



“Your Manufactured Home Lending Source”

21st Mortgage’s Credit Application – Direct Lending Department

Dear Loan Applicant,

Thank you for your interest in obtaining a loan through 21st Mortgage. Currently we are the nation’s number one provider of mortgages on manufactured homes. We originate, underwrite and service our own loans. We provide you with the best possible rates, and typically an answer to your application within 1-2 business days. There are **four fast** and **easy** ways to apply for a mortgage. Please contact us with any questions or concerns that you may have. Our offices hours are Monday through Friday, 8:30 A.M. – 6:00 P.M. (ET)

- **21st Mortgage On-line:** For fastest service, use our online application at www.21stmortgage.com. This application form uses a secure connection (SSL). Any information you submit is encrypted for your protection.
- **Fax:** Fill out all the forms attached completely (credit application) and fax it to our **Direct Lending Department** at: 1-888-440-4520
- **Phone:** Call us at 800-955-0021 ext. 1456 to apply over the phone.
- **Mail:** Fill out all the required forms attached (credit application) and send to:

21st Mortgage Corporation
620 Market Street Suite 100
Knoxville, TN 37902
Attn: Direct Lending Department

We appreciate your business,

Direct Lending Department
NMLS#2280

One Centre Square • 620 Market Street • Knoxville, TN 37902
Telephone (800) 955-0021 Ext. 1456
Fax (888) 440-4520



21st Mortgage Corporation - Direct Lending Department
 620 Market Street, Suite 100
 Knoxville, TN 37902

Office Number: 1-800-955-0021 Ext. 1456
Fax Number: 1-888-440-4520
Online Application Available at: 21stmortgage.com

APPLICANT CREDIT INFORMATION: If this is an INDIVIDUAL application, complete section A. If this is a JOINT application, complete section A&B.
NOTE: If married, the spouse is not required to be the joint applicant. Please advise whether credit references and/or credit history should be investigated under another name. It is a crime to intentionally falsify information on this application.

Application Date:	MLO Name:	MLO Signature:	
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Property will be: ☐ Primary Residence ☐ Non Primary Residence ☐ Investment/Rental

Purpose of the Loan: ☐ Purchase home only ☐ Purchase home and land ☐ Refinance ☐ Land only

Street Address where home will be located:

City: _____ **State:** _____ **Zip:** _____ **County:** _____

Site of Placement: ☐ Owned Property with no lien ☐ Owned Property Land Contract/Mortgage Trust Deed

☐ Leased ☐ Family Land ☐ Community ☐ Reservation

Is property located on a paved road? ☐ Yes ☐ No **Lot Size?** _____ **acres**

Does property have a public maintained road frontage? ☐ Yes ☐ No **Shared Well?** ☐ Yes ☐ No

Information on the Land Lease Community, Land Owner Name, Tribe name if home is to be placed on a Reservation, or the mortgage holder:

Name: _____ **Phone Number:** _____ **Monthly Site Payment \$** _____

Is the site rent scheduled to increase over the next four years? If so, please explain. _____

EMAIL ADDRESS: REQUIRED (for Loan Notices and Documents)

APPLICANT EMAIL ADDRESS:

CO-APPLICANT EMAIL ADDRESS:

(A) APPLICANT

(B) CO-APPLICANT

FULL NAME - Last, First, Middle

Birth Date:	Social Security #:	Birth Date:	Social Security #:
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Sex: (Optional) <input type="checkbox"/> Male <input type="checkbox"/> Female	Marital Status: <input type="checkbox"/> Married <input type="checkbox"/> Unmarried <input type="checkbox"/> Separated	Sex: (Optional) <input type="checkbox"/> Male <input type="checkbox"/> Female	Marital Status: <input type="checkbox"/> Married <input type="checkbox"/> Unmarried <input type="checkbox"/> Separated
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# Dependents:	Ages:	# Dependents:	Ages:
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APPLICANT'S RESIDENCE

