What happened after you got your mortgage?



The most effective way to understand the benefits and problems with mortgages and owning a home is to ask you about your experiences.

The Federal Housing Finance Agency and the Consumer Financial Protection Bureau are working together to improve the mortgage process for future homeowners. Your experience will help us understand mortgages today.

You can complete this paper copy or complete the survey online. The online version may be easier to complete because it skips questions that do not apply to you. Online responses are also processed more quickly making it less likely that you will receive reminders to complete this survey. The online questionnaire can be completed in either English or Spanish as explained below.

To complete the survey online

Go to www.ASMBsurvey.com

LOG IN with your unique survey PIN # provided in the letter.

Esta encuesta está disponible en español en línea

Visite al sitio web **www.ASMBsurvey.com** Inicie la sesión con su número PIN único de la encuesta que se encuentra en la carta adjunta.

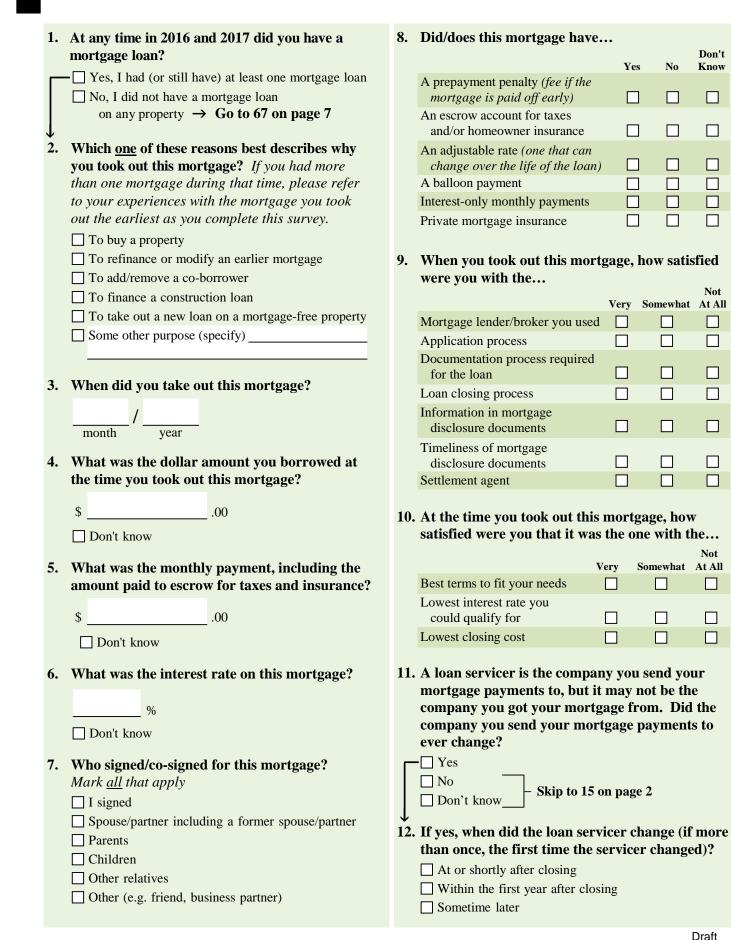
Thank you for sharing your experience with us.

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. 2590-0015 Expires 7/31/2019



