

## Manufactured Housing Rental (MHR)

Fannie Mae Multifamily provides financing options for manufactured housing communities where the Borrower owns the Manufactured Housing Community (MHC) sites, associated common amenities, infrastructure and a higher-than-typical number of park-owned Manufactured Homes.



<b>Term</b>	5 - 30 years.
<b>Amortization</b>	<ul style="list-style-type: none"> <li>Up to 30 years for the Mortgage Loan covering the site lease portion of the deal.</li> <li>For the Mortgage Loan covering the park-owned Manufactured Home portion of the deal: <ul style="list-style-type: none"> <li>Manufactured Homes older than 5-years, but younger than 9-years: 10-year amortization</li> <li>Manufactured Homes newer than 5-years: 20-year amortization</li> </ul> </li> </ul>
<b>Interest Rate</b>	Fixed and variable rate options available.
<b>Maximum LTV</b>	65%
<b>Minimum DSCR</b>	1.35x
<b>Credit Approval</b>	All Manufactured Housing Rental Deals require Pre-Review.
<b>Property Considerations</b>	<ul style="list-style-type: none"> <li>No restriction on the percentage of tenant-occupied homes.</li> <li>Density is based on market norms and generally should not exceed 12 Manufactured Homes per acre for an existing community and 7 Manufactured Homes per acre for a new Community.</li> <li>With limited exceptions, all Manufactured Homes should conform to applicable Manufactured Housing HUD Code standards.</li> <li>Additional pricing incentives available for non-traditional MHC ownership forms (e.g., non-profit, government entity, or resident owned): <a href="https://multifamily.fanniemae.com/financing-options/specialty-financing/manufactured-housing/non-traditional-ownership-pricing-incentive">https://multifamily.fanniemae.com/financing-options/specialty-financing/manufactured-housing/non-traditional-ownership-pricing-incentive</a>.</li> </ul>

### Benefits

- Customized solutions
- Competitive pricing
- Certainty of execution
- Speed in processing and underwriting

### Eligibility

- Existing, stabilized, professionally managed MHC, with or without age restrictions, having a minimum of 50 sites
- Preferred Execution within a Credit Facility
- Quality Level 3, 4, or 5 communities
- At least one Key Principal of the Borrower should have experience in operating an MHC
- Lenders experienced in financing

### For More Information

Contact a Fannie Mae representative or visit the Multifamily Business Portal for details.

[multifamily.fanniemae.com](https://multifamily.fanniemae.com)



<b>Delivery and Securitization</b>	<ul style="list-style-type: none"> <li>The deal must be delivered as two separate Mortgage Loans with one Mortgage Loan being secured by the Site Leases, and the other secured by the park-owned Manufactured Homes, but with both Mortgage Loans being cross-collateralized and cross-defaulted.</li> <li>The Mortgage Loans secured by the site leases and the Mortgage Loan secured by the park-owned Manufactured Homes cannot be combined in a single MBS.</li> </ul>
<b>Supplemental Financing</b>	Supplemental Mortgage Loans are available.
<b>Prepayment Availability</b>	Flexible prepayment options are available. Mortgage Loans may be voluntarily prepaid upon payment of yield maintenance or graduated prepayment premium for fixed-rate Mortgage Loans or graduated prepayment premium for variable-rate Mortgage Loans.
<b>Rate Lock</b>	30- to 180-day commitments. Borrowers may Rate Lock using the Streamlined Rate Lock option.
<b>Accrual</b>	30/360 and Actual/360.
<b>Recourse</b>	Non-recourse execution with standard recourse carve-outs for “bad acts” such as fraud and bankruptcy.
<b>Escrows</b>	Funding of tax and insurance escrows depend on leverage level. Replacement Reserve escrow is typically required.
<b>Third Party Reports</b>	Standard third-party reports required, including Appraisal, Phase I Environmental Site Assessment, and Property Condition Assessment. The Appraisal must show the both the separate values for the MHC and the park-owned Manufactured Homes, as well as the aggregate value of both.
<b>Assumption</b>	Mortgage Loans are typically assumable, subject to review and approval of the new borrower’s financial capacity and experience.



**Minimum  
Underwritten  
Vacancy/Collection  
Loss**

Minimum 5% economic vacancy assumption.