## PLEASE TELL US ABOUT <u>YOUR</u> RECENT RESIDENTIAL MORTGAGE OR REFINANCE EXPERIENCE

## A nationwide survey of mortgage borrowers throughout the United States

Over the last few years the U.S. economy has gone through some dramatic changes. Learning directly from borrowers about their experiences will help us improve lending practices and the mortgage process for future borrowers.



This research study is sponsored by two Federal agencies working together on behalf of consumers.

The Federal Housing Finance Agency oversees Fannie Mae and Freddie Mac to ensure the safety of the U.S. housing finance system; and

The Consumer Financial Protection Bureau works to ensure that all consumers have access to markets for consumer financial products and services and that these markets are fair, transparent, and competitive.

## TO TAKE THE SURVEY ONLINE Esta encuesta está disponible en español en línea

- **1 GO TO** <u>www.NSMBsurvey.com</u>
  Visite al sitio web <u>www.NSMBsurvey.com</u>
- LOG IN with your unique survey PIN # found in the accompanying letter
  Inicie la sesión con su número PIN único en la encuesta que se encuentra en la carta adjunta.

Online responses are processed more quickly, so taking the survey online makes it less likely you will receive follow-up reminders to complete the survey.

Respuestas en línea son procesadas más rápido, por lo que tomar la encuesta en línea hace que sea menos probable que usted reciba recordatorios de seguimiento para completar la encuesta.

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 12/31/2016

Thank you for helping us to learn more about your experience in getting or refinancing a mortgage.				5.	When you bega mortgage, how	concerne	d were					
1.	Within the pas out or co-sign t refinance of ar	for a mortgage	loan i	-			qualifying for a	Som			☐ Not a	at all
	$\square \text{ Yes} \to \text{If you}$ one n	took out or co-s nortgage during t to your experienc	igned fo his time	e, please	ın	6.	How firm an idhave about the					rs)
		to your expertent i <mark>t refinance or ne</mark>					Firm idea	Som	e idea		Littl	e idea
	we kn	se return the blan now the survey do noney enclosed is	es not e	apply to yo		7.	How much did sources to get in mortgage lende	formatio				or
2.	Did we mail th									A	A Little	Not
	house or prope	erty you financ	ed wit	h this			Your lender or br	oker		Lot		At All
	mortgage?						Other lenders or b				H	
	☐ Yes ☐	No					Real estate agents		S	$\overline{\Box}$		
3.	Including you,	how many neo	nnle sid	aned or co	<b>)-</b>		Material in the ma			$\overline{\Box}$	H	ī
<b>J.</b>	signed for this		pic sig	Shed of ec	,		Websites that pro		nation	_		
			_	74			on getting a mo					
		2 3	L	_ 4 or mor	e		Newspaper/TV/R	adio				
If t	If this loan was co-signed by others, take into account					Friends/relatives/	co-workers					
-	co-signers as be						Bankers or finance	ial planner	S			
	the survey. Other	•	own st	ituation th	at		Housing counselo	ors				
we	want to know al	bout.					Other (specify)					
1	W/how wore how	a 4h aaaaa	of ~o44	lina 4lhia								
4.	When you begamortgage, how	<del>-</del>	_	_								
	co-signers) wit		-	_		8.	Which of the fo	_	est des	cribes	your	
					Not		shopping proces	SS :				
	The mortgage in	terest rates	Very	Somewhat	At All		☐ I picked the loatender/broke	• •	t, and th	en I pio	cked the	
	available at tha	at time					☐ I picked the len		· finat or	ad than	Luialrad	
	The different typ						the loan type		ilist, ai	ia men	т ріскец	
	mortgages ava						une roum type					
	The mortgage pr					9.	How did you ap	ply for th	nis mor	tgage'	? Mark	one
	The down payme qualify for a m		_	_	_		answer.					
	The income need			Ш			Directly to a le	nder, such	as a ban	k or cr	edit unio	n
	for a mortgage	• •					☐ Through a mor					;
	Your credit histo	ory or	_	_	_		with two or i		rs to get	a loan	!)	
	credit score The money need	lad at alosina	片		님		Other (speerry)					_
	The money need	ied at closing				10.	How many diffe	erent lend	lers/bro	okers	did you	l
							seriously consid			ng wh	nere to	
							apply for this m	ortgage?				
							□ 1 □ 2	□ 3	<b>4</b>		5 or mo	re



