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 www.NSMBsurvey.com**Visite al sitio web www.NSMBsurvey.com
- 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

	ank you for helping us to learn i perience in getting or refinancin	5. When you began the process of getting this mortgage, how concerned were you about qualifying for a mortgage?									
1.	Within the past 18 months of out or co-sign for a mortgage refinance of an existing mort ☐ Yes → If you took out or co-sone mortgage during to the control of the control	e loan in gage? igned for this time	including for more that e, please	any	6.	☐ Very How firm an ide have about the n	☐ Som	ewhat u (and			
	refer to your experient recent refinance or not No → Please return the blant we know the survey do The money enclosed is	ew mor k quest pes not	tgage. ionnaire so apply to yo		7.	Firm idea How much did y sources to get inf	formatio	ach of 1			
	Did we mail this survey to the house or property you finance mortgage? Yes No Including you, how many pee	e addr ed wit	ress of the			Your lender or bro Other lenders or bro Real estate agents Material in the ma	oker rokers or builder il		A Lot	A Little	Not At All
all of	signed for this mortgage? 1 2 3 his loan was co-signed by other co-signers as best you can whe the survey. Otherwise, it is your want to know about.	s, take n answ	ering the	unt rest		Websites that provon getting a more Newspaper/TV/Ra Friends/relatives/c Bankers or financi Housing counselor Other (specify)	tgage adio o-workers al planner				
4.	When you began the process mortgage, how familiar were co-signers) with each of the f	you (a ollowi	and any ng?	Not	8.	Which of the foll shopping process	s?				
	The mortgage interest rates available at that time The different types of mortgages available	Very	Somewhat	At All		☐ I picked the loan lender/broker☐ I picked the lend the loan type	••		-		
	The mortgage process The down payment needed to qualify for a mortgage The income needed to qualify for a mortgage Your credit history or credit score The money needed at closing					How did you appanswer. Directly to a lend through a mort with two or more of the Other (specify). How many difference of the other of	nder, such gage brok	as a ban er (some rs to get	ik or cr eone w a loan	redit unio ho works	on ·
					10.	seriously considerapply for this mo	er before	choosi	ing wl		



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
	Lower interest rate Important
12 Did you apply to make than and	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" Turned down on earlier application	No mortgage insurance
12. How immentant more 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
Used previously to get a mortgage	Yes No
Lender/broker is a personal friend	Ask questions of your lender/broker
or relative	Seek a change in your loan or closing
Lender/broker operates online	Ç ,
Recommendation from a friend/	40.7 (1)
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	Have to add another co-signer to qualify
Reputation of the lender/broker	Have to add another co-signer to qualify Resolve credit report errors or problems
Spoke my primary language, which is	Answer follow-up requests for more
not English	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
the lender/broker you used for the mortgage	delays
you took out?	Delay or postpone closing date
☐ I (or one of my co-signers) did	Have your "Good Faith Estimate" revised
The lender/broker did	to reflect changes in your loan terms
☐ We were put in contact by a third party (such as a	End up with better mortgage terms than
real estate agent or home builder)	you were originally offered
, , , , , , , , , , , , , , , , , , ,	Check other sources to confirm that terms of this mortgage were reasonable
15. How open were you to suggestions from your	terms of this mortgage were reasonable
lender/broker about mortgages with different features or terms?	20. Your lender may have given you a "Shopping for your home loan: Settlement cost booklet",
☐ Very ☐ Somewhat ☐ Not at all	did you receive a copy?