CO-APPLICANT'S RESIDENCE

Current Street Address (3 Years Residence Required, attach supplement if needed)

City, State, Zip:	County:
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Mailing Address (if different from physical)	Home Phone	Cell Phone
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How long at present address? Yrs _____ Mo _____	<input type="checkbox"/> Homeowner * <input type="checkbox"/> Other	Mo. Mrtg/Rent:	<input type="checkbox"/> Homeowner * <input type="checkbox"/> Other	Mo. Mrtg/Rent:
<input type="checkbox"/> Renter <input type="checkbox"/> Parent			<input type="checkbox"/> Renter <input type="checkbox"/> Parent	

Name of Mortgage Holder or Landlord:	Telephone number:
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***If homeowner, what do you intend to do with the existing home?**

Previous address (if current address is less than 3 years)

City, State, Zip:	How long?
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Name of Mortgage Holder or Landlord:	Telephone number:
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Name of nearest Relative NOT living with you:	Relationship:	Name of nearest Relative NOT living with you:	Relationship:
	Phone:		Phone:

APPLICANT'S EMPLOYMENT HISTORY (Minimum Three Years, attach supplement if needed)

1-Current Employer:	Position Held: Self Employed: <input type="checkbox"/> Yes <input type="checkbox"/> No	Date Started:
City, State:	Supervisor Name and Telephone Number:	Email address:
What is your base pay rate excluding commission, bonuses, and overtime:		
How are you paid? Hourly rate: \$ _____ Weekly Salary :\$ _____ BiWeekly Salary: \$ _____ Monthly Salary: \$ _____		
Do you receive bonuses? _____ How often? _____ How much in bonuses over the last 12 months \$ _____		
Do you receive commission? _____ How often? _____ How much in commission over the last 12 months \$ _____		
Do you consistently receive overtime? _____ How often? _____ How much in overtime over the last 12 months \$ _____		

2-Second or Previous Employer:	Position Held: Self Employed: <input type="checkbox"/> Yes <input type="checkbox"/> No	Date Started:	Date Left:
City, State:	Supervisor Name and Telephone Number:	Income:	
3-Previous Employer:	Position Held: Self Employed: <input type="checkbox"/> Yes <input type="checkbox"/> No	Date Started:	Date Left:
City, State:	Supervisor Name and Telephone Number:	Income:	

Please provide an explanation for any job gaps greater than 30 days.

CO-APPLICANT'S EMPLOYMENT HISTORY (Minimum Three Years)

1-Current Employer:	Position Held: Self Employed: <input type="checkbox"/> Yes <input type="checkbox"/> No	Date Started:
City, State:	Supervisor Name and Telephone Number:	Email address:
What is your base pay rate excluding commission, bonuses, and overtime:		
How are you paid? Hourly rate: \$ _____ Weekly Salary :\$ _____ BiWeekly Salary: \$ _____ Monthly Salary: \$ _____		
Do you receive bonuses? _____ How often? _____ How much in bonuses over the last 12 months \$ _____		
Do you receive commission? _____ How often? _____ How much in commission over the last 12 months \$ _____		
Do you consistently receive overtime? _____ How often? _____ How much in overtime over the last 12 months \$ _____		

2- Second or Previous Employer:	Position Held: Self Employed: <input type="checkbox"/> Yes <input type="checkbox"/> No	Date Started:	Date Left:
City, State:	Supervisor Name and Telephone Number:	Income:	
3-Previous Employer:	Position Held: Self Employed: <input type="checkbox"/> Yes <input type="checkbox"/> No	Date Started:	Date Left:
City, State:	Supervisor Name and Telephone Number:	Income:	

Please provide an explanation for any job gaps greater than 30 days.