11. How many different lenders/brokers did you end up applying to?	16. How important were each of the following in determining the mortgage you took out?
$\square$ 1 $\square$ 2 $\square$ 3 $\square$ 4 $\square$ 5 or more	Not Important Important
	Lower interest rate
12 Did you apply to more than ane	Lower APR (Annual Percentage Rate)
12. Did you apply to more than one lender/broker for any of the following	Lower closing fees
reasons?	Lower down payment
Yes No	Lower monthly payment
Searching for better loan terms	An interest rate fixed for the life
Concern over qualifying for a loan	of the loan
Information learned from the	A term of 30 years
"Good Faith Estimate"	No mortgage insurance
Turned down on earlier application	
12. How important were each of the following in	17. Was the "Good Faith Estimate" you received
13. How important were each of the following in choosing the lender/broker you used for the	from your lender/broker
mortgage you took out?	Yes No
Not	Easy to understand
Important Important	Valuable information
Having an established banking	
relationship	18. Did the "Good Faith Estimate" lead you to
Having a local office or branch nearby	·
Used previously to get a mortgage	Ask questions of your lender/broker
Lender/broker is a personal friend	Ask questions of your lender/broker  Seek a change in your loan or closing
or relative	Seek a change in your loan of closing
Lender/broker operates online  Recommendation from a friend/	
relative/co-worker	19. In the process of getting this mortgage from your
Recommendation from a real	lender/broker, did you
estate agent/home builder	Yes No
Reputation of the lender/broker	Have to add another co-signer to qualify
Spoke my primary language, which is	Resolve credit report errors or problems
not English	Answer follow-up requests for more
	information about income or assets
	Have more than one appraisal
14. Who initiated the first contact between you and	Redo/refile paperwork due to processing delays
the lender/broker you used for the mortgage	Delay or postpone closing date
you took out?	Have your "Good Faith Estimate" revised
☐ I (or one of my co-signers) did	to reflect changes in your loan terms
☐ The lender/broker did	End up with better mortgage terms than
We were put in contact by a third party (such as a	you were originally offered
real estate agent or home builder)	Check other sources to confirm that
	terms of this mortgage were reasonable
15. How open were you to suggestions from your	
lender/broker about mortgages with different	20. Your lender may have given you a "Shopping
features or terms?	for your home loan: Settlement cost booklet",
☐ Very ☐ Somewhat ☐ Not at all	did you receive a copy?
	☐ No Skip to Q22
	Yes
	☐ Don't know



	cost booklet, did the booklet lead		mortgage you got was the one with the						
	ask additional questions about y	•		Not					
	mortgage terms?			·	at At All				
	☐ Yes ☐ No			Best terms to fit your needs  Lowest interest rate for which					
				you could qualify					
22.	<b>During the application process were</b>	von to	ıld	Lowest closing costs	H				
	about mortgages with any of the foll								
		Yes	No						
	An interest rate that is fixed for the			27. Overall, how satisfied are you with the					
	life of the loan			Very Somewh	Not at At All				
	An interest rate that could change over	_	_	Lender/broker you used					
	the life of the loan			Application process					
	A term of less than 30 years			Documentation process	_				
	A higher interest rate in return for lower closing costs			required for the loan					
	A lower interest rate in return for paying			Loan closing process					
	higher closing costs (discount points)			Information in mortgage disclosure documents					
	Interest-only monthly payments	$\Box$	$\overline{}$	Timeliness of mortgage					
	An escrow account for taxes and/or			disclosure documents					
	homeowner insurance			Settlement agent					
	A prepayment penalty (fee if the mortgage	?							
	is paid off early)			28. Did you take a course about home-buying	or				
	Reduced documentation or "easy"		_	talk to a housing counselor?	O1				
	approval								
	An FHA, VA, USDA or Rural Housing	П		☐ No Skip to Q32					
	loan	_		☐ Yes —					
23.	In selecting your settlement agent di	d vou.		29. How was the home-buying course or					
	g , zg	Yes	No	counseling provided?					
	Use an agent recommended by the		- 1.0	Yes	No				
	lender/broker			In person, one-on-one					
	Use an agent you had used previously			In person, in a group					
	Shop around	Ш	Ш	Over the phone					
				Online					
24.	Did your lender require you to get ti	tle		30. How many hours was the home-buyi	ng				
	insurance on this mortgage?			course or counseling?	8				
	☐ No Skip to Q26			Less than 3 hours					
	☐ Yes —			3 – 6 hours					
	$\downarrow$			☐ 7 – 12 hours					
	25. Which best describes how you p	icked t	the	☐ More than 12 hours					
	title insurance?			_					
	Reissued previous title insurance			31. Overall, how helpful was the home-b	uying				
	Used title insurance recommended	by		course or counseling?					
	lender/broker or settlement agent	t		☐ Very ☐ Somewhat ☐ No	ot at all				
	☐ Shopped around								



