

Native American Lending Initiative

A PROGRAM OF FAHE



**Native CDFI
Lending Initiative**
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Roadmap

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Who is Fahe?

Founded in 1980, Fahe is a non-profit CDFI (certified through the Dept. of Treasury) that provides support to a 50+ member association of non-profit housing development organizations serving predominantly rural communities.

We're on a mission to empower all people with the resources, opportunities, and tools needed to build a good life—however they define it.



Who is JustChoice Lending (JCL)?

JustChoice Lending was formed in 2007 as the retail mortgage arm of Fahe. We currently offer a variety of mortgage products in 19 states and as well as a Third Party Origination Network to other CDFI's and Non-profit organizations. Our rates compete with national lenders, but our main emphasis is matching clients with mortgage products that help them become successful homeowners that strengthen their communities.



The Fahe Network

Fahe's unique collaborative model connects a multi-state network of local, regional, and national organizations and leaders, all working together to ensure that no community is left behind.

Fahe network members understand the issues that communities in rural areas are facing, because they live and work where they serve.

To date, Fahe's network has:

- ❖ Served **687,183 people**
- ❖ Made **\$1.05 billion** in direct investments
- ❖ Achieved a total financial impact of **\$1.6 billion**

Native American Program Overview

Through our Native American Lending Initiative, Fahe provides training, expertise, and support to Native CDFIs in accessing the secondary mortgage market. We are actively developing collaborations with Native CDFIs and partnering with Native leaders who are seeking to create positive change and greater homeownership in their communities.

Program Goals:

- ❖ Increase capacity and provide equity access to capital among Native CDFIs
- ❖ Address the severe housing needs faced by Native families and communities

Participants in the Native CDFI Lending Initiative have access to Fahe's full scope of services.

Mortgage Lending

Fahe's JustChoice Lending Program offers a variety of mortgage loans and personalized, socially-responsible mortgage lending services.

JustChoice Lending
A Division of Fahe

Retail Loan Products

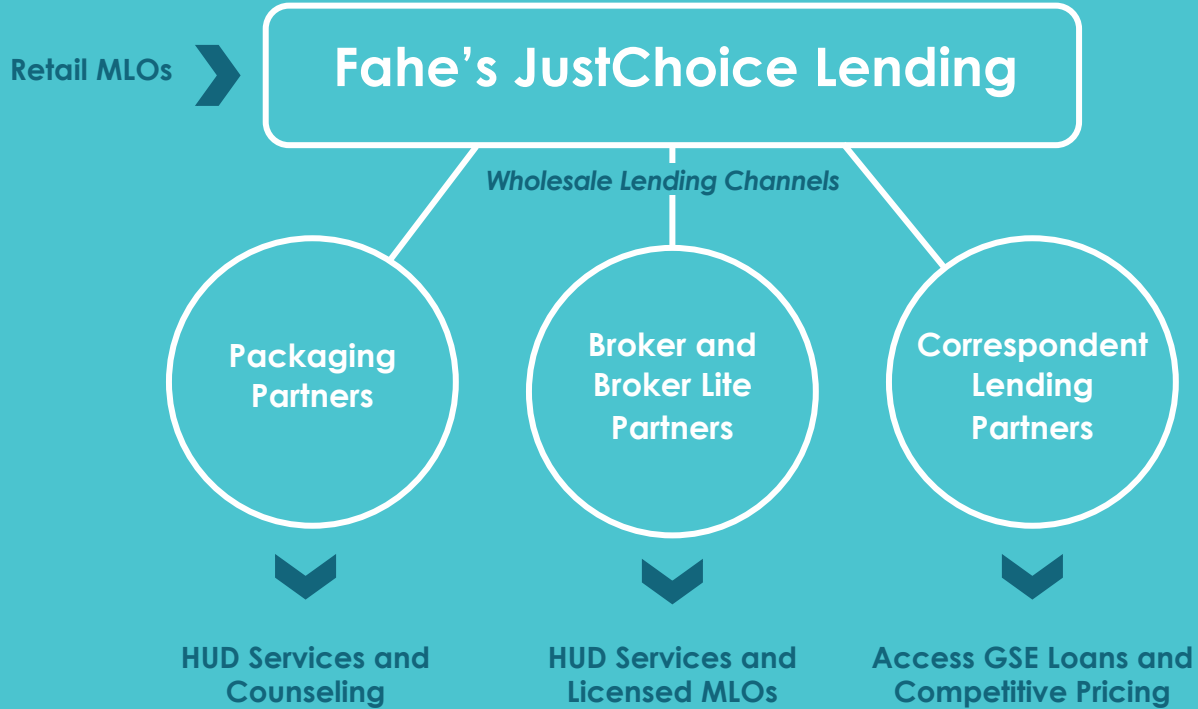
Conventional Mortgages

- ❖ Purchase
- ❖ Refinance
- ❖ Construction



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Lending Partnerships + Channels



Broker Revenue Potential

At earning 1.0%

\$1,200/month

At earning 2.0%

\$2,400/month

At earning 2.5%

\$3,000/month

ONE LOAN A MONTH

\$14,400/year

\$28,800/year

\$36,000/year

THREE LOANS A MONTH

\$43,200/year

\$86,400/year

\$108,000/year

FIVE LOANS A MONTH

\$72,000/year

\$144,000/year

\$180,000/year

Revenue based on closed loan with a loan amount of \$120,000 on a per loan basis.



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Loan Servicing

Fahe's loan servicing team supports and guides borrowers on their path to successful homeownership.

We do this by:

- ❖ Ensuring that homeowners are aware of all options available to them
- ❖ Assisting them with executing and managing whatever option they choose
- ❖ Processing payments quickly and accurately
- ❖ Communicating with investors, tax authorities, and insurers

Loan Servicing

“ Refinancing with Fahe took a burden off of us. They made it possible for us to have a home.”

– Lesa Kilbourn, Borrower

“ When it comes to loan servicing, juggling the needs of investors and borrowers can be difficult, but Fahe does a great job of both. Our borrowers like the personal touch they receive from Fahe staff and we like the communication and working together as a team that we get as investors. It is the amazing staff at Fahe that makes this work so well. We appreciate all they do.”

– Steve Herrington, homeownership services manager at Habitat for Humanity of Greater Memphis

Additional Resources

- ❖ Training
- ❖ Lending Outsourcing Services
- ❖ Systems Setup
- ❖ Loan Capital

Available Through Fahe

Questions?

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