



Third Party Financing



Setting the Stage

- What is Third Party Financing?
- Introductions
- Series of questions for all panelists
- 15 minutes for audience Q&A at the end



Introductions



Ali Parrish, Iowa Heartland Habitat for Humanity

Betsy Mills, Twin Cities Habitat for Humanity

Brittany Hennessy, Habitat for Humanity serving Winona County

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Please provide an overview of your experience with accessing third-party financing.



What are the terms of your mortgage product(s)?

How have these shifted your homebuyer selection process or created challenges given your current selection criteria?



What was the most challenging part of adopting third-party financing partnership(s)?

What risks has it presented for your affiliate?



What has been the biggest benefit of adopting third-party financing partnership(s)?

What success has it unlocked up for your affiliate?



What do your relationships with your homeowners look like post-closing?

How has this shifted (or not) from before?



Questions?



Contact us

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