Manufactured Homes

Please visit our website for program guidelines and requirements: https://epmwholesale.com

Overview

A Manufactured Home is a complete dwelling designed for year-round living and substantially constructed in a factory. It conforms with a National Building Code developed in 1976 by the U.S. Department of Housing and Urban Development (HUD)

- There are approximately 8.6 million manufactured homes nationwide, representing 10% of all residential housing
- The home can consist of one or more transportable pieces commonly referred to as single wide, double wides, triple wides, and multiwides.
- The home is construction in a factory on a permanent steel frame or chassis.
- The home is transported to a site where axles and wheels are removed.
- The home is then permanently attached to a foundation system.

ELIGIBLE PROPERTY TYPES

- Constructed after June 15, 1976
- Classified as real estate
- Built and remain on a permanent chassis
- Built with a finished grade elevation at or above the flood elevation frequency
- Situated in fee simple, on land owned by the Borrower
- Permanently affixed to each transportable section, evidencing compliance with HUD codes.

INELIGIBLE PROPERTY TYPES

- Not previously installed or occupied (moved or traded at any other site or location (Exception: VA)

- Manufactured Home is in a:
  - Park not held in fee simple ownership
    (*“trailer park” setting*)
  - Condominium project
    (*exception: Approved FHA HRAP*)

- Manufactured Home that has been moved or traded

CONSTRUCTION TYPES

New:

- A Manufactured Home that is not 100% complete, is less than 12 months from the application date, or either that require site improvements and/or amenities to be completed/installed per buyer specifications.
- If a home is 100% complete and is less than a year old, then it is still considered new.

Existing

- A Manufactured home that is 100% complete at the time of an appraisal. Complete is defined as all site improvements and utilities are on and fully functioning prior to the application for 12 months and 1 day.
  - The home is not considered as existing until it is a fully functional, permanently installed real property for over a year.

Manufactured Home is assembled in a factory and delivered as a complete home (Single, Double, or Triple Wide)

Manufacturer's documents, invoices, and appraisal will help determine if a home is considered Modular or Manufactured.

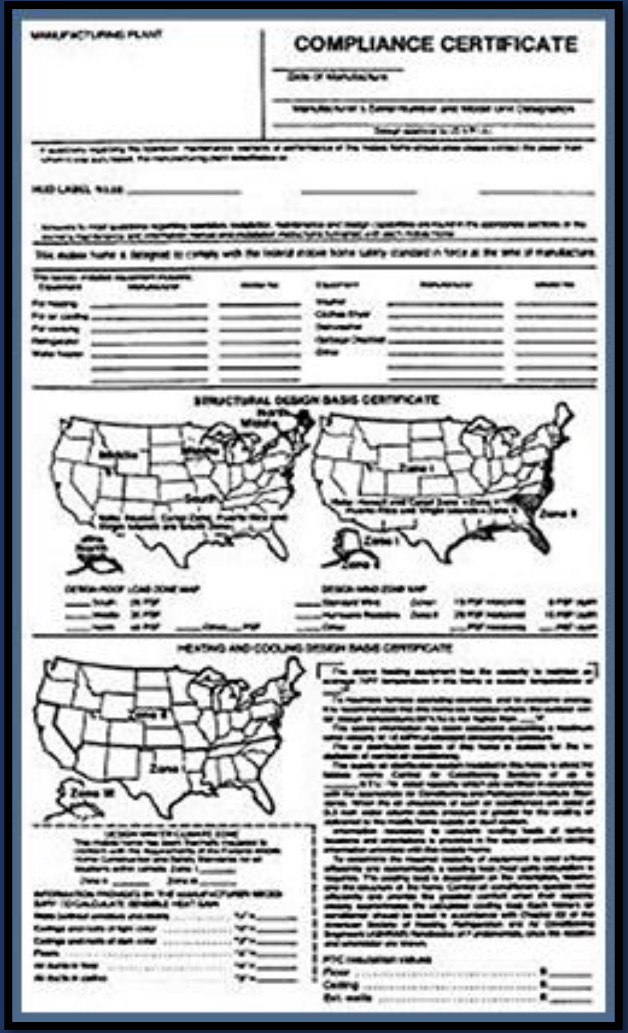
HUD CERTIFICATION LABEL

- The HUD Certification Label, sometimes referred to as a HUD "seal" or "tag", is a metal plate that is affixed to the exterior of each transportable section of the Manufactured Home.
- The HUD Certification Number appears on each HUD Certification Label and evidences compliance with the Federal Manufactured Home Construction and Safety Standards

- In most appraisal photos, the HUD Certification Label will not be legible enough to read, but if the appraiser provides a picture of it and includes the number(s) in the report, then it is acceptable.
  - If the appraiser indicates that the numbers have worn off, are not legible, or have been painted over, an IBTS letter be required.

HUD DATA PLATE/COMPLIANCE CERTIFICATE

- The HUD Data Plate/Compliance Certificate is a paper label mounted in the Manufactured Home, typically affixed in the readily accessible and visible location (near the main electrical panel, in a kitchen cabinet, or a bedroom closet).
- It contains, among other things:
  - Manufacturer's Name
  - Trade/Model Name
  - Manufactured Year
  - Serial Number
  - Certification Label Number(s)
- In most Appraisal phots, the Compliance Certificate will not be legible enough to read, but as long as the appraiser provides a picture of it, description of where it was located, and lists the information from it within the report, then it is acceptable.



HUD DATA PLATE/COMPLIANCE CERTIFICATE

FNMA Requirements:

- Presence of both a HUD Data Plate and the HUD Certification Label. If the original or alternative documentation cannot be obtained for both the Data Plate/Compliance Certificate and the HUD Certification Label, the loan is not eligible for deliver to Fannie Mae.
- The Manufactured Home Appraisal Report (Form 1004C) must show evidence of both the HUD Data Plate/Compliance Certificate and the HUD Certification Label.
- As an alternative to the original HUD Certification Label(s), the lender may be able to obtain a verification letter with the same information contained on the HUD Certification Label(s) from the Institute for Building Technology and Safety (IBTS).
- A duplicate HUD Data Plate may be available from IBTS or by contacting the In-Plant Primary Inspection Agency (IPIA) or the manufacturer.

FHMLC Requirements:

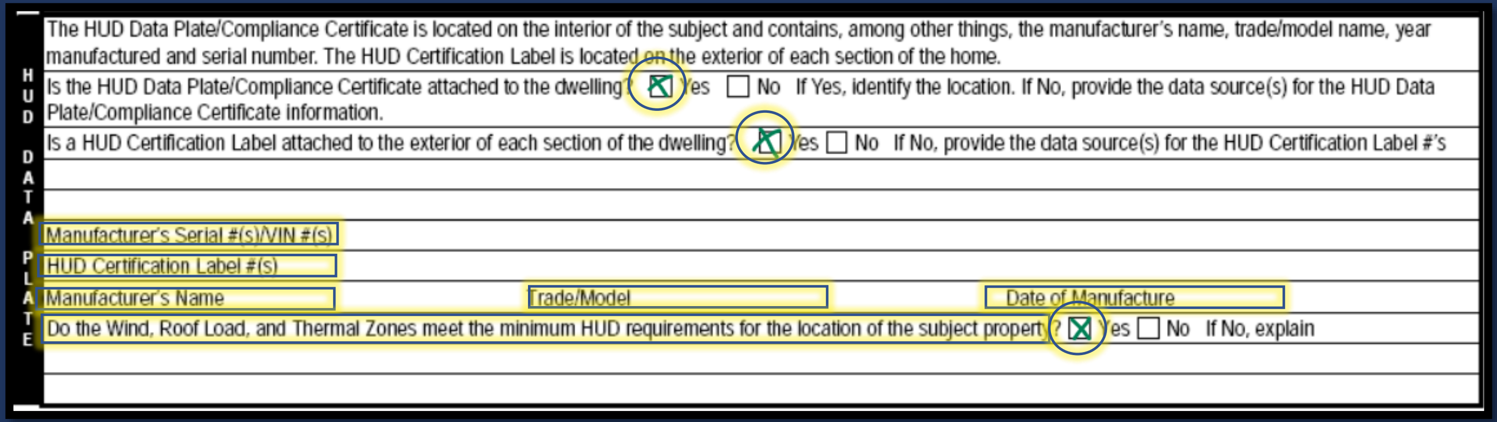
- Both the HUD Certification Label and HUD Data Plate must be present and legible
- When either the HUD Certification Label or the HUD Data Plate is not present or not legible, Freddie Mac will accept the following as evidence of compliance:
  - HUD Certification Label: A verification letter from the Institute for Building Technology and Safety (IBTS).
  - HUD Data Plate: A copy of the Data Plate or substitute performance verification certificate from the IBTS, or a copy of the Data Plate from the In-Plant Primary Inspection Agency (IPIA) or manufacturer.

APPRAISAL: DATA PLATE

- If all the boxes are checked "YES", then there is nothing else to provide

Remember:

- Appraisal photos should include an image of the Compliance Certificate and the HUD Labels. (Each section will have its own label)
- The Label number(s) and the images will confirm if it is a single, double, or triple wide.


HUD DATA PLATE

The HUD Data Plate/Compliance Certificate is located on the interior of the subject and contains, among other things, the manufacturer's name, trade/model name, year manufactured and serial number. The HUD Certification Label is located on the exterior of each section of the home.

Is the HUD Data Plate/Compliance Certificate attached to the dwelling? ☒ Yes ☐ No If Yes, identify the location. If No, provide the data source(s) for the HUD Data Plate/Compliance Certificate information.

Is a HUD Certification Label attached to the exterior of each section of the dwelling? ☒ Yes ☐ No If No, provide the data source(s) for the HUD Certification Label #'s

Manufacturer's Serial #(s)/VIN #(s)

HUD Certification Label #(s)

Manufacturer's Name | Trade/Model | Date of Manufacture

Do the Wind, Roof Load, and Thermal Zones meet the minimum HUD requirements for the location of the subject property? ☒ Yes ☐ No If No, explain

The HUD Date Plate section, will provide the serial numbers, the label numbers, the manufacturer's name and model, the date of the manufacture, and whether it meets HUD requirements for the location.

APPRAISAL: DATA PLATE

If either of the boxes are checked **NO**:

HUD DATA PLATE

The HUD Data Plate/Compliance Certificate is located on the interior of the subject and contains, among other things, the manufacturer's name, trade/model name, year manufactured and serial number. The HUD Certification Label is located on the exterior of each section of the home.