APPLICANT'S OTHER INCOME**CO-APPLICANT'S OTHER INCOME**

Income from SSI, retirement, disability, alimony, child support or separate maintenance agreement need not be disclosed if you do not wish to have it considered as a basis for undertaking or repaying this debt.					
Child Support Monthly Amount	Ages of Children		Child Support Monthly Amount	Ages of Children	
Alimony or Separate Maintenance	Duration		Alimony or Separate Maintenance	Duration	
Other Source:	How Long:	Monthly Amt:	Other Source:	How Long:	Monthly Amt:

ASSET AND CREDIT INFORMATION

Applicant Bank Name:	City, St:	Account type:	Balance: \$
Co-Applicant Bank Name:	City, St:	Account type:	Balance: \$
Retirement/401K with:	City, St:	Account type:	Balance: \$
Auto #1: Yr/Make	Value: \$	Lender:	Payment: \$ Balance: \$
Auto #2: Yr/Make	Value: \$	Lender:	Payment: \$ Balance: \$
Other Asset:	Value: \$	Lender:	Payment: \$ Balance: \$
Other Real Estate Owned	Value: \$	Lender:	Payment: \$ Balance: \$
Other Real Estate Owned	Value: \$	Lender:	Payment: \$ Balance: \$
Are you a co-maker or guarantor on a note?			
If Yes, for whom?		Creditor	Monthly Payment: \$

(A) APPLICANT - Debts / Obligations	(B) CO-APPLICANT - Debts / Obligations
Expiration Date	Expiration Date
Alimony/Maintenance: \$	Alimony/Maintenance: \$
Garnishment: \$	Garnishment: \$
List Ages of Children	List Ages of Children
Child Support: \$	Child Support:

Other Extraordinary Recurring Expenses

List Items that have a significant impact to your budget	Estimated Monthly Amount
If you drive more than 20 miles each way to work every day, what is your monthly fuel and maintenance expense other than your car payment?	\$
Child Care Expense:	\$
Other:	\$
Other:	\$
List any Government Assistance Payments to you that help offset household expenses, such as WIC, TANF, or SNAP. You are not required to disclose these amounts if you do not wish to have them considered as a basis in analyzing your ability to undertake or repay this debt.	
	\$

QUESTIONS

If the answer is "yes" to any of the questions (2-5), explain on attached sheet. Enter Y (yes) or N (no) for Borrower and/or Co-Borrower	Borrower	Co-Borrower
1. Are you a U.S. Citizen?	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
2. Are you a permanent resident alien?	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
3. Have you declared bankruptcy within the last 10 years? If yes, when did you file?	<input type="checkbox"/> Yes <input type="checkbox"/> No Date:	<input type="checkbox"/> Yes <input type="checkbox"/> No Date:
4. Have you had any judgments, repossessions, garnishments, or other legal proceedings filed against you in the past 7 years?	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
5. Do you have any past due obligations to or insured by any agency of the Federal Government?	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No

The following information is requested by the Federal Government for certain types of loans related to a dwelling in order to monitor the lender's compliance with the equal credit opportunity, fair housing and home mortgage disclosure laws. You are not required to furnish this information, but are encouraged to do so. You may select one or more designations for "Race." The law provides that a lender may not discriminate on the basis of this information, or on whether you choose to furnish it. However, if you choose not to furnish the information and you have made this application in person, under federal regulations the lender is required to note ethnicity, race, and sex on the basis of visual observation or surname. If you do not wish to furnish the information, please check below. (Lender must review the above material to assure the disclosures satisfy all requirements to which the Lender is subject under applicable state law for the particular type of loan applied for.)

APPLICANT <input type="checkbox"/> I decline to furnish this information	CO-APPLICANT <input type="checkbox"/> I decline to furnish this information
Ethnicity: <input type="checkbox"/> Hispanic or Latino <input type="checkbox"/> Not Hispanic or Latino	Ethnicity: <input type="checkbox"/> Hispanic or Latino <input type="checkbox"/> Not Hispanic or Latino
Race: <input type="checkbox"/> American Indian or Alaskan Native <input type="checkbox"/> Asian <input type="checkbox"/> Black or African American <input type="checkbox"/> White <input type="checkbox"/> Native Hawaiian or Other Pacific Islander	Race: <input type="checkbox"/> American Indian or Alaskan Native <input type="checkbox"/> Asian <input type="checkbox"/> Black or African American <input type="checkbox"/> White <input type="checkbox"/> Native Hawaiian or Other Pacific Islander
Sex: <input type="checkbox"/> Male <input type="checkbox"/> Female	Sex: <input type="checkbox"/> Male <input type="checkbox"/> Female