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)			36. If a refinance, construction loan, or new loan on a mortgage free property, how important were the following in your decision to refinance, modify or obtain a new mortgage?    Not   Important   Important   Important
33. When did you do the following, bef			37. Approximately how much was owed, in total, on the old mortgage(s) and loan(s) you refinanced?
you made an offer on this house or	property	y?	.00
Refo	re After	Did Not Do	Zero (the property was mortgage-free)
Contacted a lender to explore mortgage options			38. How does the total amount of your new mortgage(s) compare to the total amount of the
qualification from a lender			old mortgage(s) and loan(s) you paid off
Decided on the type of loan			(include any new second liens, home equity loans,
Made a decision on which lender to use			or a home equity line of credit (HELOC))?
Submitted an official loan application	ı	п	<ul><li>New amount is lower Skip to Q40</li><li>New amount is about the same Skip to Q40</li></ul>
34. What percent down payment did yo this property?  0% Less than 5% 5% to less than 10% 10% to less than 20% 20% or more  35. Did you use any of the following sor funds to purchase this property?  Proceeds from the sale of another proper	urces of	Not Used	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?  Yes No  College expenses Auto or other major purchase Pay off other bills or debts Home repairs or new construction Savings Closing costs of new mortgage Business or investment Other (specify)
Savings, retirement account, inheritance,	-		
or other assets			TI.'- 8.0
Assistance or loan from a nonprofit or government agency			This Mortgage
A second lien, home equity loan, or hom equity line of credit (HELOC)	е		40. When you took out this most recent mortgage or ↑ refinance, what was the loan amount (the dollar
Gift or loan from family or friend			amount you borrowed)?
Seller contribution			
Skip to Q40			



	amount paid to escrow for taxes and insurance?	closing shows the loan costs and other closing costs separately. What were the loan closing costs
	\$00	you paid on this loan?
42.	What is the interest rate on this mortgage?	\$
	%	48. How were the total closing costs (loan costs and other costs) for this loan paid?
	Is this an adjustable-rate mortgage (one that allows the interest rate to change over the life of	By me or a co-signer (check or
	the loan)?	wire transfer)
	☐ Yes ☐ No	By seller/builder
	☐ Don't know	Other (specify)
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?	49. Did you compare the final loan costs to the final Good Faith Estimate you received from your
	Yes	lender?
	□ No	☐ No Skip to Q51 ☐ Yes —
	☐ Don't know	50. Did you find any significant differences
	When was the interest rate set/locked on this loan?	between the two?  ☐ Yes
	☐ At application	□ No
	☐ Between application and closing ☐ Around closing	51. Did you seek input about your closing
		documents from any of the following people?  Yes No
	Does this mortgage have any of the following	Lender/broker
	features?	Settlement agent
	Yes No Know	Real estate agent
	A prepayment penalty (fee if the mortgage is paid off early)	Personal attorney
	An escrow account for taxes and/or	Trusted friend or relative who is not
	homeowner insurance	a co-signer on the mortgage
	A balloon payment	Housing counselor
	Interest-only payments	Other (specify)



52. Did you face any unpleasant "surprises" at your loan closing?	This Mortgaged Property
☐ No Skip to Q54 ☐ Yes —	57. When did you buy or acquire this property? If you refinanced, the date you originally acquired the property?
53. What unpleasant surprises did you face?	
S3. What unpleasant surprises did you face?    Yes	58. What was the purchase price of this property, or if you built it, the construction and land cost?  \$
Very Somewhat At All	☐ Yes ☐ No
Process of taking out a mortgage	62. About how much do you think this property is worth in terms of what you could sell it for now?
Difference between a prime and subprime loan	\$00
Difference between a mortgage's interest rate and its APR   Amortization of a loan	63. Do you rent out all or any portion of this property?
Consequences of not making required mortgage payments	☐ No Skip to Q65 ☐ Yes —
Difference between lender's and owner's title insurance	64. How much rent do you receive annually?
	\$00 per year



