## What happens after the Home Mortgage is obtained?

## A nationwide survey of the recent experiences of homeowners throughout the United States

If you had a mortgage in the last few years we'd like to hear from you. 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 improve the safety of the U.S housing finance system and ensure all consumers have access to financial products and services.



We want to make it as easy as possible for you to complete this survey. The paper questionnaire can be completed and return in the enclosed business reply envelope, OR, if it would be easier for you to do the survey online:

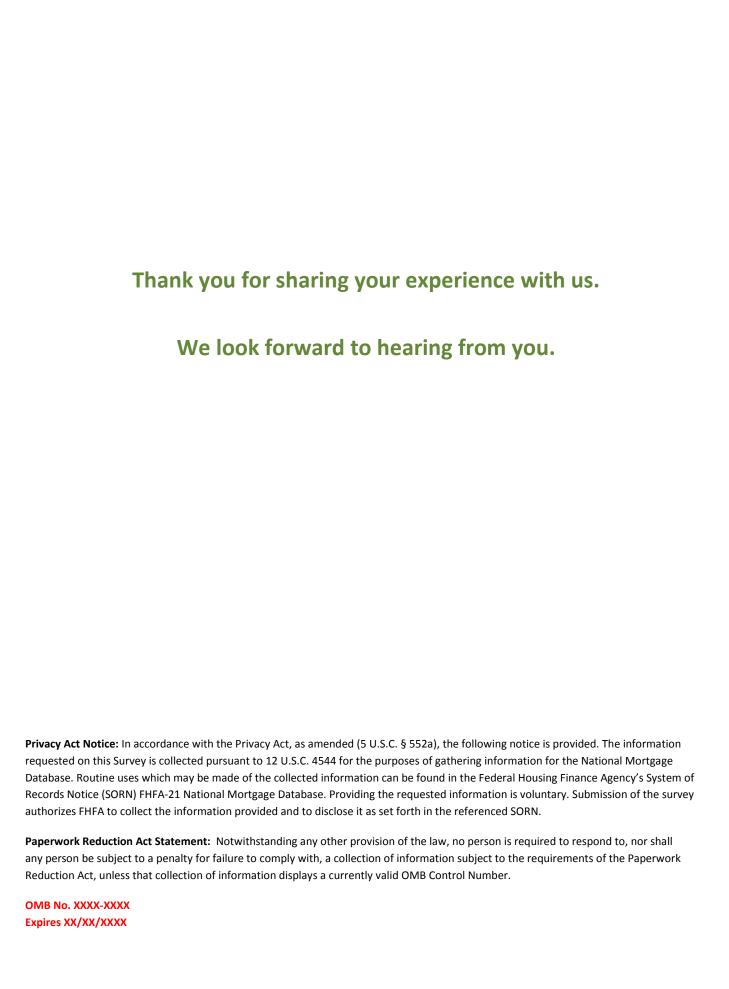
- 1 Go to www.XXXXsurvey.com
- 2 LOG IN with unique PIN # provided in the letter.

Some people find the online version of the questionnaire faster to complete, because it automatically skips any questions that don't apply to you. If you do this, there is no need to also return the paper questionnaire, and it can be discarded.

In either case thanks so much for your help with this important national effort to improve people's experiences in financing home ownership.

## Esta encuesta está disponible en español en línea

- 1 Visite al sitio web <u>www.XXXXsurvey.com</u>
- 2 Inicie la sesión con su número PIN único de la encuesta que se encuentra en la carta adjunta.