Additional Disclosures

California: An applicant, if married, may apply for a separate account. It is illegal to discriminate in the provision of availability of financial assistance for the purpose of the purchase, construction, rehabilitation of any one to four unit family residences occupied by the owner and for the purpose of the house improvement of any one to four unit family residence by considering:

1. Trends, characteristics or conditions in the neighborhood or geographic area surrounding a housing accommodation, unless the financial institution can demonstrate in the particular case that such consideration is required to avoid an unsafe and unsound business practice; or
2. Race, color, religion, sex, marital status, national origin or ancestry.

It is illegal to consider the racial, ethnic, religious or national origin composition of a neighborhood or geographic area surrounding a housing accommodation or whether or not such composition is undergoing change, or is expected to undergo change, in appraising a housing accommodation or in determining whether or not, or under what terms and conditions, to provide financial assistance. If you have questions about your rights, or if you wish to file a complaint, contact the Lender or the California Department of Corporations at: 320 West 4th St, Ste 750, Los Angeles, CA 90013, or 1390 Market St, Ste 810 San Francisco, CA 94102

New York and Vermont: In connection with your application for credit, a consumer report may be requested in connection with such application. Upon request, you will be informed whether a consumer report was requested, and if such report was requested, informed of the name and address of the consumer reporting agency that furnished the report. If your application is granted, subsequent consumer reports may be requested or utilized in connection with any updates, renewal or extension of the credit for which application was made or for any other legitimate purpose associated with the account.

Ohio: The Ohio laws against discrimination requires that all creditors make credit equally available to all creditworthy customers and that credit reporting maintain separate credit histories on each individual upon request. The Ohio Civil Rights Commission administers compliance with this law.

Wisconsin: No provision of a marital property agreement, a unilateral statement under Wisc. Stat. 766.59 or a court decree under Wisc. Stat. 766.70 adversely affects the interest of the creditor unless the creditor, prior to the time the credit is granted, is furnished a copy of the agreement, statement, or decree of has actual knowledge of the adverse provision when the obligation to the creditor is incurred.

NON-APPLICANT SPOUSE WAIVER OF NOTICE: I agree to waive notice of any extension of credit in connection with this application:

Non-applicant Spouse: _____ Date _____

Additional disclosures may be required for the following states: Texas, New York, Ohio, Oregon.

These documents are separate from this application and must be submitted with the application for the lender to process your request.

Each of the undersigned specifically represents to Lender and to Lender's actual or potential agents, brokers, processors, attorneys, insurers, servicers, successors and assigns and agrees and acknowledges that: (1) the information provided in this application is true and correct as of the date set forth opposite my signature and that any intentional or negligent misrepresentation of the information contained in the application may result in civil liability, including monetary damages, to any person who may suffer any loss due to reliance upon any misrepresentation that I have made on this application, and/or in criminal penalties including, but not limited to, fine or imprisonment or both under the provision of Title 18, United States Code, Sec. 1001, et seq.; (2) the loan requested pursuant to the application (the "Loan") will be secured by a mortgage of deed of trust on the property described herein; (3) the property will not be used for any illegal or prohibited purpose or use; (4) all statements made in the application are made for the purpose of obtaining a residential mortgage loan; (5) the property will be occupied as indicated herein; (6) any owner or servicer of the Loan may verify or re-verify any information contained in the application from any source named in the application, and Lender, its successors or assigns may retain the original and/or electronic record of the application, even if the Loan is not approved; (7) the Lenders and its agents, brokers, insurers, servicers, successors, and assigns may continuously rely on the information contained in the application, and I am obligated to amend and/or supplement the information provided in the application if any of the material facts that I have represented herein should change prior to the closing of the Loan; (8) in the event my payments on the Loan become delinquent, the owner or servicer of the Loan may, in addition to any other rights and remedies that it may have relating to such delinquency, report my name and account information to one or more consumer credit reporting agencies; (9) ownership of the Loan and / or administration of the Loan account may be transferred with such notice as may be required by law; (10) neither Lender nor its agents, brokers, insurers, servicers, successors, or assigns has made any representation or warranty, expressed or implied, to me regarding the property or the condition or value of the property; and (11) my transmission of the application as an "electronic record" containing my "electronic signature" as those terms are defined in applicable federal and/or state laws (excluding audio and video recordings), or my facsimile transmission of the application containing a facsimile of my signature, shall be as effective, enforceable and valid as if a paper version of the application were delivered containing my original signature. I give permission to Lender to investigate my credit and employment history and authorize my employer, landlord, depository institution, and credit company to release information about me. I acknowledge that my dealer is neither a broker nor a credit grantor. This application may be considered withdrawn if I do not inquire about its status within 30 days of the date of this notice.

