

# Mary Lee Widener

## President and CEO



**NEIGHBORHOOD  
HOUSING SERVICES  
OF AMERICA**

# Learning from the past

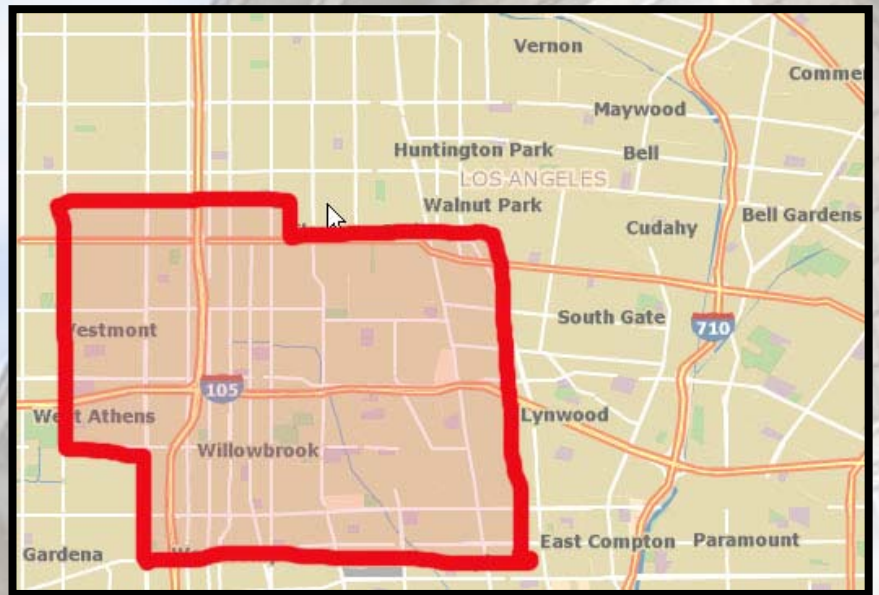


## CAB

- Collaboration
- Affordability
- Borrower Support

# “Redlining”

- A long outdated practice of drawing red lines on maps to guide loan officers to not lend in the redlined areas.



1960's and 70's

# Collaboration



- Nonprofit Sector
  - Pull via new public/private partnerships
- Public Sector
  - Push via Law and Regulation

