



# Coffee with **Community First**

October 27, 2020



Fannie Mae®

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# Meet today's presenters

The Fannie Mae team is happy to have the Housing Channel join us to talk to you today about Community First by Fannie Mae™.



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## Jason Hall

Jason Hall manages alternative dispositions in Fannie Mae's Single-Family business. Prior to joining Fannie Mae, he worked in both the public and nonprofit sectors, focusing on the development of affordable housing. Hall holds a Bachelor's degree in Economics and an MPA.



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## Emily Belden

Emily Belden is an Asset Manager on Fannie Mae's Community First Sales Team. She has worked at Fannie Mae for over 10 years, with most of her focus on neighborhood stabilization efforts nationwide. Belden has a bachelor's degree in Sociology and Anthropology.



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## Donna VanNess

Donna VanNess is the President of Housing Channel, a HUD certified 501c(3) housing non-profit organization with CHDO (Community Housing Development Organization) status to develop quality affordable housing and address critical neighborhood revitalization needs in the Fort Worth/Dallas metro area. VanNess has a bachelor's degree in Political Science.

# Customer spotlight: Housing Channel

The Housing Channel's mission is to help people build wealth through homeownership – Community First helps the organization develop affordable housing for their customers.

“With Community First, there’s a lot of interaction. The system was intuitive and easy to understand.”

“Community First is so impactful to being able to buy inventory and provide homes to customers we try to serve and assist.”

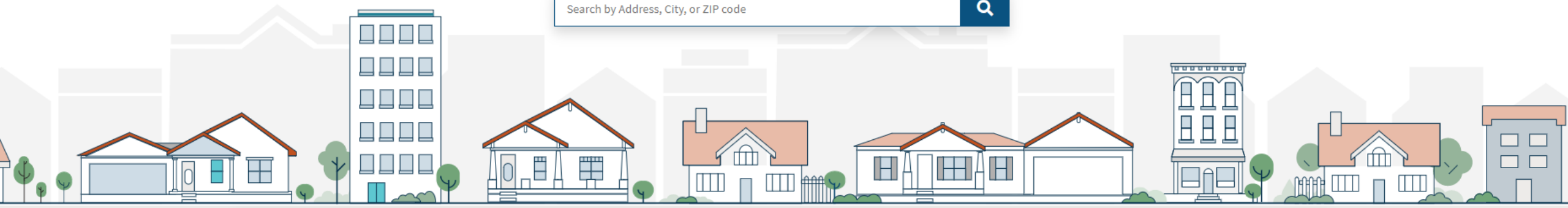


# Why Community First?

## Exclusive access to properties before they are listed on the MLS

Our easy to use interface gives approved partners early access to Fannie Mae homes and provides transparency through closing.

Find your property here.