renters, does anyone else help pay the	you will
expenses for this property?	Not
	Very Somewhat At All
☐ Yes ☐ No	Sell this property
	Move but keep this property   Refinance the mortgage on
66. Which of the following best describes how you use this property?	this property
☐ Primary residence (where you	Pay off this mortgage and own the property mortgage-free
spend the majority of your time)	the property mortgage nee
☐ It will be my primary residence soon	
Seasonal or second home	
☐ Home for other relatives Skip to Qe	Your Household
☐ Rental or investor property ☐ Other (specify)	72. What is your current marital status?
•	☐ Married Skip to Q74
67. If primary residence, when did you move	Separated
into this property?	☐ Never married
	Divorced
/	□ Widowed
month year	73. Do have a new to see a house the
(0 I. 4b. la 4 b b - 4b. f-ll	73. Do you have a partner who shares the decision-making and responsibilities of
68. In the last couple years, how has the following changed in the neighborhood where this proper	
is located?	legal spouse?
Significant Little/No Significan	9 -
Increase Change Decrease	100
Number of homes for sale	Please answer the following questions for you and
Number of vacant homes	your spouse or partner, if applicable.
Number of foreclosures or	
short sales	74. Age at last birthday:
House prices	Spouse/
Overall desirability of	You Partner
living there	yearsyears
69. What do you think will happen to the prices of	20.0
homes in this neighborhood over the next	75. Sex:
couple of years?	Spouse/ You Partner
☐ Increase a lot	Male
☐ Increase a little	Female $\Box$
☐ Remain about the same	
Decrease a little	76. Highest level of education achieved:
Decrease a lot	Spouse/
	You Partner
70. In the next couple of years, how do you expect	Some schooling
the overall desirability of living in this	High school graduate
neighborhood to change?	Technical school
☐ Become more desirable	Some college
☐ Stay about the same	College graduate
☐ Become less desirable	Postgraduate studies



77.	Hispanic or Latino:			82. Approximately how much is your tot		ual
		₹7.	Spouse/ Partner	household income from all sources (v	_	
	Yes	You		salaries, tips, interest, child support, in		
	No			income, retirement, social security, and	d alimo	ny)?
	NO	ш		Under \$35,000		
<b>78.</b>	Race: Mark all that apply.			\$35,000 to \$49,999		
		You	Spouse/ Partner	\$50,000 to \$74,999		
	White			\$75,000 to \$99,999		
	Black or African American	$\overline{}$	$\overline{}$	\$100,000 to \$174,999		
	American Indian or Alaska Native			\$175,000 or more		
	Asian			83. How does this total annual household		ne
	Native Hawaiian or Pacific Islander			compare to what it is in a "normal"	year?	
70				Higher than normal		
79.	Current work status: Mark all th	ıat appi		☐ Normal		
		You	Spouse/ Partner	Lower than normal		
	Self-employed/work for self					
	Employed full time			84. Does your total annual household ind		
	Employed part time	$\overline{\Box}$		include any of the following sources?		
	Retired			Wagaa ar aalam:	Yes	No
				Wages or salary Business or self-employment		
	Temporarily laid-off or on leave		Ш	Interest or dividends		Η
	Not working for pay (student,			Alimony or child support		
	homemaker, disabled, unemployed)	, —	_	Social Security benefits	H	H
20	Have you ever served on active of	duty in	the II S	200000000000000000000000000000000000000		ш
00.	Armed Forces? (Active duty inclu	•		85. Does anyone in your household have	any of	fthe
	the U.S. Armed Forces as well as		_	following?	J	
	the Reserves or National Guard).			S	Yes	No
			Spouse/	401(k), 403(b), IRA, or pension plan		
	Yes, now on active duty	You	Partner	Stocks, bonds, or mutual funds (not in		
	Yes, on active duty in the past, but		_	retirement accounts or pension plans)		
	not now			Certificates of deposit		
	No, never on active duty except for			Investment real estate		
	initial/basic training			96 Which one of the following statemen	ta baat	
	No, never served in the U.S.	_	_	86. Which <u>one</u> of the following statemen describes the amount of financial ris		
	Armed Forces			willing to take when you make invest	•	
				_		
81.	Besides you (and your spouse/pa			☐ Take substantial financial risks expectir substantial returns	ig to ear	rn
	lives in your household? Mark all	ll that a <sub>l</sub>	pply.		4 4	_
	Children/grandchildren under age	18		Take above-average financial risks experience arn above-average returns	eung u	)
	☐ Children/grandchildren age 18-22			☐ Take average financial risks expecting t	o earn	
	☐ Children/grandchildren age 23 or c	older		average returns		
	Parents of you or your spouse or pa			☐ Not willing to take any financial risks		
	Other relatives like siblings or cous					
	☐ Non-relatives					
	☐ No one else					



