

2025 Manufactured Housing Loan Product

ACTIVITY:

A. Support manufactured homes titled as real property (MHRP) (12 C.F.R. § 1282.33 (c) (1)).

OBJECTIVE:

2. Expand adoption of conventional financing for manufactured homes by addressing risks of MH lending through product and process development.

SUMMARY OF RESULTS:

Technical edits were made to this objective as permitted under the Plan Revision Process specified in Chapter 1, Section IV of the Duty to Serve Evaluation Guidance (2025-8).

<i>Objective's components detailed in the Plan</i>	<i>Corresponding actions taken</i>	<i>Explanation of any deviations from the Plan (if applicable)</i>
<input checked="" type="checkbox"/> Determine scope and parameters to expand loan and digital product criteria to support additional MH mortgage lending by undertaking the following tactics:	Fannie Mae exceeded initial commitments under this Objective as we further advanced our risk management and business development priorities for manufactured housing (MH) loans in 2025. This was achieved by initiating the process for collecting standardized MH collateral data through the launch of the Uniform Appraisal Dataset (UAD) 3.6 while also developing several new policy, and program enhancements designed to expand liquidity for MH loans. These efforts are described in greater detail below.	
<input checked="" type="checkbox"/> Evaluate existing selling eligibility to determine if opportunities exist to broaden eligibility for MH loans and remove MH exclusion language, where appropriate.	We evaluated our variance lending programs and expanded MH lending to include two variances that had previously excluded MH as a property type.	
<input checked="" type="checkbox"/> Analyze drivers of MH loan loss severity over time to assess policy or programmatic changes that may reduce credit risk and improve perception of MH lending.	We analyzed delinquency and loss severity data to inform product development efforts for our MH Advantage® program and for further expansion into lending on leasehold properties. These efforts led to the development of a new variance lending program, which is described further in Objective #5. We also used the results of this analysis to further refine the collateral standards for our MH Advantage program, published in February 2026, to align with evolving industry standards while streamlining product adoption with manufacturers.	



<input checked="" type="checkbox"/> If appropriate, socialize results of loss severity analysis with key ancillary players such as mortgage insurers and title companies.	We socialized our product development efforts with mortgage insurance (MI) companies and secured new commitments to provide insurance for MH leasehold loans. This will expand access to credit for MH properties while promoting balanced risk-sharing.	
<input checked="" type="checkbox"/> Rollout Uniform Appraisal Dataset for early adoption by lenders and other market participants.	We rolled out the Limited Production period for UAD 3.6 on September 8, 2025.	

SELF-ASSESSMENT RATING OF PROGRESS:

- Target met
- Target exceeded
- Target partially completed
- No milestones achieved

IMPACT:

- 50 – Very Large Impact
- 40
- 30 – Meaningful Impact
- 20
- 10 – Minimal Impact
- 0 – No Impact

IMPACT EXPLANATION:

1. How and to what extent were actions under this objective impactful in addressing underserved market needs, or in laying the foundation for future impact in addressing underserved market needs?

One of the more notable mortgage market trends in recent years has been the increasing share of conventional loans made by mortgage lenders as opposed to traditional bank and depository institutions. Importantly, the share of conventional MH loans originated by mortgage lenders rose twice as fast as the rate observed in the overall conventional market between 2018 and 2024.¹ Without the opportunity to cross-sell into traditional banking products, mortgage lenders compete largely on the strength of their business operations and technology offerings. Thus, our ability to continue to attract and win MH business will center around our ability to provide policy and technology solutions that can be easily integrated into these lenders’ business models. Against this market backdrop, Fannie Mae has positioned itself as an industry leader driving continuous improvement in risk management capabilities while also identifying new ways to expand access to conventional financing. Our work in 2025 was foundational in advancing liquidity for MH properties by launching the Limited Production period for UAD 3.6. A culmination of almost a decade of industry engagement and collaboration, the UAD 3.6 schema and Uniform Residential Appraisal Report (URAR) provide the standardization necessary to improve appraiser ratings for property condition and quality of construction and serve as a precursor for incorporating standardized MH appraisal data into our Collateral Underwriter® (CU®) application in future years. This work is directly responsive to lender and market feedback and lays the foundation for enabling lenders to better manage valuation risk while strengthening confidence in MH lending.

Beyond digital tools, we expanded selling eligibility for MH loans by adding MH as an allowable property type under two existing variance programs. These enhancements, combined with our risk management innovations, signal to the market that Fannie Mae is committed to MH lending and actively responds to opportunities that drive liquidity and access.

Thus, our efforts in 2025 not only address long-standing lender concerns but also create the infrastructure for sustainable growth in MH financing while reducing risk, increasing confidence, and expanding credit access for this critical housing segment.

¹ Fannie Mae Home Mortgage Disclosure Act (HMDA) data analysis, 2018 – 2024.



2. What did the Enterprise learn from its work about the nature of underserved market needs and how to address them?

Our Duty to Serve Plan was written with the expectation that we would need to conduct targeted outreach to key ancillary stakeholders, including MI companies, to continue to solicit feedback and support for our MH expansion efforts. While MI companies are often cautious about any expansion into new segments of mortgage market, we learned that these expansion efforts can be aided through targeted outreach to both senior leaders at these companies and front-line relationship management representatives active in local market opportunities. For example, despite perceived credit and collateral risks in leasehold communities, our ability to demonstrate strong risk management and counterparty requirements enabled MI companies to support our expansion into this segment of the MH market in 2025. This reinforces that addressing underserved market needs is not only about product innovation but also about building confidence through transparent risk mitigation strategies.

3. Optional: If applicable, why was the Enterprise unable to achieve the Plan target?

N/A