One-stop shop

Exclusive Access

Dedicated Sales Team

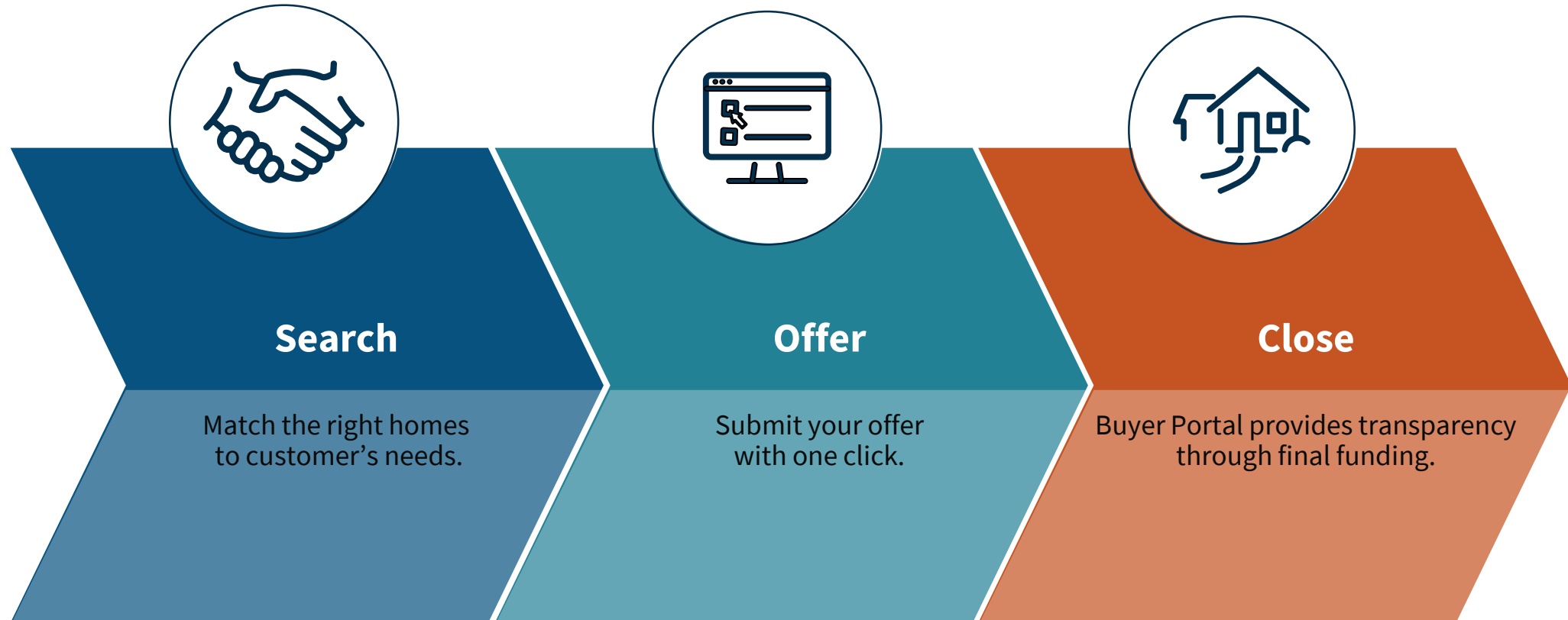
Timely Updates

Competitive Pricing

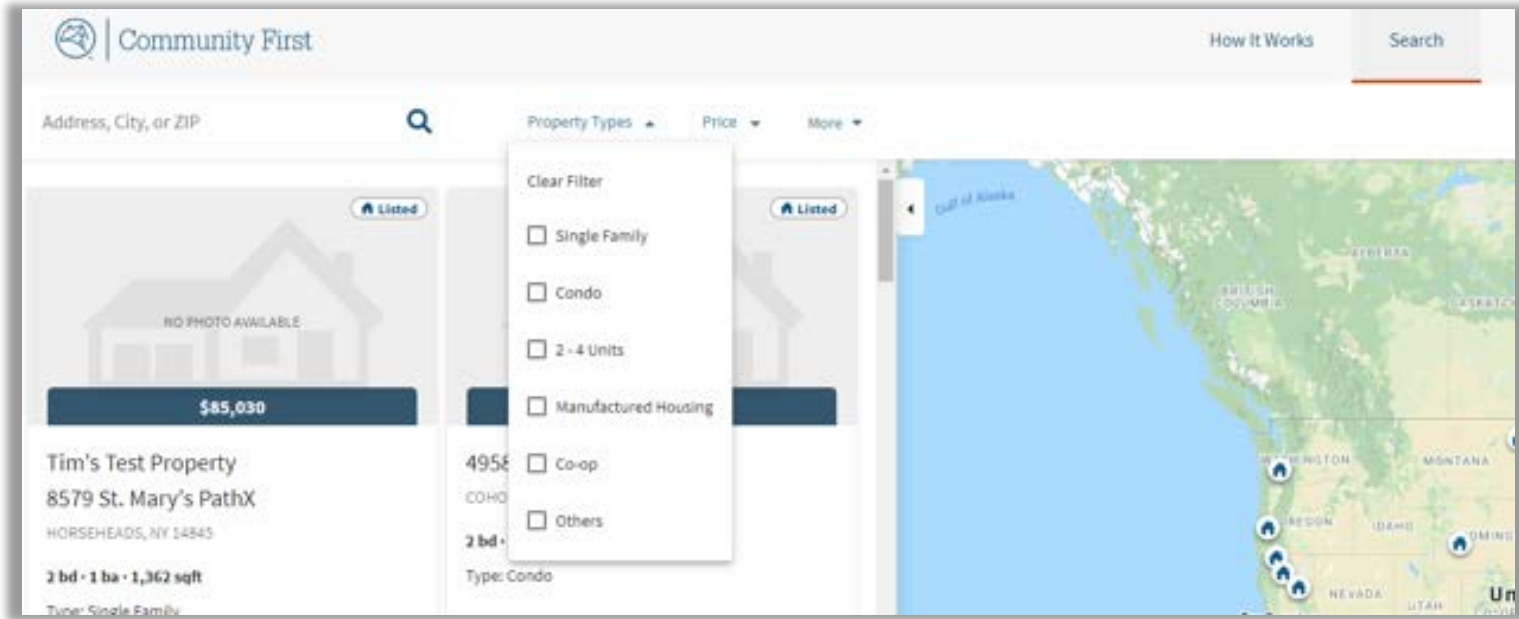


# Community First is a **one-stop shop**

Most sites allow you to search for property. Some sites allow offers. Few tools provide easy closing. **We can do all 3.**



# Get **timely updates** when a property with your preferences becomes available



Save time searching for properties – we'll notify you.

Set your preferences for location, property type, price, # bedrooms, #bathrooms, square footage, year built

Get email notification when a property meeting your criteria becomes available

Create as many property preference groupings that you need



# Exclusive Access- Who can become an approved user?

The Community First platform is available to approved organizations focused on community stabilization and providing affordable housing.