Is the HUD Data Plate/Compliance Certificate attached to the dwelling? ☒ Yes ☐ No If Yes, identify the location. If No, provide the data source(s) for the HUD Data Plate/Compliance Certificate information.

Is a HUD Certification Label attached to the exterior of each section of the dwelling? ☐ Yes ☒ No If No, provide the data source(s) for the HUD Certification Label #'s

Manufacturer's Serial #(s)/VIN #(s)

HUD Certification Label #(s)

Manufacturer's Name | Trade/Model | Date of Manufacture

Do the Wind, Roof Load, and Thermal Zones meet the minimum HUD requirements for the location of the subject property? ☒ Yes ☐ No If No, explain

- A verification letter with the same information contained on the HUD Certification Label from the Institute for Building Technology and Safety (IBTS) will be required.
- A duplicate HUD Data Plate/Compliance Certificate may be available from IBTS.

- Exception: If the appraiser checks, "NO" to the HUD Data Plate/Compliance Certificate not being attached to the dwelling, but comments that the Borrower was able to provide a copy of their Compliance Certificate from their safe or similar, and he was able to view it, we can accept it not being attached. If the appraiser was able to locate it, obtain the info from it, and provide a photo of it, then it is acceptable as it is not relevant if it is attached or hanging somewhere.
- This does not apply to the HUD Certification Label(s); they must be attached.
- If the "Wind, Roof Load, and Thermal Zones" boxes are check "NO":
  - There is an IBTS form that can be obtained. (It is the IBTS duplicate certificate than the letter).

APPRAISAL: IMPROVEMENTS

- The Improvements section will provide evidence that the Manufactured Home is permanently affixed as well as if there have been any modifications or improvements to the home.

IMPROVEMENTS

Installer's Name Date Installed Model Year

Is the manufactured home attached to a permanent foundation system? ☐ Yes ☐ No If No, describe the foundation sytem and the manner of attachment.

Have the towing hitch, wheels, and axles been removed? ☐ Yes ☐ No If No, explain

Is the manufactured home permanently connected to a septic tank or sewage system and other utilities? ☐ Yes ☐ No If No, explain

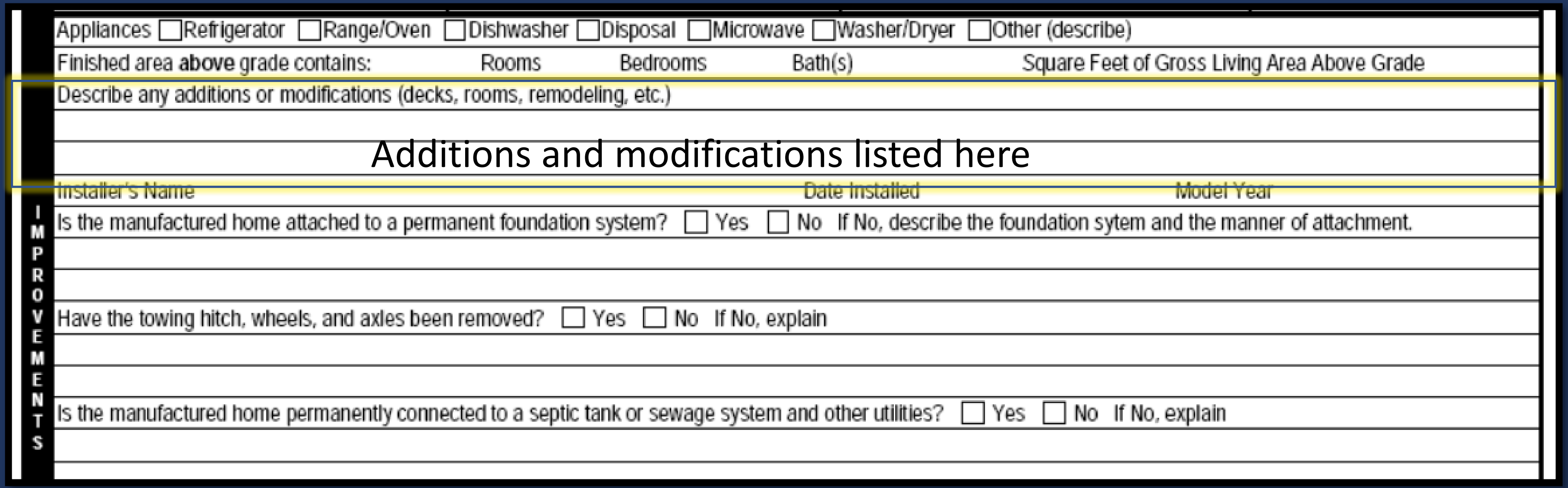
Does the dwelling have sufficient gross living area and room dimensions to be acceptable to the market? ☐ Yes ☐ No If No, explain

- Confirm the home has been permanently affixed before you review the Title Report
  - Appraisal > Page 2 > Improvements section

- If the appraiser has checked "NO" on any of these items, review the comments and proceed accordingly.

APPRAISAL: IMPROVEMENTS

This appraisal indicates additions and/or modifications have been made to the subject.



IMPROVEMENTS

Appliances ☐Refrigerator ☐Range/Oven ☐Dishwasher ☐Disposal ☐Microwave ☐Washer/Dryer ☐Other (describe)

Finished area **above** grade contains: Rooms Bedrooms Bath(s) Square Feet of Gross Living Area Above Grade

Describe any additions or modifications (decks, rooms, remodeling, etc.)

Additions and modifications listed here

Installer's Name Date Installed Model Year

Is the manufactured home attached to a permanent foundation system? ☐ Yes ☐ No If No, describe the foundation sytem and the manner of attachment.

Have the towing hitch, wheels, and axles been removed? ☐ Yes ☐ No If No, explain

Is the manufactured home permanently connected to a septic tank or sewage system and other utilities? ☐ Yes ☐ No If No, explain

- Confirm if there have been any modifications to the home.
  - Appraisal - Page 2 - Improvements section
- If the appraiser's comments indicate there is an attached garage, carport, deck, steps, overhang, as a modification that is typically an automatic requirement for an Engineering Certificate. The Engineer to certify the additions / modification do not negatively impact the integrity of the structure.
- Exception: If additions / modification are deemed to be an independent structure and not attached to the dwelling, EPM underwriter will make a determination if the addition/modification causes no stress to the main structure.

APPRAISAL: COMPARABLE SALES

Proximity to Subject		4.73 miles W		3.60 miles W		0.59 miles E	
Sale Price	$		$ 207,000		$ 220,000		$ 207,000
Sale Price/Gross Liv. Area	$ sq.ft.	$ 103.55 sq.ft.		$ 103.38 sq.ft.		$ 111.95 sq.ft.	
Manufactured Home		☒ Yes ☐ No		☒ Yes ☐ No		☒ Yes ☐ No	
Data Source(s)		ARMLS #5032004		ARMLS #4897811		ARMLS #5001019	
Verification Source(s)		AssessorDOC# 140194682		AssessorDOC# 130957858		AssessorDOC# 140232560	
VALUE ADJUSTMENTS	DESCRIPTION	DESCRIPTION	+(-) $ Adjustment	DESCRIPTION	+(-) $ Adjustment	DESCRIPTION	+(-) $ Adjustment
Sales or Financing Concessions		Conv. None		Conv. None		FHA 6210	
Date of Sale/Time		3/27/2014	0	06/27/2013	0	04/10/2014	0
Location	Rural	Rural		Rural		Rural	
Leasehold/Fee Simple	Fee Simple	Fee Simple		Fee Simple		Fee Simple	
Site	1.08 Acres	1.2 Acres	0	2.06 Acres	-30,000	1.2 Acres	0
View	Desert/Mountain	Desert/Mountain		Desert/Mountain		Desert/Mountain	
Design (Style)	DW	DW		DW		DW	
Quality of Construction	Manufactur/Avg	Manufactur/Avg		Manufactur/Avg		Manufactur/Avg	
Actual Age	16	18	0	18	0	17	0
Condition	Average	Average		Average		Average	
Above Grade	Total / Bdrms. / Baths	Total / Bdrms. / Baths	0	Total / Bdrms. / Baths	0	Total / Bdrms. / Baths	0
Room Count	8 / 5 / 2.0	6 / 3 / 2.0	0	7 / 4 / 2.0	0	7 / 4 / 2.0	0
Gross Living Area	2,268 sq.ft.	1,999 sq.ft.	+8,000	2,128 sq.ft.	+4,000	1,849 sq.ft.	+12,500
Basement & Finished Rooms Below Grade	None N/A	None N/A		None N/A		None N/A	

- The appraiser must use a minimum of two comparable sales (any program) of similar Manufactured Home. A site-built house or different type of factory-built housing as a third comparable sale may be used.

- Most Manufactured Housing is located in a rural area therefore comparable sales may be located within 1-5 miles or more of the subject property. Additional guidance below:
  - Urban Area: Comps preferably all under a mile
  - Suburban Area: Comps all under 2 miles
  - Rural Area: Comps all under 5 miles – anything outside the 5 miles may require additional approval.

APPRAISAL: ADDITIONAL HOME ON PROPERTY

There are two items to consider: requirements and value, when there is an additional Manufactured Home on the same property, regardless of loan type. If the additional unit does not meet the requirements, then it will need to be decommissioned.*

***Decommissioned**: (Remove the kitchen, bathroom and all utilities except electric.)*

Requirements:

- Subordinate in size
- Still meet MPR on its own. (Foundation, Tags, etc…)
- Cannot have separate utilities
- Cannot have its own address.
- Classified as a legal accessory unit.

Value:

- If it meets all 5 requirements, then it is up to the underwriter to determine how the appraiser treats it from a value standpoint.
- If the appraisal does not provide any comps with accessory units, the accessory unit should not impact the appraised value and no value given. Note: even if no value is given, the accessory unit must still meet the 5 requirements in order to proceed.