1.	at least one n was outstand	k to January 1, 2015 did you have nortgage loan on a residence that ling at that time (could be your e lived in by others)?	7.	In January 2015, what was the this mortgage?	he intere	st rat	e on
	oi re oi	Tyou had more than one mortgage loan utstanding on January 1, 2015, please after to your experience with a first lien in a property, NOT a second lien, home quity loan, or a home equity line of credit	8.	☐ Don't know  Including you, how many perco-signed for this mortgage?  ☐ 1 ☐ 2 ☐ 3 ☐	ople sign		
	(I m	HELOC). If you had more than one such cortgage please refer to the one with the argest balance.	9.	Does/did this mortgage have following features?		_	
		you did not have a mortgage loan			Yes	No	Don't Know
	qı	utstanding please return the blank uestionnaire so we know the survey does ot apply to you. The money enclosed is		A prepayment penalty (fee if the mortgage is paid off early)			
		ours to keep.		An escrow account for taxes and/or homeowner insurance			
2.	Did we mail	this survey to the address of the		An adjustable rate (one that can			
		perty that has this mortgage?		change over the life of the loan	ı) 🗆		
				A balloon payment			
	☐ Yes			Interest-only monthly payments			
	□ No		10	When you took out this mort	gage ho	w sat	isfied
3.	What was the	e <u>primary</u> purpose of the	10.	were you with the	guge, no	W Bar	abiicu
٥.		u had on January 1, 2015?		•		• .	Not
	Mark one ans	• .		Lender/broker you used	Very Som  □	ewhat	At All
				Application process			
	☐ To purchase	* * ·		Documentation process required		_	_
		e or modify an earlier mortgage financing of a construction loan		for the loan			
		n a mortgage-free property		Loan closing process			
		purpose (specify)		Information in mortgage disclosure documents			
		<del></del>		Timeliness of mortgage	_	_	_
4.	When did yo	u take out this mortgage?		disclosure documents			
	/			Settlement agent			
_	month year		11.	Overall, how satisfied were y took out this mortgage that i			
5.	amount you	e amount of this loan (the dollar borrowed)?		the			NT (
	amount you	0011011041			Very Sor	newha	Not t At All
	\$	00		Best terms to fit your needs			
	П. D			Lowest interest rate you could			
	□ Don't know	,		qualify for			
6.	payment (inc	015, what was the monthly cluding the amount paid to escrow insurance, if any)?		Lowest closing cost			
	\$	00					
	☐ Don't know	,					
	□ Don t know						

12. What type of house is/was on the property associated with the mortgage you had on	The Neighborhood					
January 1, 2015? Mark one answer.	18. Thinking about the neighborhood where this					
☐ Single-family detached house	property is located, how have the following					
☐ Townhouse, rowhouse, or villa	changed in the last couple of years?					
☐ Mobile home or manufactured home	Significant Little/No Significant					
☐ 2-unit, 3-unit, or 4-unit dwelling	Increase Change Decrease					
☐ Condo, apartment house, or co-op	Number of homes for sale $\Box$ $\Box$					
☐ Unit in a partly commercial structure	Number of vacant homes $\Box$ $\Box$					
☐ Other (specify)	Number of homes for rent $\Box$ $\Box$					
12 1171 11.1 1 41.1.	Number of foreclosures or					
13. When did you buy or acquire this property? If you refinanced, the date you	short sales $\square$ House prices $\square$ $\square$					
originally acquired the property.	Overall desirability of					
/	living there					
month year						
·	19. What do you think will happen to the prices of					
14. What was the purchase price of this property,	homes in this neighborhood over the next					
or if you built it, the construction and land	couple of years?					
cost?	☐ Increase a lot					
\$ 00 □ Don't know	☐ Increase a little					
· · · · · · · · · · · · · · · · ·	☐ Remain about the same					
15. About how much do you think this property is	☐ Decrease a little					
worth today; that is, what could it sell for now?	☐ Decrease a lot					
\$ 00 □ Don't know						
	20. In the next couple of years, how do you expect the overall desirability of living in this					
16. How did you use this property on January 1, 2015? Mark one answer.	neighborhood to change?					
	☐ Become more desirable					
☐ Primary residence (where you spent the majority of your time)	☐ Stay about the same					
☐ Seasonal or second home	☐ Become less desirable					
☐ Home for other relatives						
☐ Rental or investor property	Paying On This Mortgage					
☐ Other (specify)	21 At any time did the lean convigen the company					
	21. At any time did the loan servicer, the company where you send your monthly payments, of the					
17. How do you use this property today?	loan you had in January 2015, change?					
Mark one answer.	·					
☐ Primary residence (where you spend the	□ No Skip to Q23 on page 3					
majority of your time)	□ Yes ¬					
☐ Seasonal or second home	22. When the servicer changed					
Home for other relatives	Yes No					
☐ Rental or investor property	Did the new servicer inform you when					
Other (specify)	and where to send your payments? $\Box$					
	Did the due date or frequency of					
☐ No longer have the property	payments change?					
	Were payments applied correctly? $\Box$					

