

- I (or one of my co-signers) did
- The lender/mortgage broker did
- We were put in contact by a third party (such as a real estate agent or home builder)

15. How open were you to suggestions from your lender/mortgage broker about mortgages with different features or terms?

- Very
- Somewhat
- Not at all

16. How important were each of the following in determining the mortgage you took out?

<table>
<thead>
<tr>
<th>Important</th>
<th>Not Important</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lower interest rate</td>
<td></td>
</tr>
<tr>
<td>Lower APR (Annual Percentage Rate)</td>
<td></td>
</tr>
<tr>
<td>Lower closing fees</td>
<td></td>
</tr>
<tr>
<td>Lower down payment</td>
<td></td>
</tr>
<tr>
<td>Lower monthly payment</td>
<td></td>
</tr>
<tr>
<td>An interest rate fixed for the life of the loan</td>
<td></td>
</tr>
<tr>
<td>A term of 30 years</td>
<td></td>
</tr>
<tr>
<td>No mortgage insurance</td>
<td></td>
</tr>
</tbody>
</table>

17. Was the "Loan Estimate" you received from your lender/mortgage broker...

- Easy to understand
- Valuable information

18. Did the "Loan Estimate" lead you to...

- Ask questions of your lender/mortgage broker
- Seek a change in your loan or closing
- Apply to a different lender/mortgage broker
- Have to add another co-signer to qualify
- Resolve credit report errors or problems
- Answer follow-up requests for more information about income or assets
- Have more than one appraisal
- Redo/refile paperwork due to processing delays
- Delay or postpone closing date
- Have your "Loan Estimate" revised to reflect changes in your loan terms
- Check other sources to confirm that the terms of this mortgage were reasonable
- Get documents in your primary language, which is not English
- Have the lender/broker translate in your primary language, which is not English

19. In the process of getting this mortgage from your lender/mortgage broker, did you...

- Have your "Loan Estimate" revised to reflect changes in your loan terms
- Check other sources to confirm that terms of this mortgage were reasonable
- Get documents in your primary language, which is not English
- Have the lender/broker translate in your primary language, which is not English

20. Your lender may have given you a booklet "Your home loan toolkit: A step-by-step guide", do you remember receiving a copy?

- Yes – Continue with Q21
- No – Skip to Q22
- Don't know – Skip to Q22
### 21. Did the "Your home loan toolkit" booklet lead you to ask additional questions about your mortgage terms?

<table>
<thead>
<tr>
<th>Yes</th>
<th>No</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### 22. During the application process were you told about mortgages with any of the following?

<table>
<thead>
<tr>
<th>Option</th>
<th>Yes</th>
<th>No</th>
</tr>
</thead>
<tbody>
<tr>
<td>An interest rate that is fixed for the life of the loan</td>
<td></td>
<td></td>
</tr>
<tr>
<td>An interest rate that could change over the life of the loan</td>
<td></td>
<td></td>
</tr>
<tr>
<td>A term of less than 30 years</td>
<td></td>
<td></td>
</tr>
<tr>
<td>A higher interest rate in return for lower closing costs</td>
<td></td>
<td></td>
</tr>
<tr>
<td>A lower interest rate in return for paying higher closing costs (discount points)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Interest-only monthly payments</td>
<td></td>
<td></td>
</tr>
<tr>
<td>An escrow account for taxes and/or homeowner insurance</td>
<td></td>
<td></td>
</tr>
<tr>
<td>A prepayment penalty (fee if the mortgage is paid off early)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Reduced documentation or &quot;easy&quot; approval</td>
<td></td>
<td></td>
</tr>
<tr>
<td>An FHA, VA, USDA or Rural Housing loan</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### 23. In selecting your settlement/closing agent did you...

<table>
<thead>
<tr>
<th>Option</th>
<th>Yes</th>
<th>No</th>
</tr>
</thead>
<tbody>
<tr>
<td>Use an agent selected/recommended by the lender/mortgage broker</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Use an agent you had used previously</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Shop around</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Did not have a settlement/closing agent</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### 24. Do you have title insurance on this mortgage?