1



Don't

Know

П

П

Not

Not

No

П

 \square

1	13. If your loan servicer changed, how many times did the loan servicer change for this loan?			19.	What was the purchase price of this property, or if you built it, the construction and land cost?	
		$\Box 1 \qquad \Box 2 \qquad \Box 3 \text{ or more times}$				\$.00 Don't know
1	1 4	XX7L	J			
1	14.	When the loan servicer last change			20.	About how much do you think this property is
		Did the new loan servicer tell you when	Yes	No		worth today, that is, what could it sell for now?
		and where to send your payments?				
		Did the due date or frequency of				\$00 Don't know
		payments change?			• 1	
		Did the mortgage payments or loan terms change?			21.	Which <u>one</u> of these ways did you use this property 18 months to 2 years ago?
		Were any payments mishandled?				Primary residence (where you spent the majority
						of your time) Seasonal or second home
1	15.	Did your loan servicer				Home for other relatives
			Yes	No		Rental or investment property
		Send out periodic statements				
		Provide a coupon payment book				Other (specify)
		Apply payments correctly			22	Which <u>one</u> of these ways describes how you use
		Provide clear information on how	_	_	<i></i> .	this property <u>today</u> ?
		to contact them				Primary residence (where you spend the majority
1	16	Did you ever contact this loan servio	oor to			of your time)
1	10.	Did you ever contact this loan servic	Yes	No		Seasonal or second home
		Confirm receipt of a payment				Home for other relatives
		Correct errors in your file				Rental or investment property
		Ask about escrow or property taxes				Other (specify)
		Ask about pre-paying or paying more				
		than the required regular payment				
						□ No longer have the property
					23	Did we mail this survey to the address of the
		The Property			_0.	property you financed with this mortgage?
1	17.	When did you first become the own	ner of tl	his		Yes No
		property?				
					24.	Thinking about the neighborhood where this
		/				property is located, how have the following
		month year				changed in the last couple of years?
1	18.	Which <u>one</u> of the following best des	scribes	this		Significant Little/No Significant Increase Change Decrease
-		property?		••••		Number of homes for sale
		Single-family detached house				Number of vacant homes
		Townhouse, row house, or villa				Number of homes for rent
Mobile home or manufactured home				Number of foreclosures or		
				short sales		
		\Box 2-unit, 3-unit, or 4-unit dwelling	nont bui	lding		House prices Image: Constraint of the straint of the str
		Apartment (or condo/co-op) in apartu		lung		living there
		Unit in a partly commercial structure				6
		Other (specify)				



- 25. What do you think will happen to the prices of homes in this neighborhood over the next couple of years?
 - Increase a lot
 - Increase a little
 - Remain about the same
 - Decrease a little
 - Decrease a lot
- 26. In the next couple of years, how do you expect the overall desirability of living in this neighborhood to change?
 - Become more desirable
 - Stay about the same
 - Become less desirable

Paying On This Mortgage

- 27. At any time during the past couple of years, did you have any concerns or face any difficulties making your mortgage payments?
 - Yes
 - \square No \rightarrow Skip to 48 on page 5
- 28. When did you start having difficulties making the mortgage payments?
 - 2015 or earlier
 - First half 2016
 - Second half 2016
 - 2017 or later
- 29. When you faced these difficulties, what happened to the mortgage payments?
 - Made all the payments on time
 - ☐ Made one or more late payments but did not skip any payment
 - Skipped one or more payments
- **30.** Were these difficulties serious enough that you or your loan servicer had concerns that you might not be able to afford the mortgage or continue living in your home?

□ No

Yes

31. Did any of the following make it difficult to make your mortgage payments?

	Yes	NO
Job loss		
Retirement		
Business failure		
Separation or divorce		
Illness, disability or death of someone		
in your household		
Disaster affecting this property		
Increase in required mortgage payments		
Unexpected expenses		
Payments for other mortgages		
(e.g. HELOC, 2nd mortgage)		
Payments for other large debts		

32. What actions, if any, did you (or your spouse/partner) take to address the difficulties paying this mortgage?

	Yes	NO
Borrowed money from family or friend		
Borrowed money from a financial institution		
Borrowed from or cashed out a retirement	_	_
account		
Sold other assets		
Rented part of the house or added		_
roommates		
Increased work hours		
Started a second job		
Started a new or better paying job		
Reduced monthly expenses		
Consolidated debt		
Filed for bankruptcy		
Tried to sell the property but could not		
Sold the property		
Did nothing		
Other (specify)		
Other (speeny)		



- 33. When you were having difficulties, did you talk to a professional housing counselor or take a course about managing your finances from an expert? Yes
 - □ No → Skip to 37

34. Was your counseling provided...

	Yes	No
In person, one-on-one		
In person, in a group		
Over the phone		
Online		
In a language other than English		

35. How many hours was your counseling?

- Less than 3 hours
- 3 6 hours
- \Box 7 12 hours
- More than 12 hours

36. Overall, how helpful was your counseling? Very

Somewhat Not at all

37. When you were having difficulties making the mortgage payment, did...

	Yes	No
Your loan servicer try to contact you by phone, mail or other means?		
You ever try to contact your loan servicer to discuss your difficulties?		
You ever talk with the loan servicer or their representative?		