IBTS LETTER

- The IBTS letter provides verification for the label numbers, name of the manufacturer, date of manufacture, serial number(s), type of home and location of 1st shipment*.
- If the HUD Certification Label has been removed, compliance may be evidenced using the HUD Data Plate, located near the main electrical panel or in another readily accessible and visible location.
- For a Manufactured Home that has the HUD tags removed and/or the appraisal does not reflect the phots, a HUD Label Verification Letter must be ordered through the Institute for Building Technology and Safety aka: IBTS (https://www.ibts.org/)

***Reminder:** *If you notice the MH unit was shipped to a MFH company somewhere outside of the area of your property, you may want to question or request verification that this home was not moved from an initial location.*

IBTS

May 1, 2019

Town Mortgage
Attn: John Smith

Subject: Verification for HUD Label Numbers RAD000001 and RAD000002

The following information is provided pursuant to authorization by HUD. According to our records, the subject HUD label numbers were attached to a home built by The Home Manufacturing Company, Any Town, USA, completed 01/01/1990 with serial numbers 123456789-A/B and shipped to The Home Sellers, Any Town, USA.

This letter is not issued by the FHA mortgage insurance program for manufactured housing. If you are interested in learning more about FHA's mortgage insurance requirements for manufactured housing using this certification rather than a HUD label, you should contact your regional Processing and Underwriting Center at the HUD Home Ownership Center (HOC) administering the FHA mortgage insurance program in your area, or at www.hud.gov.

Jacqueline Cosio

Jackie Cosio
Data Management and Research Team Manager
IBTS
Contractor to HUD
(703) 481-2010 (direct)
(703) 437-6894 (fax)

45207 Research Place, Ashburn VA 20147 • phone 703.481.2000 • fax 703.437.6432 • www.ibts.org
Accelerating progress for governments and communities in the built environment

IBTS WEBSITE

IBTS offers a Label Verification Letter and/or Data Plate/Performance Verification Certificate

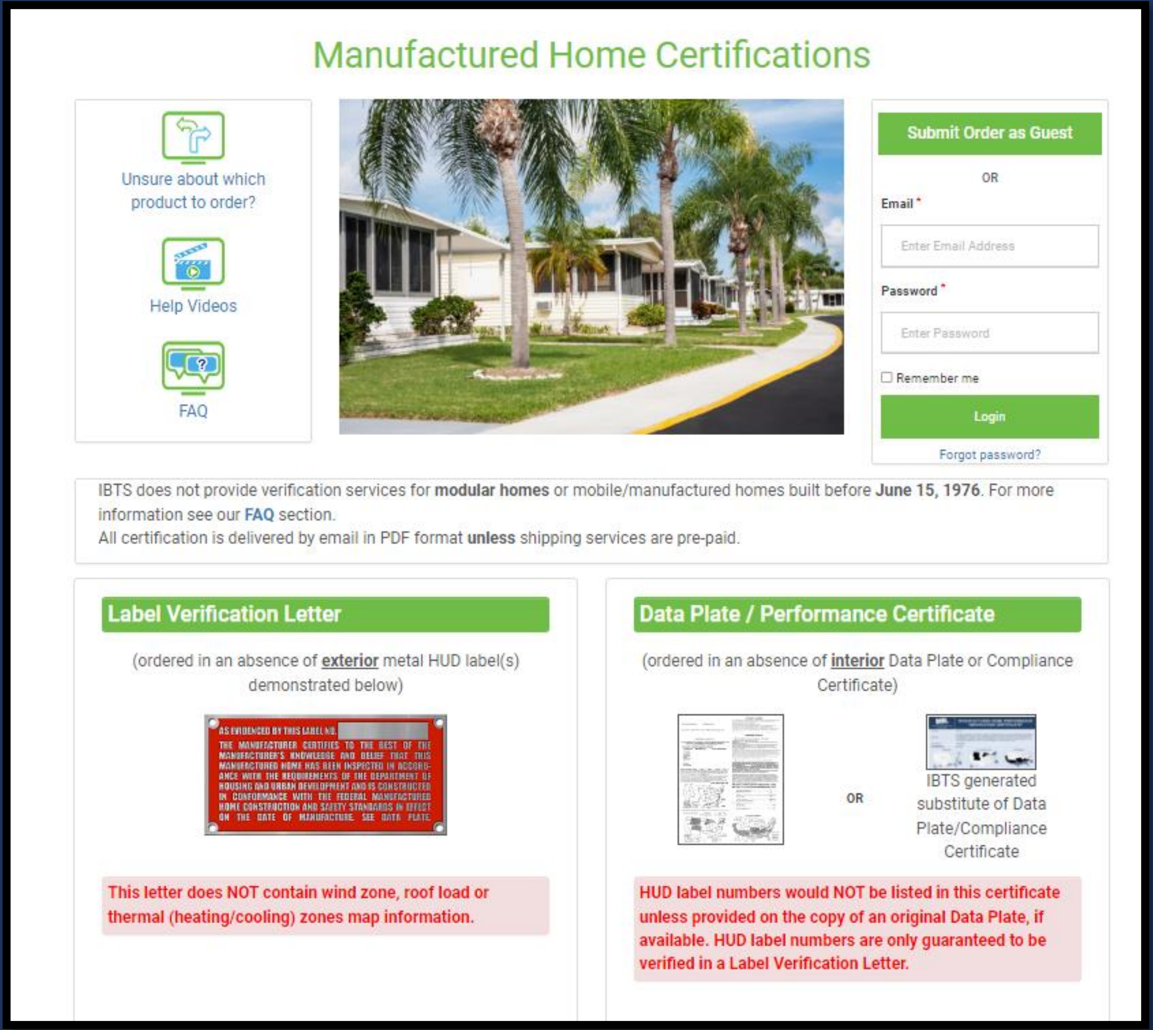
Label Verification Letter

- Required when the HUD Certification Labels are missing or not legible. (*The Certificate cannot be used in-lieu of the Letter because it does not provide all of the required information*.)

Data Plate/Performance Verification Certificate

- Required when the Labels are present, but the HUD Data Plate/Compliance Certificate is missing.

If the HUD Labels are present, but the Compliance Certificate is missing, then either document is acceptable.
https://www.ibts.org/what-we-do/verification-letter-certificate/



ENGINEER CERTIFICATIONS

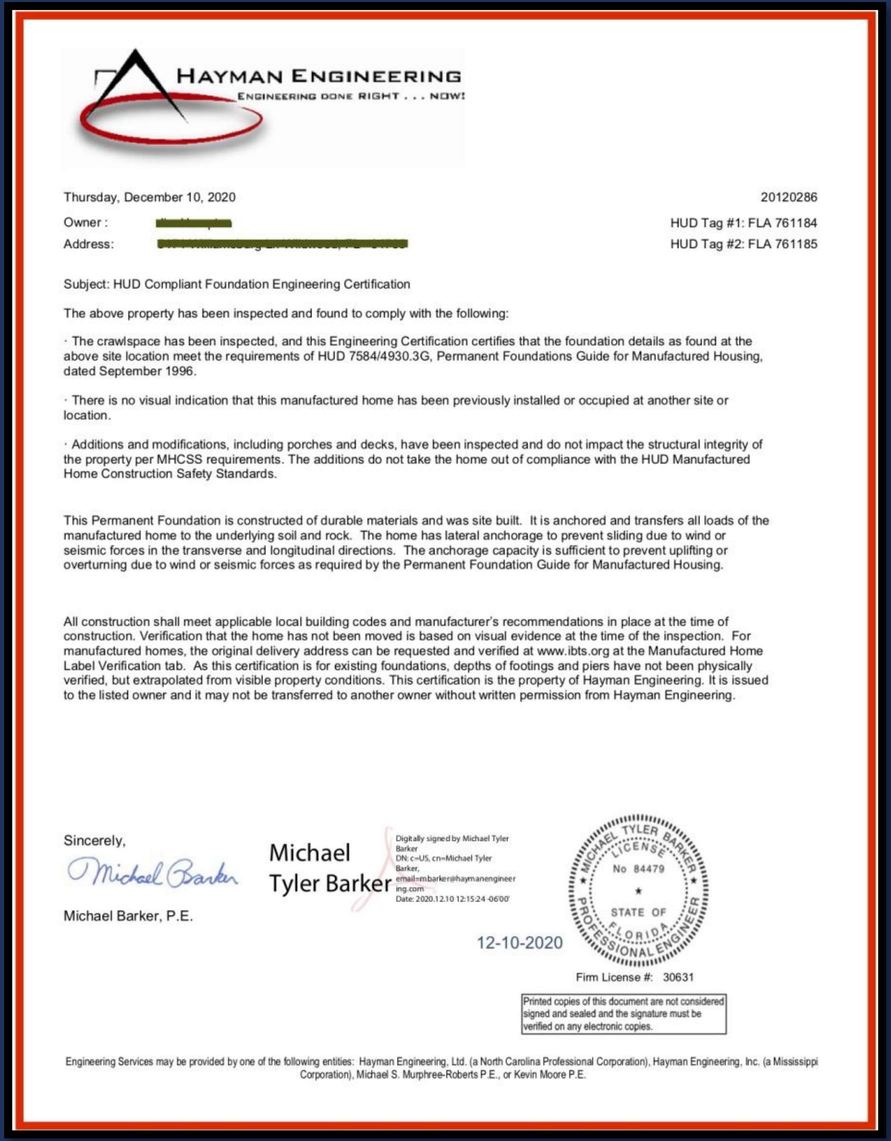
- A professional Structural Engineer must certify with a seal stamped letter that the foundation of a Manufactured Home meets HUD guidelines specified in "the Permanent Foundation Guidelines for Manufactured Homes (PFGMH)" September 1996.

- The verbiage that there is no visual indication that the Manufactured Home has been previously installed or occupied at another site or location is required to be in this certificate or may be listed in the appraisal.

  - The Engineer or the Appraiser must be able to provide this statement.

- If there are improvements, there will need to be verbiage stating that the improvements do not negatively impact the structure & meet the HUD PFGMH.

Note: The cost of an Engineer's Certification must be properly disclosed to the Borrower.



HAYMAN ENGINEERING
ENGINEERING DONE RIGHT . . . NOW!

Thursday, December 10, 2020 — 20120286

Owner : [redacted] — HUD Tag #1: FLA 761184
Address: [redacted] — HUD Tag #2: FLA 761185

Subject: HUD Compliant Foundation Engineering Certification

The above property has been inspected and found to comply with the following:

· The crawlspace has been inspected, and this Engineering Certification certifies that the foundation details as found at the above site location meet the requirements of HUD 7584/4930.3G, Permanent Foundations Guide for Manufactured Housing, dated September 1996.

· There is no visual indication that this manufactured home has been previously installed or occupied at another site or location.

· Additions and modifications, including porches and decks, have been inspected and do not impact the structural integrity of the property per MHCSS requirements. The additions do not take the home out of compliance with the HUD Manufactured Home Construction Safety Standards.

