



**Affordable Housing Lending in a
New Market**

Wednesday September 27th, 2017

Panel Members

- **Justin Chen**, Senior Loan Officer, Enterprise Community Loan Fund
- **Josh Earn**, Director of Lending, National Housing Trust
- **Ben Greenberg**, Director of Lending, Housing Partnership Network
- **Adam Kopp**, Senior Loan Officer, Mercy Loan Fund
- **Marie Masherin**, Chief Lending Officer, New Jersey Community Capital



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The “New Market”

- Political and economic uncertainty
- Higher interest rates
- Lower tax credit pricing
- Uncertainty around government funding sources
- Rising costs in urban markets



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Loan Products

- High Loan to Value & High Loan to Cost
- Equity Bridge Loans
- Mezzanine Loans
- Enterprise/Unsecured Loans
- Funds
- Preservation Lending
- Flexible/Patient Lending Products
- Single-Family Acquisition
- Other Innovative Lending Products?



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Managing Risk

- How to maintain credit quality?
- How do we get the capital we need?
- Working with investors on risk.
- Alternatives for stability – Federal Home Loan Bank (“FHLB”) and CDFI Bond Guaranty Program.



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Discussion

- Do audience members have any other innovative lending products that were not mentioned?
- Has anyone seen tightening lending requirements from banks? Has this proven to be an opportunity?
- Have any audience member had difficulty maintaining loan credit quality while trying new products?
- Have any CDFIs made changes in how they are marketing themselves?
- Ways of mitigating take out risk?
- Preservation loan experience?
- CDFI Bond Guaranty Program experience?



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