



The Latino Housing Journey

Understanding the Consumer Housing Journey

Fannie Mae has taken a problem-solving approach in order to provide solutions to the housing industry designed to knock down barriers to homeownership and housing stability for people historically underserved because of race, ethnicity, or geography. We have developed the Latino Housing Journey as our second use case to identify the distinct obstacles that may affect Latino renters' and homeowners' journeys to stable housing and sustainable homeownership.

Approach and position

- As Fannie Mae continues to advance equity in housing, we will leverage the Latino Housing Journey to develop solutions that address the identified barriers to **close the Latino-white homeownership gap** and **remove obstacles to affordable, stable rental housing**.
- The obstacles in this review are not mutually exclusive, and Latino consumers often encounter multiple obstacles across various stages of the Latino Housing Journey. The cumulative impact limits Latino consumers' housing options and ability to build wealth.
- Urban Institute has cited: "From 2020 to 2030, we expect 8.5 million new households will be formed, with only 455,000 of these being white. We forecast 1.7 million net new Black households, 4.1 million net new Latino households, and 2.3 million net new Asian and other households from 2020 to 2030. Between 2030 and 2040, we expect 7.6 million net new households: a 1.1 million net decrease in white households, a 1.6 million net increase in Black households, a 4.5 million net increase in Latino households, and a 2.6 million net increase in other households." Understanding the changing make-up of households requires an increased understanding and commitment to resolve the obstacles faced.
- These findings are based on literature review and primary research on the consumer population and informed by industry engagements. As Fannie Mae continues to advance equity in housing, we will include additional Consumer Housing Journeys for obstacles faced by historically underserved groups, such as Native American people.

How to use this document

- Due to the multiple sources with different methodologies and approaches to research, we suggest **reviewing the full body of research** and references detailed at the end of this document.
- Leverage this consumer-centric framework to develop actions to address the key obstacles faced by Latino consumers. Engage with housing market participants to **share and include your data/research** in this Latino Housing Journey framework.



The Consumer Housing Journey framework is used to highlight obstacles that Latino consumers face across their housing journey

1 HOUSING PREPARATION

Experiences and early education can inform the path to quality rental housing and homeownership.

2 RENTING OR BUYING

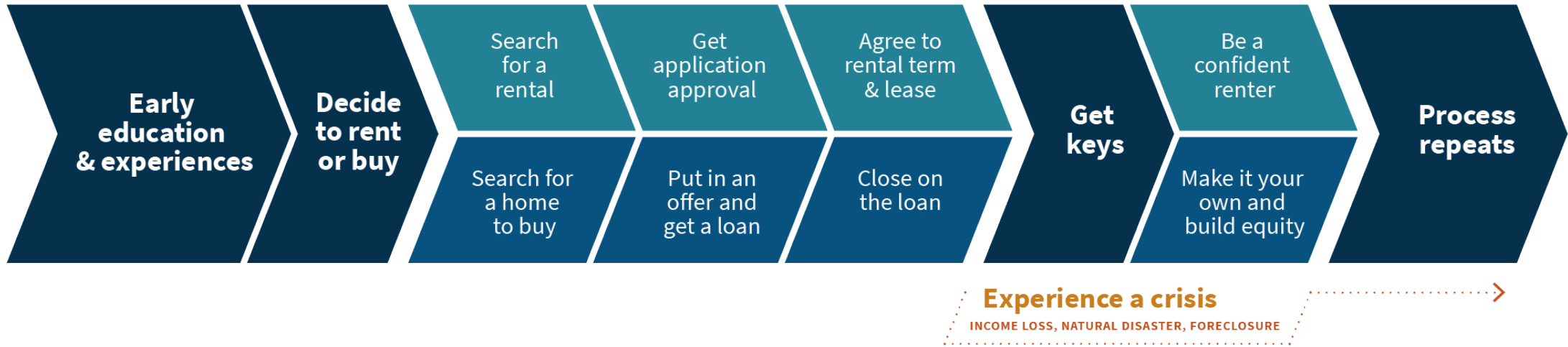
Consumers can face multiple hurdles when they shop for, buy, rent, or finance a home.

3 MOVE IN AND MAINTAIN

Housing stability means navigating maintenance and upkeep, as well as the ability to withstand disruptions and crises.

4 MOVE OR SELL

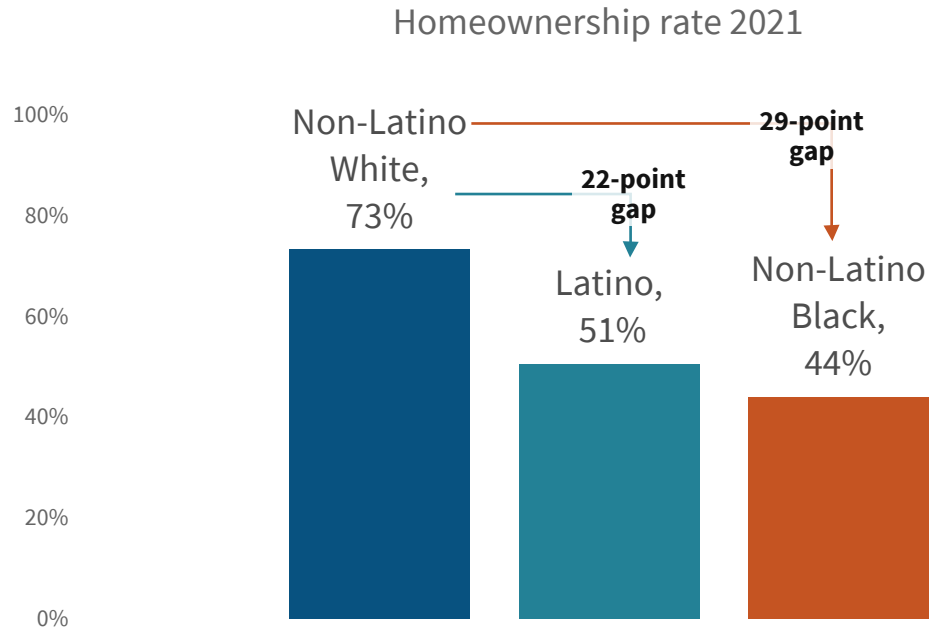
Transitioning to a new home, for whatever reason, can present its own challenges and opportunities.



The homeownership rate gap

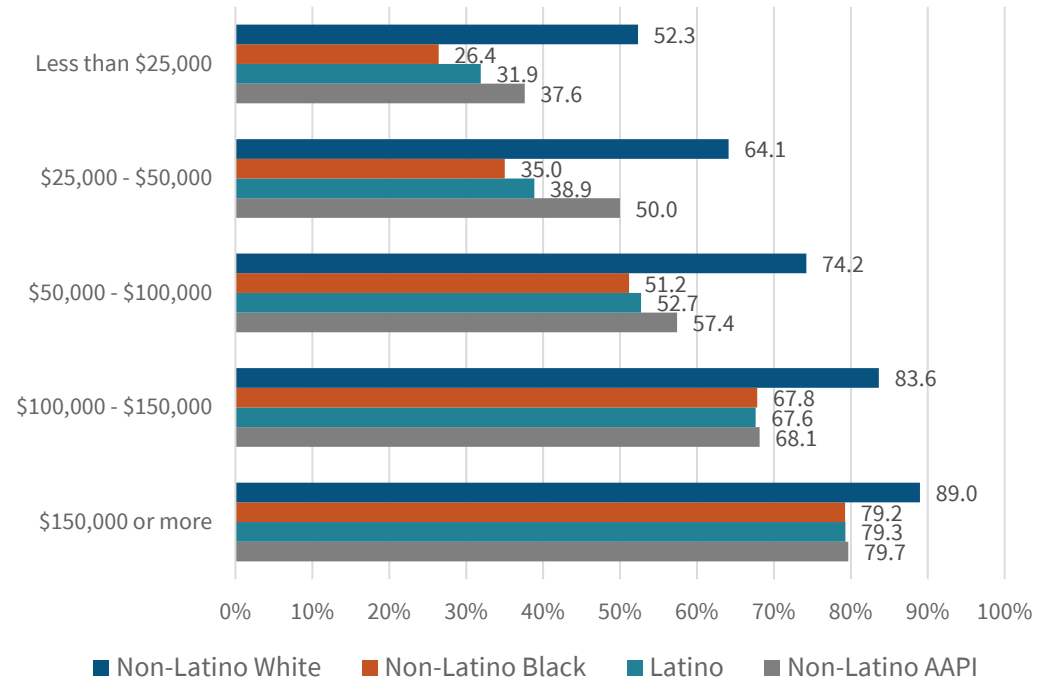
Latino households had a 51% homeownership rate in 2021, 22 percentage points lower than white non-Hispanic households. The homeownership gap starts to decrease as income increases; however, there is still roughly a 10-percentage point difference between \$150K+ white and Latino households. Across our country, communities divided by class and color that suffered from a discriminatory past continue to suffer a persistently diminished present, with housing at the crux of the divide.

U.S. homeownership rate by race (2021)



Source: Fannie Mae computations from American Community Survey PUMS 1-year estimates, 2021.