23.	23. Thinking about the current servicer (or last one if you no longer have this loan) do they or did		2	29. Did you do any of the following when you had concerns or difficulties paying this mortgage?					
	they	Ye	s No			Yes	No		
	Send out monthly statements				Got help from family or friends				
	Apply payments correctly				Borrowed money (e.g. credit cards,				
	Provide clear information on how to				payday loans)				
	contact them				Reduced monthly expenses				
	contact them	_	_		Sold other assets				
24.	Did this servicer ever contact you o	other tl	nan to		Loan or cash out of a retirement account				
	provide regular statements?				Rented part of the house				
	□ Yes				Increased work hours				
	□ No				Found a better paying job				
	LI NO				Found a second job				
25.	Did you ever contact this servicer t	0			Spouse or partner started working				
	214 y 04 0 / 01 00110400 01115 501 / 1001 0				Consolidated debt				
		Ye			File or considered filing for bankruptcy				
	Confirm receipt of a payment				Put the property on the market, but did not				
	Correct errors in your file				receive an acceptable offer				
	Ask about escrow or property taxes				Other (specify)				
	Ask about pre-paying or paying more than the required regular payment				☐ None of the above				
	you face any difficulties making payments on the loan you had in January 2015?  No Skip to Q40 on page 4  Yes  7  27. Were these difficulties serious enough that you or your lender/servicer had concerns that you might not be able to afford the mortgage or continue living in your home?			3	<ul> <li>☐ Still made all the payments on time</li> <li>☐ Made (at least) one late payment but did not miss any payment</li> <li>☐ Missed (at least) one payment but did not stop paying</li> <li>☐ Stopped paying altogether</li> <li>31. Did you ever speak with the servicer?</li> </ul>				
	☐ Yes				☐ Yes Skip to Q34 on page 4				
	□ No				□ No →				
28.	Thinking about the most serious of occasions, did any of these factors ont contribute to your difficulties?	contrib			32. Did the servicer ever attempt to coyou?  ☐ Yes	ontact			
	Y 1 1	Yes	No		□ No				
	Job loss				22 711				
	Business failure				33. Did you try to reach the servicer b	out the	y		
	Separation or divorce				did not respond?				
	Illness, disability or death of someone				□ Yes				
	in your household				□ No				
	Disaster affecting this property								
	A change in mortgage payments				Now skip to Q36 on page 4				
	Unexpected expenses				Z I I I I				
	Large credit card debt								
	Something else (specify)	_ 🗆							
	☐ None of the above								