This Permanent Foundation is constructed of durable materials and was site built. It is anchored and transfers all loads of the manufactured home to the underlying soil and rock. The home has lateral anchorage to prevent sliding due to wind or seismic forces in the transverse and longitudinal directions. The anchorage capacity is sufficient to prevent uplifting or overturning due to wind or seismic forces as required by the Permanent Foundation Guide for Manufactured Housing.

All construction shall meet applicable local building codes and manufacturer's recommendations in place at the time of construction. Verification that the home has not been moved is based on visual evidence at the time of the inspection. For manufactured homes, the original delivery address can be requested and verified at www.ibts.org at the Manufactured Home Label Verification tab. As this certification is for existing foundations, depths of footings and piers have not been physically verified, but extrapolated from visible property conditions. This certification is the property of Hayman Engineering. It is issued to the listed owner and it may not be transferred to another owner without written permission from Hayman Engineering.

Sincerely,

Michael Barker

Michael Barker, P.E.

Michael Tyler Barker
Digitally signed by Michael Tyler Barker
DN: c=US, cn=Michael Tyler Barker, email=mbarker@haymanengineering.com
Date: 2020.12.10 12:15:24 -06'00'

12-10-2020

MICHAEL TYLER BARKER LICENSE No 84479 STATE OF FLORIDA PROFESSIONAL ENGINEER

Firm License #: 30631

Printed copies of this document are not considered signed and sealed and the signature must be verified on any electronic copies.

Engineering Services may be provided by one of the following entities: Hayman Engineering, Ltd. (a North Carolina Professional Corporation), Hayman Engineering, Inc. (a Mississippi Corporation), Michael S. Murphree-Roberts P.E., or Kevin Moore P.E.

ENGINEER CERTIFICATIONS

FHA

- All FHA Manufactured Homes require an Engineer Certificate unless it is an:
  - FHA/HUD Real Estate Owned (REO Division Sales
  - FHA-to-FHA Refi transaction or (VA-to-VA) transaction provide the Borrower is able to provide the Engineer Certificate from the original purchase.

CONVENTIONAL/VA

- On Conventional/VA transactions, the Engineer Certificate is required when there has been any type of modification or improvements to the property as noted by the appraiser or as indicated in the Borrower's Certification when there is no appraisal.

Exceptions

- EPM permits the use of a previous Engineer Certificate ONLY if there is proof of no modification and/or improvements to the existing structure.

- Additions or structural modification may bring the original manufacturing unit out of compliance with the HUD Manufactured Home Construction Safety Standards (MHCSS) and make the home "ineligible for FHA financing".
- The addition or modification should be treated like a conventional stick-built home and should comply with applicable building codes of the local jurisdictions and MCHSS.
- If there is a large addition, it will need to be verified that it was permitted and is legal.
- You can compare the GLA to the tax cert and if there is a discrepancy, then additional documentation is needed. *Ex: a letter from the zoning department or a copy of the permit to build it.*

FLOOD INSURANCE/ELEVATION CERTIFICATES

FHA/USDA:
If any portion of the property improvements (the dwelling and related structures/equipment essential to the value of the property and subject to flood damage) is located within a SFHA, the property is not eligible for FHA mortgage insurance unless:

A. A final Letter of Map Amendment (LOMA) or a final Letter of Map Revision (LOMR) that removes the property from the SFHA is obtained from FEMA

OR

B. The lender obtains a FEMA National Flood Insurance Program Elevation Certificate (FEMA form 81-31), if the property is not removed from the SFHA by the LOMA or LOMR. *The flood elevation certificate must document that the lowest floor (including the basement) of the residential building and all related improvements/equipment essential to the value of the property, are built at or above the 100-year flood elevation in compliance with the NFIP criteria.*

CONVENTIONAL/VA:
If a subject property is located in a SFHA (zones A or V) and the Borrower has obtained or will be obtaining a flood insurance policy with adequate coverage, an elevation certificate is not required.

NOTE: The loan must qualify with the flood insurance premium included in the DTI. Flood insurance must always be escrowed, regardless of an escrow waiver for taxes and homeowner’s insurance.

EXAMPLE OF ELEVATION CERTIFICATE

U.S. DEPARTMENT OF HOMELAND SECURITY
Federal Emergency Management Agency
National Flood Insurance Program

OMB No. 1660-0008
Expiration Date: November 30, 2022

ELEVATION CERTIFICATE

Important: Follow the instructions on pages 1–9.

Copy all pages of this Elevation Certificate and all attachments for (1) community official, (2) insurance agent/company, and (3) building owner.

SECTION A – PROPERTY INFORMATION		FOR INSURANCE COMPANY USE
A1. Building Owner's Name		Policy Number:
A2. Building Street Address (including Apt., Unit, Suite, and/or Bldg. No.) or P.O. Route and Box No.		Company NAIC Number:
City	State	ZIP Code
A3. Property Description (Lot and Block Numbers, Tax Parcel Number, Legal Description, etc.)		

A4. Building Use (e.g., Residential, Non-Residential, Addition, Accessory, etc.) ____________

A5. Latitude/Longitude: Lat. ____________ Long. ____________ Horizontal Datum: ☐ NAD 1927 ☐ NAD 1983

A6. Attach at least 2 photographs of the building if the Certificate is being used to obtain flood insurance.

A7. Building Diagram Number ______

A8. For a building with a crawlspace or enclosure(s):

a) Square footage of crawlspace or enclosure(s) ____________ sq ft

b) Number of permanent flood openings in the crawlspace or enclosure(s) within 1.0 foot above adjacent grade ____________

c) Total net area of flood openings in A8.b ____________ sq in

d) Engineered flood openings? ☐ Yes ☐ No

A9. For a building with an attached garage:

a) Square footage of attached garage ____________ sq ft

b) Number of permanent flood openings in the attached garage within 1.0 foot above adjacent grade ____________

c) Total net area of flood openings in A9.b ____________ sq in

d) Engineered flood openings? ☐ Yes ☐ No

SECTION B – FLOOD INSURANCE RATE MAP (FIRM) INFORMATION

B1. NFIP Community Name & Community Number	B2. County Name	B3. State

B4. Map/Panel Number	B5. Suffix	B6. FIRM Index Date	B7. FIRM Panel Effective/ Revised Date	B8. Flood Zone(s)	B9. Base Flood Elevation(s) (Zone AO, use Base Flood Depth)

B10. Indicate the source of the Base Flood Elevation (BFE) data or base flood depth entered in Item B9:
☐ FIS Profile ☐ FIRM ☐ Community Determined ☐ Other/Source: ____________

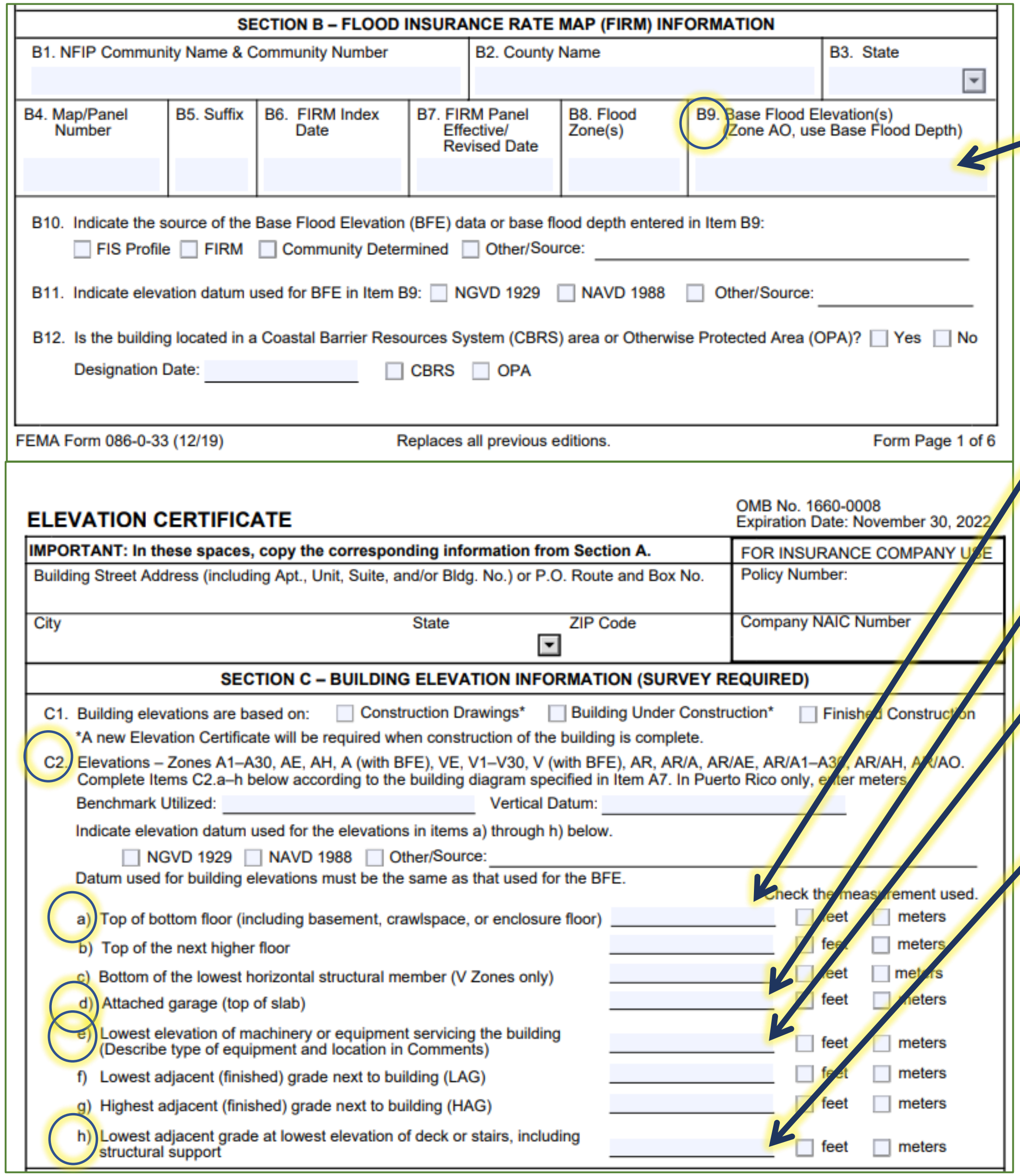
B11. Indicate elevation datum used for BFE in Item B9: ☐ NGVD 1929 ☐ NAVD 1988 ☐ Other/Source: ____________