☐ Very ☐ Somewhat ☐ Not at all	
	□ 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	•	•	No reguge you got was the one with them	ot
	mortgage terms?			Very Somewhat At A	
	☐ Yes ☐ No			Best terms to fit your needs	
				Lowest interest rate for which	_
	5			you could qualify	_
22.	During the application process were	-		Lowest closing costs	٦
	about mortgages with any of the foll	owing?	<i>'</i>		
	An internal materials Const.	Yes	No	27. Overall, how satisfied are you with the	
	An interest rate that is fixed for the life of the loan			No Very Somewhat At	ot 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			required for the loan	
	closing costs			Loan closing process]
	A lower interest rate in return for paying higher closing costs (discount points)			Information in mortgage	
	Interest-only monthly payments			disclosure documents	
	An escrow account for taxes and/or			Timeliness of mortgage disclosure documents	-
	homeowner insurance		п	Settlement agent	╡
	A prepayment penalty (fee if the mortgage		ш	Settlement agent	
	is paid off early)				
	Reduced documentation or "easy"	Ш		28. Did you take a course about home-buying or	
	approval			talk to a housing counselor?	
	An FHA, VA, USDA or Rural Housing			☐ No Skip to Q32	
	loan		Ш	☐ Yes ─	
22	In coloring your cottlement agent di	d vou		30. How was the home huning course on	
43.	In selecting your settlement agent di	-		29. How was the home-buying course or counseling provided?	
	Use an agent recommended by the	Yes	No		
	lender/broker			In person, one-on-one	
	Use an agent you had used previously	$\overline{\Box}$	F	In person, in a group	
	Shop around			Over the phone	
				Online	
24	Did your lender require you to get ti	itle			
	insurance on this mortgage?			30. How many hours was the home-buying	
				course or counseling?	
	□ No Skip to Q26			Less than 3 hours	
	Yes —			\square 3 – 6 hours	
	25. Which best describes how you p	icked t	he	☐ 7 – 12 hours	
	title insurance?	iciica d		☐ More than 12 hours	
	☐ Reissued previous title insurance			31. Overall, how helpful was the home-buying	5
	Used title insurance recommended	by		course or counseling?	
	lender/broker or settlement agen	-		☐ Very ☐ Somewhat ☐ Not at al	1
	☐ Shopped around				

recent mortgage? If you refina	nced a	n exist		a mortgage free property, how important were
mortgage for any reason, pleas refinance below. Mark one ans		t		the following in your decision to refinance, modify or obtain a new mortgage?
		222		Not
Purchase of a property Continu	ie with ()33		Important Important
Permanent financing on a)		Change to a fixed-rate loan
construction loan				Get a lower monthly payment
Refinance or modification of an existing mortgage				Consolidate or pay down other debt
New loan on a mortgage-free pro	perty	≻ Skip	to Q36 —	Repay the loan more quickly
Some other purpose (specify)	1 - 7			Take out cash
	,	,		37. Approximately how much was owed, in total, on
33. When did you do the following	hefor	e or af	fter	the old mortgage(s) and loan(s) you refinanced?
you made an offer on this hous				
J 0 4 2224 022 022 022 2204 2204 2204 22	• 01 P1	op 02 0.	Did	\$00
	Before	After	Not Do	☐ Zero (the property was mortgage-free)
Contacted a lender to explore			_	
mortgage options Got a pre-approval or pre-	Ш	Ш		38. How does the total amount of your new
qualification from a lender	П	П		mortgage(s) compare to the total amount of the
Decided on the type of loan	П		H	old mortgage(s) and loan(s) you paid off (include any new second liens, home equity loans,
Made a decision on which			_	or a home equity line of credit (HELOC))?
lender to use				• • • • • • • • • • • • • • • • • • • •
Submitted an official loan	_	_		New amount is lower Skip to Q40New amount is about the same Skip to Q40
application	Ш	Ш		
				New amount is higher□ Property was mortgage-free
34. What percent down payment d	lid you	make	on	Troperty was mortgage-nee
this property?				39. Did you use the money you got from this
□ 0%				new mortgage for any of the following?
Less than 5%				Yes No
5% to less than 10%				College expenses
☐ 10% to less than 20%				Auto or other major purchase Pay off other bills or debts
20% or more				Home repairs or new construction
				Savings
35. Did you use any of the followin	g sour	ces of		Closing costs of new mortgage
funds to purchase this property	y?			Business or investment
			Not	Other (specify)
Proceeds from the sale of another p	roperty	Used	Used	
Savings, retirement account, inherit			_	
or other assets	,			
Assistance or loan from a nonprofit government agency	or			This Mortgage
A second lien, home equity loan, or equity line of credit (HELOC)	home			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				\$



41.	amount paid to escrow for taxes and insura	closing shows the loan costs separately. Wha	costs and twere the	other	closin	ıg	
	\$00		you paid on this loan?				