- Yes – Continue with Q25
- No – Skip to Q26
- Don't know – Skip to Q26

### 25. Which best describes how you picked the title insurance?

- Reissued previous title insurance
- Used title insurance recommended by lender/mortgage broker or settlement agent
- Shopped around

### 26. Overall, how satisfied are you that the mortgage you got was the one with the...

- Best terms to fit your needs
- Lowest interest rate for which you could qualify
- Lowest closing costs

### 27. Overall, how satisfied are you with the...

- Lender/mortgage broker you used
- Application process
- Documentation process required for the loan
- Loan closing process
- Information in mortgage disclosure documents
- Timeliness of mortgage disclosure documents
- Settlement agent

### 28. Did you take a course about home-buying or talk to a housing counselor?

- No – Skip to Q32
- Yes

### 29. How was the home-buying course or counseling provided?

- In person, one-on-one
- In person, in a group
- Over the phone
- Online

### 30. How many hours was the home-buying course or counseling?

- Less than 3 hours
- 3 – 6 hours
- 7 – 12 hours
- More than 12 hours

### 31. Overall, how helpful was the home-buying course or counseling?

- Very
- Somewhat
- Not at all
32. What was the primary purpose for this most recent mortgage? If you refinanced an existing mortgage for any reason, please select refinance below. *Mark one answer.*

- Purchase of a property – *Continue with Q33*
- Permanent financing on a construction loan
- Refinance or modification of an existing mortgage
- New loan on a mortgage-free property
- Some other purpose (specify)

33. Did you do the following before or after you made an offer on this house or property?

<table>
<thead>
<tr>
<th>Action</th>
<th>Before Offer</th>
<th>After Offer</th>
<th>Did Not Do</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contacted a lender to explore mortgage options</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Got a pre-approval or pre-qualification from a lender</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Decided on the type of loan</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Made a decision on which lender to use</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Submitted an official loan application</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

34. What percent down payment did you make on this property?

- 0%
- Less than 3%
- 3% to less than 5%
- 5% to less than 10%
- 10% to less than 20%
- 20% to less than 30%
- 30% or more

35. Did you use any of the following sources of funds to purchase this property?

<table>
<thead>
<tr>
<th>Source of Funds</th>
<th>Used</th>
<th>Not Used</th>
</tr>
</thead>
<tbody>
<tr>
<td>Proceeds from the sale of another property</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Savings, retirement account, inheritance, or other assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Assistance or loan from a nonprofit or government agency</td>
<td></td>
<td></td>
</tr>
<tr>
<td>A second lien, home equity loan, or home equity line of credit (HELOC)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Gift or loan from family or friend</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Seller contribution</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

36. How important were the following in your decision to refinance, modify or obtain a new mortgage?

<table>
<thead>
<tr>
<th>Importance</th>
<th>Important</th>
<th>Not Important</th>
</tr>
</thead>
<tbody>
<tr>
<td>Change to a fixed-rate loan</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Get a lower interest rate</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Get a lower monthly payment</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Consolidate or pay down other debt</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Repay the loan more quickly</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Take out cash</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

37. Approximately how much was owed, in total, on the old mortgage(s) and loan(s) you refinanced?

$ ___________________________.00

- Zero (the property was mortgage-free)

38. How does the total amount of your new mortgage(s) compare to the total amount of the old mortgage(s) and loan(s) you paid off (include any new second liens, home equity loans, or a home equity line of credit (HELOC))?

- New amount is lower – *Skip to Q40*
- New amount is about the same – *Skip to Q40*
- New amount is higher
- Property was mortgage-free

39. Did you use the money you got from this new mortgage for any of the following?

<table>
<thead>
<tr>
<th>Use of Money</th>
<th>Yes</th>
<th>No</th>
</tr>
</thead>
<tbody>
<tr>
<td>College expenses</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Auto or other major purchase</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Buy out co-borrower e.g. ex-spouse</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pay off other bills or debts</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Home repairs or new construction</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Savings</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Closing costs of new mortgage</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Business or investment</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other (specify)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

40. When you took out this most recent mortgage or refinance, what was the loan amount (the dollar amount you borrowed)?

$ ___________________________.00

- Don't know
41. What is the monthly payment, including the amount paid to escrow for taxes and insurance?

