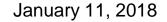


2018 NCSHA HFA Institute Working With Freddie Mac

Erin Quinn, Director, HFA Engagement Affordable Lending and Access to Credit Single Family Division





Expanding Homeownership Opportunities Together: Product, Pricing, Technology



- Making it easier for HFAs and their participating lenders to work with us
- Delivering mortgage products that help HFAs reach more potential homeowners
 - » Supporting HFA down payment assistance programs
 - » Preferential pricing
 - » Affordable subsidies for low- and very low-income borrowers
- Home Possible expands opportunities for borrowers without credit scores
- Down Payment Resource[™] referrals

Expanding Homeownership Opportunities Together: Outreach and Engagement

- Outreach opportunities
 - » Open Doors events
 - » Coming Home Again workshops
 - » Co-branded/co-hosted events
- Training
 - » Webinars
 - » In-person





Expanding Homeownership Opportunities Together: Underserved Markets



- Manufactured housing
 - » Support for manufactured housing titled as real property
 - » Support for manufactured housing titled as personal property (chattel)
- Rural housing
 - » Support for high-needs rural regions
 - » Support for high-needs rural populations
- Affordable housing preservation
 - » Financing of energy or water efficiency improvements on single-family properties
 - » Support for shared equity programs for affordable housing preservation