



INITIATIVE *for* **NATIVE AMERICAN
HOMEOWNERSHIP**

Let's make homeownership happen

New Conventional Mortgage Opportunities
for Native American Tribes



IN PARTNERSHIP

WE THRIVE

We believe in making homeownership more accessible to Native American communities. In bringing the right people together for a vital purpose. In standing side-by-side with tribes and lenders alike to help effect change. In making new opportunities available.

This is how homeownership happens—by first believing that it can.



We are Fannie Mae

As a national leader in the mortgage industry, we provide capital to all communities, at all times, under all economic conditions, at the lowest rates possible.

And now, with the Initiative for Native American Homeownership, we're able to offer a new option for tribes and lenders—the opportunity to use conventional mortgages on tribal lands.

This is where you come in

Creating homeownership opportunities for Native Americans is only part of the solution—we'll partner with housing leaders and tribes to provide a variety of housing options for tribal members.

At Fannie Mae, we're guided by the principle that our housing finance system can—and must—do more to ensure that Native Americans have an opportunity to obtain affordable conventional mortgage financing. This is where we all come in.

Our partners

Financial Institutions

Government Entities

Native Community Development
Finance Institutions (CDFI)

Tribal Governments

Tribally Designated
Housing Entities (TDHE)

Native American
Housing Coalitions

Partnership is the foundation of everything we do

Partnering, collaborating, facilitating at every step—this is what we do. We understand the risks but also the opportunities, and so we work diligently with tribes and lenders to shape the conventional mortgage solutions that benefit everyone. Here's how:



We work 1:1

Our success is due, in part, to our ability to partner, educate and develop creative and innovative solutions. Custom, purposefully crafted solutions that are beneficial for lenders, homebuyers, and other stakeholders involved. To us, everyone in the process matters.



We communicate

And we facilitate communication—among tribal leadership, the housing entities, lenders, and the community—and help all parties work together.



We educate

At the TDHE level and the homebuyer level. Lenders and officials. Sharing our knowledge on the social and economic impact of making available conventional mortgages to tribal members on tribal lands.



We aim to put people in homes

We partner with TDHEs and lenders to reach the next critical step in the homeownership journey: a Memorandum of Understanding between Fannie Mae and the tribe.



The benefits of conventional lending

Tribal communities and lenders have a non-governmental lending option. The advantages are many:

- Flexible sources of down payment funding and closing costs
- Down payment assistance for eligible loans
- Cancellable private mortgage insurance
- Mortgages for manufactured homes (titled as real estate) that address the lack of affordable housing
- Homebuyer education through online resources or one-on-one counseling
- Fixed interest rates
- No upfront guarantee fees
- Rental and boarder income may be considered for qualification



The impact of homeownership: A ripple effect

What we're building goes far beyond homes. It means far more than just front steps and backyards. By making homeownership more accessible to Native American communities, we—that is, TDHEs, lenders, homeowners, and Fannie Mae—are helping tribes make substantial economic, social, and cultural strides so Native American homeowners can live on their lands.

Economic impact

More homeownership options on trust land can help improve reservation economics and the well-being of tribal members.

Home builds and restorations can generate revenue for tribal economies, strengthen communities, and reinforce a tribe's connection to its land.

Shelter

There is a significant lack of sound, safe reservation housing. We can give qualifying families a conventional mortgage option that makes it possible for them to build, purchase, or rehabilitate a home in a location on their lands if they choose to do so.

Social stability

Severe housing shortages mean second- and third-generation families are forced to share homes with their extended families, even if they can afford to support their own household.

By increasing homeownership options, nuclear families can have their independence, helping boost family stability and provide relief from overcrowded housing situations.



Let's forge a path forward

**It's only possible if we do it together.
And that's the power of it.**

Learn more about the Initiative for
Native American Homeownership at
www.fanniemae.com/nativeamerican



Fannie Mae[®]

Duty to Serve

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