$ ________ .00  □ Don't know

42. What is the interest rate on this mortgage?

□ □ □ □

43. Is this an adjustable-rate mortgage (one that allows the interest rate to change over the life of the loan)?

□ Yes

□ No

□ Don't know

44. At the time of application, did the lender give you the option to set/lock the interest rate so that it would not change before closing?

□ Yes

□ No

□ Don't know

45. When was the interest rate set/locked on this loan?

□ At application

□ Between application and closing

□ Around closing

46. Does this mortgage have any of the following features?

□ A prepayment penalty  (fee if the mortgage is paid off early)

□ An escrow account for taxes and/or homeowner insurance

□ A balloon payment

□ Interest-only payments

□ Private mortgage insurance

47. The Closing Disclosure statement you received at closing shows the loan closing costs and other closing costs separately. What were the loan closing costs you paid on this loan?

$ ________ .00  □ Don't know

48. How were the total closing costs (loan costs and other costs) for this loan paid?

By me or a co-signer (check or wire transfer) □ □ □

By lender/mortgage broker □ □ □

By seller/builder □ □ □

Added to the mortgage amount □ □ □

Other (specify) □ □ □

□ Loan had no closing costs

49. Were the loan costs you paid similar to what you had expected to pay based on the Loan Estimates or Closing Disclosures you received?

□ Yes

□ No

50. Did you seek input about your closing documents from any of the following people?

□ Lender/mortgage broker

□ Settlement agent

□ Real estate agent

□ Personal attorney

□ Title agent

□ Trusted friend or relative who is not a co-signer on the mortgage

□ Housing counselor

□ Other (specify) □ □ □

51. At any time after you made your final loan application did any of the following change?

Monthly payment □ □ □

Interest rate □ □ □

Other fees □ □ □

Amount of money needed to close loan □ □ □
52. Did you face any unpleasant "surprises" at your loan closing?
- No – Skip to Q54
- Yes

53. What unpleasant surprises did you face?
- Loan documents not ready
- Closing did not occur as originally scheduled
- Three day rule required re-disclosure
- Mortgage terms different at closing e.g. interest rate, monthly payment
- More cash needed at closing e.g. escrow, unexpected fees
- Asked to sign blank documents
- Rushed at closing or not given time to read documents
- Other (specify)

54. At the same time you took out this mortgage, did you also take out another loan on the property you financed with this mortgage (a second lien, home equity loan, or a home equity line of credit (HELOC))?  
- No – Skip to Q56
- Yes

55. What was the amount of this loan?  
$ __________________________.00
- Don't know

56. How well could you explain to someone the…
- Process of taking out a mortgage
- Difference between a fixed- and an adjustable-rate mortgage
- Difference between a prime and subprime loan
- Difference between a mortgage's interest rate and its APR
- Amortization of a loan
- Consequences of not making required mortgage payments
- Difference between lender's and owner's title insurance
- Relationship between discount points and interest rate
- Reason payments into an escrow account can change

57. When did you buy or get this property? If you refinanced, the date you originally bought or got the property?  
- __________ / __________ month/year

58. What was the purchase price of this property, or if you built it, the construction and land cost?  
$ __________________________.00
- Don't know

59. How did you acquire this property?  
Mark one answer:  
- Purchased an existing home
- Purchased a newly-built home from a builder
- Had or purchased land and built a house
- Received as a gift or inheritance
- Other (specify)

60. Which of the following best describes this property?  
Mark one answer:  
- Single-family detached house – Skip to Q62
- Mobile home or manufactured home – Skip to Q62
- Townhouse, row house, or villa
- 2-unit, 3-unit, or 4-unit dwelling
- Apartment (or condo/co-op) in apartment building
- Unit in a partly commercial structure
- Other (specify)

61. Does this mortgage cover more than one unit?  
- Yes  
- No

62. About how much do you think this property is worth in terms of what you could sell it for now?  
$ __________________________.00
- Don't know

63. Do you rent out all or any portion of this property?  
- No – Skip to Q65
- Yes

64. How much rent do you receive annually?  
$ __________________________.00 per year
65. Besides you, the mortgage co-signers, and renters, does anyone else help pay the expenses for this property?