From the Beginning to Present

# Affordability

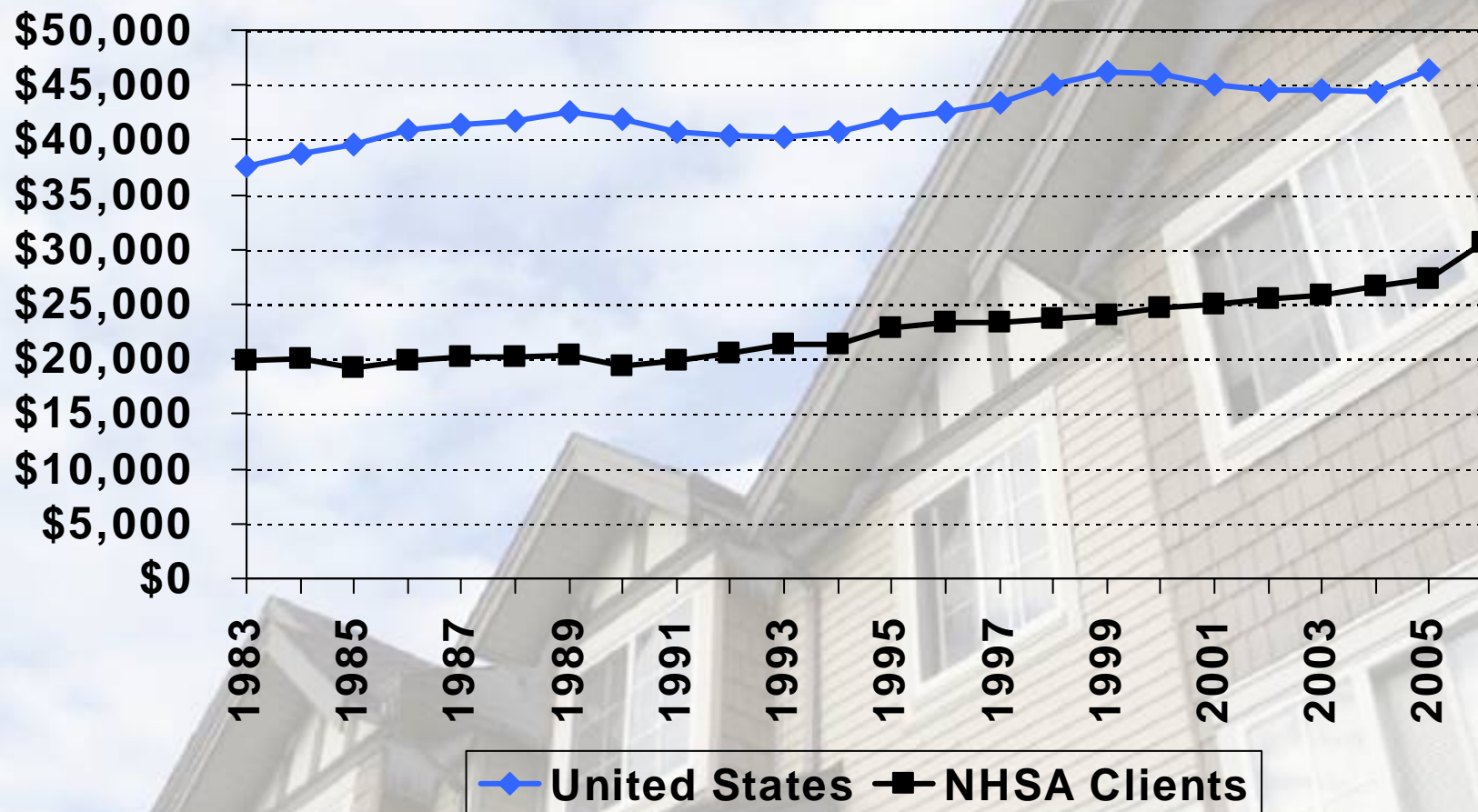
- A responsive Mortgage Insurance Industry
- Responsive Secondary Markets
- And responsive Rating Agencies

# Borrower Support

- Education
- A loan they could pay back
- Post funding support
- A different approach to loss mitigation
  - Patient Capital