Homeownership rate by household income (2021)

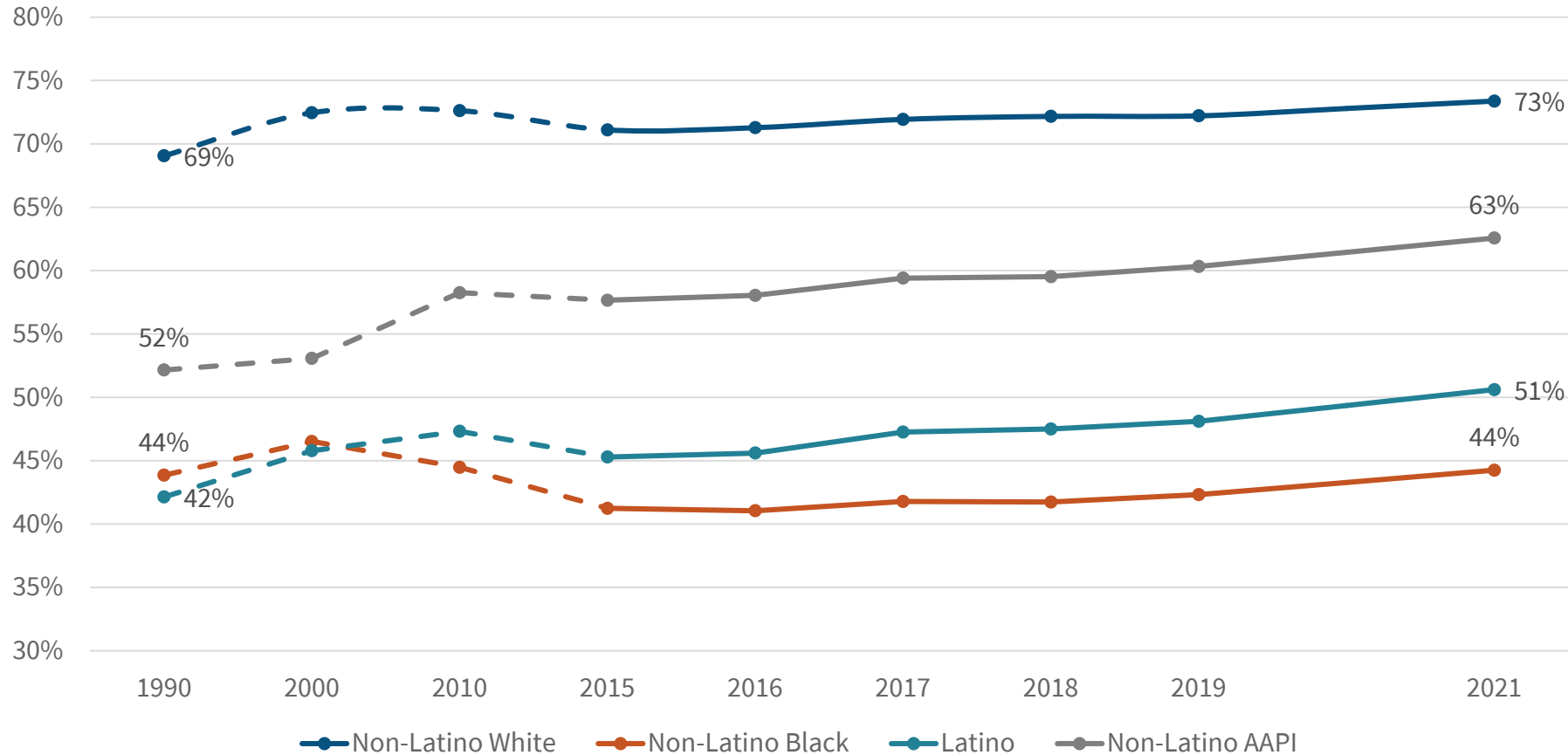


Source: Fannie Mae computations from American Community Survey PUMS 1-year estimates, 2021.
AAPI: Asian Americans and Pacific Islanders.



Racial homeownership trends

Latino homeownership rates have grown slightly since the early 1990s, but the Latino population still has the second-lowest homeownership rate among historically underserved groups in the United States. To close the homeownership gap, ~4 million Latino renter households would need to become homeowners — representing almost half (46%) of Latino renter households in 2021.



4 million Latino renter households would need to convert to homeownership in order to close the gap vs. non-Latino white households.

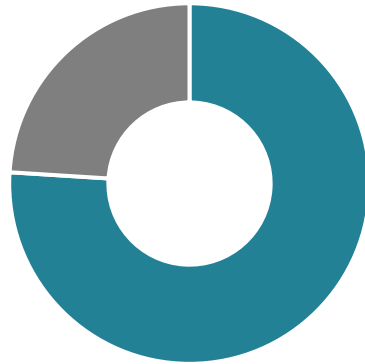
Source: Fannie Mae computations from IPUMS microdata for Decennial Census, 1990-2010; American Community Survey PUMS 1-year estimates, 2015-2019, 2021. 2020 datapoints are omitted due to quality concerns. AAPI: Asian Americans and Pacific Islanders.



Homeownership gap is not explained by lack of desire to own

According to Fannie Mae's last National Housing Survey, renters across most demographic groups aspire to buy a home one day, and this aspiration is greatest among historically underserved groups.

76% of renters intend to buy at some point in the future



Source: Fannie Mae Q3 2022 National Housing Survey
% Buy at some point

**Among renters, by demographic group:
Q3 2022**



*Caution: low n-size (Asian Renters: n=94)

Source: Fannie Mae Q3 2022 National Housing Survey
% Buy at some point

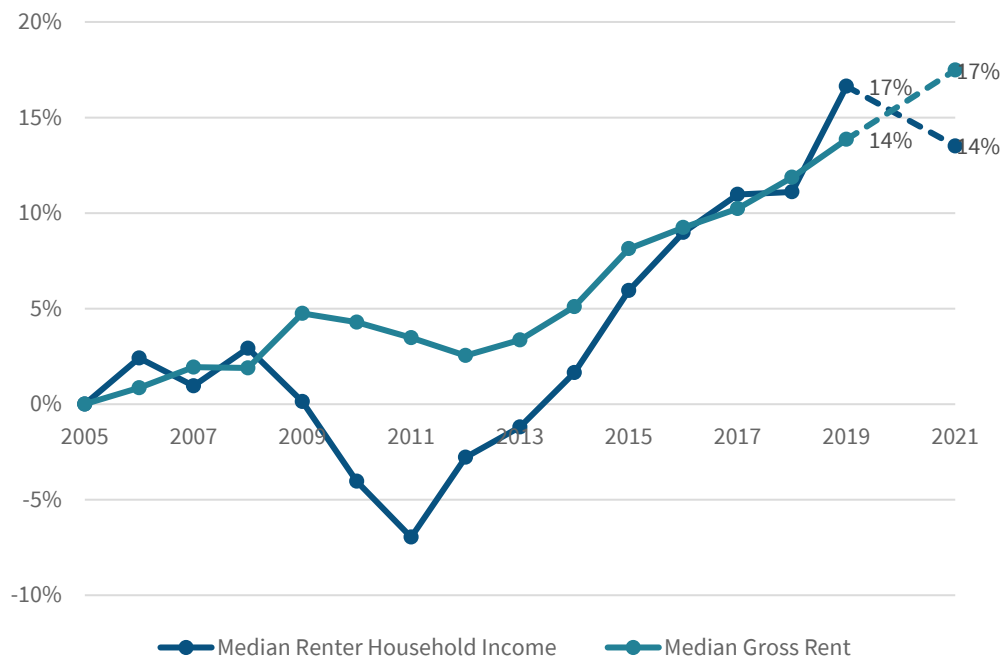
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Rising rental burdens

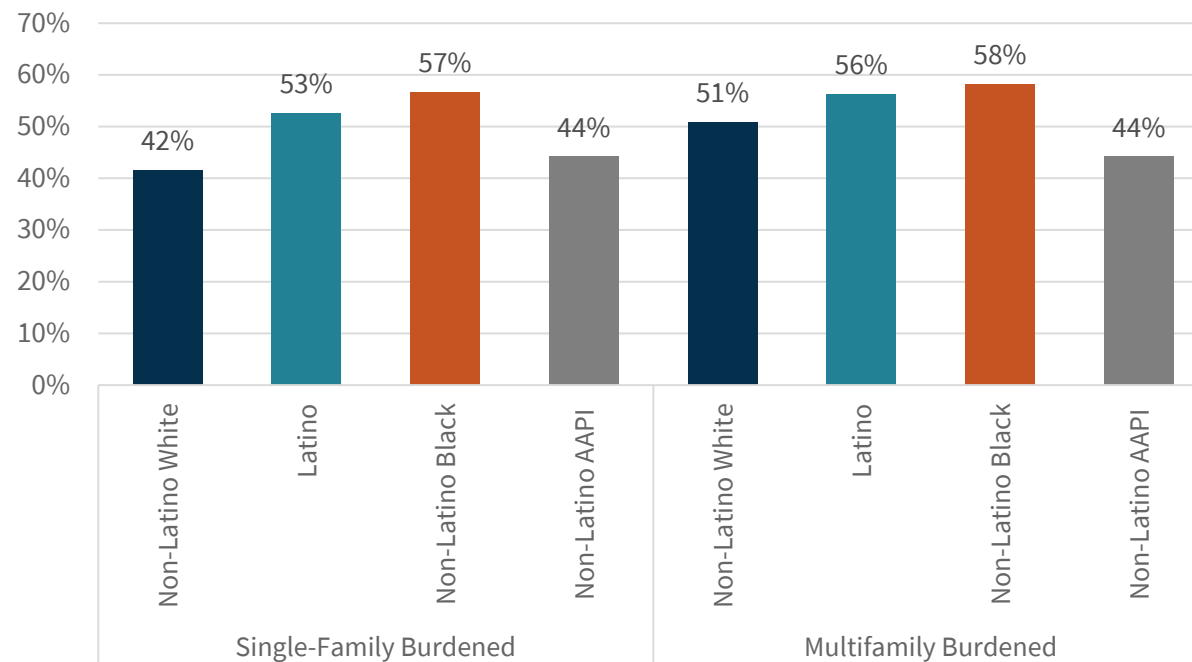
Rising home prices coupled with income inequality has placed affordable rental housing even further out of reach and disproportionately harms Black and Latino consumers who are more likely to be rent cost-burdened.* Just under half of Latino consumers are renting and about half are in single-family rentals (1 – 4 units). Resolving the issues of housing affordability requires focused action to create affordable housing, preserve existing rental stock, and establish tenant protections.

Growth in median renter income and gross rent (percent change from 2005)



Source: Fannie Mae computations from American Community Survey PUMS 1-year estimates, 2015 – 2019, 2021. 2020 datapoints are omitted due to quality concerns. Gross rent is rent plus utilities.