B12. Is the building located in a Coastal Barrier Resources System (CBRS) area or Otherwise Protected Area (OPA)? ☐ Yes ☐ No

Designation Date: ____________ ☐ CBRS ☐ OPA

FEMA Form 086-0-33 (12/19) Replaces all previous editions. Form Page 1 of 6

**If no base flood elevation has been established, the Engineer/Surveyor is required to make the explicit statement that, "the area beneath the Manufactured House, including equipment and structural support, is above the 100-year flood plain".*



SECTION B – FLOOD INSURANCE RATE MAP (FIRM) INFORMATION

B1. NFIP Community Name & Community Number	B2. County Name	B3. State

B4. Map/Panel Number	B5. Suffix	B6. FIRM Index Date	B7. FIRM Panel Effective/ Revised Date	B8. Flood Zone(s)	B9. Base Flood Elevation(s) (Zone AO, use Base Flood Depth)

B10. Indicate the source of the Base Flood Elevation (BFE) data or base flood depth entered in Item B9:
☐ FIS Profile ☐ FIRM ☐ Community Determined ☐ Other/Source: ____

B11. Indicate elevation datum used for BFE in Item B9: ☐ NGVD 1929 ☐ NAVD 1988 ☐ Other/Source: ____

B12. Is the building located in a Coastal Barrier Resources System (CBRS) area or Otherwise Protected Area (OPA)? ☐ Yes ☐ No

Designation Date: ____ ☐ CBRS ☐ OPA

FEMA Form 086-0-33 (12/19) Replaces all previous editions. Form Page 1 of 6

ELEVATION CERTIFICATE

OMB No. 1660-0008
Expiration Date: November 30, 2022

IMPORTANT: In these spaces, copy the corresponding information from Section A.			FOR INSURANCE COMPANY USE
Building Street Address (including Apt., Unit, Suite, and/or Bldg. No.) or P.O. Route and Box No.			Policy Number:
City	State	ZIP Code	Company NAIC Number

SECTION C – BUILDING ELEVATION INFORMATION (SURVEY REQUIRED)

C1. Building elevations are based on: ☐ Construction Drawings* ☐ Building Under Construction* ☐ Finished Construction
*A new Elevation Certificate will be required when construction of the building is complete.

C2. Elevations – Zones A1–A30, AE, AH, A (with BFE), VE, V1–V30, V (with BFE), AR, AR/A, AR/AE, AR/A1–A30, AR/AH, AR/AO. Complete Items C2.a–h below according to the building diagram specified in Item A7. In Puerto Rico only, enter meters.

Benchmark Utilized: ____ Vertical Datum: ____

Indicate elevation datum used for the elevations in items a) through h) below.
☐ NGVD 1929 ☐ NAVD 1988 ☐ Other/Source: ____

Datum used for building elevations must be the same as that used for the BFE.

Check the measurement used.

a) Top of bottom floor (including basement, crawlspace, or enclosure floor) ____ ☐ feet ☐ meters
b) Top of the next higher floor ____ ☐ feet ☐ meters
c) Bottom of the lowest horizontal structural member (V Zones only) ____ ☐ feet ☐ meters
d) Attached garage (top of slab) ____ ☐ feet ☐ meters
e) Lowest elevation of machinery or equipment servicing the building (Describe type of equipment and location in Comments) ____ ☐ feet ☐ meters
f) Lowest adjacent (finished) grade next to building (LAG) ____ ☐ feet ☐ meters
g) Highest adjacent (finished) grade next to building (HAG) ____ ☐ feet ☐ meters
h) Lowest adjacent grade at lowest elevation of deck or stairs, including structural support ____ ☐ feet ☐ meters

ELEVATION CERTIFICATE CALCULATION

B9. Base Flood Elevation(s) (Zone AO, use Base Flood Depth)

- The level that all equipment and the bottom floor have to be greater than.

C2. a) Top of bottom of floor (including basement, crawlspace, or enclosure floor)

- Ensure this number is greater than B9

C2. d) Attached garage (*top of slab*)

- This would only be used if there is an attached garage on the property because that is considered an improvement.

C2. e) Lowest elevation of machinery or equipment servicing the building (*Describe type of equipment and location in Comments*)

C2. h) Lowest adjacent grade at lowest elevation of deck or stairs, including structural support

- This would be considered if the property includes anything structural.
- **Note**: Stairs and decks are considered structural support.

The Calculation:

The lowest of C2. a), C2. d), C2. e) and C2. h) has to be greater than B9.

TITLE REQUIREMENTS

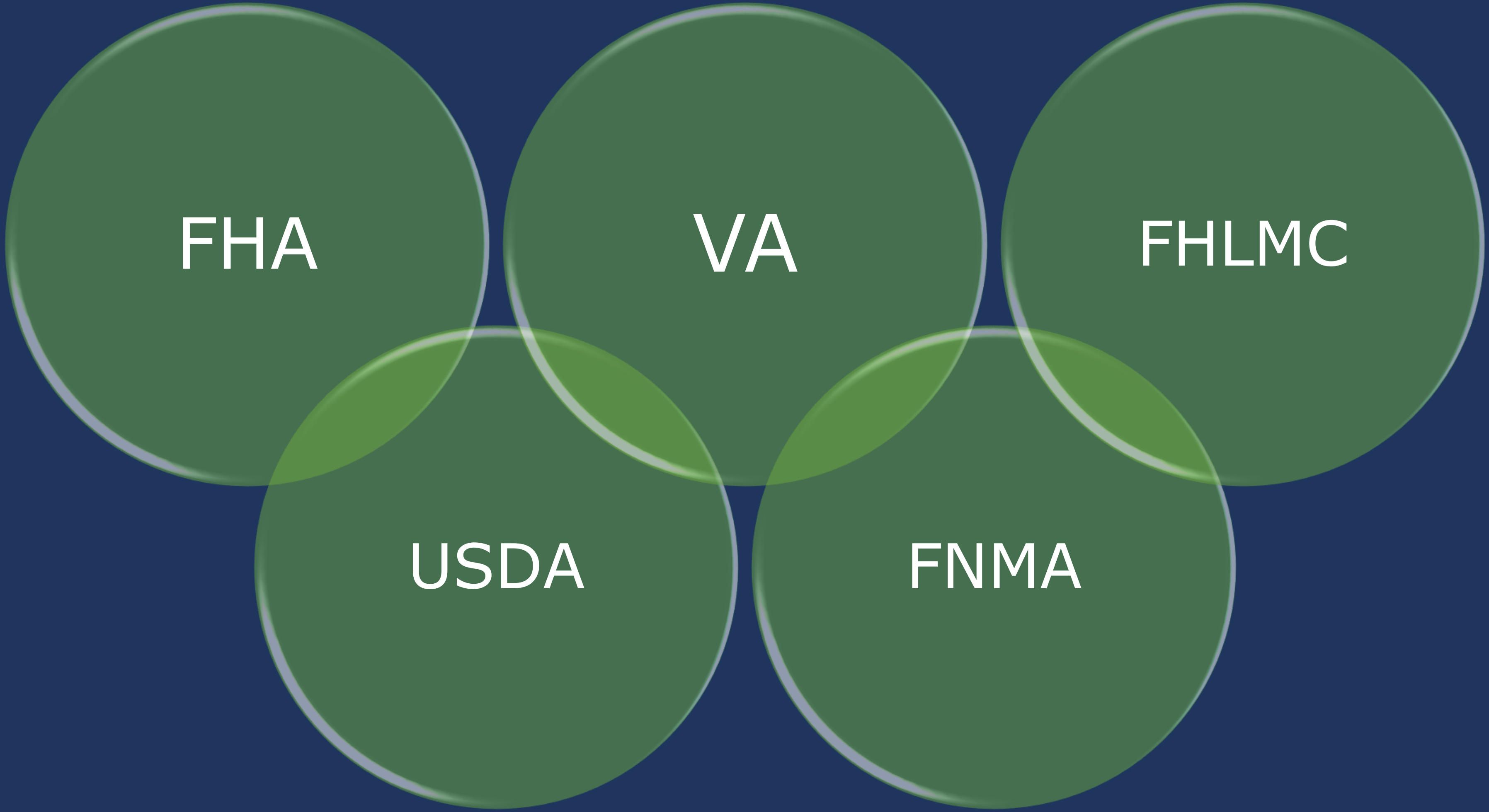
ALTA 7:

- Manufactured Housing Title Endorsement; ALTA 7 or T-31 (TX) will be required on the prelim title commitment and final title policy issued as affirmative coverage that the Manufactured Home situated on the insured land is included in the policy definition of "Land".
  - If the Manufactured Home endorsement does not appear on the prelim title commitment the title company to confirm the endorsement will be on the final title policy.
  - Customary for the title company to complete all required paperwork to transition the manufactured home title to real property post closing.

AFFIXATION AFFIDAVIT:

- An affixation affidavit is a sworn statement that indicates that the home is affixed to a permanent foundation, which is required by most municipalities before they can tax as real property.

- Affixation Affidavit: The original Borrower(s) signed Affixation Affidavit must be returned along with the Note and Certified Copy of the Security Instruments to:
  Equity Prime Mortgage
  5 Concourse Parkway, Queen Building, Suite 2250, Atlanta, GA 30328


FHA
VA
FHLMC
USDA
FNMA

FHA REQUIREMENTS

- Greater than 400 square feet
- FHA Connection, Appraisal Logging screen must contain the Manufactured Housing Indicator
- Singlewide, Doublewide, and Triplewide units permitted
- FHA Connection, Case Number Assignment screen must contain the appropriate 2-digit Program ID code (see next slide for more detail)
- Home should be classified and taxed as real property
- An Engineer Certification is required to ensure home meets HUD Requirements
- The Cost Approach is required to be completed on New Construction to document the land value

INELIGIBLE:

Manufactured Homes in a leasehold estate in a park (‘trailer park” setting) not held in fee simple ownership, in a condominium project **, and / or have been “moved” or traded are not permitted.

