

AUSTIN **ANNUAL**  
**2018** **CONFERENCE**  
**& SHOWPLACE**

Strengthening  
Relationships with  
Single-Family Partners

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**HFAs** AT THE  
**CENTER**

# Lenders Perspective

Experience with HFA Products



# Lenders Perspective

Partnerships

Complexity

Collaboration



Risk

# Lenders Perspective

## Pros

- Affordable Housing
- Create New Connections
- HFA Collaboration
- Makes Homeownership Possible!



# Lenders Perspective



## Cons

- Common Perceptions
  - Compensation
  - Complexity
  - Risk
- Various Requirements
- Various Procedures

# HFA Partnerships

HFA's and Lenders



# HFA Partnerships

## How can HFAs be better partners?

- Standardization
  - Program Information
  - Legal Documents
- Communication
  - New Program Implementation
  - Product Updates
- Innovation & Creativity
  - Present Technology
  - Future Technology



# HFA Partnerships



## How can Lenders be better partners?

- Follow the HFA guidelines
- Provide feedback
  - Broken Web links
  - Guideline Discrepancies
  - TRID Discrepancies