42.	What is the interest rate on this mortgage?		\$.00] Don't l	know	
	%		How were the total cloother costs) for this lo	_	(loan	costs	
43.	Is this an adjustable-rate mortgage (one tha allows the interest rate to change over the lithe loan)? Yes No		By me or a co-signer (chewire transfer) By lender/broker By seller/builder Added to the mortgage a		Yes	No	Don't Know
	Don't know		Other (specify)		П		П
	At the time of application, did the lender gives you the option to set/lock the interest rate so that it would not change before closing? Yes No Don't know	D	Did you compare the food Faith Estimate y lender? No Skip to Q51 Yes 50. Did you find any se between the two?	you receiv	costs to	o the f m you	
	When was the interest rate set/locked on this loan? At application Between application and closing Around closing	is	☐ Yes ☐ No Did you seek input ab documents from any o	•	wing p	people	?
46.	Does this mortgage have any of the followin	ıg	Lender/broker		Y	'es	No
	features?	Don't	Settlement agent		[Ī,	
	Yes No	Know	Real estate agent		[
	A prepayment penalty (fee if the mortgage is paid off early)		Personal attorney Title agent		[
	An escrow account for taxes and/or		Trusted friend or relative	who is not	-		
	homeowner insurance		a co-signer on the more	tgage	[
	A balloon payment		Housing counselor		[
	Interest-only payments		Other (specify)		[

your loan closing?	nt surpri	iscs at		This wortgaged Froperty
□ 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 surp	orises did y	you face	?	
Different loan terms Higher monthly payment Higher interest rate Unexpected fees		Yes	No	month year 58. What was the purchase price of this property, or if you built it, the construction and land cost?
Higher amount of money at closing Asked to sign blank docu				\$00
Rushed at closing or not to read documents	given time			59. How did you acquire this property? <i>Mark one answer.</i>
Other (specify) 54. At the same time you took did you also take out anoth property you financed wit	her loan oi	n the		☐ 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)
second lien, home equity loo of credit (HELOC))?		0 0		60. What type of house is on this property? <i>Mark one answer.</i>
☐ No Skip to Q56 ☐ Yes ☐ 55. What was the amount \$ ☐ Don't know	of this loa	nn?		☐ Single-family detached house Skip to Q62 ☐ Townhouse, row house, or villa Skip to Q62 ☐ Mobile home or manufactured home Skip to Q62 ☐ 2-unit, 3-unit, or 4-unit dwelling ☐ Condo, apartment house, or co-op ☐ Unit in a partly commercial structure ☐ Other (specify)
56. How well could you explai	n to some	one the.		61. Does this mortgage cover more than one unit?
Process of taking out a mortga	•	Somewhat	Not At All	☐ Yes ☐ No
Difference between a fixed- ar an adjustable-rate 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 ar subprime loan	nd 🔲			\$00
Difference between a mortgag interest rate and its APR	e's			63. Do you rent out all or any portion of this
Amortization of a loan				property?
Consequences of not making required mortgage payments				☐ No Skip to Q65 ☐ Yes —
Difference between lender's a owner's title insurance	nd 🗆			64. How much rent do you receive annually?
				\$00 per year



	Besides you, the mortgage co-signers, and renters, does anyone else help pay the	71. How likely is it that in the next couple of years you will
	expenses for this property?	Not
		Very Somewhat At All
	☐ Yes ☐ No	Sell this property
		Move but keep this property
66.	Which of the following best describes how you use this property?	Refinance the mortgage on this property
	☐ Primary residence (where you spend the majority of your time) ☐ It will be my primary residence soon ☐ Seasonal or second home	Pay off this mortgage and own the property mortgage-free
	Home for other relatives Rental or investor property Skip to Q68	Your Household
	Other (specify)	72. What is your current marital status?