Share of renters who are cost-burdened*

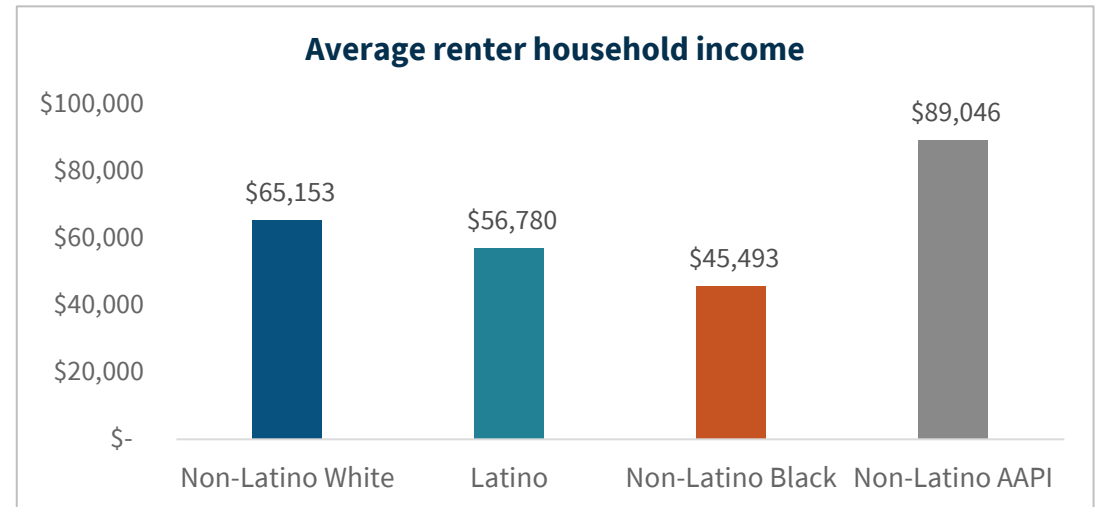
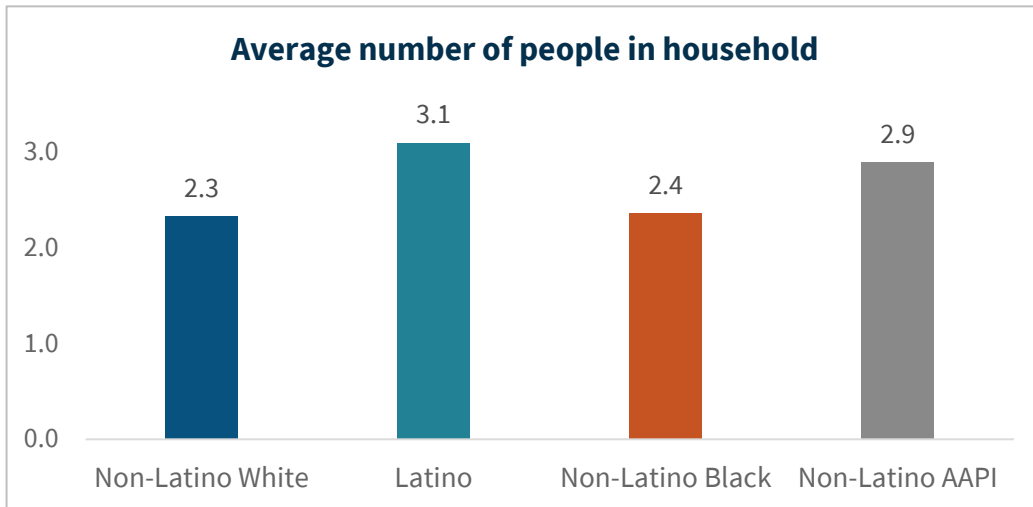
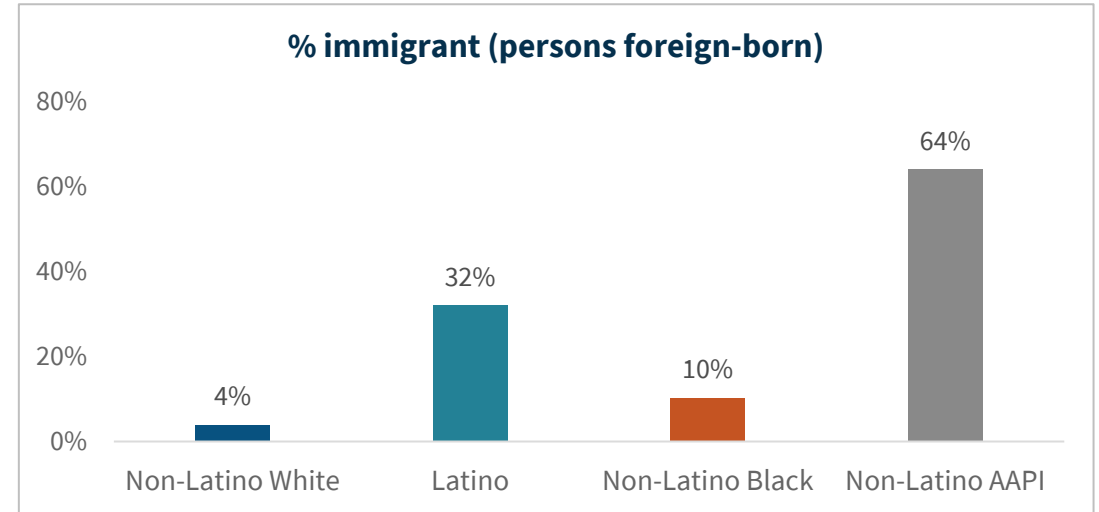
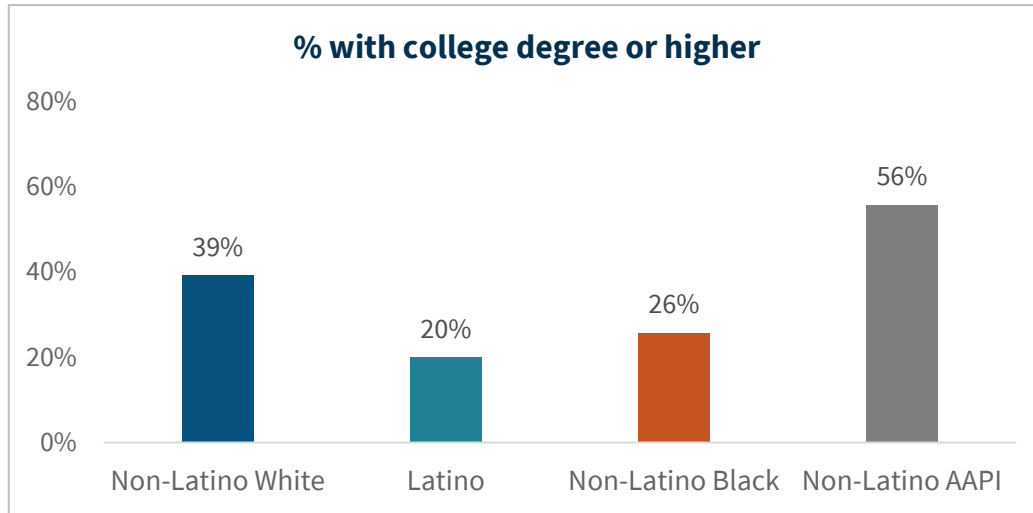


Source: Fannie Mae computations from American Community Survey PUMS 1-year estimates, 2021. AAPI: Asian Americans and Pacific Islanders. *Households are housing cost-burdened if they spend more than 30% of their income on monthly housing costs. For renters monthly housing costs are rent + utilities.



Demographic attributes

The Latino population has unique demographic characteristics, which may affect their journey to homeownership.



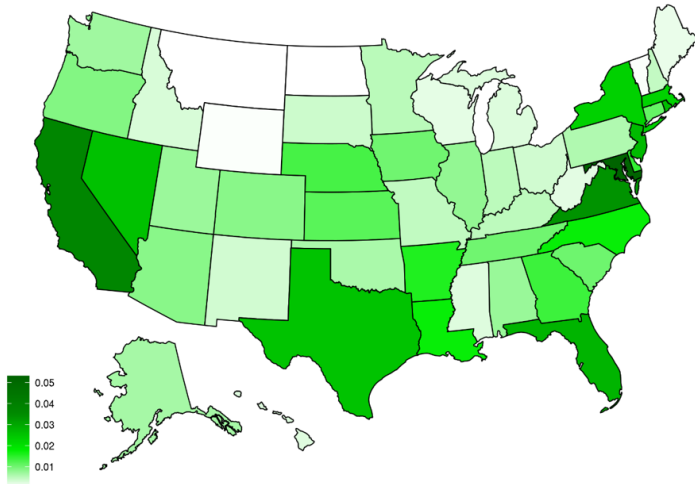
Source: Fannie Mae computations from American Community Survey PUMS 1-year estimates, 2021. Universe for educational attainment is population 25 years and older. AAPI: Asian Americans and Pacific Islanders.



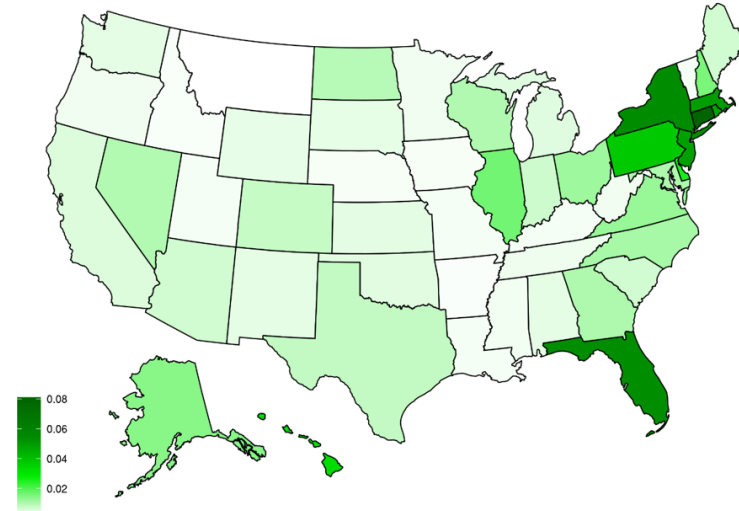
Country of origin

The Latino population primarily lives in coastal and border states, and people immigrating from the same country of origin tend to concentrate in a few states, some of them with higher costs of housing (CA, NY). Each population may have unique characteristics or housing needs.

