What happened after you got your mortgage?

A nationwide survey of the recent experiences of mortgage borrowers throughout the United States

We'd like to hear from you if you had a mortgage in the last few years. Learning directly about your experiences will help us to help future borrowers like you.

Two Federal agencies, the Federal Housing Finance Agency and the Consumer Financial Protection Bureau, are working together on your behalf, to understand mortgage borrowers' experiences over time.



We want to make it as easy as possible for you to complete this survey. For many people the online version is easier and faster to complete, because it automatically skips questions that do not apply to you. You can follow the instructions below to complete the survey online OR complete and mail back the paper survey in the enclosed postage-paid return envelope.

To take the survey online

- 1 Go to www.ASMBsurvey.com
 - **2** LOG IN with the unique PIN # provided in the letter.

Esta encuesta está disponible en español en línea

- 1 Visite al sitio web <u>www.ASMBsurvey.com</u>
- **2** 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. XXXX-XXXX Expires XX/XX/XXXX

- **1.** On January 1, 2015 did you have a mortgage loan? *The loan could be on your home or house where others live.*
 - □ Yes → If you had more than one mortgage loan on January 1, 2015, please refer to your experience with a first lien on a property, NOT a second lien, home equity loan, or a home equity line of credit (HELOC). If you had more than one mortgage please refer to the one with the largest balance.
 - □ No → If you did not have a mortgage loan please mark "no" and return the blank questionnaire so we know the survey does not apply to you. The money enclosed is yours to keep.
- 2. When did you take out the mortgage you had on January 1, 2015? If the loan was a refinance of an earlier mortgage, the date of the refinance.

month year

- **3.** Why did you take out this mortgage? *Mark one answer.*
 - \Box To buy a property
 - $\hfill\square$ To refinance or modify an earlier mortgage
 - \Box To finance a construction loan
 - □ To take out a new loan on a mortgage-free property
 - □ Some other purpose (specify) _____
- **4.** What was the amount of this loan? *The dollar amount borrowed.*

\$_____.00

Don't know

5. In January 2015, what was the monthly

payment? If you pay into an escrow for taxes and insurance as part of your monthly payment, please include this amount.

\$_____.00

Don't know

6. In January 2015, what was the interest rate on this mortgage?

___%

Don't know

7. Including you, how many people signed/ co-signed for this mortgage?

 $\Box 1 \quad \Box 2 \quad \Box 3 \quad \Box 4 \text{ or more}$

- 8. Including you, who signed/co-signed for this mortgage? *Mark all that apply*
 - □ You
 - □ Spouse/partner including a former spouse/partner
 - □ Parents
 - □ Children
 - $\Box \quad \text{Other relatives}$
 - □ Other (e.g. friend, business partner)

9. Does/did this mortgage have any of the following features?

	Yes	No	Don't Know
A prepayment penalty (fee if the mortgage is paid off early)			
An escrow account for taxes and/or homeowner insurance			
An adjustable rate (one that can			
change over the life of the loan)			
A balloon payment			
Interest-only monthly payments			

10. When you took out this mortgage, how satisfied were you with the...

		INOU
Very	Somewhat	At All
	Very	Very Somewhat □ □ □ □ □ □ □ □ □ □ □ □ □ □ □ □ □ □ □ □

11. At the time you took out this mortgage, how satisfied were you that it was the one with the...

			Not
	Very	Somewhat	At All
Best terms to fit your needs			
Lowest interest rate you could			
qualify for			
Lowest closing cost			

12. Thinking about the loan you had in January 2015, did the loan servicer ever change? The loan servicer is the company you send your monthly payments to. It may not be the company you got your mortgage from.

□ No – *Skip to Q16*□ Yes ,

- **13. When did the loan servicer change?** *If more than once, the first time the servicer changed.*
 - \Box At or shortly after closing
 - \Box Within the first year after closing
 - \Box Sometime later
- 14. How many times did the loan servicer change for this loan?