	67. If primary residence, when did you move into this property?	☐ Married Skip to Q74 ☐ Separated ☐ Never married ☐ Divorced
	/	☐ Widowed
	month year	↓ 73. Do you have a partner who shares the
68.	In the last couple years, how has the following	decision-making and responsibilities of
	changed in the neighborhood where this property	
	is located?	legal spouse?
	Significant Little/No Significant	☐ Yes ☐ No
	Number of homes for sale	
	Number of vacant homes	Please answer the following questions for you and
	Number of homes for rent	your spouse or partner, if applicable.
	Number of foreclosures or	
	short sales	74. Age at last birthday:
	House prices	Spouse/ You Partner
	Overall desirability of	You Partner
	living there	yearsyears
69.	What do you think will happen to the prices of homes in this neighborhood over the next	75. Sex:
	couple of years?	Spouse/
	☐ Increase a lot	You Partner Male □ □
	Increase a little	Female \square
	Remain about the same	Temate
	Decrease a little	
	Decrease a lot	76. Highest level of education achieved:
		Spouse/ You Partner
70		Some schooling
70.	In the next couple of years, how do you expect	High school graduate
	the overall desirability of living in this neighborhood to change?	Technical school
		Some college
	Become more desirable	
	Stay about the same	College graduate
	Become less desirable	Postgraduate studies

	Hispanic or Latino:			82. Approximately how much is your to		
		You	Spouse/ Partner	household income from all sources (
	Yes			salaries, tips, interest, child support, in		
	No		П	income, retirement, social security, and	a alimony)?	
			_	☐ Under \$35,000		
78.	Race: Mark all that apply.		Spouse/	☐ \$35,000 to \$49,999		
		You	Spouse/ Partner	\$50,000 to \$74,999		
	White			□ \$75,000 to \$99,999		
	Black or African American			= \$100,000 to \$174,999		
	American Indian or Alaska Native			☐ \$175,000 or more		
	Asian			83. How does this total annual househol	d income	
	Native Hawaiian or Pacific Islander			compare to what it is in a "normal"		
				Higher than normal		
79.	Current work status: Mark all th	hat app	ly.	☐ Normal		
		You	Spouse/ Partner	Lower than normal		
	Self-employed/work for self					
	Employed full time			84. Does your total annual household in		
	Employed part time	П		include any of the following sources		
	Retired			Wages or salary	Yes No	
				Business or self-employment		
	Temporarily laid-off or on leave	Ш		Interest or dividends		
	Not working for pay (student, homemaker, disabled, unemployed	, 🗆		Alimony or child support	H H	
	nomenaker, asaotea, anempioyea	,		Social Security benefits		
80.	Have you ever served on active	duty in	the U.S.			
	Armed Forces? (Active duty incli	udes sei	rving in	85. Does anyone in your household have	any of the	
	${\it the~U.S.~Armed~Forces~as~well~as}$	activati	ion from	following?		
	the Reserves or National Guard).		Spouse/	401(k), 403(b), IRA, or pension plan	Yes No	
		You	Partner	Stocks, bonds, or mutual funds (<i>not in</i>		
	Yes, now on active duty					
	· · · · · · · · · · · · · · · · · · ·					
	Yes, on active duty in the past, but			retirement accounts or pension plans)		
	Yes, on active duty in the past, but not now					
	Yes, on active duty in the past, but not now No, never on active duty except for			retirement accounts or pension plans) Certificates of deposit Investment real estate		
	Yes, on active duty in the past, but not now No, never on active duty except for initial/basic training			retirement accounts or pension plans) Certificates of deposit Investment real estate 86. Which one of the following statement	its best	
	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.			retirement accounts or pension plans) Certificates of deposit Investment real estate 86. Which one of the following statement describes the amount of financial ris	ats best	
	Yes, on active duty in the past, but not now No, never on active duty except for initial/basic training			retirement accounts or pension plans) Certificates of deposit Investment real estate 86. Which one of the following statement	ats best	
81.	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 Besides you (and your spouse/page)	□ □ artner)	□ □ who else	retirement accounts or pension plans) Certificates of deposit Investment real estate 86. Which one of the following statement describes the amount of financial risk willing to take when you make investment of the substantial financial risks expecting.	ats best sk you are tments?	