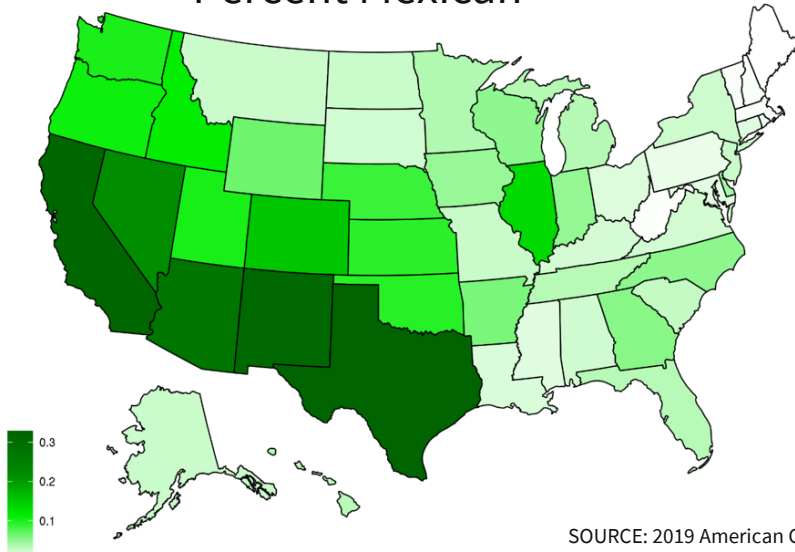
Percent Central American



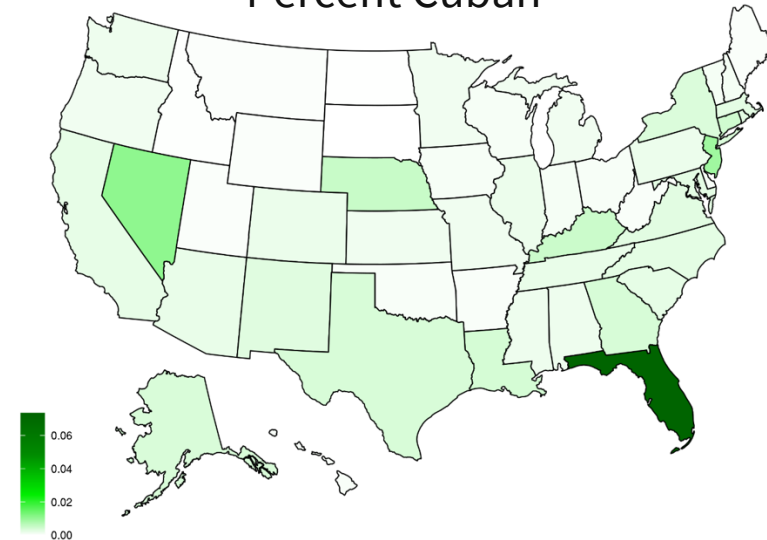
Percent Puerto Rican



Percent Mexican



Percent Cuban



SOURCE: 2019 American Community Survey



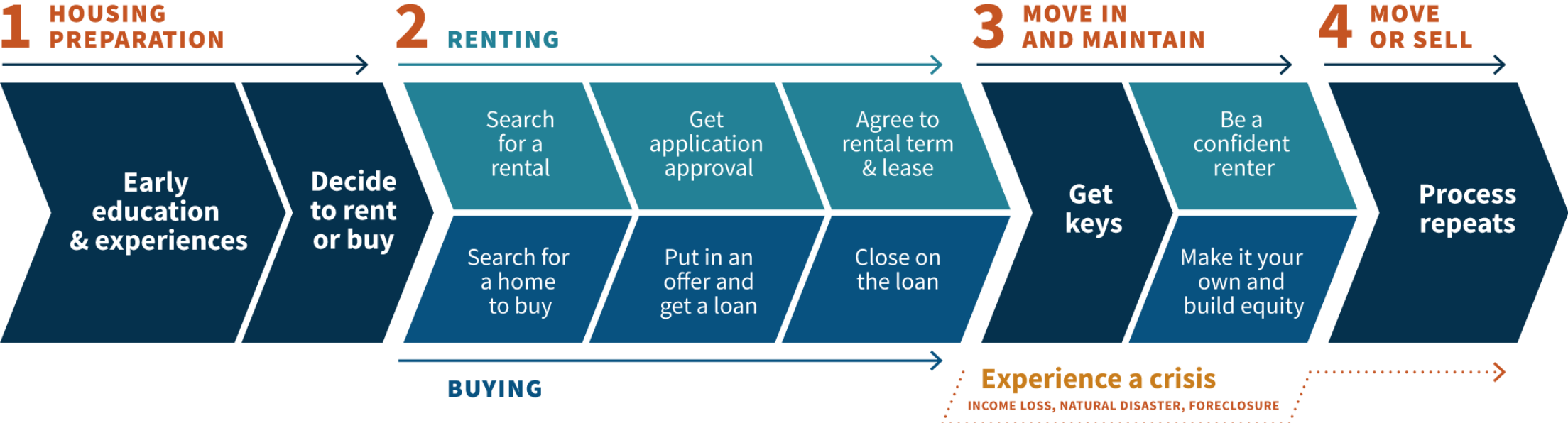
The housing journey identifies the stages all homeowners or renters experience

While the first use case was to apply the Consumer Housing Journey to Black consumers, the second use case focuses on Latino consumers and chronicles the major housing challenges Latino people face throughout their housing journey.

Key obstacles

 <p>Access to credit</p> <p>Household financial profiles create barriers to savings with higher shares of housing cost burdens, thin credit, or higher debt-to-income ratios.</p>	 <p>Up-front & ongoing housing costs</p> <p>Limited funds for security deposits, down payments/closing costs, lower credit scores, and credit invisibility.</p>	 <p>Inadequate affordable supply</p>	 <p>Financial resilience</p> <p>Smaller savings for post-purchase maintenance, natural disasters, or income disruptions.</p>	 <p>Property resilience</p> <p>Higher rates of housing repair needs, aging housing stock, and disproportionate exposure to hazardous risks and climate effects.</p>
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Note: Obstacles are shared with the Black Housing Journey.



Consumers who identify as Black and/or Latino share many obstacles, and we have an opportunity to design solutions that impact both consumer groups

LHJ obstacles

Higher household density misalignment with traditional financing, affordable products, rentals

Employment instability

Citizenship/non-citizenship status

Language preference/barriers

Negative experience with mainstream financial services/mistrust of banks

Frequent moving

Rental approval process knowledge gap

Informal income

Shared obstacles

Higher concentration in high-cost markets

Higher closing costs relative to income

Lack of credit availability in historically redlined communities

More likely to receive a high-cost mortgage loan

Higher rental application fees

Appraisal bias

Racial steering by property owners & real estate professionals

Restrictive zoning/anti-immigrant housing ordinances (AIHOs)

Higher insurance costs due to unequal effects of climate change

Exposure to environmental hazards & climate risks

Underutilization of/limited acceptance of Housing Choice Vouchers by property owners

Shown fewer rentals/difficulty obtaining rental listings

Higher debt-to-income ratio

More credit invisibility and lower credit scores

Higher instance of "unbanked" households

Greater usage of more expensive, non-traditional financing

Lower instance of renters insurance

Higher incidence of unexpected fees during rental lease & excessive rent increases during lease renewal

Misalignment of housing products criteria with gig economy income

Limited emergency savings/post-purchase challenges/higher rates of home repair needs

BHJ obstacles

Long-term effects of land loss from historical discriminatory exclusion from legal, title, and loan resources

Long-term effects of pervasive predatory mortgage lending during the late 1990s and early - mid -2000s

Aging housing stock

More difficulty in passing financial background checks

Higher rates of rental arrearage & eviction

Less likely to refinance

Higher shares of housing cost burden

Limited savings for up-front/ongoing costs

Income volatility

Diminished family and household wealth arising from past explicit federal discriminatory lending practices (redlining)

Mortgage/rent applications denied at higher rates, even when controlling for credit and other factors

Higher insurance costs

Higher tax rates

Lower home value appreciation

* Indicates where Fannie Mae has acted within the Equitable Housing Finance Plan.



We identified four prominent themes of significant and distinct barriers Latino families face to access stable housing finance

Demographic characteristics

- Higher household density misalignment with traditional financing, affordable products, and rentals
- Citizenship/non-citizenship status
- Concentration in high-cost markets
- Geographic racial/ethnic diversity

Systemic challenges

- Inadequate affordable supply
- Higher closing costs
- Higher usage of more expensive, non-traditional financing
- Racial steering by landlords and real estate professionals
- Legacy of redlining
- Anti-immigrant housing ordinances (AIHOs)
- Less likely to refinance to gain more favorable loan terms
- Underutilization and limited acceptance of Housing Choice Vouchers by landlords
- Gentrification/displacement
- Lower home values
- Exposure to environmental hazards and climate risks
- Lack of available financing to construct/renovate ADU dwellings for LMI homeowners

Household financial profiles

- Higher debt-to-income ratios
- Higher shares of housing cost burdens
- Limited savings for down payments, and closing costs/high up-front rental costs (security deposits & application fees)
- Lower credit scores and more credit invisibility
- Limited emergency savings/post-purchase maintenance challenges
- Higher ratio of Latino renters live in single-family rentals
- Informal and gig economy
- Lower household income
- Wealth disparities
- Difficulty in passing financial background check
- Higher incidence of eviction and rental arrearage
- Unexpected fees during rental lease and excessive rent increases during lease renewal
- Employment instability/income volatility
- Lower instance of renters insurance
- Frequent moving
- Health barriers

Knowledge, attitude, and experience

- Higher percentage of unbanked households
- Negative experience/mistrust of mainstream financial services
- Perceptions on and experience in difficulty of getting a mortgage
- Limited awareness of flood and wildfire risk and flood insurance
- Traumatic experience with foreclosure during the financial crisis
- Shown fewer rentals/difficulty obtaining rental listings
- Limited knowledge of tenants rights
- Rental approval process knowledge gap
- Exposure to environmental hazards and climate risks
- Underutilization of/limited acceptance of Housing Choice Vouchers by property owners

- Language — Spanish language preference/barriers



We're focused on knocking down barriers across the consumer housing journey for Black & Latino renters & homeowners

Over the last few years, we introduced innovative solutions and policy changes to progress equity in the housing finance ecosystem. This is just the beginning. Using the journey as a roadmap, we can drive an aligned view and greater understanding of the housing obstacles facing Black and Latino renters and homeowners and determine where we can drive actions or partnerships across the industry that can have the greatest impacts to reduce or eliminate the obstacle.