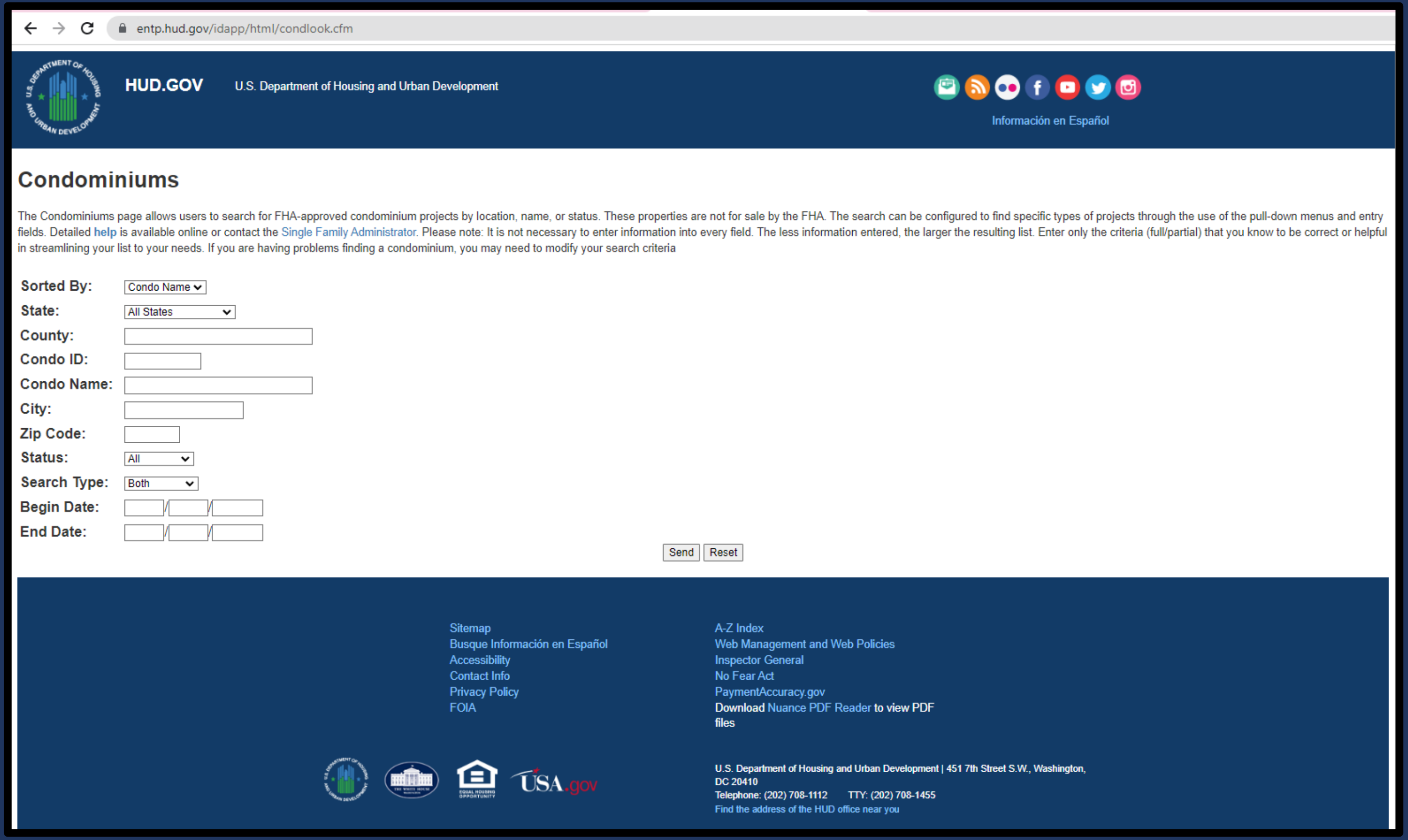
*** If it is in an approved HRAP, then it may be considered*

HRAP APPROVAL

Standard procedure is that we do not allow Manufactured Condos. The only exception to that is if it is already HRAP approved. We do no submit for HRAP approval and this scenario must be approved on a case-by-case basis.

To determine if the property is currently HRAP approved:

- https://entp.hud.gov/idapp/html/condlook.cfm



HRAP APPROVAL

entp.hud.gov/idapp/html/condo1.cfm

HUD.GOV U.S. Department of Housing and Urban Development

Información en Español

Condominiums List

SUCCESS *Message:* CONDOMINIUMS SUCCESSFULLY COMPLETED

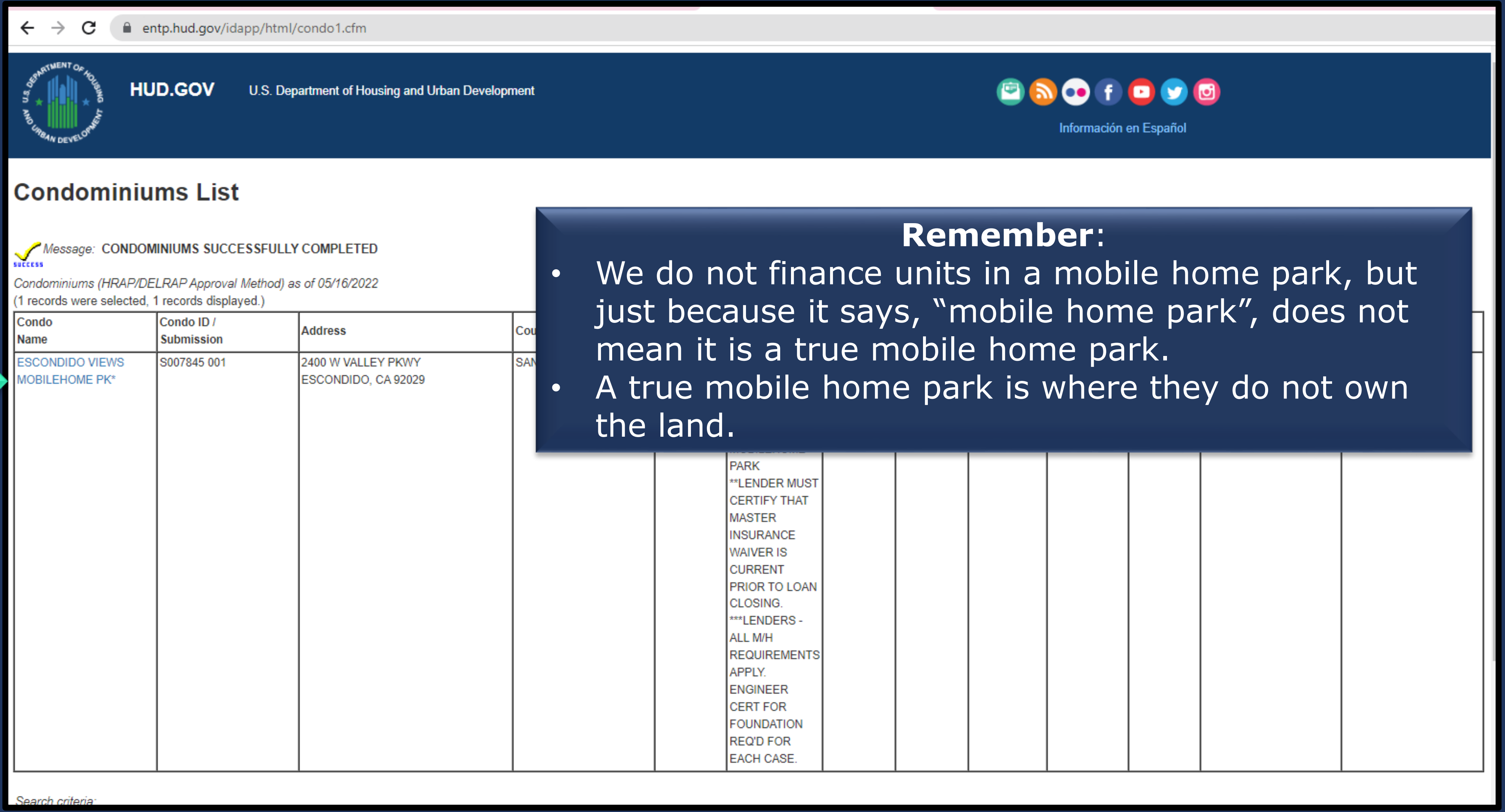
Condominiums (HRAP/DELRAP Approval Method) as of 05/16/2022
(1 records were selected, 1 records displayed.)

Condo Name	Condo ID / Submission	Address	County	Approval Method	Composition of Project	Comments	Document Status	Manufactured Housing	FHA Concentration	Status	Status Date	Expiration Date
ESCONDIDO VIEWS MOBILEHOME PK*	S007845 001	2400 W VALLEY PKWY ESCONDIDO, CA 92029	SAN DIEGO	HRAP	ALL 152 M/H UNITS IN MHCP PROJECT. *ESCONDIDO VIEWS MOBILEHOME PARK **LENDER MUST CERTIFY THAT MASTER INSURANCE WAIVER IS CURRENT PRIOR TO LOAN CLOSING. ***LENDERS - ALL M/H REQUIREMENTS APPLY. ENGINEER CERT FOR FOUNDATION REQ'D FOR EACH CASE.	Exists	Recorded/ Uploaded	Yes	15.13%	Approved	01/13/2021	01/13/2024

Search criteria:

HRAP APPROVAL

"Mobile Home Park"


entp.hud.gov/idapp/html/condo1.cfm

HUD.GOV U.S. Department of Housing and Urban Development

Información en Español

Condominiums List

Message: CONDOMINIUMS SUCCESSFULLY COMPLETED

Condominiums (HRAP/DELRAP Approval Method) as of 05/16/2022
(1 records were selected, 1 records displayed.)

Condo Name	Condo ID / Submission	Address	Cou
ESCONDIDO VIEWS MOBILEHOME PK*	S007845 001	2400 W VALLEY PKWY ESCONDIDO, CA 92029	SAN

PARK **LENDER MUST CERTIFY THAT MASTER INSURANCE WAIVER IS CURRENT PRIOR TO LOAN CLOSING. ***LENDERS - ALL M/H REQUIREMENTS APPLY. ENGINEER CERT FOR FOUNDATION REQ'D FOR EACH CASE.

Search criteria:

Remember:

- We do not finance units in a mobile home park, but just because it says, "mobile home park", does not mean it is a true mobile home park.
- A true mobile home park is where they do not own the land.

USDA REQUIREMENTS

- Same requirements as FHA guidelines
- Property must be located in an eligible rural area
- Singlewide, Doublewide, and Triplewide units permitted
- Manufactured Home must be less than 12 months old, never occupied and must include the site. The date of the purchase agreement must be within one year of the manufactured date displayed on the plate attached to the unit.
- Mortgage loan must cover both the unit and site.
- USDA Pilot Program: Existing homes built after January 2006 eligible in CO, IA, LA, MI, MS, MT, ND, NH, NY, NV, OH, OR, PA, TN, TX, UT, VA, VT, WA, WI, WV, and WY.