38. Did you get information from or talk with your loan servicer about... Don't

	Yes	No	Know
Refinancing your mortgage			
A loan modification			
Available government programs			
Financial counseling			
Debt consolidation			
A way to get caught up on missed payments			
Selling or giving up the property			
Other (specify)			

39. Did the loan servicer offer you...

		Yes	No	Don't Know				
	A pre-approved plan to modify your mortgage payment permanently							
	A way for you to apply to modify you mortgage payment permanently	r						
	A temporary suspension or reduction of your mortgage payment							
	A repayment plan to make up missed payments							
	A way to sell the property to satisfy the mortgage							
	A way to give the property to the lender to satisfy the mortgage							
40.	Is English your primary languag	e?						
	$\Box \text{ Yes } \rightarrow \text{ Skip to } 42$							
\int	- No							
41.	1 0							
	following in your primary language? If yes, were you satisfied?							
]	lf yes	, were	you				
	If yes, check box	Sati	sfied S	Not atisfied				
	Someone to talk to in your							
	primary language							
	Explanations about your mortgag	e [
	Translated documents							
42	Did you apply for a loan modific	ation	?					
72.	Yes No	ution	•					
43.	 Which <u>one</u> of the following action taken to address your most recerdifficulties? Modified the existing loan Refinanced with a special governme (e.g. HARP, FHA short refi) Other refinance Sold home at reduced price agreed (short sale) Sold home – regular sale Returned home to lender to cancel (deed-in-lieu, mortgage release, for the state of t	nt pay nent p to by morts	yment rogram lender gage de	ı ı ebt				

None of the above

4	44.	Overall, how satisfied were you with t	the			The Mortgage	Гoda	y	
		loan servicer during the most recent			49 De non still hous this montre se today? Annue				
		difficulties making payments?	. 11		48. Do you still have this mortgage today? <i>Answer</i> no if you modified, refinanced, paid off the loan,				
		Very Somewhat Not a	it all		sold or no longer have the property.				
4	45	Were any of the following a challenge	o to vor	ı in		Yes			
	т.).	getting help to address your most reco	-			No \rightarrow Skip to 56 on page 6			
		payment difficulties?				a the amount you awe on thi	a mor	taoao	
			Yes	No		s the amount you owe on thi oday	IS MOF	rgage	
		Understanding all the options available				Significantly less than your pr	onertv	value	
		to me				Slightly less than your propert			
		Not knowing how or where to apply for programs				About the same as your proper	•		
		The application process for programs				Slightly more than your prope			
		was too much trouble				Significantly more than your p	propert	y value	
		Did not think I qualified for any program			50 T	T 141 1 4 44 41 4 4 41		16	
		Did not feel comfortable talking with the				How likely is it that in the ne you will	ext cou	iple of ye	ars
		loan servicer			у	ou wiii			Not
		Was told I did not qualify for a program			S	Sell this property	Very	Somewhat	At All
		Turned down for the programs I applied to				Aove but keep this property			
		Difficulty getting the correct documents submitted in a timely fashion				Refinance the mortgage on this property			
		Loan servicer was unable or unwilling to help me			Р	ay off this mortgage and own the property mortgage-free			
		Loan servicer and I had difficulty working together			L	Lose the property because you			
		Other problem (specify)				cannot afford the payment			
		outer problem (speerly)	-		51. A	At any time in the last few ye	ears, d	lid you	
						consider refinancing this loan		·	
4	46	Did you seek input about possible step	ns to			Yes			
	10.	address your payment difficulties from				No \rightarrow Skip to 55 on page 6			
			Yes	No	\downarrow 52 T	n considering refinancing, d	id vo	1 ask for	а
		A real estate agent				uote from a mortgage lende	•		a
		Family or friends			-	Yes No	1,0101		
		Lawyer			L				
		Financial planner			53. D	Did you apply for a refinance	e?		
		Bank or credit union				Yes			
		Other (specify)				$\stackrel{-}{\supset} No \rightarrow Skip \text{ to } 55 \text{ on page } 6$			
					↓ ↓				
						What was the outcome of this	s appl	ication?	
4	47.	Did you pay someone who promised t	o resol	ve		Application was denied	1	1	
		your difficulties, but then did not?			L	Application was accepted but or refinance	decideo	d not to	
		Yes No				Withdrew the application before processed	ore the	loan was	
						1			



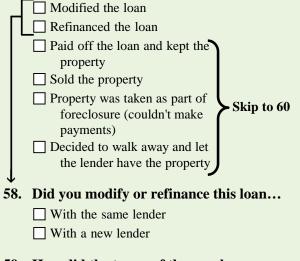
55. Were any of the following a reason you did not refinance this loan?