lender/servicer, did you talk or not talk about			38. How well did you understand the options presented to you by the lender/servicer?							
	each of the following?	uk abo	uı	P	resenteu	to you by the	e ienae	17Servic	er:	
,	each of the following:	Yes	No		l Very	☐ Somewha	: <b></b>	Not at al	1	
	Refinancing									
	Loan modification				•	eek input or 1		-	_	
	Government programs					s your payme	nt diff	iculties	with an	y of
	Housing/credit counseling	_		tl	ne follow	ing?				
	Debt consolidation								Yes	No
	Borrowing money			V	fortgage le	ender/servicer				
	-				amily					
	Other (specify)				riends					
						edit counselor			_	
35.	Did the lender/servicer offer you				awyer	cuit counscioi				
	·	Yes	No		•	lamman				
	A program to modify the terms of your				inancial p	lanner				
	mortgage to make it more affordable				anker	• 6				
	A way to sell the house to satisfy the			O	ther (spec	ıfy)				
	mortgage			40 7	47	0.1		•	4.	
	A way to give the house to the lender					rse of taking				
	to satisfy the mortgage				0 0	you had in J	•		•	
	to satisfy the moregage	<del>-</del>	_			to a counselo				ut
36.	What action, if any, was taken to add	ress th	ıe	h	ome buy	ing or manaş	ging yo	ur finai	nces?	
	payment difficulties? Mark one answer			_	1 N - Cl-	: 4- 0.45				
						ip to Q45 on pa	ige 5			
	☐ Refinanced with a special government	progran	n	L	Yes $\sqrt{}$					
	(e.g. HARP, FHA short refi)			1	1 What	type of couns	alina d	on come	o did w	
	☐ Other refinance			4.			sening o	or cours	se ulu yo	Ju
					mantia	inata in?				
	☐ Kept loan and obtained mortgage assist	tance			partic	ipate in?				
		tance			partic			During	After	Did
	☐ Kept loan and obtained mortgage assis				partic	_	taking	loan	taking	not
	☐ Kept loan and obtained mortgage assist with a government program						taking out loan	loan process	taking out loan	not do
	<ul><li>☐ Kept loan and obtained mortgage assist with a government program</li><li>☐ Kept loan and eliminated second lien loan</li></ul>				Credit	counseling	taking	loan	taking	not
	<ul> <li>□ Kept loan and obtained mortgage assist with a government program</li> <li>□ Kept loan and eliminated second lien lowith a government program</li> </ul>	oans	ebt		Credit Home	counseling buying	taking out loan	loan process	taking out loan	not do
	<ul> <li>□ Kept loan and obtained mortgage assis with a government program</li> <li>□ Kept loan and eliminated second lien lowith a government program</li> <li>□ Modified the existing loan</li> <li>□ Returned home to lender to cancel more (deed-in-lieu)</li> </ul>	oans tgage d			Credit Home	counseling buying seling	taking out loan	loan process	taking out loan	not do
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37.	☐ Kept loan and obtained mortgage assiss with a government program ☐ Kept loan and eliminated second lien lowith a government program ☐ Modified the existing loan ☐ Returned home to lender to cancel more (deed-in-lieu) ☐ Sold home at reduced price agreed to be (short sale) ☐ Sold home — regular sale ☐ Home was taken in foreclosure ☐ Other (specify) ☐ No action taken  Were any of the following a challenged taking steps in response to payment of the programs ☐ didn't know how or where to apply for programs ☐ thought the application process for programs was too much trouble ☐ didn't think I could qualify for any program was turned down for the programs ☐ was turned down for the programs ☐ applied to	e to you	u in ties? No	4	Credit Home coun Credit mana Home coun Credit thome coun Credit Home coun Credit home coun Credit mana Home	counseling buying seling /financial agement course buying se u participate seling provid  One- in counseling buying seling /financial agement course buying	taking but loan  d, how ed? on-one person	loan process	taking out loan	not do

43. In total, how many hours did you spend in counseling or working through the courses?	50. What was the outcome resulting from your considering to refinance?					
<ul> <li>Less than 3 hours</li> <li>3 - 6 hours</li> <li>7 - 12 hours</li> <li>More than 12 hours</li> </ul> 44. Overall, how helpful was the counseling or courses? <ul> <li>Very</li> <li>Somewhat</li> <li>Not at all</li> </ul>	<ul> <li>□ Applied for a loan, but withdrew the application</li> <li>□ Applied for a loan, it was accepted, but I decided not to refinance</li> <li>□ Applied for a loan, but was denied</li> <li>□ Did not apply for a refinance</li> <li>51. Was each of the following a reason or not a reason you did not refinance this loan?</li> </ul>					
45. Do you still have this mortgage today (answer no if you refinanced, modified or paid off the loan, sold or otherwise gave up the property)?  □ No Skip to Q52 □ Yes   46. Is the amount you owe on this mortgage today □ Significantly less than your property value □ Slightly less than your property value □ About the same as your property value □ Slightly more than your property value □ Significantly more than your property value	New loans available were not better than what I already had  New loan 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)  Now please skip to Q64					
47. How likely is it that in the next couple of years you will	Mortgage No Longer Held					
Sell this property	> 52. (If you said No to Q45) You indicated you no longer have this mortgage, when did this happen?					

