

Meeting Our Duty to Serve: Fannie Mae & Bellwether Finance Rural Housing in Middle Appalachia

Property: Spencer's Mill Apartments

Class A Property
With 65 units

100% AMI
All units

\$7.2 million
Tier 2 conventional loan

Through Fannie Mae's Duty to Serve (DTS) Initiative, Bellwether Enterprise secured a reduced rate to finance Spencer's Mill Apartments in Mount Airy, a town within the high-needs rural county of Surry, North Carolina.

Duty to Serve high-needs rural areas

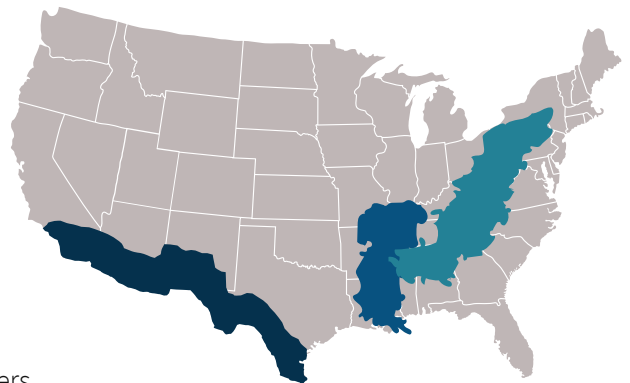
Fannie Mae's DTS Initiative focuses on three key markets: manufactured housing communities (MHC), affordable housing preservation, and rural housing. Within rural housing, Fannie Mae targets eligible census tracts in high-needs rural regions and persistent poverty counties, as defined by [FHFA](#).

While there are economic challenges in Middle Appalachia, many towns, like Mount Airy, are close to mid-tier cities such as Winston-Salem, NC, Lexington, KY, and Knoxville, TN, and offer an escape for ex-urban commuters.

When considering financing solutions for properties within these regions, there are several Fannie Mae products with their own attractive terms that also support DTS loan eligibility. Consider our [suite of affordable products](#) to support the preservation of affordable housing, the [MHC product](#) for MHC sites and associated infrastructure, or [Credit Facilities](#) to add collateral to your multifamily portfolio.

Three high-needs rural regions in the U.S. as defined by FHFA

● Colonias ● Lower Mississippi Delta ● Middle Appalachia



Mt. Airy is one of many small towns with a great history but a deficiency in new housing units. The developer utilized both federal and state historic tax credits in transforming a former mill into high-quality multifamily housing. Together with Fannie Mae, we are improving the viability of similar projects and encouraging developers to invest in markets outside of their normal scope.”

— Marshall Waller, Vice President, Bellwether Enterprise

Find out if properties are eligible for Duty to Serve high-needs rural region credit.

Download Fannie Mae's [Affordability Estimator](#) for a list of eligible counties.

View [FHFA's High-Needs Counties and Rural Tracts Map](#) for census tracts that meet the rural housing regulatory definition.