1 Housing Preparation

Address broader challenges through **education**

- Expanded Financial Capability Coaching & HUD-approved counseling
- HomeView® and HomeView® Spanish

2 Renting or Buying

Access to **quality rental & opportunities for homeownership**

- Positive Rent Payment History & cashflow underwriting in Desktop Underwriter®
- Positive Rent Payment service for renters
- Solutions to defray up-front renter security deposits
- Closing costs concessions and Attorney Opinion Letters
- Special purpose credit programs
- Appraisal modernization and valuation products
- Sponsor-Dedicated Workforce & Sponsor-Initiated Affordability housing
- Developing micro-factories for modular home finishings
- Housing opportunities for credit-invisible Black renters
- Value derived from Social Index

3 Move In and Maintain

Ensure housing **stability**

- Climate analytics
- Expanded counseling services to renters and borrowers
- Special purpose credit program home retention features
- Fair servicing best practices
- Neighborhood revitalization and infill in Baltimore, MD

4 Diversify the Industry

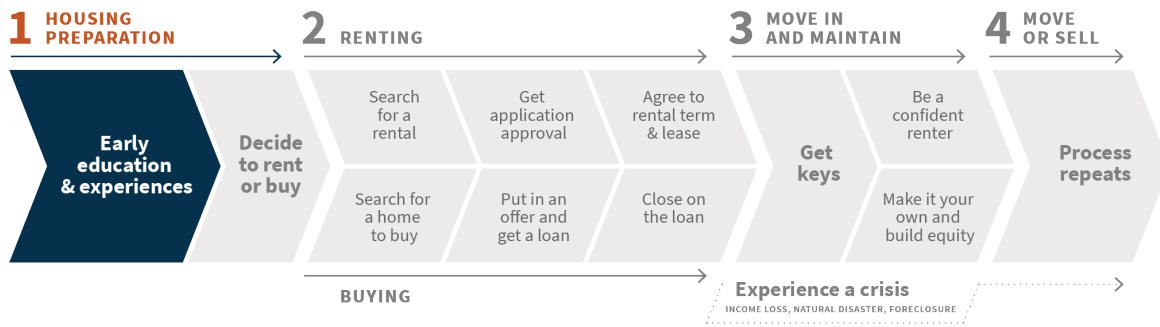
Provide **support** throughout the housing lifecycle

- Future Housing Leaders®
- Appraiser Diversity Initiative
- MF Borrower Diversity Program
- DUS® Correspondent Lender Diversity Program





Detailed Findings



Demographic characteristics influence early experiences with the housing finance system

Latino households tend to live near each other in higher-cost, more dense urban areas. Racial/ethnic differences in geographic location contribute substantially to the white-Hispanic gap in the mortgage transition rate. Hispanic people have lower affordability than white people. (Dey and Brown, 2022)

Latino households are more multi-generational.

8% of Hispanic households live with other generations compared to 3% of white non-Hispanic households. (Fannie Mae calculations using 2019 ACS PUMS)

There is a lack of affordable housing where Latino people live. 74% of surveyed Latino real estate professionals reported the average home in their market received between 6 and 20 offers, with 12% reporting more than 20 offers per property. 54% said “too few homes for sale in client’s price range” was the number one barrier to Latino homeownership. (NAHREP State of Hispanic Homeownership, 2021)

Hispanic people who speak English “very well” or “exclusively” are nearly twice as likely to be homeowners as are those who are less proficient in speaking English. (Borjas, 2002)

35% of Latino real estate professionals surveyed said at least **half of their buyer transactions were conducted entirely in Spanish.** (NAHREP State of Hispanic Homeownership, 2021)

Language barriers and immigration status are obstacles to accessing resources such as homeless services and federal housing assistance (in Philadelphia). Other challenges **include mistrust outside the Hispanic community**, public charge, and deportation fears. (Aiken, Reina, and Culhane, 2021)

80% of Latino people in the U.S. are U.S. citizens, and the share of U.S. Latino people who are immigrants is declining and varies by country of origin. Immigrants constituted a declining share of the Latino population, decreasing from 40% to 33% from 2007 to 2019. In 2019, one-third of Latino people were born outside the U.S. (Krogstad and Noe-Bustamante using 2007 and 2019 ACS PUMS, 2021)

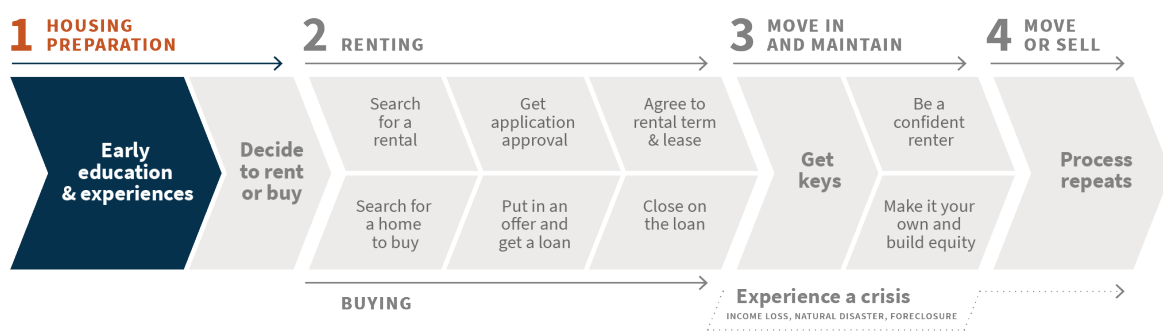
71% of Hispanic renters say they would have difficulty getting a mortgage; in comparison, 58% of white renters say they would have difficulty getting a mortgage. (Fannie Mae National Housing Survey, Q4 2021)

When going through the mortgage process, Hispanic renters find friends and family (25%) more influential than real estate professionals (23%) or lenders (8%). This is different than Black renters, who say real estate professionals would be most influential (23%), followed by mortgage lenders (13%) and government agencies (13%). (Fannie Mae National Housing Survey, Q2 2021)

Key points/implications

- Latino consumers/households often do not have family wealth or relatives they can “lean on” to help them transition to homeownership.
- Latino consumers who are non-US citizens may not be as familiar with the U.S. housing system.





Socioeconomic factors, including disparities in income, jobs, and wealth, are barriers to homeownership

Research finds that socioeconomic factors (age, education, household) explain much, but not all, of the homeownership gap. Income and wealth are also particularly important. (Begley, 2020)

Households who become homeowners have higher income, more stable income, higher lifetime income expectations, and more savings. **Wealth is generally found to be a more important factor than income in explaining homeownership gaps.** (Begley, 2020)

Black and Hispanic renters have lower incomes and less liquid savings in comparison to white renters. (Fannie Mae calculations using 2019 SCF)

Hispanic families are less likely to have help building wealth:

72% of white families report they could get \$3K from family or friends, compared to 58% of Hispanic families and 41% of Black families. Black and Hispanic families are less likely to have received or expect an inheritance. (Fannie Mae calculations using 2019 SCF)

Hispanic renters are **significantly more cost-burdened** in comparison to white renters across all age cohorts. The gap is widest among the 25 – 44 and 45 – 64 age cohorts — the prime periods for homebuying, building wealth/financial capacity, and raising families. (Fannie Mae calculations using the 2019 ACS PUMS)

Ages 25 – 44: Hispanic: 52%, white: 35%

Ages 45 – 64: Hispanic: 50%, white: 41%

The homeownership gap between Hispanic and white households is large but has decreased over time:

- There is a 24 percentage point gap in homeownership between Hispanic and white households, but the gap was 27 percentage points in the early '90s. (2019 ACS)

Job/income instability is higher for Hispanic renters.

- Job loss concern is typically higher among Hispanic renters than white or Black renters. (Fannie Mae National Housing Survey, Q4 2021)
- Lack of job security is cited as a larger mortgage obstacle for Hispanic renters (19%) in comparison to Black (6%) or white renters (12%). (Fannie Mae National Housing Survey, Q4 2021)

Predatory lending practices prior to the housing crisis

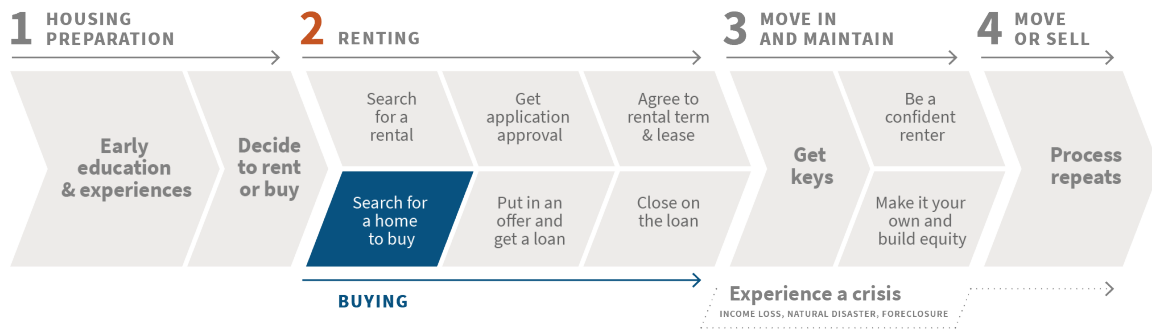
From 2007 to 2013, nearly one in four Latino homeowner households lost their homes to foreclosure, a stunning proportion exceeding that of any other ethnic-racial group. (Reid, *et al.*, 2017)

Pervasive mortgage lending discrimination during the 1990s and 2000s led to the disproportionate receipt of subprime, interest-only, balloon, jumbo, or other risky loan products for Latino homebuyers (Bowdler, 2009; Garriga, Ricketts, and Schlagenhauf, 2017; Immergluck, Earl, and Powell, 2019) even when they were qualified for better loans (UnidosUS, 2019; Wilberg Ricks, 2009).

Key points/implications

- Socioeconomic factors such as age, education, and household composition, along with income and wealth, explain much, but not all, of the homeownership gap.
- Latino consumers/households often do not have family wealth or relatives they can “lean on” to help them transition to homeownership.
- Latino households experienced predatory lending practices and high rates of foreclosure during the housing crisis.





Prospective Latino buyers have historically been hindered by racial bias and discrimination in the homebuying process

Latino people are shown fewer housing units and steered toward lower-income neighborhoods in comparison to white home-seekers who are identical in every respect besides race or ethnicity. (Turner, *et al.*, 2013)

Real estate professionals show Hispanic consumers more disadvantaged neighborhoods. Black consumers are shown more disadvantaged neighborhoods with lower shares of skilled (-3.02%) and college-educated residents (-3.4%). **The disparities are even larger for Hispanic consumers when looking at the share of skilled workers.** (Christensen and Timmins, 2021)

Recent work from the Chicago Federal Reserve Board identifies **significant long-term negative effects of the Home Owners' Loan Corporation (HOLC) "redlining" maps** on neighborhood investment and credit access. (Aaronson, *et al.*, 2021)

Nationally, **nearly two-thirds of neighborhoods deemed "hazardous" through redlining procedures in the 1930s are inhabited by mostly minority residents**, typically Black and Hispanic. (Mitchell and Franco, 2018)

Choice of lender/broker may contribute to differences in mortgage costs for underserved borrowers.

Underserved borrowers pay higher mortgage broker fees when going to a white broker; Hispanic borrowers have higher fees when going to a Hispanic broker; and there is no difference in fees for minority and white borrowers when going to a Black broker. This emphasizes how lender/broker selection contributes to the differences in mortgage costs across white and minority borrowers. (Ambrose, *et al.*, 2021) (Broker fees include origination fees plus premiums, so they include origination costs and rates.)