Borrower Signature	Date	Co-Borrower Signature	Date

Loan Submission Worksheet - Direct Lending Department

How did you hear about 21st Mortgage: _____ Referred by: _____

OWNER/SELLER/LISTING AGENT INFORMATION

Who is the current owner/seller of the home: _____ Phone: () _____

Email (Owner/Seller): _____

Who is the Listing Agent of the home: _____ Phone: () _____

Email (Listing Agent): _____

PROPERTY INFORMATION

Year of Home	Make	Model	Width x Length
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Home Sales Price/Refinance Amount: \$ _____ Lien Holder: ? _____

Sales Tax: (If Applicable) + \$ _____

Total Home Sale Price: + \$ _____

Land Purchase Price or Payoff of Land + \$ _____ Lien Holder: ? _____

Land Improvements to be financed (Itemize Below) + \$ _____

Consolidation Requests: (Itemize Below)(For Refi's Only) + \$ _____

Total Package Price = \$ _____

Proposed Total Down Payment - \$ _____

A Minimum of 5% is required. A down payment greater than 5% increases the likelihood of approval and may result in a lower interest rate.

Source of Down Payment: ☐ Savings ☐ Checking ☐ Cash on Hand ☐ Loan
☐ Gift. If gift, from whom: _____ ☐ Other (Explain): _____

Unpaid Balance of Package Price = \$ _____

Land Improvements/Consolidations Requested (List Improvements &/or Vendors)

_____	\$ _____	_____	\$ _____
_____	\$ _____	_____	\$ _____
_____	\$ _____	_____	\$ _____

In the space below, provide underwriting with any additional information that will be helpful in understanding this transaction:

ACKNOWLEDGEMENT: Buyer acknowledges and agrees that this Sales Worksheet presents a proposed sales package based on information reasonably available at this time. The terms of the proposal may change at any time based on Seller's or Buyer's preferences and additional information that becomes available concerning the potential sale. Information provided is based on estimates of costs related to the sales package, including but not limited to home unit, options, add-ons, construction costs, etc. The terms of the agreed upon sales package, including additional information concerning the sale that may not be listed in this worksheet, will be documented in the final sales agreement and/or other sales-related documentation entered into by Seller and Buyer at the closing of the sale, and will be subject to the terms and conditions contained therein. The final sales agreement may contain additional information concerning rights, obligations, and disclosures applicable to the transaction. New manufactured homes meet Federal Manufactured Home Standards. Actual home purchased may not meet local codes and standards. Buyer should check with local authorities to verify local requirements.

Borrower _____ Date _____

Co - Borrower _____ Date _____



Addendum to the 21st Mortgage Credit Application Communications Disclosure Form

- Must be completed & submitted with ALL Credit Applications
- Effective: 1-5-2015

This credit application will be submitted to 21st Mortgage (the "Lender") for review. The Lender's designated representative (or a person under their supervision, as appropriate) may communicate its status or address other questions you may have about your application or the loan process. The retailer/realtor from whom you may purchase a home and its sales consultants may assist you with matters associated with the sales transaction – for example, the type of home to purchase, options, site improvements, sales features that may impact your financing options, etc.

