A GUIDE FOR MANUFACTURED HOME BUYERS

1976

A REAL HOME. A REAL MORTGAGE.

Same loan programs. Friendlier price tag.

Which manufactured homes qualify for a mortgage, the foundation and title rules, which loan programs work, and how to avoid the surprises that stall these loans.



BRIAN MARCHAND

SR. LOAN CONSULTANT · NMLS #481563

(518) 396-7392 · brian.marchand@naf.com

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START HERE

MORE HOUSE FOR THE PAYMENT, WITH A REAL MORTGAGE.

Since **June 15, 1976**, manufactured homes have been built to strict federal HUD Code standards for strength, safety and energy efficiency. Today's homes are a long way from the trailers people picture.

When a manufactured home is on a **permanent foundation** and on land you own, it can be financed with the same loans as a site-built house: **conventional, FHA, VA and USDA**. That means real mortgage rates, not a high-rate personal loan.

I've been helping families into homes since 1993, first as a Realtor and now as a mortgage lender. Call me **before you sign anything**. The foundation and year built decide which program fits, and I can usually tell you in one call.

Brian

INSIDE THIS GUIDE

03 What qualifies

04 Who it fits

05 Loan programs that work

06 Foundation & title

07 What it costs: an example

08 New vs. existing homes

09 The appraisal

10 Common mistakes

11 Manufactured vs. modular

12 Document checklist

WHAT QUALIFIES FOR A MORTGAGE

Four things decide whether a manufactured home can be financed.

1 **BUILT AFTER JUNE 15, 1976**
To HUD Code standards, with a HUD data plate and certification labels. Some exceptions apply.

2 **PERMANENT FOUNDATION**
Attached to a foundation that meets program standards, usually certified by an engineer.

3 **REAL PROPERTY**
Titled together with the land as real estate, not as a vehicle.

4 **YOUR PRIMARY HOME**
Most programs require you to live in it.

SINGLE-WIDE	DOUBLE-WIDE	MULTI-WIDE
Eligible with most programs, subject to size and property rules.	The most common type financed with a mortgage.	Triple-wide and larger homes are eligible too.

GOOD TO KNOW: The HUD data plate is usually inside a kitchen cabinet or closet. The red metal certification labels are on the outside of each section.

WHO MANUFACTURED HOME LOANS FIT

Built for buyers who want to own instead of rent.

USUALLY A GOOD FIT

- Home prices have pushed you out of the market
- You want land and a little space
- The home is on land you own or are buying
- You'll live in the home full-time
- You want a low down payment
- You're buying new, or a well-kept existing home

KNOW GOING IN

- The home must be on a **permanent foundation**
- Homes that have been **moved** often don't qualify
- Homes in **parks on rented land** usually need different financing
- Additions need to be **permitted**
- Appraisals rely on similar home sales
- Not every lender finances them

REAL TALK: If the home sits on rented land in a community, that's usually a personal property, or chattel, loan, which isn't covered here. Ask me about options before you assume.

LOAN PROGRAMS THAT WORK

The same loans used for site-built homes.

PROGRAM	MINIMUM DOWN	GOOD TO KNOW
CONVENTIONAL	As low as 3–5%	Includes programs designed for newer, higher-quality manufactured homes
FHA	3.5% with a 580+ score	Requires a foundation that meets HUD's guide, certified by an engineer
VA	$0 for eligible veterans	Same VA benefits, including no monthly mortgage insurance
USDA	$0 in eligible areas	Generally limited to new homes from approved dealers

WHICH ONE FITS?

It depends on the home's age, foundation and location, plus your credit and savings. I'll match you to the best one once I know the home.

GOOD TO KNOW: Down payment minimums are program minimums as of October 2026. Ask me for guidelines on your specific home.

FOUNDATION & TITLE

The two things that make it real estate.

PERMANENT FOUNDATION

The home must be anchored to a foundation that meets program rules. An **engineer's certification** is usually required, especially for FHA.

REAL PROPERTY TITLE

The home's title has to be tied to the land as real estate. In New York, that conversion follows state rules, and your attorney will help.

WHEELS & AXLES

Towing hitches, wheels and axles must be removed.

UTILITIES

Permanently connected to water, sewer or septic, and power.

SKIRTING

Perimeter enclosure is often required.

REAL TALK: Foundation certifications can take a few weeks to schedule. Order one early, especially on an existing home.

WHAT IT COSTS: AN EXAMPLE

An FHA purchase, step by step.

Here's how an FHA loan might look on a $180,000 manufactured home and land. Your price, rate, taxes and insurance will be different.

Purchase price, home and land	**$180,000**
Down payment (3.5%)	**($6,300)**
Base loan amount	**$173,700**
Upfront FHA mortgage insurance (1.75%)	**+$3,040**
TOTAL LOAN AMOUNT	**$176,740**

EXAMPLE ONLY. NOT A RATE QUOTE OR LOAN ESTIMATE.

LOWER PRICE

More home for the money than many site-built homes nearby.

SAME RATES

A real mortgage means mortgage rates, not personal loan rates.

HELP WITH COSTS

Gifts, assistance and seller credits can all help.

NEW VS. EXISTING HOMES

Both can work, with different checkpoints.

BUYING NEW

- Often sold as a **land and home package** through a dealer
- Delivery and setup are part of the process
- The foundation is built to program standards from the start
- USDA may be an option for new homes

BUYING EXISTING

- Check the **HUD data plate and labels** are still there
- The home should never have been **moved** from its first site
- Any **additions or decks** should be permitted
- A foundation certification may be needed

MISSING LABELS?