☐ Yes  ☐ No

66. Which of the following best describes how you use this property?

☐ Primary residence (where you spend the majority of your time)
☐ It will be my primary residence soon
☐ Seasonal or second home
☐ Home for other relatives
☐ Rental or investment property
☐ Other (specify)

67. If primary residence, when did you move into this property?

[ ] / year

68. In the last couple years, how has the following changed in the neighborhood where this property is located?

<table>
<thead>
<tr>
<th>Change</th>
<th>Significant Increase</th>
<th>Little/No Change</th>
<th>Significant Decrease</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of homes for sale</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Number of vacant homes</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Number of homes for rent</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Number of foreclosures or short sales</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>House prices</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Overall desirability of living there</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

69. What do you think will happen to the prices of homes in this neighborhood over the next couple of years?

☐ Increase a lot
☐ Increase a little
☐ Remain about the same
☐ Decrease a little
☐ Decrease a lot

70. In the next couple of years, how do you expect the overall desirability of living in this neighborhood to change?

☐ Become more desirable
☐ Stay about the same
☐ Become less desirable

71. How likely is it that in the next couple of years you will...

<table>
<thead>
<tr>
<th>Event</th>
<th>Very Likely</th>
<th>Somewhat Likely</th>
<th>Not At All</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sell this property</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Move but keep this property</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Refinance the mortgage on this property</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pay off this mortgage and own the property mortgage-free</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

72. What is your current marital status?

☐ Married – Skip to Q74
☐ Separated
☐ Never married
☐ Divorced
☐ Widowed

73. Do you have a partner who shares the decision-making and responsibilities of running your household but is not your legal spouse?

☐ Yes  ☐ No

74. Age at last birthday:

You _______ years  Spouse/Partner _______ years

75. Sex:

☐ Male  ☐ Female

76. Highest level of education achieved:

<table>
<thead>
<tr>
<th>Education Level</th>
<th>You</th>
<th>Spouse/Partner</th>
</tr>
</thead>
<tbody>
<tr>
<td>Some schooling</td>
<td></td>
<td></td>
</tr>
<tr>
<td>High school graduate</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Technical school</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Some college</td>
<td></td>
<td></td>
</tr>
<tr>
<td>College graduate</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Postgraduate studies</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Fill out the form and return it to:

[Return Address]

[Date]
### 77. Hispanic or Latino:
- Yes
- No

### 78. Race: Mark all that apply.
- White
- Black or African American
- American Indian or Alaska Native
- Asian
- Native Hawaiian or Pacific Islander

### 79. Current work status: Mark all that apply.
- Self-employed full time
- Self-employed part time
- Employed full time
- Employed part time
- Retired
- Unemployed, temporarily laid-off or on leave
- Not working for pay (student, homemaker, disabled)

### 80. Ever served on active duty in the U.S. Armed Forces: (Active duty includes serving in the U.S. Armed Forces as well as activation from the Reserves or National Guard).
- Yes, now on active duty
- Yes, on active duty in the past, but not now
- No, never on active duty except for initial/basic training
- No, never served in the U.S. Armed Forces

### 81. Besides you (and your spouse/partner) who else lives in your household? Mark all that apply.
- Children/grandchildren under age 18
- Children/grandchildren age 18-22
- Children/grandchildren age 23 or older
- Parents of you or your spouse or partner
- Other relatives like siblings or cousins
- Non-relatives
- No one else

