Tailoring your Homebuyer Education:
Manufactured Housing and Native Communities

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Enterprise Webinar
Prosperity Now’s mission is to ensure everyone in our country has a clear path to financial stability, wealth and prosperity.
Affordable Homeownership

- Prepare low-and-moderate income families for homeownership
- Expand the supply of affordable homes
- Reduce the risk of homeownership
Manufactured Housing

- More affordable than site built
- Homes are not mobile
- Energy efficient, high-quality homes are out there
- Cash sales important, especially for existing homes
Challenges for Native Communities

- Stigma
- Land issues
- Capacity of organizations
- Concentrated lending market
Manufactured Housing in Native Communities

- Denial rates are disproportionately high
  - Credit
  - Debt-to-Income ratio
  - Collateral

- What can Tribal leaders do?
  - Facilitate low cost financing
  - Protect manufactured home buyers
  - Facilitate effective use of tribal lands for homeownership

![Graph showing manufactured housing statistics for 2017](image-url)
Tailored homebuyer education

- Why is this important?
  - Add to existing materials
- Elements to include
  - Federal programs and ordinances
  - Retailer information
  - Transportation and installation cost
  - Titling issues
  - History of tribe and lands
  - Other?
Homebuyer education for Native Communities

- Portfolio lending
- Starting programs for the ground-up
- Close relationship with borrowers
I’m HOME conference

Save the date for the 15th Annual I’m HOME Conference

November 18-20 | Portland, Oregon

Join manufactured housing leaders, lenders, policymakers, industry experts, homeowners, community organizers and more at the 2019 I’m HOME Conference.

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I'M HOME Network

Manufactured housing provides a safe, affordable path to financial stability.
Questions?

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