Household income Housing expenses Non-housing expe  91. In the next coup the following to spouse/partner)  Household income Housing expenses Non-housing expenses Non-housing expenses Vou (or your spouse)  Retirement Difficulties making mortgage payme A layoff, unemplot forced reduction Some other person crisis	ole of years, how change for you?  Significant Increase e enses  that in the next ouse/partner) were the source of	Change  W do you cand y  Little/N Change	e Dec	nificant crease
Housing expenses Non-housing expe  91. In the next coup the following to spouse/partner)  Household incom Housing expenses Non-housing expenses Non-housing expenses Non-housing expenses Non-housing expenses A layoff unemple forced reduction Some other person	nses	w do you (and y Chang	ou experience of year	ect  nificant crease  ars
91. In the next coup the following to spouse/partner)  Household income Housing expenses Non-housing expenses Non-	ole of years, how change for you?  Significant Increase  Enses  Increase  In	Little/N Chang Cha	vour  No Sign ge Dec	nificant crease
91. In the next coup the following to spouse/partner)  Household income Housing expenses Non-housing expenses Non-housing expenses Vou (or your spour	ole of years, how change for you?  Significant Increase e	Little/N Chang Cha	vour  No Sign ge Dec	nificant crease
Household income Housing expenses Non-housing expen	change for you?  Significant Increase e	Little/N Chang Cha	vour  No Sign ge Dec	nificant crease
Household income Housing expenses Non-housing expen	change for you?  Significant Increase e	Little/N Chang Cha	vour  No Sign ge Dec	nificant crease
Household income Housing expenses Non-housing expenses Non-housing expenses  92. How likely is it to you (or your specific property)  Retirement Difficulties making mortgage payme A layoff, unemplote forced reduction Some other person	Significant Increase e	Chang	e of yea	crease  Crease  Crease  Crease
Housing expenses Non-housing expenses Non-housing expenses  92. How likely is it to you (or your spotential sp	enses   that in the next buse/partner) v  g your ents byment, or in hours	couple vill face	mewhat	Not
92. How likely is it you (or your spot)  Retirement Difficulties makin mortgage payme A layoff, unemploforced reduction Some other person	that in the next ouse/partner) v	couple vill face	mewhat	Not
92. How likely is it is you (or your spot)  Retirement  Difficulties making mortgage payment  A layoff, unemplote forced reduction. Some other person	that in the next ouse/partner) very series of the contract of	couple vill face	mewhat	Not
Retirement Difficulties makin mortgage payme A layoff, unemplo forced reduction Some other person	ouse/partner) v	Very So	mewhat	Not
Difficulties makin mortgage payme A layoff, unemplo forced reduction Some other person	ents byment, or in hours			
Difficulties makin mortgage payme A layoff, unemplo forced reduction Some other person	ents byment, or in hours			
mortgage payme A layoff, unemplo forced reduction Some other person	ents byment, or in hours			
A layoff, unemplo forced reduction Some other person	oyment, or n in hours			
forced reduction Some other person	n in hours			
_	nal financial			
93. If your househ	old faced an ui	nexpect	ed	
personal finan		_		of
years, how like			•	
		Verv S	Somewha	Not at At A
Pay your bills for months withou				
Get significant fi				
from family or				
Borrow enough a bank or credi	it union			
Significantly inc	rease your			
income		ш	Ш	ш
	income	income	income	income



## 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 of your answers. <b>Please do <u>not</u> put your name or address on the questionn</b>	
Please use the enclosed business reply envelope to return your completed qu FHFA 1600 Research Blvd, RC B16	uestionnaire.
Rockville, MD 20850	
For any questions about the survey or online access you can call toll free 1-85	55-339-7877.

