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AUSTIN ANNUAL 2018 & SHOWPLACE Strengthening Relationships with Single-Family Partners

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AUSTIN ANNUAL CONFERENCE & SHOWPLACE 2018

Lenders Perspective

Experience with HFA Products

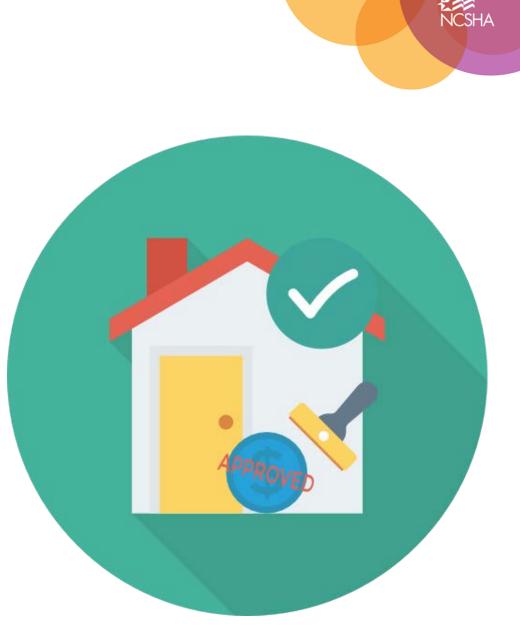




AUSTIN ANNUAL CONFERENCE & SHOWPLACE 2018 Lenders Perspective

Pros

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



AUSTIN ANNUAL CONFERENCE & SHOWPLACE 2018 Lenders Perspective



Cons

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

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HFA Partnerships

HFA's and Lenders



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How can HFAs be better partners?

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



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How can Lenders be better partners?

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