



Fannie Mae®

High-quality housing at an attainable price

MH Advantage® financing for homes in local communities

With a shortage of affordable supply in many parts of the country, factory-built housing may be a good solution for your aspiring, low- to moderate-income homebuyers. MH Advantage is a new homeownership option that offers innovative and affordable financing on specially designed manufactured homes that feature site-built characteristics.

Affordable MH financing

Homebuyers can access the same loan terms they'd expect from a traditional site-built home mortgage, including down payments as low as 3%. Plus, they can get a lower interest rate compared to traditional manufactured housing rates and reduced mortgage insurance coverage.

Supporting borrower needs

A diverse selection of affordable design options helps borrowers find homes that match their style and stay within their budget, opening the door to prospective homebuyers who may not think homeownership is an option.

Affordability meets scalability

MH Advantage qualified homes can help address critical barriers to homeownership by offering quality factory-built homes at lower cost, with a model that meets the needs of lenders, builders, and the broader real estate community.

Substantial cost savings without compromising on home quality

A recent research study conducted by Fannie Mae and Meyers Research suggested the hard costs for the manufacture, delivery, site preparation, and installation of a new MH Advantage eligible home ranged from \$70-\$120* per square foot depending on the market. In many U.S. markets where developers' hard costs are above that threshold, considering MH Advantage eligible homes could generate substantial savings, which will allow developers to increase their profit margins and offset higher land costs.

Comparison of relative cost savings offered by MH Advantage eligible homes, in select markets

(as a percentage of income at 80% of the area median income [AMI])

Low- and moderate-income borrowers can save months of their income by choosing a factory-built home over a site-built house in many U.S. markets.

CHICO, CA

MHA build price per sq. ft.	\$76
Build price difference	\$75,381*
Income equivalent	> 17 months

In Chico, CA, an MH Advantage eligible home can be built for \$75,381 less than a site-built home, which is equivalent to 17 months of income for homebuyers at 80% AMI.

CHICAGO, IL

MHA build price per sq. ft.	\$76
Build price difference	\$84,932*
Income equivalent	> 14 months

In Chicago, IL, an MH Advantage eligible home can be built for \$84,932 less than a site-built home, which is equivalent to 14 months of income for homebuyers at 80% AMI.

In addition to cost savings, borrowers will enjoy faster delivery and savings on financing when choosing MH Advantage eligible homes over site-built houses in many regions.

Role Fannie Mae plays in promoting the sale of MH Advantage homes in subdivisions

Fannie Mae engages with traditional homebuilders and developers looking for more cost-effective options to broaden the availability of conventionally financed manufactured homes.

To support our MH Advantage financing product, Fannie Mae is working to facilitate new single-family home construction more affordably to significantly expand where and how manufactured housing can be constructed in a high-quality, cost-effective way.

MH Advantage eligible homes are manufactured in tightly controlled factory environments, enabling efficient use of building materials, reduced construction waste, and high-quality construction along with Energy Star features.

For more information, contact us at mh_notices@fanniemae.com or visit fanniemae.com/manufacturedhomes.