During the sales process, if there are questions that may impact the financing of your purchase, your sales consultants may conference or connect you with the appropriate representative(s) of the Lender for your convenience.

Following the receipt of your credit application, a representative from the Lender (or a person under their supervision, as appropriate) may contact you to discuss your application. Should you have any questions about this application, please contact the Lender at **(800) 955-0021**.

***Below is a list of 21st Mortgage Loan Originators**

Name	Ext	NMLS #	TN License #	Name	Ext	NMLS #	TN License #
21 st Mortgage Corp.	n/a	2280	109340	Kittle, Chris	1095	202249	110775
Archer, Kerri	1827	832728		MacGuire, John	2001	393419	113642
Allen, Joy	1200	16307		McGroom, Joe	1133	1187463	120284
Bell, Chris	1926	1237278		McMahan, Adam	1047	16516	107490
Bradley, Cassandra	1544	282742	112019	Moore, Lindsay	1311	288258	111230
Campbell, Thomas (Tee)	1399	872289		Morales, Yamilla	2138	202266	108024
Carter, Tim	2110	202256	111261	Nassios, George	1040	202260	
Casper, Eileen	1131	1200479		Roach, Tim	1664	202271	
Clark, Rob	2100	202264		Siggers, Jonathan	1636	201918	109759
Connard, Joe	1030	160546	111590	Stewart, Christopher (Ryne)	1136	1209308	
Corwin, Chris	1203	94486		Sullivan, Scott	1121	1004036	115868
Cozzolino, Jonathan	1227	979264	114603	Taylor, Scott	2115	392022	
Davis, Paul	2106	202244		Utle, Barrett	1123	1264594	
Doolan, Ryan	1394	64626	107591	Webber, Jeff	1029	16262	110064
Fabian, Matt	1431	202243	110128	Williams, Lisa	1135	1209113	
Fields, Kevin	1779	345474	111579	Wininger, Mark	1501	201915	
Goodman, Kevin	1816	493671		Woody, Leigh	1127	1133367	
Housewright, Chassidy	2101	202247		Wynn, Seth	1106	982255	
Kirkland, Mike	1207	78839		Young, Granville	1006	202250	110311

By signing below, you acknowledge that you have read and understood the details provided, and also consent to the Lender sharing its credit decision and other necessary personal financial information from this credit application with your retailer/realtor for the purpose of facilitating your sales transaction and other purposes. You also acknowledge that you have personally completed the information on the application and that the information is complete and accurate.

Please sign below and retain a copy for your records

Applicant Signature (Date)

Applicant Signature (Date)

Applicant Signature (Date)

Applicant Signature (Date)

Dealership – Dealer #

Sales Person (Date)

This form is a part of the 21st Mortgage credit application and must accompany the credit application and must be completed in order for the credit application to be accepted. Revised : 12-1-2014

Credit Guidelines for Direct Lending

[PRINT](#)

Whether you are financing or refinancing a manufactured home we look at three criteria: **Capacity** (can the customer afford it), **Credit** (do they pay their bills on time) and **Collateral** (homes value).