the loan you had on Jan 1, 2015?			residence?					
Principal balance	r not a age you  Yes  □ □ □ □ □ □ □ □ □ □ □ □ □ □ □ □ □ □	No	□ Own Skip to Q64   □ Rent □ Live with family and help with expenses   □ Live rent free with family or friends    62. When do you think you might purchase another primary residence?  □ Within 1-2 years □ Within 3-5 years □ Not for at least 5 years □ Never  63. 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 □ □ □ □ Saving more for a down payment □ □ □ Decrease in interest rate □ □ □ Decrease in required credit score □ □ □ Other (specify) □ □ □ □					
A credit counselor A home ownership counselor Family/friends Other professionals – attorney, tax advisor, etc. The internet  58. Considering the circumstances around loan transaction, would you say the dwas  Your or your family's decision Action taken by someone else (lender/s)  59. Did you purchase or co-sign for any opproperty around the time of this loan transaction?  No Skip to Q61 Yes The internet  60. Do you use this new property as your primary residence? Yes Skip to Q64 No	servicer)	l	Your Household  64. What is your current marital status?  □ Married Skip to Q66 on page 7 □ Separated □ Never married □ Divorced □ Widowed  65. 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 question		ou and	72. Have you ever served on active of	•	
your spouse or partner, if applicab	le.	Spouse/	Armed Forces? Active duty included		
	You	Partner	the U.S. Armed Forces as well as a	activation <sub>.</sub>	Jrom
66. Age at last birthday:			the Reserves or National Guard.		Spouse/
	years	years			Partner
	_ •	•	Yes, now on active duty		
67. Sex:			Yes, on active duty in the past,		
	<b>X</b> 7	Spouse/	but not now		
Male	You □	Partner □	No, never on active duty except		
			for initial/basic training		
Female			No, never served in the U.S.		
68. Highest level of education acl	nieved:		Armed Forces		
8		Spouse/			
	You	Partner	73. Besides you (and your spouse/pa		
Some schooling			else lives in your household? Ma	rk all that	apply.
High school graduate			☐ Children/grandchildren under age	. 10	
Technical school					
Some college			Children/grandchildren age 18-22		
College graduate			☐ Children/grandchildren age 23 or		
Postgraduate studies			Parents of you or your spouse or	-	
· ·			☐ Other relatives like siblings or co	usins	
69. Hispanic or Latino:			□ Non-relatives		
	<b>T</b> 7	Spouse/	□ No one else		
Yes	You	Partner	ino one else		
			74. Approximately how much is you	r total an	ากเวลไ
No		П	household income from all source		
70. Race: Mark all that apply.			salaries, tips, interest, child suppo		
· · · · · · · · · · · · · · · · · · ·		Spouse/	income, retirement, social security		
	You	Partner	income, retirement, social security	, and ann	iony)•
White			□ Under \$35,000		
Black or African American			□ \$35,000 to \$49,999		
American Indian or Alaska Native	. $\square$		□ \$50,000 to \$74,999		
Asian			□ \$75,000 to \$99,999		
Native Hawaiian or Pacific Islando	er 🗆		□ \$100,000 to \$174,999		
			□ \$175,000 or more		
71. Current work status: Mark all	l that app	oly.	,,		
	<b>T</b> 7	Spouse/	75. How does this total annual house	ehold inco	ome
Self-employed/work for self	You □	Partner □	compare to what it is in a "norm	al" year?	•
- ·					
Employed full time			☐ Higher than normal		
Employed part time			□ Normal		
Retired			☐ Lower than normal		
Temporarily laid-off or on leave					
Not working for pay (student,		_	76. Does your total annual househol		
homemaker, disabled, unemploy	<i>ed)</i> ⊔		include any of the following sour		NT.
			W/	Yes	
			Wages or salary		
			Business or self-employment		
			Interest or dividends		
			Alimony or child support		
			Social Security benefits		