 \Box 1 \Box 2 \Box 3 or more times

15. When the servicer last changed...

	Yes	No
Did the new servicer tell you when		
and where to send your payments?		
Did the due date or frequency of		
payments change?		
Were payments applied correctly?		

16. Thinking about the current servicer on the loan you had in January 2015 (or last one if you no longer have this loan), do/did they...

	Yes	No
Send out monthly statements		
Apply payments correctly		
Provide clear information on how to		
contact them		

17. Did you ever contact this servicer to...

	Yes	No
Confirm receipt of a payment		
Correct errors in your file		
Ask about escrow or property taxes		
Ask about pre-paying or paying more		
than the required regular payment		

The Property

18. When did you buy or get the property associated with the mortgage you had on January 1, 2015? If you refinanced, the date you originally bought or got the property.

month year

- **19.** What type of house or property is/was associated with the mortgage you had on January 1, 2015? *Mark one answer.*
 - \Box Single-family detached house
 - □ Townhouse, rowhouse, or villa
 - □ Mobile home or manufactured home
 - □ 2-unit, 3-unit, or 4-unit dwelling
 - □ Apartment or co-op
 - □ Unit in a partly commercial structure
 - □ Other (specify) _____
- 20. What was the purchase price of this property, or if you built it, the construction and land cost?

\$_____.00

21. About how much do you think this property is worth today, that is, what could it sell for now?

 \Box Don't know

- \$_____. 00 □ Don't know
- 22. How did you use this property on January 1, 2015? Mark one answer.
 - □ Primary residence (where you spent the majority of your time)
 - $\hfill\square$ Seasonal or second home
 - \Box Home for other relatives
 - □ Rental or investment property
 - □ Other (specify)_____

23. How do you use this property <u>today</u>?

Mark <u>one</u> answer.

- □ Primary residence (where you spend the majority of your time)
- \Box Seasonal or second home
- \Box Home for other relatives
- □ Rental or investment property
- □ Other (specify) _____
- \Box No longer have the property

24. Did we mail this survey to the address of the property that has this mortgage?

□ Yes □ No

25. Thinking about the neighborhood where this property is located, how have the following changed in the last couple of years?

S	-	Little/No S Change	Significant Decrease
Number of homes for sale			
Number of vacant homes			
Number of homes for rent			
Number of foreclosures or short sales House prices			
Overall desirability of living there			

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

Paying On This Mortgage

- 28. At any time during the past several years, did you have any concerns or face any difficulties making payments on the loan you had in January 2015?
 - □ No Skip to Q49 on page 5
 - □ Yes ¬
 - 29. When did you start having these difficulties making the loan payments?
 - \square 2013 or earlier
 - □ Early 2014
 - □ Later in 2014
 - □ 2015 or later

- **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?
 - □ Yes
 - 🗆 No
- **31.** Thinking about the time you had the most serious difficulties making the payments in the last few years, did any of these factors contribute to your difficulties?

	Yes	No
Job loss		
Business failure		
Separation or divorce		
Illness, disability or death of someone		
in your household		
Disaster affecting this property		
A change in mortgage payments		
Unexpected expenses		
Large debts other than this mortgage		

 \Box None of the above

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		
Found a better paying job		
Started a second job		
Started a new job		
Reduced monthly expenses		
Consolidated debt		
Filed or considered filing for bankruptcy		
Tried to sell the property but could not		
Sold the property		

 \Box None of the above

33. When you faced these difficulties, what happened to the mortgage payments?

- \Box Able to make all the payments on time
- Made one or more late payments but did not miss any payment
- □ Missed one or more payments
- 34. When you were having difficulties, did you get counseling about resolving your payment difficulties or managing your finances?
 - $\square \text{ No} Skip \text{ to } Q38$ $\square \text{ Yes } \neg,$

35. How was the counseling provided?

	Yes	No
In person, one-on one		
In person, in a group		
Over the phone		
Online		

36. How many hours was the counseling?

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

37. Overall, how helpful was the counseling?

 \Box Very \Box Somewhat \Box Not at all

- **38.** When you were having difficulties making the mortgage payment, did you ever speak with the loan servicer or their representative?