	Yes	No
New loans available were not better than what I already had		
Possible savings not worth the cost or hassle to refinance		
Home value/appraisal too low to qualify for a good refinance		
Low credit score or other credit issues		
Too much other debt		
Insufficient income to qualify		
Could not document income		
Did not think I would qualify for a good refinance		
Incomplete mortgage application		
Other (specify)		

 \rightarrow Skip to 67 on page 7

No Longer Have The Mortgage

- 56. If you indicated in question 48 you no longer have this mortgage, when did you pay off, refinance, or otherwise end this mortgage?
 - month year
- 57. What happened to this mortgage and/or property?



59. How did the terms of the new loan compare to the old loan?

	Higher	Same	Lower
Interest rate			
Principal balance			
Monthly payments			

60. Were any of the following a reason you no longer have this mortgage?

	Yes	No
Could not afford to make the payments		
Found a lower interest rate		
Divorce or separation		
Death of a household member		
Illness or disability		
Wanted to rent rather than own a home		
House maintenance too difficult or costly		
Wanted a different house		
Moved to be closer to		
family/partner/spouse		
Owed more on the loan than the property was worth or could sell it for		
was worth of could sen it for		
Other (specify)		

- 61. Considering the decision to end the mortgage, would you say the decision was...
 - ☐ Your or your family's decision
 - An action taken by someone else (lender or servicer)
- 62. Did you purchase or co-sign for any other property around the time of this loan transaction?

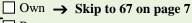
Yes

$\square \text{ No} \rightarrow \text{Skip to 64}$

63. Do you use this new property as your primary residence?

☐ Yes → Skip to 67 on page 7

- 64. Do you currently own or rent your primary residence?



Rent

Live with family and help with expenses

Live rent free with family or friends

- 65. When do you think you might purchase another primary residence?
 - \Box 1 2 years
 - 3 5 years
 - Over 5 years
 - Never



66. Would any of the following events cause you to consider or not consider buying sooner or at all?

	Yes	No
Increase in income/more hours at work		
Improved credit score		
Improved health		
Paying off other debts first		
Saving more for a down payment		
Decrease in interest rate		
Decrease in required credit score		
Other (specify)		

Nothing, will not buy again

Your Household

67. What is your current marital status?

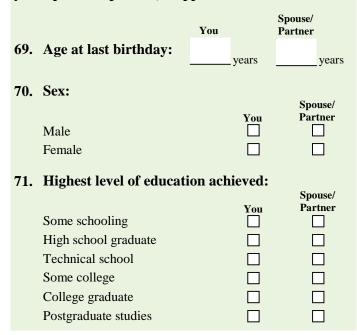
Married
Separated
Never married
Divorced
Widowed

Yes

68. Do you have a partner who shares the decision-making and responsibilities of running your household but is not your legal spouse?

Please answer the following questions for you and your spouse or partner, if applicable.

No No



72. Hispanic or Latino:

73.

Yes No	You	Partner
Race: Mark <u>all</u> that apply.		Spouse/
White	You	Partner
Black or African American		
American Indian or Alaska Native		
Asian		

Π

Π

Spouse/

74. Current work status: Mark all that apply.

Native Hawaiian or Pacific Islander

		spouse/
	You	Partner
Self-employed full time		
Self-employed part time		
Employed full time		
Employed part time		
Retired		
Unemployed, temporarily laid-off	_	_
or on leave		
Not working for pay (student,	_	_
homemaker, disabled)		

75. Ever serve on active duty in the U.S. Armed Forces, Reserves or National Guard?

Never served in the military	You	Partner
Only on active duty for training in the Reserves or National Guard		
Now on active duty		
Active duty in the past, but not now		

76. Besides you (and your spouse/partner) who else lives in your household? *Mark <u>all</u> that apply.*

- Children/grandchildren under age 18
- Children/grandchildren age 18 22
- Children/grandchildren age 23 or older
- Parents of you or your spouse or partner
- Other relatives like siblings or cousins
- Non-relatives