77.	which one of the following bes your household's income chan				81. Do you agree or disagree with the for statements?	ollov	ving	
	to month, if at all?				$\mathbf{A}\mathbf{g}$	ree	Disagree	
	<ul><li>□ Roughly the same amount each</li><li>□ Roughly the same most months</li></ul>	s, but so			Owning a home is a good financial investment  Most mortgage lenders generally treat			
	unusually high or low months of  ☐ Often varies quite a bit from or	_	•	next	borrowers well  Most mortgage lenders would offer me			
<b>78.</b>	Does anyone in your household following?	d have	any of	the	roughly the same rates and fees  Late payments will lower my			
	ionowing:		Yes	No	credit rating			
	401(k), 403(b), IRA, or pension pla Stocks, bonds, or mutual funds (not				Lenders shouldn't care about any late payments only whether loans are	_		
	retirement accounts or pension pl				fully repaid			
	Certificates of deposit				It is okay to default or stop making mortgage payments if it is in the			
	Investment real estate				borrower's financial interest			
79. Which <u>one</u> of the following statements best describes the amount of financial risk you are willing to take when you make investments?				82. Do you know anyone who	Yes	No		
	·				Is behind in making their mortgage			
	☐ Take substantial risks expecting returns	g to eari	1 substa	ntial	payments			
	☐ Take above-average risks expe	cting to	earn ab	ove-	Has gone through foreclosure where	_	_	
	average returns	Ü			the lender took over the property  Stopped making monthly mortgage			
	☐ Take average risks expecting to	earn a	verage		payments, even if they could afford it,			
	returns	.1			because they owed more than the			
	□ Not willing to take any financia	ai risks			property was worth			
80.	How well could you explain to	someo	ne the	•••	92 D			
				Not	83. Do you currently provide caregiving any family members or friends living			
		Very So			few hours' drive from you?	·S ***	ttiiii a	
	Process of taking out a mortgage Difference between a fixed- and				·			
	an adjustable-rate mortgage				☐ Yes ☐ No			
	Difference between a prime and	_	_					
	a subprime loan				84. Do you have any adult children livin	ving within a		
	Difference between a mortgage's				few hours' drive from you?			
	interest rate and its APR Amortization of a loan				☐ Yes			
	Consequences of not making	_			□ No			
	required mortgage payments							
	Difference between lender's and		_					
	owner's title insurance							

				88. In the next couple of years, how do you expect					
	following happened to you?			1	the following to cha	nge for yo	u (and y	our	
		Yes No		5	spouse/partner)?				
	Separated/divorced					Significant			
	Married/remarried/new partner			,	TT 1 - 1 1 1	Increase	Change	Decrease	9
	Death of household member				Household income Housing expenses				
	Addition to your household				Non-housing expenses				
	(not including spouse/partner)			1	Non-nousing expenses	ш	Ш	Ц	
	Person leaving your household			<b>QQ</b> 1	How likely is it in th	a navt cou	ınle of ve	arc vou	
	(not including spouse/partner)				or your spouse/par			ais you	
	Disability or serious illness of a			'	(or your spouse/par	unci) wiii .	iacc	No	ot
	household member					Ve	ery Somev	vhat At Al	
	Disaster affecting a property you own			]	Retirement				
	Disaster affecting your (or your spouse/partner's) work			]	Difficulty making your mortgage payments				
	Move within the area (less than 50 miles)			1	A layoff, unemploymer	nt, or			
	Moved to a new area (more than 50 miles	) 🗆			forced reduction in he				
86.	In the last couple of years, have any	of t	he	•	Some other personal fir crisis	iaiiciai			
	following happened to you (or your			00 1	If wour household fo	an un	over oot o	l noveone	.1
	spouse/partner)?				If your household fa financial crisis in th				
	Y 66 1 1 11	Yes			likely is it you could		pie or ye	ai 8, 110 w	
	Layoff, unemployment or reduced hours			,	iikciy is it you could	•••		Not	
	Retirement					Ve	ry Some	what At Al	.11
	Promotion			]	Pay your bills for the no		_		
	Started a new job				months without borro	_			]
	Started a second job			(	Get significant financia				,
	Business failure				from family or friend				J
	A personal financial crisis			_	Borrow enough money a bank or credit unior				,
	Borrowed money from family or friend				Significantly increase y		Ш .		•
	Borrowed money from bank, credit union or other financial institution				income				1
	Significant decrease in the value of	ш			meome			_	_
	your home								
	A large number of foreclosures or short								
	<u> </u>								
	sales in your neighborhood								
87.	In the last couple of years, how have following changed for you (and you spouse/partner)?  Significant Little/N	e the r No S	Significant						
87.	In the last couple of years, how have following changed for you (and you spouse/partner)?  Significant Little/N Increase Change	e the r No S	Significant Decrease						
87.	In the last couple of years, how have following changed for you (and your spouse/partner)?  Significant Little/Increase Change Household income	e the r No S	Significant						
87.	In the last couple of years, how have following changed for you (and you spouse/partner)?  Significant Little/N Increase Change	e the r No S	Significant Decrease						

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

If you wish to add comments or further explain any of your answers, please do that here.



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-XXX-XXX-XXX.