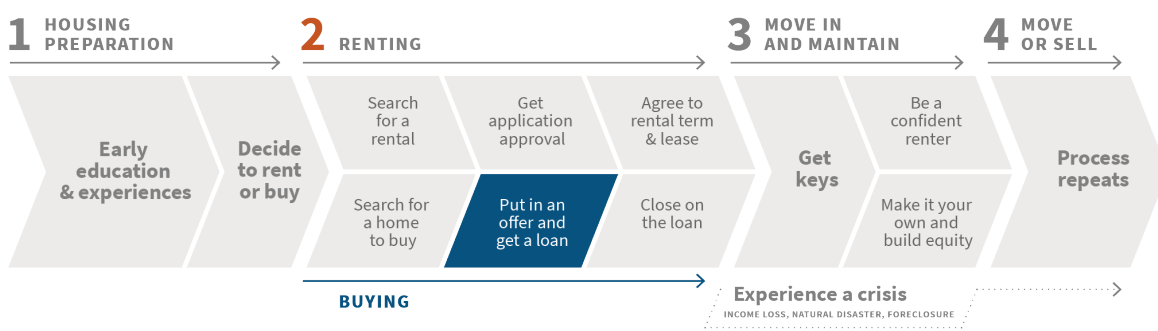
It appears that lenders and mortgage brokers make their most favorable offers to borrowers that they consider knowledgeable about competing alternatives. Borrowers in neighborhoods with low educational attainment receive substantially higher-cost offers, and although a significant share "walk away" from these offers, enough accept them to be profitable to lenders and brokers. (Woodward, 2008)

Case studies in the South reveal that anti-immigrant housing ordinances (AIHOs) impact the security and rental and homeownership options of Mexican immigrants in new suburban gateways. AIHOs range from regulation of density (overcrowding), family size or "bloodline policy" standards, parking restrictions, and housing additions to yard and façade maintenance. (Arroyo, 2021)

Hispanic applicants were denied 1.1 times the rate of white applicants in 2017 after controlling for credit and other factors. (Goodman and Bai, 2018)

Hispanic consumers pay proportionally larger closing costs. If Black and Hispanic low-income first-time homebuyers' median closing costs as a percent of purchase price had been equal to those of their white non-Hispanic counterparts, their costs would have been reduced by \$180 and \$379, respectively. (Fannie Mae Closing Cost Study, 2021)





Household financial situations are barriers to being approved for a mortgage

Debt-to-income ratio is the top reason for Hispanic mortgage denials in HMDA data among the 71% of Hispanic applicants with one reported reason. (Fannie Mae calculations using 2020 HMDA)

A Home Mortgage Disclosure Act data analysis concludes that after controlling for AUS recommendation, credit scores, DTI, and LTV, **the Hispanic-white applicant denial gap is one percentage point.** This “excess denial” gap can partly be explained by some lender overlays. (Bhutta, *et al.*, 2021)

Hispanic renters’ self-reported top obstacle to getting a mortgage is insufficient income (34%), followed by insufficient credit history (33%). This is slightly different than other segments, where the top obstacle for Black renters is credit history (45%) and for white renters it is affording the down payment/closing costs (42%). (Fannie Mae National Housing Survey, Q4 2021)

Income and assets of prime-homebuying-age Hispanic renters have been increasing since 2010; however, they are still lower than white renters. In 2019, the median household income of Hispanic renters aged 25 – 44 was \$46K, compared to \$59K household income for white renters; while the median liquid assets are \$1,400 for Hispanic renters compared to \$2,400 for white renters of the same age group. (Fannie Mae calculations using 2019 SCF and 2019 ACS PUMS)

In the Board of Governors of the Federal Reserve System Survey on Enterprising and Informal Work Activities, 15% of the respondents were Hispanic, the largest minority group that responded. **55% of the Hispanic Survey Respondents said they engage in one enterprising and informal work activity.** Examples of informal work activities: preparing and selling baked goods or in-home catering; child care or elder care. (Federal Reserve Board of Governors Survey of Enterprising and Informal Work Activities, 2016)

Hispanic mortgage applicant median credit scores are lower than white applicants (Hispanic 710, Black 691, compared to white 748). (CFPB using 2018 HMDA, 2019)

Hispanic consumers have a higher percentage of unbanked households in comparison to white households. This could be a strong contributing factor to having a poor or no credit score. Percent unbanked: 12.2% for Hispanic, 13.8% for Black, and 2.5% for white households in 2019. Additionally, **“Don’t trust banks”** was cited by 16.1% of unbanked households as the second-highest main reason for not having a bank account. The top main reason cited, 29%, was not having enough money to meet minimum balance requirements. (FDIC Survey, 2019)

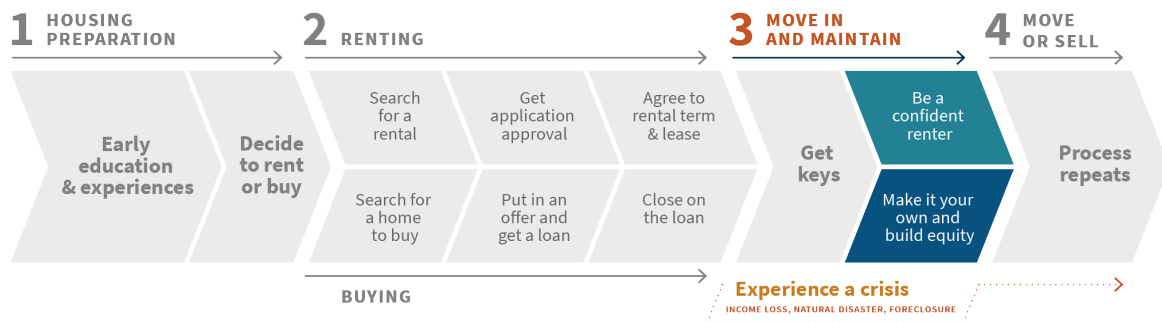
Hispanic adults are 11% more likely to be unbanked compared to the full population. (Brevoort, *et al.*, 2016)

Limited credit histories are equally common for Black and Hispanic Consumers, but **Hispanic consumers are slightly more likely to be credit invisible** and less likely to be unscorable. Individuals are considered credit invisible if they have a limited or no documented credit history or no credit score with any of the three national credit bureaus (Brevoort, *et al.*, 2021), and they are more likely to have an unscored credit record due to lack of history, which limits their access to financing (Brevoort, *et al.*, 2016).

47% of Hispanic consumers do not know how much would be required for a down payment, which, in context, is 7% higher than the general population. (Fannie Mae Mortgage Qualification Research, 2018)

Latino homebuyers are not using down payment assistance. 68% of surveyed Latino real estate agents indicated that fewer than 10% of their Latino homebuyers used down payment assistance in 2021. (NAHREP State of Hispanic Homeownership, 2021)





Latino borrowers are more likely to leverage high-cost financing, therefore paying more money to finance their homes over time

Colonias* Investment Area needs

24.1% of rural and 18.3% of all occupied housing units in Colonias Investment Areas are in manufactured homes. Housing conditions also tend to be worse in rural Colonias Investment Areas. Colonias communities have insufficient or missing infrastructure and poor-quality housing.

Many border residents use informal or non-conventional financing mechanisms to obtain homeownership with extremely low volume of mortgage lending from Home Mortgage Disclosure Act data. In the entire Texas U.S.-Mexico border region, there were 35 loans per thousand owner-occupied units in rural Colonias Investment Areas, compared with 73 loans per thousand for rural areas not in Colonias Investment Areas. This difference exists for all four border region states. (Wiley, George, and Lipshutz, 2021)

Hispanic/Latino households own 66% of the owner-occupied housing stock in Colonias Investment Areas. However, from 2015 to 2017, **they received only 53% of home loans annually.** (Wiley, George, and Lipshutz, 2021)

* Colonias refers to the unincorporated communities along the U.S.-Mexico border. While Colonias were concentrated along the U.S.-Mexico border, “new Colonias” have emerged in the outskirts of large metropolitan areas in Texas and have similar characteristics of Colonias along the border region.

Chattel loan usage

In 2019, among manufactured home borrowers who owned the land beneath the home being purchased, **24% of Hispanic households had personal property loans instead of mortgages**, compared with 15% of white and 13% of Asian households. (CFPB, 2021)

CFPB found that, among buyers of manufactured homes, **chattel financing had higher shares of Hispanic, Black, and Indigenous families than traditional mortgage MH financing.** (CFPB, 2021)

High-cost alternative financing

Hispanic households are more likely to have used alternative financing when financing a home purchase compared with other households: 34% of Hispanic borrowers reported using at least one alternative arrangement compared with 23% of non-Hispanic Black borrowers and 19% of non-Hispanic white borrowers. Alternative financing methods include home-only loans, personal property loans, chattel loans, rent-to-own or lease purchase agreements, seller-financing, contract for deed, or land contracts. (Pew Charitable Trusts, 2022)

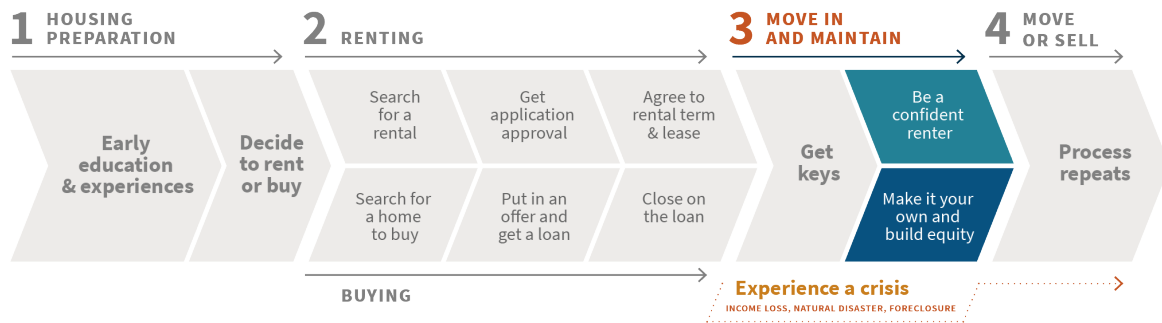
Less likely to refinance to gain more favorable loan terms

Hispanic borrowers pay higher interest rates over the long-term due to underutilization of refinancing. Hispanic borrowers are less likely to refinance their mortgages during periods of falling interest rates, even after controlling for important factors like credit scores, equity, and income. (Gerardi, *et al.*, 2020)

Key points/implications

- Underscores the importance of maintaining the commitment to understand and address the Colonias Investment Area needs under the Duty to Serve program.
- Chattel loans are considered higher-priced mortgage loans due to the higher interest rates





Limited awareness of flood risk and flood insurance inhibits Latino homeowners' ability to mitigate risk when they experience a crisis