- ☐ **Employment Information** – must be obtained in order to develop ability to pay and stability of income. At least three years of employment history must be obtained in each case. A minimum 6 month continuous employment must be verified.
- ☐ **Income Information** – income must be verified on every approval using check stubs, W-2's, 1040's, etc. If the applicant is self-employed, income must be verified with copies of 1040's and all supporting schedules, forms, attachments and bank statements where applicable. An IRS form [4506-T](#) "Request for Copy or Transcript of Tax Form" must be completed and signed by the borrower and sent to 21st for review. Part-time job income may only be considered with verification that it has been received consistently for a minimum of 2 years. Child support income may only be considered with verification that it has been received consistently over the prior twelve months and is expected to continue over the next three years.
- ☐ **Debt to Income Ratio** – Total Debt ratio including housing and all minimum debt payments must not exceed 43%. If this ratio is exceeded but less than 50%, the disposable income analysis must be performed and criteria met. Total Debt/Income = Debt to Income Ratio.
- ☐ **Credit Scores** – a minimum beacon, fico score of **600** from all three major credit bureaus Experian, Equifax and Trans Union is required. Do you know what your credit score is? Find out before applying for a loan by clicking on <http://www.myfico.com/ficocreditscoreestimator/>. The credit score estimator will help assist you in determining the loan requirements mentioned above.
- ☐ **Equity Loan Programs** – are available for applicants scoring **less** than 600. Minimum 35-40% equity position is required.
- ☐ **Bank Repossessions/HUD Foreclosures** – 21st does not provide financing for other lender's repossessions or foreclosed properties including HUD.
- ☐ **Co-Signers** – normally used when younger buyers lack the stability and credit experience to qualify. Should not be used in conjunction with an applicant who has credit problems or lack of sufficient income. Co-Signers must score above 640 on the bureau and be a homeowner, to be considered. Must live within 150 miles of the home location and must budget for the house and site payment.
- ☐ **Collateral** – 21st Mortgage will lend up to 95% of the overall home and land value. Credit quality, loan affordability and collateral value will ultimately determine your loan-to-value or down payment requirement. Value is determined by using the following methods.

A. Mobile Home Only: Value is derived by using the lesser of the N.A.D.A Appraisal Value or Purchase Price of the Mobile Home.

B. Mobile Home and Land: Certified Land Only Appraisal with Improvements (Well, Septic, Detached Garage, etc.) + valuation in **(A)**.

- ☐ **Loan Amount** – minimum loan amount required is \$20,000.
- ☐ **Primary Residence or Secondary Home** – LTV will be based off home classification.
- ☐ **Age of Mobile Home** – No restrictions in most states. In AL, the mobile home must be a 1990 or newer. In MS, the home must be a 1999 or newer. In NY, the home must be 1995 or newer.
- ☐ **Escrow** – is required for insurance and taxes.
- ☐ **Property** – must be on paved road, otherwise a minimum of 20% equity or 80% LTV (Loan-to-Value) is required for consideration. Unable to finance properties with shared wells.
- ☐ **Land Purchase** – land may be financed with a home refinance. For existing 21st customers who have made 24 payments on time, the house may be financed with up to 95% of the expense of the land, improvements and moving expense, not to exceed \$2,000 per floor for the move.
- ☐ **Land Improvements (Private Property)** – such as well, septic, grading and foundation may be included in the home purchase price with a first lien on the land. Land improvements must add value to the property for each dollar of improvement.
- ☐ **Land in Lieu** – real estate may be pledged as additional collateral in-lieu of down payment. The property must be at least ¼ acre, have access from a public road and be served by on-site utilities or public utilities. 21st must have a first lien. The pledged land must be verified to have been owned by the borrower or a family member for a period greater than 12 months. If purchased within prior 12 months, proof of purchase price must be presented. 21st will use quick sale value of the land: i.e. \$10,000 X .65 = \$6,500 (less payoff) \$1,000 = \$5,500 as down payment. 100% of the amount paid for the land may be used if there are no major derogatory accounts.
- ☐ **Loans** – are not available in the following states: AK, HI, MA, ME & NJ.
- ☐ **Interest Rates*** – typically range from 6.99 to 11.99% depending on overall credit quality, age of home, collateral type, occupancy type, loan amount and loan-to-value.

Meeting the above guidelines, does not guarantee approval.

*Rates and Credit Guidelines are subject to change without notice.

How can I get pre-approved for a manufactured home loan? Either fill out the [on-line application](#) or print, complete and return attached [credit application](#) or call us directly at (800) 955-0021 Ext.1456