INELIGIBLE:

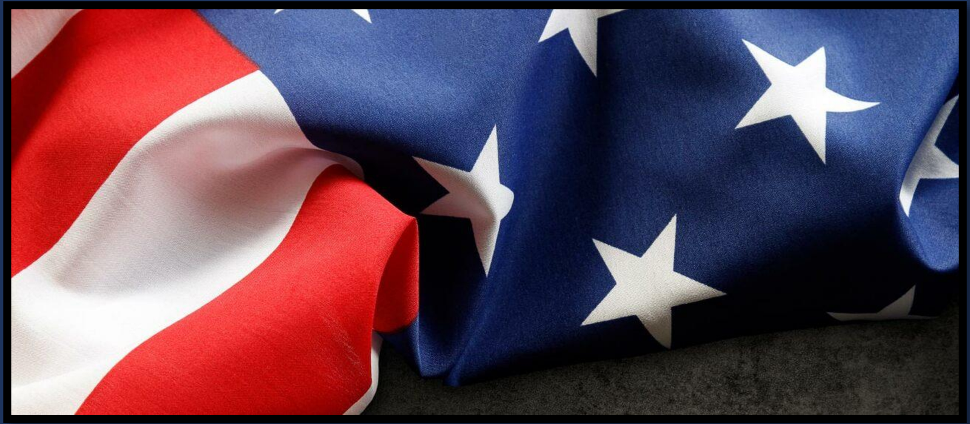
- Manufactured Homes with a manufactured date exceeding 12 months of the purchase agreement contract
- Cash-out refinances
- Existing homes built after January 2006 unless located in an eligible state as referenced in the Pilot Program guidelines.

VA REQUIREMENTS

- Manufactured Homes must be, or will be prior to closing, permanently affixed to the foundation and taxed as real property
- Singlewide, Doublewide, and Triplewide units permitted
- The Borrower must occupy the property as his/her principal residence
- Follow FHA Manufactured Housing Guidelines for property requirements
- An Engineer's Certification may not be required, however if the appraiser has reasonable doubt as to the acceptability of the foundation system, then we would need a statement from a Registered Professional Engineer
- Engineer's Certification is always required if the home has been moved from its original location

INELIGIBLE:

- Manufactured Housing in leasehold estate in a "park" ("trailer park" setting) not held in fee simple ownership or in a condominium project
- Proposed and properties under construction
- Manufactured Home trade-ins are not permitted
- Properties located in a Coastal Barrier Resources System (CBRS) area, as delineated on a CBRS map, are not eligible as a security for a VA-guaranteed loan



FNMA REQUIREMENTS

- The Manufactured Home must be at least 12 feet wide and have a minimum of 400 square feet of gross living area
- Manufactured Homes must be a one-unit dwelling that is legally classified as real property
- Singlewide, Doublewide, and Triplewide units permitted
- The Manufactured Home must be permanently connected to a septic tank or sewage system, and to other utilities in accordance with local and state requirements
- The Borrower must own the land on which the Manufactured Home is situated in fee simple
- Manufactured Housing units in a condominium project are permitted provided they meet all FNMA Condo Full Lender Review requirements and are PERS Approved.

INELIGIBLE:

- Trade equity is not permitted (EPM overlay)
- Traded units are not permitted (EPM overlay)
- Investment Properties
- Units that have been moved from its original location
- Units located on leasehold estates
- Properties that are not suitable for year-round occupancy regardless of location

FNMA REQUIREMENTS

- To be eligible for a cash-out refinance, the Borrower must have owned both the Manufactured Home and the land for 12 months or more prior to the application date. The value for a cash-out refinance Mortgage is based on the current appraised value of the Manufactured Home and land.
- For a cash-out refinance transaction secured by a Primary Residence, the maximum loan term is 20 years, for Mortgages with LTV/TLVT/HTLTV ratios less than or equal to 65%
- DU must reflect the property type as Manufactured Home
- Principal residences and second home dwellings only
- NOTE: Investment properties are not permitted

FNMA MH ADVANTAGE

FNMA introduced MH Advantage as of June 5, 2018. The "MH Advantage" is Manufactured Housing that is designed to meet specific construction, architectural design, and energy efficiency standards that are more consistent with Site-Built homes.

Examples of the physical characteristics for MH Advantage are:

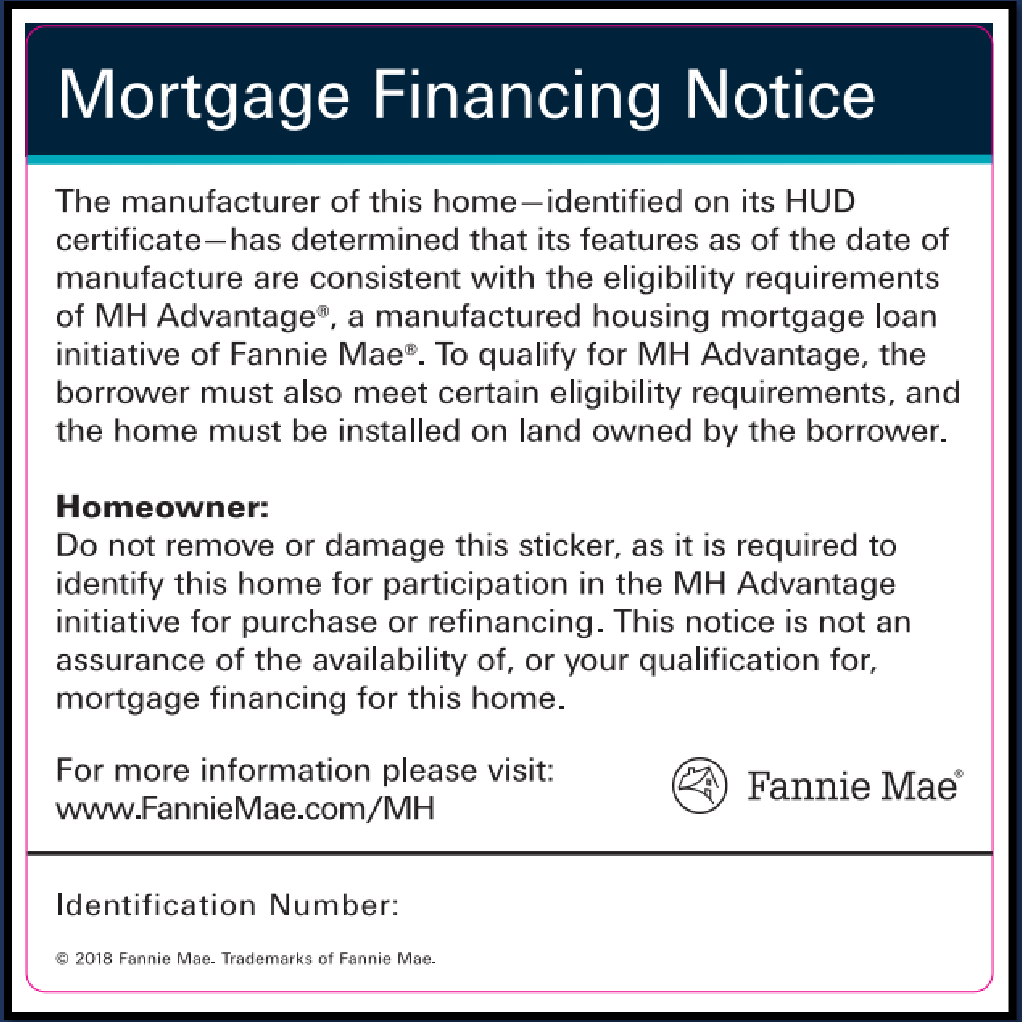
- Specific architectural and aesthetic features, such as distinctive roof treatments (eaves and higher pitch roofline), lower profile foundation, garages or carports, porches, and dormers;
- Construction elements including durability features such as durable siding materials; and
- Energy efficiency standards (minimum energy ratings apply)

MH Advantage may only be used to finance Manufactured Homes that have the MH Advantage sticker. Loans secured by MH Advantage properties feature a number of flexibilities compared with standard MH, including:

- Higher LTV ratios, up to 97%
- Waived 0.50% LLPA
- Reduced MI coverage required for fixed-rate terms $\leq$ 20 years
- Can be combined with HomeReady or other Fannie Mae mortgages

FNMA MH ADVANTAGE

- ✓ MH Advantage is open to all manufacturers
  - *Click here then scroll to the "participating manufacturers" section. Click the "+" to see the list of manufacturers participating in MH Advantage.*
- ✓ Participating manufacturers will enter into an agreement with FNMA allowing them to attach an "MH Advantage Sticker" to the home in proximity to the home's HUD Data Plate.
- ✓ The Sticker identifies the home as having been designed to accommodate the physical characteristics for an MH Advantage property.
- ✓ The lender will confirm the presence of the Sticker, and additional information about site improvements to the property, but is not responsible for confirming the physical characteristics of the home.



Mortgage Financing Notice

The manufacturer of this home—identified on its HUD certificate—has determined that its features as of the date of manufacture are consistent with the eligibility requirements of MH Advantage®, a manufactured housing mortgage loan initiative of Fannie Mae®. To qualify for MH Advantage, the borrower must also meet certain eligibility requirements, and the home must be installed on land owned by the borrower.

Homeowner:
Do not remove or damage this sticker, as it is required to identify this home for participation in the MH Advantage initiative for purchase or refinancing. This notice is not an assurance of the availability of, or your qualification for, mortgage financing for this home.

For more information please visit:
www.FannieMae.com/MH

Fannie Mae®

Identification Number:

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FNMA MH ADVANTAGE

The lender must confirm the following by reviewing photographs in the appraisal report:

- the property is a MH Advantage as evidenced by MH Advantage Sticker;
- the HUD Data Plate and HUD Certification Labels are present;
- the presence of a driveway leading to the home (or to the garage or carport, if one is present); and
- the presence of a sidewalk connecting either the driveway, or a detached garage or carport

Appraisal:

- Manufactured Home Appraisal Report (1004C), and
- Completion Report (1004D), if applicable

Eligibility Requirements:

- MH Advantage loans follow the same DU eligibility requirements as Manufactured Homes, with the exception that the maximum LTV ratio is increased to 97% for certain purchases and limited cash-out refinances. All requirements that pertain to loans with LTV ratios 95.01 – 97% apply.
- The CLTV ratio may be up to 105% with Community Seconds.
- Loans may be originated as HomeReady and subject to all HomeReady requirements.
- HomeStyle Renovation and HomeStyle Energy may also be combined with MH Advantage.