Among all consumers, there is low awareness of flood risk and insurance, especially for individuals in mid-risk zones. People are not receiving enough information prior to purchasing a home, and when they do, it is from less trusted sources vs. the government as most trusted source. In some instances, minorities have lower awareness than non-Hispanic white people. (Fannie Mae Consumer Flood Risk Awareness and Insurance Study, February 2022)

Hispanic people are generally less prepared than non-Hispanic white people regarding resource- and action-based preparedness measures. (Friedman, Fussell, Nakatsuka, and Yucel, 2021)

Minorities in high-risk areas are less likely than non-Hispanic white consumers to say they were informed about flood risk when moving to their current residence (35% vs. 44%). Minorities have a lower awareness than non-Hispanic white consumers that they live in high-risk (100-year) FEMA flood zones (26% vs. 40%). (Fannie Mae Consumer Flood Risk Awareness and Insurance Study, February 2022)

Minorities are less aware than non-Hispanic white consumers of FEMA's National Flood Insurance Program (high-risk zone 46% vs. 56%). (Fannie Mae Consumer Flood Risk Awareness and Insurance Study, February 2022)

When compared to their share of the U.S. population, **a higher share of the population residing in the combined flood plain (100-year or 500-year floodplain) identified as Hispanic (25%)**. (NYU Furman Center Population in the U.S. Floodplains Data Brief, December 2017)

Uneven Impacts of COVID-19 pandemic

The Philadelphia Federal Reserve uncovered an uneven impact the COVID-19 pandemic had on different racial and ethnic groups; **Hispanic borrowers have the second highest rate of past-due mortgages**. (Federal Reserve Bank of Philadelphia using Black Knight and HMDA Data, May 2022)

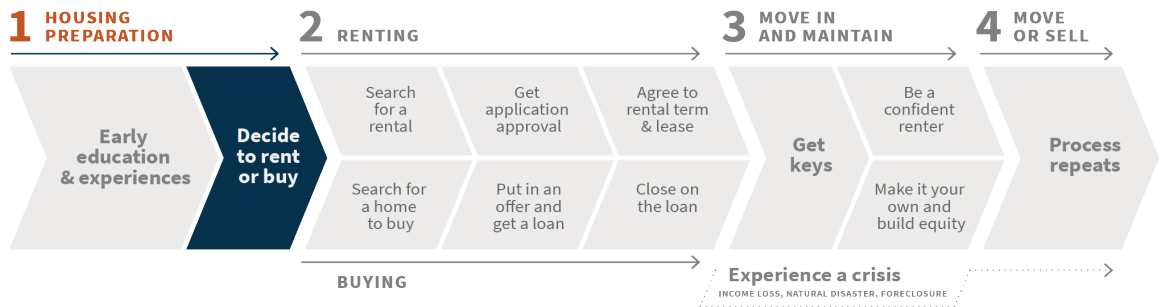
Key points/implications

- There is an opportunity to bring better awareness and educate consumers on flood risk and insurance so they are better informed and motivated to take appropriate actions to mitigate their risks.





Appendix & Renter Data Points



Hispanic renters **want to own, but price and affordability** are big concerns.

81% of Hispanic renters aspire to own a home one day, which is about the same as white renters (80%) (Fannie Mae National Housing Survey, Q4 2021)

For Black and Hispanic renters, the top reason for renting is to “become financially ready to own”; whereas for white renters, the top reason is “flexibility.” (Fannie Mae National Housing Survey, Q4 2019)

Hispanic renters are most interested in learning about the price of home they can afford before the homebuying process (56%) and less interested in other aspects of the homebuying process, in comparison to other racial segments. (Fannie Mae National Housing Survey, Q2 2021)

Hispanic homeownership is disproportionately affected by price appreciation and housing supply in key states/regions.

High Hispanic-concentration states such as CA, AZ, FL, and TX have experienced higher-than-average home appreciation and/or housing underproduction, creating affordability constraints. (NAHREP State of Hispanic Homeownership, 2021) Note: Some may be moving to more affordable areas.

Difficult to find affordable homes where they live. Only 12% of Hispanic renters ages 25 – 44 can afford to buy a home where they live, compared to 21% of all renters (based on income only). (Fannie Mae calculations using 2019 ACS)

There is a desire to own a home, but Latino renters face affordability challenges

Hispanic and Black renters carry **higher shares of housing cost burdens** and have more difficulty building credit, creating a barrier to savings

Black and Hispanic renters are **significantly more cost-burdened** in comparison to white renters across all age cohorts. The gap is widest among the 25 – 44 and 45 – 64 age cohorts — the prime periods for homebuying, building wealth/financial capacity, and raising families. (Fannie Mae calculations using 2019 ACS PUMS)

25 – 44 — Black: 53%, Hispanic: 52%, white: 35%

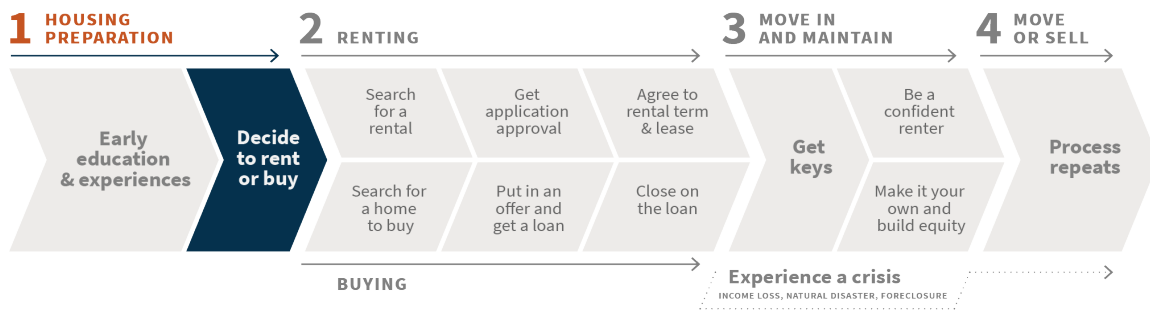
45 – 64 — Black: 53%, Hispanic: 50%, white: 41%

*Households are deemed housing cost-burdened if they spend more than 30% of their gross pre-tax income on rent; severely cost-burdened if they spend more than 50%.

17% of Black and 20% of Hispanic renters say building credit history for future financial goals is a challenge during the lease in comparison to 9% of white renters. (Fannie Mae Multifamily Renter Needs Research, August 2021)

Of renters who had trouble passing a financial background check, 16% of Black and 21% of Hispanic renters attributed it to not knowing how to build credit compared to 10% of white renters. (Fannie Mae Multifamily Renter Needs Research, August 2021)





There is a desire to own a home, but Latino renters face affordability challenges (continued)

Hispanic households have a **lower probability of receiving federal housing assistance**

Low representation in voucher use: Hispanic people comprise only 18% of Housing Choice Vouchers compared to 50% of Black households. The average voucher holder spends 28 months on a waiting list and lives in a census tract with a 23% poverty rate. (Fannie Mae calculations using 2020 HUD Picture of Subsidized Households)

Being Hispanic lowers the odds of receiving housing assistance by about one-third relative to Black and white people. Hispanic people are overrepresented in public housing and underrepresented in the multifamily and voucher programs. (Newman and Holupka, 2021)

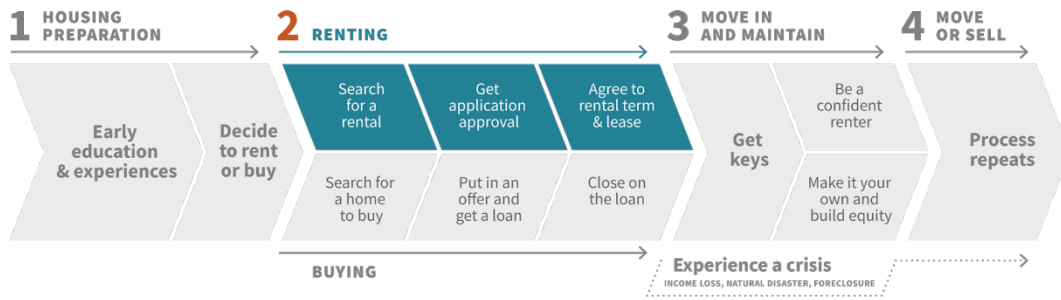
Voucher acceptance challenges: The challenge of limited acceptance of Housing Choice Vouchers disproportionately impacts non-white renters/study participants and those with low income. 46% of renters with a voucher said they had trouble finding a place that would accept their voucher; Hispanic renters (56%). (Fannie Mae Multifamily Renters Needs Research, August 2021)

Hispanic renters typically express more concern about losing their jobs than Black or white renters (32% for Hispanic vs. 20% for white and 9% for Black renters) (Fannie Mae National Housing Survey, Q4 2021)

Key points/implications

- Even though Hispanic renters' top reason to rent is to become financially ready to own, they are more cost-burdened at every age, slowing down their journey to be financially ready to own.
- Because so many Hispanic households are renters, it is vital to ensure they can build a solid financial foundation while renting in order to make a transition to homeownership.
- Affordability, often due to living in higher cost areas, is a large obstacle for Hispanic buyers.