	Public Entity	Non-profit	For-profit community minded buyer
<b>Definition</b>	A local, municipal, or state government agency	A recognized 501(c)3 organization or church	A for-profit working with a non-profit or as a recipient or administrator of public funds, which includes funds from a government agency, foundation funds, leveraged private financial institution and/or consortium funds
<b>Requirements</b>	<ul style="list-style-type: none"> <li>Public Funds Designation Letter (letter on government letterhead, maintaining that person is an employee of the respective entity and is purchasing properties as an agent thereof)</li> <li>Signature Authority</li> </ul>	<ul style="list-style-type: none"> <li>501(c)3 documentation (not required for churches)</li> <li>Tax-exempt documentation (only required for churches that do not have 501(c)3 documentation)</li> <li>Signature Authority</li> </ul>	<ul style="list-style-type: none"> <li>Articles of Incorporation</li> <li>Letter from public funding agency or non-profit, authorizing the entity to purchase properties on its behalf</li> <li>Signature Authority</li> </ul>





“First-look-ability” – to see a property before it goes on the market, competition is what halts our ability to develop existing properties.



# HOUSING CHANNEL

Donna VanNess



# The go-to place for competitive property prices

Accept Price

5841 Bell Inn YardX, LANSING, MI 48910

By Accepting the price, you are stating that the price is acceptable to you and now ready to make an Offer.

Property	
<b>REO ID</b> C1903T0	<b>Purchase Amount</b> \$124,500.00
<b>Property Address</b> STREET ADDRESS 13243954 EVANSTON, IL 60201	<b>Concession Amount</b> \$21,724.00

Community First brings properties to you before they are available on the open market, which can result in price savings.

These savings, which are the most generous in the disposition cycle of the property, are passed on to you in the form of price concessions.

Schedule Tour

Select Date \*  
3/10/2020

Select Time \*  
8:00 AM - 10:00 AM

Phone Number \*  
(221) 123-4567

Seamlessly schedule tours, with 8 days to view the property once interest has been expressed





It's not just about buying the house, it's about buying the house at the right price. We do more rehab than a typical investor. That obviously helps the buyer in the affordability down the road.



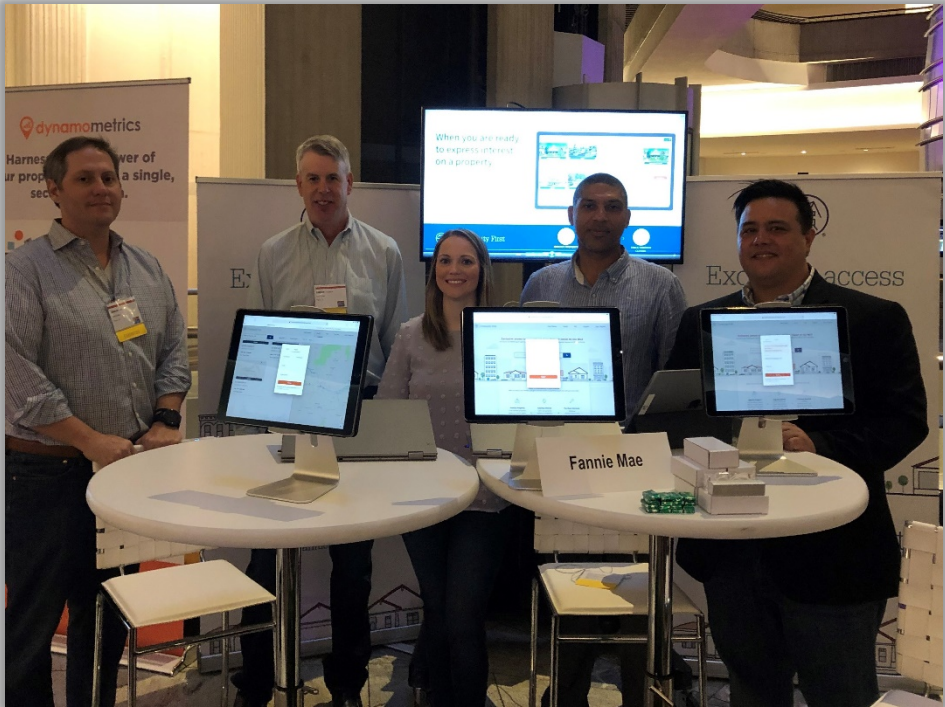
# HOUSING CHANNEL

Donna VanNess



# Dedicated Sales Team

Fannie Mae Community First Sales Team



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“It is incredibly important to help a population that is woefully underserved, it is really gratifying and hits home when we can accomplish this goal.”



# HOUSING CHANNEL

Donna VanNess



## Exclusive access to properties before they are listed on the MLS

Our easy to use interface gives approved partners early access to Fannie Mae homes and provides transparency through closing.

### Register today!

We look forward to helping you get started.

<https://communityfirst.fanniemae.com/>

Sign In Register

First Name \* Last Name \*

Email \*

Organization \*

Register

By registering you agree to Fannie Mae's [Terms of Use](#) and [Privacy Policy](#)



# Questions?

[www.communityfirst.fanniemae.com](http://www.communityfirst.fanniemae.com)

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