 - **39.** Did the servicer ever try to contact you by phone, mail or other means?
 - □ Yes □ No
 - 40. Did you try to reach the servicer but they did not respond?

$$\begin{bmatrix} \Box & Yes \\ \Box & No \end{bmatrix}$$
 Skip to Q43

41. When you talked with the loan servicer about the most recent difficulties making payments, did you talk about any of the following?

	Yes	No	Don't Know
Refinancing			
Loan modification			
Government programs			
Counseling			
Debt consolidation			
A way to get caught up on missed			
payments			
Selling or giving up the property			
Other (specify)			

42. Did the loan servicer offer you any of the following?

Yes	No	Don't Know
ır		

43. Did you apply for a loan modification?

- □ Yes
- □ No

44. Which <u>one</u> of the following actions, if any, was taken to address your most recent payment difficulties?

- \Box Modified the existing loan
- Refinanced with a special government program (e.g. HARP, FHA short refi)
- \Box Other refinance
- □ Sold home at reduced price agreed to by lender (short sale)
- \Box Sold home regular sale
- Returned home to lender to cancel mortgage debt (deed-in-lieu) sometimes called "cash for keys"
- \Box Home was taken in foreclosure
- □ Other (specify) _____
- \Box None of the above

45. Overall, how satisfied were you with the loan servicer during the most recent difficulties making payments?

 \Box Very \Box Somewhat \Box Not at all

46. Were any of the following a challenge to you in in getting help to address your most recent payment difficulties?

	Yes	No
Understanding all the options available to me		
Not knowing how or where to apply for programs		
The application process for programs was too much trouble		
Did not think I qualified for any program Did not feel comfortable talking with the		
loan servicer Told I did not qualify for a program		
Turned down for the programs I applied to Difficulty getting the correct documents		
submitted in a timely fashion Loan servicer was unable or unwilling to		
help me Loan servicer and I had difficulty working		
together Other problem (specify)		

47. Did you seek input about possible steps to address your most recent payment difficulties with any of the following?

	Yes	No
A real estate agent		
Family or friends		
Counselor		
Lawyer		
Financial planner		
Bank or credit union		
Other (specify)	-	

48. Did you pay someone who promised to resolve your difficulties, but then did not?

- □ Yes
- □ No

The Mortgage Today

49. Do you still have this mortgage today? *Answer* no if you modified, refinanced, paid off the loan, sold or no longer have the property.

□ No – Skip to Q57 on page 6

- □ Yes ↓
- 50. Is the amount you owe on this mortgage today...
 - □ Significantly less than your property value
 - □ Slightly less than your property value
 - \Box About the same as your property value
 - □ Slightly more than your property value
 - □ Significantly more than your property value

Not

51. How likely is it that in the next couple of years you will...

			101
	Very So	mewhat	At All
Sell this property			
Move but keep this property			
Refinance the mortgage on			
this property			
Pay off this mortgage and own			
property mortgage-free			
Lose the property because you			
cannot afford the payment			

- 52. At any time in the last few years, did you consider refinancing the loan you had in January 2015?
 - □ No Skip to Q56 on page 6
 - □ Yes J
 - 53. In considering refinancing, did you ask for a quote from a lender or broker?
 - □ Yes
 - 🗆 No

54. Did you apply for a refinance?

 $\square \text{ No} - Skip \text{ to } Q56 \text{ on page } 6$

- □ Yes √
- 55. What was the outcome of this application?
- □ Application was denied
- Application was accepted but decided not to refinance
- Withdrew the application before the loan was processed

56. 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)		