If the data plate or labels are missing, replacements can sometimes be ordered, but it takes time. Check for them before you make an offer.

THE APPRAISAL

Manufactured homes are compared to manufactured homes.

The appraiser values the home and land together, ideally using **recent sales of similar manufactured homes** nearby. Condition, size, age and the foundation all matter.

1. **COMPARABLE SALES**
   Sales of similar homes in the area set the value.

2. **CONDITION**
   Roof, floors, windows and systems should be in good shape.

3. **ADDITIONS**
   Porches, decks and rooms added later should meet code.

4. **LAND**
   Acreage, road access and well and septic matter too.

REAL TALK: An appraisal isn't a home inspection. Always get your own inspection, especially on an older home.

COMMON MISTAKES THAT DELAY APPROVAL

Most of these are easy to fix ahead of time.

1 SIGNING BEFORE CHECKING
Know the year built and foundation type before you commit.

2 MISSING HUD LABELS
No labels can mean no mortgage until they're replaced.

3 A HOME THAT WAS MOVED
Most programs won't finance a relocated home.

4 TITLE STILL A VEHICLE TITLE
The home must be converted to real property.

5 UNPERMITTED ADDITIONS
Additions without permits can stall the appraisal.

6 WAITING ON THE ENGINEER
Order the foundation certification early.

7 NEW CREDIT DURING THE LOAN
Hold off on new cards or financing.

8 RENTED LAND
Park homes usually need a different kind of loan.

REAL TALK: Almost every one of these is avoidable with a 15-minute conversation before you apply. That's the cheapest time to fix a problem.

MANUFACTURED VS. MODULAR VS. MOBILE

Three terms that often get mixed up.

	BUILT TO	FINANCING
MANUFACTURED	Federal HUD Code, built after June 15, 1976	Mortgage-eligible on a permanent foundation and owned land
MODULAR	State and local building codes, like a site-built home	Financed just like a site-built home
MOBILE HOME	Built before June 15, 1976	Generally not eligible for a mortgage

BUILDING NEW?

If you're planning to buy land and place a new manufactured or modular home, a construction-to-permanent loan may cover the land, the home and setup in one closing. Ask for my new construction guide.

GOOD TO KNOW: Not sure which you have? The HUD data plate and red labels mean it's manufactured. Modular homes have a state label instead.

DOCUMENT CHECKLIST

Have these ready, and the process moves a lot faster.

- [ ] Year built and HUD data plate information
- [ ] Foundation certification, or plan to order one
- [ ] Title information for the home and land
- [ ] W-2s for the last 2 years
- [ ] Government-issued photo ID
- [ ] Photos of the HUD certification labels
- [ ] Survey or plot plan of the land
- [ ] Pay stubs covering the last 30 days
- [ ] Bank statements, last 2 months, all pages
- [ ] Purchase contract, once you have one

Every situation is a little different. I'll give you the exact list for your scenario before you gather anything.



BRIAN MARCHAND
SR. LOAN CONSULTANT · NMLS #481563
(518) 396-7392 call or text
brian.marchand@naf.com
naf.com/brianmarchand

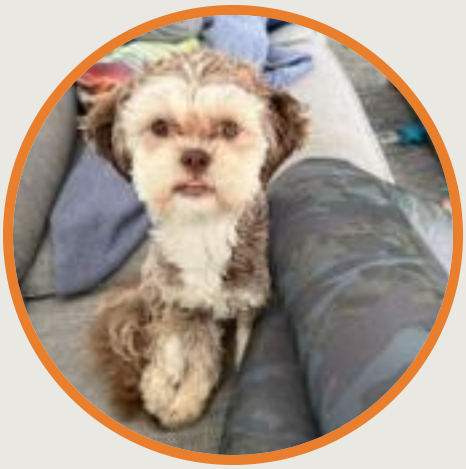
BOOK 15 MINUTES

EQUAL HOUSING OPPORTUNITY

This guide is for educational purposes only and is not a loan commitment or guarantee of approval. All loans are subject to credit, income, asset, property and appraisal approval; not all applicants will qualify. Manufactured home financing generally requires a home built to HUD Code standards after June 15, 1976, permanently affixed to a foundation that meets program requirements, classified as real property and occupied as a primary residence; exceptions and additional requirements vary by program. Down payment minimums shown are program minimums for eligible borrowers; FHA, VA, USDA and conventional manufactured home guidelines are set by each agency and are subject to change. Title conversion requirements are governed by state law; consult your attorney. Examples are illustrations only and are not a rate quote or Loan Estimate. Program availability and guidelines are subject to change without notice. © 2026 New American Funding, LLC. NMLS #6606 (nmlsconsumeraccess.org). 1 MacArthur Place, Suite 800, Santa Ana, CA 92707 · newamericanfunding.com · (800) 450-2010. Licensed Mortgage Banker, NYS Department of Financial Services. Equal Housing Lender. October 2026.

PENNY'S CORNER

A few words from our Chief Belly-Rub Officer.



PENNY SAYS

CHIEF BELLY-RUB OFFICER

Dad calls these a real home with a real mortgage. More house for the payment, and plenty of room for a dog bed.

Call him before you sign anything. The year built and the foundation decide which loan fits, and he can usually tell you in one call. I can usually tell you if there are snacks.

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Tips, updates and plenty of Penny.

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