24% of Hispanic and 20% of Black renters cite difficulty finding information on rental listings prior to moving, compared to **14%** of white renters. (Fannie Mae Multifamily Renter Needs Research, August 2021)

Fewer rental units shown: Hispanic home seekers were told about 12.5% fewer rental units and shown 7.5% fewer rental units. Black home seekers were told about 11.4% fewer rental units and shown 4.2% fewer rental units than white home seekers. (Turner, *et al.*, 2013)

More rental application fees: 73% of Hispanic and Black renters pay an application fee vs. 56% of white renters. In urban areas, the differences are smaller, but the disparity remains. (Zillow Group Consumer Housing Trends Report, 2019)

When choosing a rental, the cost of application fees is more important to Hispanic (76%) and Black renters (73%) in comparison to white renters (57%). (Fannie Mae Multifamily Renter Needs Research, August 2021)

After renting a home, Hispanic renters indicate the **most useful information to have would be tenants rights in lease agreements (41%)**. This would also be most useful for Black (53%) and white (48%) renters. (Fannie Mae National Housing Survey, Q2 2021)

Prior to renting, Hispanic renters expressed they are most interested in learning about the **price of the unit they can afford (48%), required rental application documents (39%), and understanding the terms of the rental lease (38%)**. (Fannie Mae National Housing Survey, Q2 2021)

Rental search and application challenges

24% of Black and **25%** of Hispanic renters cite **passing the financial background check** as a challenge prior to move-in, compared to **16%** of white renters. Of this group, 49% of Hispanic renters stated they had low/no credit score in comparison to 53% Black and 51% of white renters. (Fannie Mae Multifamily Renter Needs Research, August 2021)

31% of Black renters and **35%** of Hispanic renters have had a **rental application turned down**, compared to 18% of white renters. (Fannie Mae Multifamily Renter Needs Research, August 2021)

82% of Black and **79%** of Hispanic renters **say security deposit amount** is an important factor in choosing their rental home, in comparison to 74% of white renters. (Fannie Mae Multifamily Renter Needs Research, August 2021)

19% of Hispanic renters noted the application process was challenging during moving in, in comparison to 8% of white renters. (Fannie Mae Multifamily Renter Needs Research, August 2021)

33% of Hispanic renters required a cosigner or guarantor to sign their lease or rental agreement, compared to 17% of Black and 8% of white renters. (Fannie Mae Multifamily Renter Needs Research, August 2021)

Single-family rentals & ADUs — source of wealth-building & affordable housing

4.2 million Hispanic-headed households live in single-family rentals (SFRs) (about half of all Hispanic renters), which is a higher ratio of renters in SFRs relative to multifamily than Black and Asian renters. (2019 ACS)

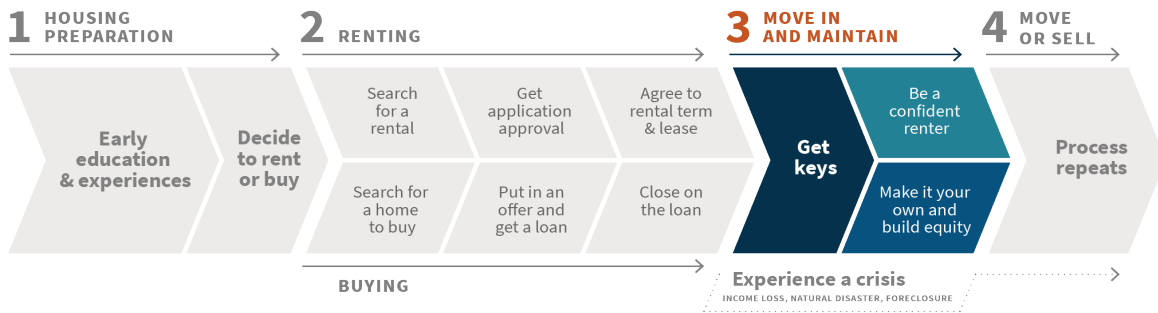
Hispanic SFR landlords are about 2.5 times more likely to report setting rents below market rates than non-Hispanic SFR landlords. (Turner Center Survey of Single-Family Rental Landlords, 2019 – 2021)

ADUs are a potential source of affordable rental housing as well as sustainable income for lower-income/under-served communities, but there is a lack of available financing to construct/renovate ADU dwellings for moderate to lower-income homeowners. (Turner Center and Center for Community Innovation Report, August 2020)

Key points/implications

- Hispanic and Black renters say they have difficulty finding information on rental listings and are told about and shown fewer properties.
- A higher percentage of underserved populations are paying application fees compared to white renters.
- Hispanic and Black renters are reporting that they are having challenges passing the financial background check, are having their rental application turned down, and see the security deposit amount as a concern.





Both renters and homeowners face sustainable housing hurdles

Post-purchase budget and maintenance challenges

After buying a home, Hispanic homeowners cite household budgeting techniques (30%) and refinancing options (29%) as the top areas that would be most helpful. This is different than Black homeowners, who cite cost-effective home repair options (46%) and access to a mortgage counselor via phone (40%) as most helpful. (Fannie Mae National Housing Survey, Q2 2021)

Research shows that 59% of homeowners do not know how to maintain a home to avoid future repairs. 65% do not prioritize these types of tasks. (Fannie Mae, Home Management Market Viability Survey, 2020)

Hispanic and Black households report higher rates of repair needs (39.9% and 39.6%, respectively) compared to the general population (35.8%). Other groups also report high rates of repair needs, including Native American (47.7%), single mothers with children (46.8%), and people living below the poverty line (42.8%). (Diviringi, *et al.*, 2019)

Black and Hispanic households have limited emergency savings — white homeowners have \$12K in median liquid assets, compared to \$3.7K for Hispanic and \$4K for Black homeowners. (Fannie Mae calculations using 2019 SCF). Short-term liquidity is a key factor in preventing mortgage default in response to income shocks. (Farrell, *et al.*, 2017)

Some Latino renters are living in overcrowded, more challenging conditions

During 2019, Hispanic renter households accounted for 24.7% of households who had worst-case housing needs (Alvarez and Steffen using 2019 AHS, 2021) and 19.1% of households in HUD-assisted housing. (Carter using 2019 AHS, 2020)

Hispanic households are more likely to experience overcrowding (more than one person per room), with 6.4% living in overcrowded units compared with 1.9% in the population overall. Hispanic households had 3.3 times greater odds of occupying units that would make it difficult to isolate or quarantine during the COVID-19 pandemic. (Sehgal, Himmelstein, and Woodhandler, 2021)

Renter challenges and eviction disparities

During the course of the lease, only 18% of Hispanic renters say they are not currently facing any challenges as a renter, compared to 47% of white and 31% of Black renters not facing any challenges. (Fannie Mae Multifamily Renter Needs Research, August 2021)

Managing rent payments/monthly bills (31%) and poor unit/building maintenance (27%) are top challenges cited by Hispanic renters. (Fannie Mae Multifamily Renter Needs Research, August 2021)

18% of Hispanic and 14% of Black renters report struggling with unexpected/late fees as top challenges faced during the lease, compared to 8% of white renters. (Fannie Mae Multifamily Renter Needs Research, August 2021)

33% of Hispanic and 31% of Black renters said they have **missed a rent payment or paid rent past due at least once,** compared to 21% of white renters. (Fannie Mae Multifamily Renter Needs Research, August 2021)

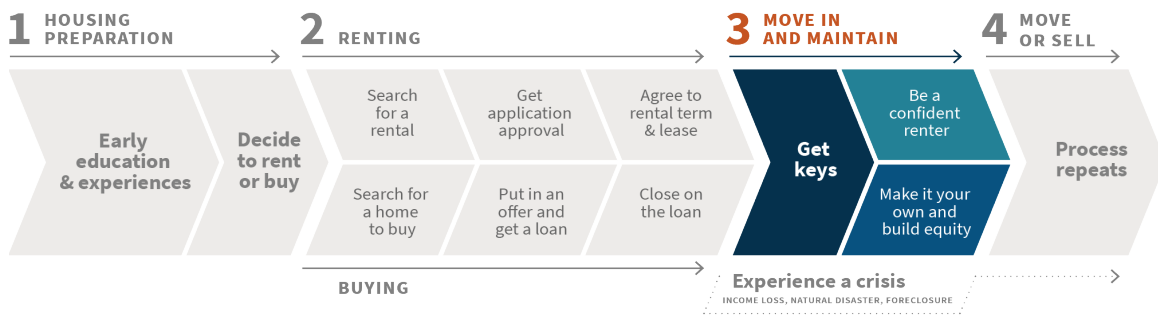
Latino renters are twice as likely to be evicted as non-Hispanic white renters (Desmond and Shollenberger, 2015), and evictions are often concentrated in heavily Latino low-income areas (Nelson, *et al.*, 2021; Medina, *et al.*, 2020).

12% of both Hispanic and white renters and 22% of Black renters reported being very likely to leave their current home due to eviction in the next two months. (U.S. Census Pulse Survey Week 48, 2022)

Key points/implications

- Hispanic renters report having more challenges than white renters throughout the rental process.
- Hispanic and Black consumers report a high need for home repair information and services and have limited emergency savings as compared to white consumers.





Both renters and homeowners face sustainable housing hurdles (continued)

Renter challenges and eviction disparities (continued)

Nearly 1 out of 4 Hispanic renters experienced moving charges that were not stipulated in the lease (Hispanic renters 23%, Black renters 15%, white renters 8%). (Fannie Mae Multifamily Renter Needs Research, August 2021)

Nearly 1 out of 4 Hispanic renters failed to receive their full security deposit and/or experienced a delay in receipt and/or did not receive documentation of amount withheld (Hispanic renters 23%, Black renters 0%, white renters 16%). (Fannie Mae Multifamily Renter Needs Research, August 2021)

More Hispanic renters indicated that personal safety and security were a challenge they encountered while renting (Hispanic renters 21%, Black renters 15%, white renters 11%). (Fannie Mae Multifamily Renter Needs Research, August 2021)

Slightly over half of Hispanic renters do not have rental insurance (53%) compared to 49% of Black and 40% of white renters. (Fannie Mae Multifamily Renter Needs Research, August 2021)

40% of Latino renters stated the length or cost of commute to work, school, or other location was very important in choosing a rental home in comparison to 29% of white renters. (Fannie Mae Multifamily Renter Needs Research, August 2021)

23% of Hispanic renters faced extra charges related to moving that were not listed in the lease in comparison to 8% of white renters.

22% of Hispanic renters had difficulty with move-out logistics when moving out of their rental home in comparison to 7% of white renters. (Fannie Mae Multifamily Renter Needs Research, August 2021)

31% of Hispanic renters had difficulty finding time to move in comparison to 17% of white renters. (Fannie Mae Multifamily Renter Needs Research, August 2021)

22% of Hispanic renters faced excessive rent increases during lease renewal in comparison to 14% of white renters and 12% of Black renters. (Fannie Mae Multifamily Renter Needs Research, August 2021)

18% of Hispanic renters experienced insufficient notice about future rent increases during lease terms in comparison to 7% of white and 9% of Black renters. (Fannie Mae Multifamily Renter Needs Research, August 2021)

15% of Hispanic renters had trouble communicating with a landlord during lease renewal in comparison to 5% of white and 10% of Black renters. (Fannie Mae Multifamily Renter Needs, Research August 2021)

22% of Hispanic renters moved out of their last rental home because they could no longer afford rent in comparison to 14% of white renters. (Fannie Mae Multifamily Renter Needs Research, August 2021)

Hispanic renters typically express more concern about losing their jobs than Black or white renters (32% for Hispanic vs. 20% for white and 9% for Black renters). (Fannie Mae National Housing Survey, Q4 2021)

Key points/implications

- Hispanic and Black renters experience unexpected fees and/or do not receive their full security deposit more often than white renters.
- Hispanic renters have more issues with moving logistics and rental costs in comparison to white renters.





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Information on research

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