FREDDIE MAC REQUIREMENTS

- Built on or after June 15, 1976
- Must be built on a permanent chassis
- Doublewide and Triplewide units permitted
- Manufactured Homes must be a one-unit dwelling that is legally classified as real property.
- The anchoring system must comply with the HUD codes.
- The permanent foundation must be designed in accordance with the manufacturer's instructions or by a licensed professional engineer and meet all local, state, and federal codes.
- The Manufactured Home must be at least 12 feet wide and have a minimum of 400 square feet of gross living area

INELIGIBLE:

- Manufactured Homes located on a leasehold estate outside a FHLMC approved Condo
- Manufactured housing investment properties
- Singlewide Units
- A Manufactured Home that was moved from its original site and was previously occupied or installed on a permanent foundation is not permitted
- A mortgage with proceeds that are used to pay the outstanding balance under a land contract or contract for Deed
- Land Contract Refinance not permitted

FREDDIE MAC REQUIREMENTS

- For a new Manufactured Home, whether it is affixed to a permanent foundation prior to or after the application date, the underwriter must obtain a copy of the manufacturer's invoice and Manufactured Home Purchase Agreement

- To be eligible for a cash-out refinance, the Borrower must have owned both the Manufactured Home and land for 12 months prior to the application date. The value for a cash-out refinance mortgage is based on the current appraised value of the Manufactured Home and land

- For a cash-out refinance transaction secured by a primary residence, the maximum loan term is 20 years for mortgage with LTV/TLTV/HTLTV ratios less than or equal to 65%

- The mortgage premises must conform to all applicable use restrictions and must be zoned for residential use, and not commercial or business uses. (We do allow some in rural areas that are considered missed use like agriculture and residential, but typically do not allow any type of MH if it is in a commercially zoned area.)

- HVEs are not permitted on Manufactured housing. A 1004C and 1004MC are required

- Principal residences and second home dwellings only; investment properties NOT permitted

- The ALTA Form 7 endorsement does not ensure the Manufactured Home has been properly converted to real property. If the state has statutory, regulatory, or formal administrative process for surrendering and canceling a Certificate of Title, the underwriter/Lender is responsible for ensuring that all steps necessary to convert the Manufactured Home to real property have been completed and documentation evidencing the conversion is in the mortgage file.

FREDDIE MAC CHOICEHome

Home Attributes:

- Multisection home with a minimum of 1,000 square feet gross living area.
- Siding materials may be any of the following materials: vinyl, fiber cement, stucco, engineered wood siding, hardwood siding, brick, synthetic stone.

Home Interior:

- Drywall finishes throughout with upgraded finishes optional
- Bath and kitchen cabinetry with solid wood or veneer wood fronts (No paper-wrapped cabinet doors or stiles).
- Showers and Tubs must be acrylic, composite, enamel/porcelain coated steel, fiberglass, solid surface, or tile.

Foundation:

- The permanent foundation must meet HUD's Permanent Foundation Guide for Manufactured Housing. It must be engineer designed and certified for the specific dwelling and site and include a perimeter mortared masonry blocking wall set on poured perimeter footer.

FREDDIE MAC CHOICEHome

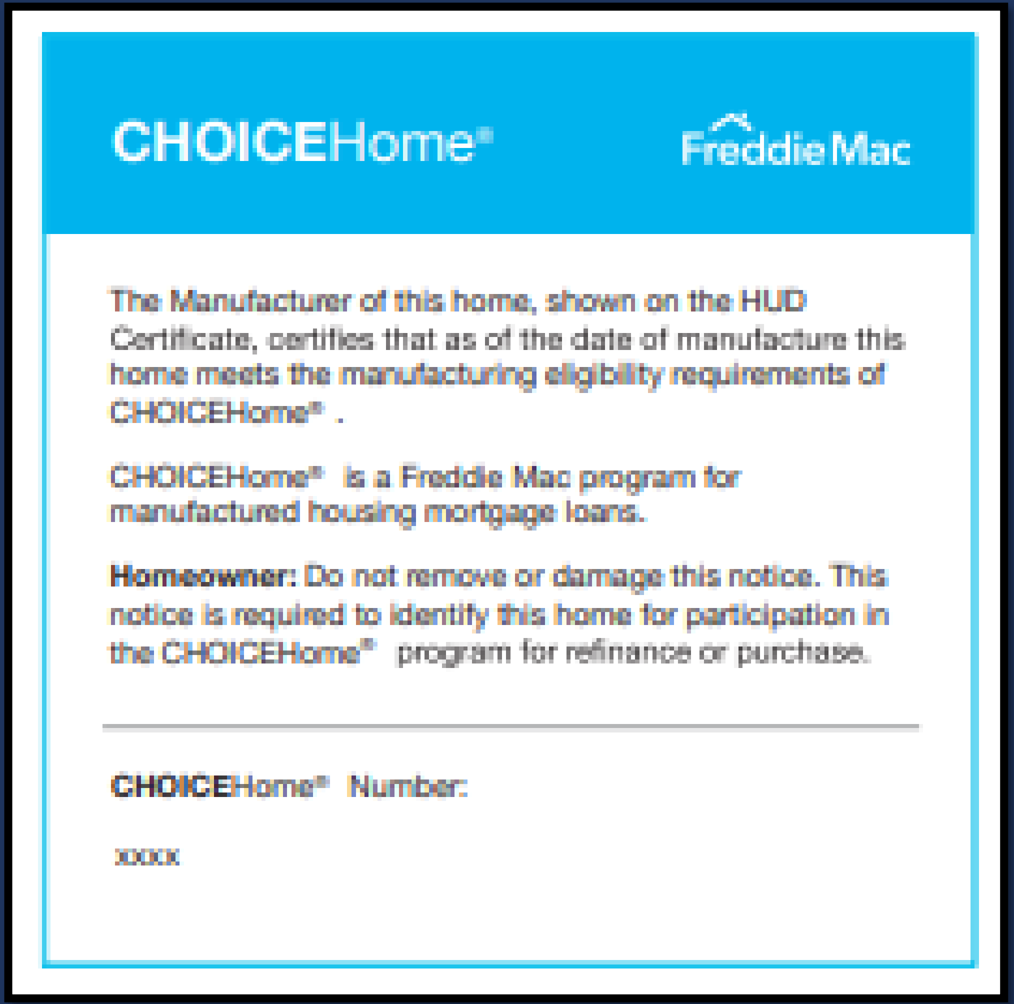
Roof Pitch:
- Minimum roof pitch of 4/12, with 4" eaves
- This feature is more appealing to buyers.

Design Features:
- Must have 1 of the following pairs: Attached/Detached garage carport, Dormers, Covered Porch
- Being able to customize your home with added features

Energy Efficency:
- Built to exceed current HUD energy efficiency requirements for the geographic property. The home must also have:
- Minimum insulation values of 33 (ceiling), 11 (wall), and 22 (floor)
- Low-E windows
- A programmable thermostat

FREDDIE MAC CHOICEHome

- ✓ The Label identifies the home as having been designed to accommodate the physical characteristics for a CHOICEHome property
- ✓ The lender will confirm the presence of the Sticker, and additional information about site improvements to the property, but is not responsible for confirming the physical characteristics of the home.
- ✓ CHOICEHome is open to all manufacturers.
  - *Click here to view the current list of "participating manufacturers".*
- ✓ Participating manufacturers will enter into an agreement with FHLMC allowing them to attach an "CHOICEHome Label" to the home in proximity to the home's HUD Data Plate.



FREDDIE MAC CHOICEHome

- Lenders must use Loan Product Advisor ® to underwrite
- Property should be identified as detached single-family home
- CHOICEHome must be the Borrower’s primary residence
- CHOICEHome LTV can be up to 97 percent with a Home Possible Advantage ® and HomeOne Mortgage
- Multi-section factory-built homes, with a minimum of 1,000 square feet of gross living area.
- Must have a CHOICEHome Label affixed that certifies the home meets CHOICEHome manufacturing eligibility requirements.

HOME POSSIBLE/ HOMEONE

Home Possible:

- Home Possible helps you put more qualified customers on the path to successful homeownership. It’s perfect for first-time homebuyers, millennials, and other underserved consumers.
  - No minimum contribution from Borrower’s personal funds
  - Gifts from related persons and other sources of funds permitted for down payment and closing costs
  - 97% LTV limit
  - No reserves required, lowering cash needed to close
  - Flexible homebuyer education requirement

HomeOne:

- With more flexibility for maximum financing, HomeOne provides expanded opportunity and greater certainty to help lenders bring more Borrowers to the closing table.
  - 3 percent minimum down payment for first-time homebuyers
  - More flexibility for financing
  - Homebuyer education requirements support informed, responsible and sustainable homeownership

Resources

- Manufactured Homes Certification Quiz
- EPM TPO Portal

EPM Department Contacts

Wholesale Sales:
- Kenny Phillips – SVP of Lending
  - Kphillips@epm.net / 401-593-3276

Wholesale Operations:
- Chris Lafferman – VP of Operations
  - clafferman@epm.net

Disclosures:
- Stewart Chapman – Disclosure Desk Director
  - schapman@epm.net / 615-439-7781

Wholesale Underwriting:
- Phil Brousseau – VP of Underwriting
  - Pbrousseau@epm.net / 413-313-4271

Closing:
- Closing@epm.net

Servicing:
- Servicing@epm.net

Scenarios:
- Scenarios@epm.net

Appraisals:
- AppraisalDesk@epm.net

CONNECT WITH EPM

Get in Touch with Our Team
We would love to hear from you!
https://epmwholesale.com

VISIT US https://epmwholesale.com	FOLLOW US LINKEDIN
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	FOLLOW US YOUTUBE

Equal Housing Opportunity Lender.

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Not all programs are available in all areas and rates and costs stated do not apply to all loans made. EPM's underwriting guidelines and program restrictions apply.

Terms and programs listed are subject to change without notice. EPM only conducts business in approved states.

EPM is an Equal Housing Opportunity Lender. For complete licensing information go to http://www.nmlsconsumeraccess.org.

THANK YOU

Equity Prime Mortgage, LLC