No Longer Have The Mortgage

- If you still have this mortgage, skip to Q68 on page 7
- 57. You indicated you no longer have the mortgage you had in January 2015. When did you pay off, refinance, or otherwise end that mortgage?

month year

- 58. What happened to this mortgage and/or property?
 - □ Paid off the loan and kept the property
 - \Box Sold the property
 - Property was taken as part of foreclosure (couldn't make payments)
 Skip to Q61
 - Decided to walk away and let the lender have the property
 - \Box Modified the loan $\overline{}$
 - \Box Refinanced the loan \int

59. Did you modify or refinance this loan...

 With the same lender you used for the mortgage you had on January 1, 2015
 With a new lender

60. How did the terms of the new loan compare to the loan you had on January 1, 2015?

	Higher	Same	Lower
Interest rate			
Principal balance			
Monthly payments			

61. Were any of the following a reason you no longer have the mortgage you had in January 2015?

	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		
Owed more on the loan than the property		
was worth or could sell it for		
Other (specify)		

- 62. 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)
- 63. Did you purchase or co-sign for any other property around the time of this loan transaction?
 - □ No *Skip to Q65 on page 7* □ Yes ↓
 - 64. Do you use this new property as your primary residence?
 - □ Yes Skip to Q68 on page 7
 - □ No

65. Do you currently own or rent your primary residence?

- □ Own *Skip to Q68*
- □ Rent
- □ Live with family and help with expenses

Live rent free with family or friends

66. When do you think you might purchase another primary residence?

- \Box 1 2 years
- \Box 3 5 years
- □ Over 5 years
- □ Never

67. 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

68. What is your current marital status?

- □ Married Skip to Q70
- □ Separated
- \Box Never married
- □ Divorced
- □ Widowed
- 69. Do you have a partner who shares the decision-making and responsibilities of running your household but is not your legal spouse?
 - □ Yes □ No

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

	You	Spouse/ Partner
70. Age at last birthday:		

____ years ____ years

71. Sex:

		Spouse/
	You	Partner
Male		
Female		

72. Highest level of education achieved:

		Spouse/
	You	Partner
Some schooling		
High school graduate		
Technical school		
Some college		
College graduate		
Postgraduate studies		
73. Hispanic or Latino:		Spouse/

74. Race: Mark <u>all</u> that apply.

	You	Partner
White		
Black or African American		
American Indian or Alaska Native		
Asian		
Native Hawaiian or Pacific Islander		

Spouse/

75. Current work status: Mark <u>all</u> that apply.

Partner
1 al tilei

76. Have you ever served on active duty in the U.S.

Armed Forces? Active duty includes serving in the U.S. Armed Forces as well as activation from the Reserves or National Guard.

Yes, now on active duty	You	Spouse/ Partner
Yes, on active duty in the past, but not now		
No, never on active duty except for initial/basic training No, never served in the U.S.		
Armed Forces		

77. Besides you (and your spouse/partner), who else lives in your household? *Mark all 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
- \Box Non-relatives
- \Box No one else
- **78.** 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.*
 - □ Under \$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

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

- □ Higher than normal
- □ Normal
- \Box Lower than normal

80. 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		

81. Which one of the following best describes how your household's income changes from month to month, if at all?

- \Box Roughly the same amount each month
- □ Roughly the same most months, but some unusually high or low months during the year
- \Box Often varies quite a bit from one month to the next

82. 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		

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

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

	Very	Somewhat	Not 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			

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

	Agree	Disagree
Owning a home is a good financial investment		
Most mortgage lenders generally trea borrowers well	at	
Most mortgage lenders would offer r roughly the same rates and fees	ne	
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		

86. Do you know anyone who...

	Yes	No
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		

87. 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 (more than 50 miles)		

88. 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		

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

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

90. 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			

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

			Not
	Very Son	newhat	At All
Retirement			
Difficulty making your			
mortgage payments			
A layoff, unemployment, or			
forced reduction in hours			
Some other personal financial			
crisis			

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

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

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.