

## Federal Resources for Rural Veterans

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## Mortgage Financing

### Mortgage Lending Challenges, Solutions

- Lack of Lending Laws
- Remoteness
- Land Status
- Lack of Communication
- Lack of Qualified Borrowers



--Loan Processing Problems Continue



## Mortgage Financing- Top 10 Challenges

1. Lack of direction for tribal members on Indian reservations
2. Inconsistent of coordination between agencies
3. Lack of communication between tribes, banks and agencies
4. Few comparables for appraisal
5. Some tribal members still lack access to HUD 184, VA NADL, RD
6. Inconsistent review process with BIA between regions
7. Duplicate environmental reviews
8. Weak incentives for loan officers
9. Limited of credit history of borrowers
10. Distance from banks to Indian reservations



## Mortgage Financing

### **Banks**

- Offer mortgage products that work on Indian reservations
- Request TSR at time of application, if not already requested
- Provide incentives for loan officers
- Meet with local tribes – understand protocols
- Consider assigning a tribal liaison and provide proper training
- Offer bank's financial expertise to tribe's lending programs



## Mortgage Financing

### Tribes

- Adopt HUD's Section 184 Indian Housing Guarantee Program Housing Ordinances
- Adopt "one stop" interagency lease
- Appoint a mortgage counselor at tribe
- Maintain information for appraisers
- Homebuyer education/access
- Encourage savings
- Homebuyer brochure w/important contacts, including approved appraisers, contractors, inspectors
- Inform borrower about ways to have only one environmental review

## Mortgage Financing

### Agencies

- Regular interagency meetings with tribes and other agencies on mortgage process
- Training with partner agencies
- Clear and consistent mortgage processing procedures within and between regions
- Stronger accountability – internal & external audits

## VA's Native American Direct Loan Program

### Washington State

#### Tribes with Access to VA NADL

Conf Tribes of the Colville Res  
Lummi Nation  
Nooksack Indian Tribe  
Spokane Tribe of Indians  
Quinault Indian Nation  
Tulalip Tribes  
Yakima Nation  
Swinomish Tribe  
Suquamish Tribe of Indians  
of the Port Madison Reservation

#### Tribes Lacking Access to VA NADL

Chehalis Confederated Tribes  
Cowlitz Indian Tribe  
Hoh Tribe  
Jamestown S'Klallam Tribe  
Kalispel Tribe  
Lower Elwha Klallam Tribe  
Makah Tribe  
Muckelshoot Tribe  
Nisqually Tribe  
Port Gamble S'Klallam Tribe  
Puyallup Tribe  
Quileute Tribe  
Samish Nation  
Sauk-Suiattle Tribe  
Shoalwater Bay Tribe  
Skokomish Tribe  
Snoqualmie Tribe  
Squaxin Island Tribe  
Stillaguamish Tribe  
Upper Skagit Tribe

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