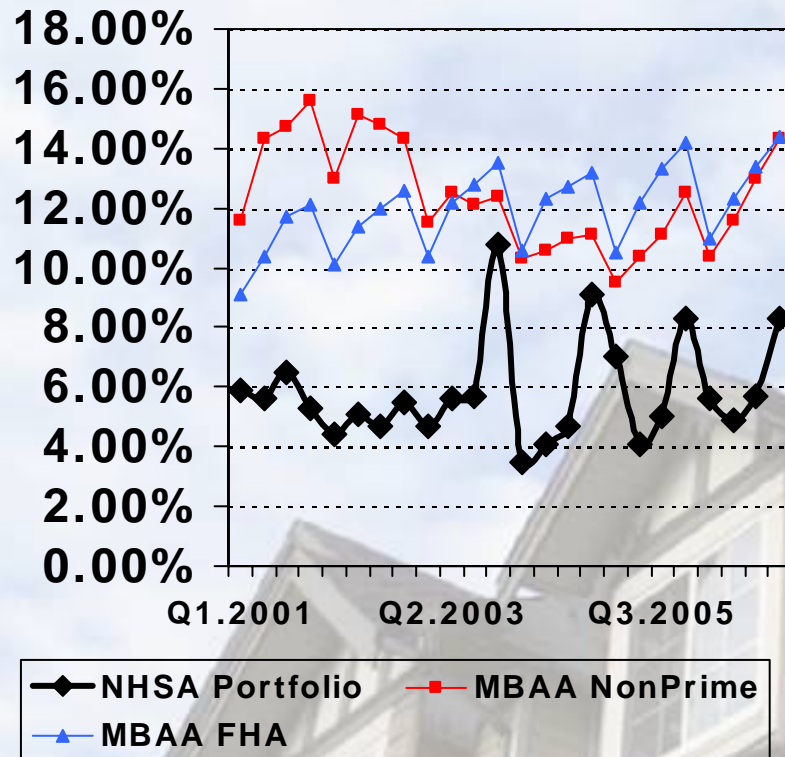
From the Beginning to Present

# Median Household Income NHSA NeighborWorks Loans 1983 to 2006

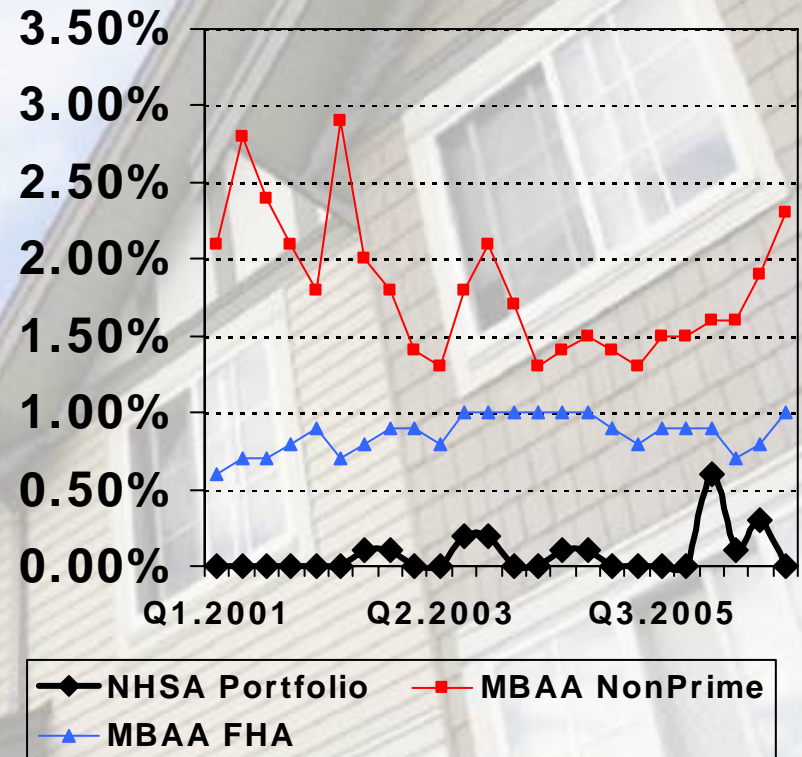


# CAB works

## Total Delinquency



## Foreclosure Starts



NHTSA Portfolio Financing

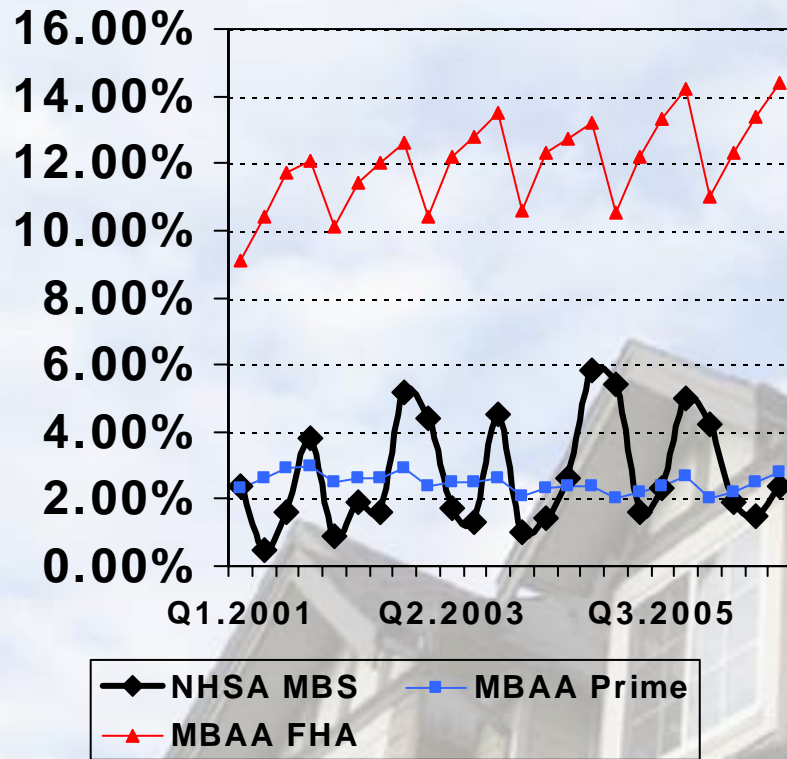
# Accessing the Capital Markets

- Standardization
- Automation
- A more transparent process
- Growing acceptance
- Shift to capital markets financing

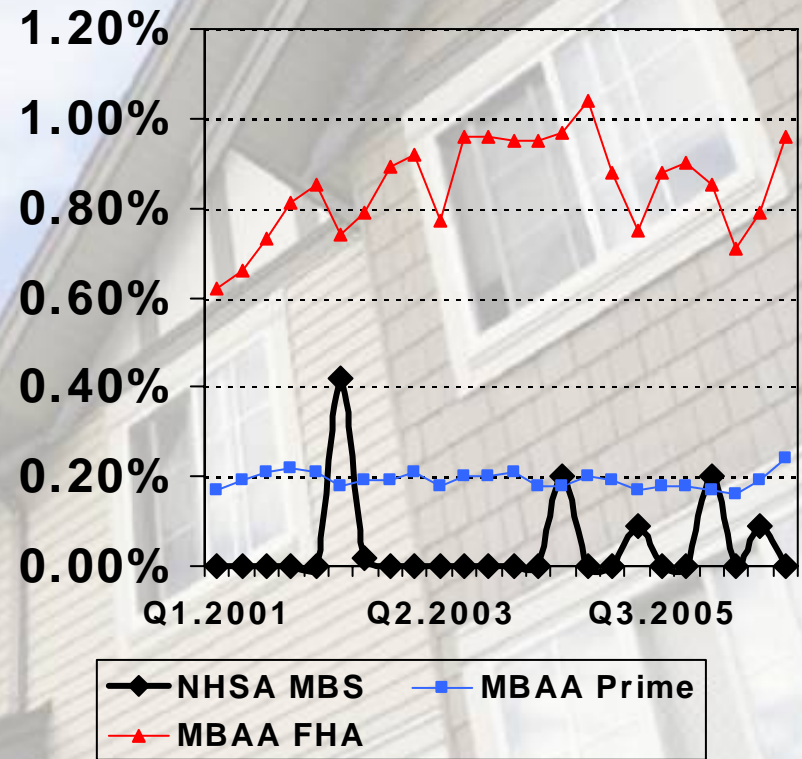
1999 to Present

# Capital Markets Financing

## Total Delinquency



## Foreclosure Starts



NHTSA MBS Sales Financing

# Looking to the Future

- **Challenges Remain**
  - **NIMBYISM**
    - Overlooks economic vibrancy of diverse communities
  - **Sustainability**
    - Ability of borrowers to pay over long term
    - Adequate return for investors
    - Appropriate compensation to nonprofit service providers
  - **Subprime Lending**

Mortgage Insurance

Conventional Credit

GSEs

Loan Servicers

Investors

Subsidy Providers

Government

Your Seat?

Neighborhood Stakeholders

Nonprofit Educators

CRA Lenders

Alternative Credit

The new CAB is technology driven