### 82. Do you speak a language other than English at home?
- Yes
- No

### 83. Approximately how much is your total annual household income from all sources (wages, salaries, tips, interest, child support, investment income, retirement, social security, and alimony)?
- Less than $35,000
- $35,000 to $49,999
- $50,000 to $74,999
- $75,000 to $99,999
- $100,000 to $174,999
- $175,000 or more

### 84. How does this total annual household income compare to what it is in a "normal" year?
- Higher than normal
- Normal
- Lower than normal

### 85. Does your total annual household income include any of the following sources?
- Wages or salary
- Business or self-employment
- Interest or dividends
- Alimony or child support
- Social Security, pension or other retirement benefits

### 86. Does anyone in your household have any of the following?
- 401(k), 403(b), IRA, or pension plan
- Stocks, bonds, or mutual funds (not in retirement accounts or pension plans)
- Certificates of deposit
- Investment real estate

### 87. Which one of the following statements best describes the amount of financial risk you are willing to take when you save or make investments?
- Take substantial financial risks expecting to earn substantial returns
- Take above-average financial risks expecting to earn above-average returns
- Take average financial risks expecting to earn average returns
- Not willing to take any financial risks
**88. Do you agree or disagree with the following statements?**

<table>
<thead>
<tr>
<th>Statement</th>
<th>Agree</th>
<th>Disagree</th>
</tr>
</thead>
<tbody>
<tr>
<td>Owning a home is a good financial investment</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Most mortgage lenders generally treat borrowers well</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Most mortgage lenders would offer me roughly the same rates and fees</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Late payments will lower my credit rating</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lenders shouldn't care about any late payments, only whether loans are</td>
<td></td>
<td></td>
</tr>
<tr>
<td>fully repaid</td>
<td></td>
<td></td>
</tr>
<tr>
<td>It is okay to default or stop making mortgage payments if it is in the</td>
<td></td>
<td></td>
</tr>
<tr>
<td>borrower's financial interest</td>
<td></td>
<td></td>
</tr>
<tr>
<td>I would consider counseling or taking a course about managing my finances</td>
<td></td>
<td></td>
</tr>
<tr>
<td>if I faced financial difficulties</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**91. In the last couple years, have the following changed for you (and your spouse/partner)?**

<table>
<thead>
<tr>
<th>Change in Category</th>
<th>Significant Increase</th>
<th>Little/No Change</th>
<th>Significant Decrease</th>
</tr>
</thead>
<tbody>
<tr>
<td>Household income</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Housing expenses</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-housing expenses</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**92. In the next couple of years, how do you expect the following to change for you (and your spouse/partner)?**

<table>
<thead>
<tr>
<th>Change in Category</th>
<th>Significant Increase</th>
<th>Little/No Change</th>
<th>Significant Decrease</th>
</tr>
</thead>
<tbody>
<tr>
<td>Household income</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Housing expenses</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-housing expenses</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**93. How likely is it that in the next couple of years you (or your spouse/partner) will face…**

<table>
<thead>
<tr>
<th>Difficulty</th>
<th>Very Likely</th>
<th>Somewhat Likely</th>
<th>Not at All</th>
</tr>
</thead>
<tbody>
<tr>
<td>Difficulties making your mortgage payments</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>A layoff, unemployment, or forced reduction in hours</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Some other personal financial crisis</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**94. If your household faced an unexpected personal financial crisis in the next couple of years, how likely is it you could…**

<table>
<thead>
<tr>
<th>Financial Outcome</th>
<th>Very Likely</th>
<th>Somewhat Likely</th>
<th>Not at All</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pay your bills for the next 3 months without borrowing</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Get significant financial help from family or friends</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Borrow a significant amount from a bank or credit union</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Significantly increase your income</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
The Federal Housing Finance Agency and the Consumer Financial Protection Bureau thank you for completing this survey.

We have provided the space below if you wish to share additional comments or further explain any of your answers. Please do not put your name or address on the questionnaire.

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

FHFA
1600 Research Blvd, RC B16
Rockville, MD 20850

For any questions about the survey or online access you can call toll free 1-855-339-7877.