81.	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	□ □ artner)	□ □ who else	retirement accounts or pension plans) Certificates of deposit Investment real estate 86. Which one of the following statement describes the amount of financial risk willing to take when you make investigation. Take substantial financial risks expecting substantial returns	ats best sk you are tments?	
81.	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 Besides you (and your spouse/page)	artner)	□ □ who else	retirement accounts or pension plans) Certificates of deposit Investment real estate 86. Which one of the following statement describes the amount of financial risk willing to take when you make investment of the substantial financial risks expecting.	ats best sk you are tments?	
81.	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 Besides you (and your spouse/palives in your household? Mark a Children/grandchildren under age Children/grandchildren age 18-22	artner)	□ □ who else	retirement accounts or pension plans) Certificates of deposit Investment real estate 86. Which one of the following statement describes the amount of financial risk willing to take when you make investing a substantial financial risks expecting substantial returns Take above-average financial risks expecting a rate of the following statement	ats best sk you are tments?	
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81.	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 Besides you (and your spouse/palives in your household? Mark a Children/grandchildren under age Children/grandchildren age 18-22 Children/grandchildren age 23 or or parents of you or your spouse or p Other relatives like siblings or cour	artner) ll that a 18 older artner	□ □ who else	retirement accounts or pension plans) Certificates of deposit Investment real estate 86. Which one of the following statement describes the amount of financial risk willing to take when you make investing to take when you make investing substantial returns Take substantial financial risks expecting substantial returns Take above-average financial risks expecting average returns	ats best sk you are tments?	
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statements?	nowin	g	changed for you (and your spouse/partner)?
	Agree	Disagree	Significant Little/No Significat
Owning a home is a good financial investment			Household income
Mortgage lenders generally treat borrowers well			Housing expenses
Mortgage lenders would offer me roughly the same rates and fees			
Late payments will lower my credit rating			91. In the next couple of years, how do you expect the following to change for you (and your
Lenders shouldn't care about any late	ш		spouse/partner)?
payments, only whether loans are fully repaid			Significant Little/No Significa Increase Change Decreas Household income
It is okay to default or stop making			Housing expenses
mortgage payments if it is in the borrower's financial interest	П	П	Non-housing expenses
In the last couple of years, have any following happened to you?	of the		92. How likely is it that in the next couple of years you (or your spouse/partner) will face
ionowing nappened to you.	Yes	No	No Very Somewhat At A
Separated or divorced			Retirement
Married/remarried/new partner	$\overline{\Box}$		Difficulties making your
Death of a household member			mortgage payments
Addition to your household			A layoff, unemployment, or
(not including spouse/partner)			forced reduction in hours
Person leaving your household (not including spouse/partner)	П		Some other personal financial crisis
Disability or serious illness of			
household member			93. If your household faced an unexpected
Disaster affecting a property you own			personal financial crisis in the next couple of
Disaster affecting your (or your			years, how likely is it you could
spouse/partner's) work			<i>y</i> 55522 <i>y</i> 555 1
Moved within the area (less than 50 miles)) [$\overline{}$	Very Somewhat A
Moved to a new area (50 miles or more)			Pay your bills for the next 3 months without borrowing
In the last couple of years, have any	of the		Get significant financial help from family or friends
following happened to you (or your	or the		
spouse/partner)?			Borrow enough money from a bank or credit union
	Yes	No	Significantly increase your
Layoff, unemployment or reduced hours of work			income
Retirement			
Promotion			
Starting a new job			
Starting a second job			
Business failure			
A personal financial crisis			
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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 <u>not</u> put your name or address on the questionnaire.	
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	/
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.	