No one else



77. Do you speak a language other than English at home? Yes \square No \rightarrow Skip to 79 78. How well do you speak English? Very well U Well Not well Not at all 79. Approximately how much is your total annual household income from all sources? Wages, salaries, tips, interest, child support, investment income, retirement, social security, and alimony. Less than \$35,000 \$35,000 to \$49,999 \$50,000 to \$74,999 \$75,000 to \$99,999 \$100,000 to \$174,999 \$175,000 or more

80. How does this total annual household income compare to what it is in a "normal" year?

Higher than normal

Normal

Lower than normal

81. Does your total annual household income include any of the following sources?

	Yes	No
Wages or salary		
Business or self-employment		
Interest or dividends		
Alimony or child support		
Social Security, pension or other		
retirement benefits		

- 82. Which <u>one</u> of the following best describes how your household's income changes from month to month, if at all?
 - Roughly the same amount each month
 - Roughly the same most months, but some unusually high or low months during the year
 - Often varies quite a bit from one month to the next

83. Does anyone in your household have any of the following?

	Yes	No
401(k), 403(b), IRA, or pension plan		
Stocks, bonds, or mutual funds (not in		
retirement accounts or pension plans)		
Certificates of deposit		
Investment real estate		

- 84. Which <u>one</u> of the following statements best describes the amount of financial risk you are willing to take when you save or make investments?
 - Take substantial risks expecting to earn substantial returns
 - Take above-average risks expecting to earn above-average returns
 - Take average risks expecting to earn average returns
 - Not willing to take any financial risks

85. How well could you explain to someone the...

			Not
	Very	Somewhat	At All
Process of taking out a mortgage			
Difference between a fixed- and an adjustable-rate mortgage			
Difference between a prime and a subprime loan			
Difference between a mortgage's interest rate and its APR			
Amortization of a loan			
Consequences of not making required mortgage payments			
Difference between lender's and owner's title insurance			
Relationship between discount points and interest rate			
Reason payments into an escrow account can change			



86. Do you agree or disagree with the following statements?

	Agree	Disagre
Owning a home is a good financial investment		
Most mortgage lenders generally treat borrowers well		
Most mortgage lenders would offer me roughly the same rates and fees		
Late payments will lower my credit rating		
Lenders shouldn't care about any late payments, only whether loans are fully repaid		
It is okay to default or stop making mortgage payments if it is in the borrower's financial interest		

87. Do you know anyone who...

	1 65	110
Is behind in making their mortgage payments		
Has gone through foreclosure where the lender took over the property		
Stopped making monthly mortgage payments, even if they could afford it, because they owed more than the property was worth		

88. In the last couple of years, have any of the following happened to you?

	Yes	No
Separated, divorced, or partner left		
Married, remarried, or new partner		
Death of household member		
Addition to your household (not including spouse/partner)		
Person leaving your household (not including spouse/partner)		
Disability or serious illness of a household member		
Disaster affecting a property you own		
Disaster affecting your (or your spouse/partner's) work		
Moved within the area (less than 50 miles)		
Moved to a new area (50 miles or more)		

89. In the last couple of years, have any of the following happened to you (or your spouse/partner)?

	Yes	No
Layoff, unemployment, or reduced hours		
Retirement		
Promotion		
Started a new job		
Started a second job		
Business failure		
A personal financial crisis		

90. In the last couple of years, how have the following changed for you (and your spouse/partner)?

	Significant Increase	Little/No Change	Significant Decrease
Household income			
Housing expenses			
Non-housing expenses			

91. In the next couple of years, how do you expect the following to change for you (and your spouse/partner)?

	Significant Increase	Little/No Change	Significant Decrease
Household income			
Housing expenses			
Non-housing expenses			

92. How likely is it in the next couple of years you (or your spouse/partner) will face...

			1.00
	Very	Somewhat	At All
Retirement			
Difficulty making your mortgage payments			
A layoff, unemployment, or forced reduction in hours			
Some other personal financial crisis			

93. If your household faced an unexpected personal financial crisis in the next couple of years, how likely is it you could...

	Very	Somewhat	Not At All
Pay your bills for three months without borrowing			
Get significant financial help from family or friends			
Borrow a significant amount from a bank or credit union			
Significantly increase your income			



Not

The Federal Housing Finance Agency and the Consumer Financial Protection Bureau appreciate your assistance.

If you wish to add comments or further explain any of your answers, please do that here. Please do <u>not</u> put your name or address on the questionnaire.

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 1-855-531-0724.

