

HO906 Symposium

Taking Care of Business: Managing the Business Side of Homeownership Programs

**BREAKOUT A: Creative Business Models That Expand Reach,
Production and Sustainability**

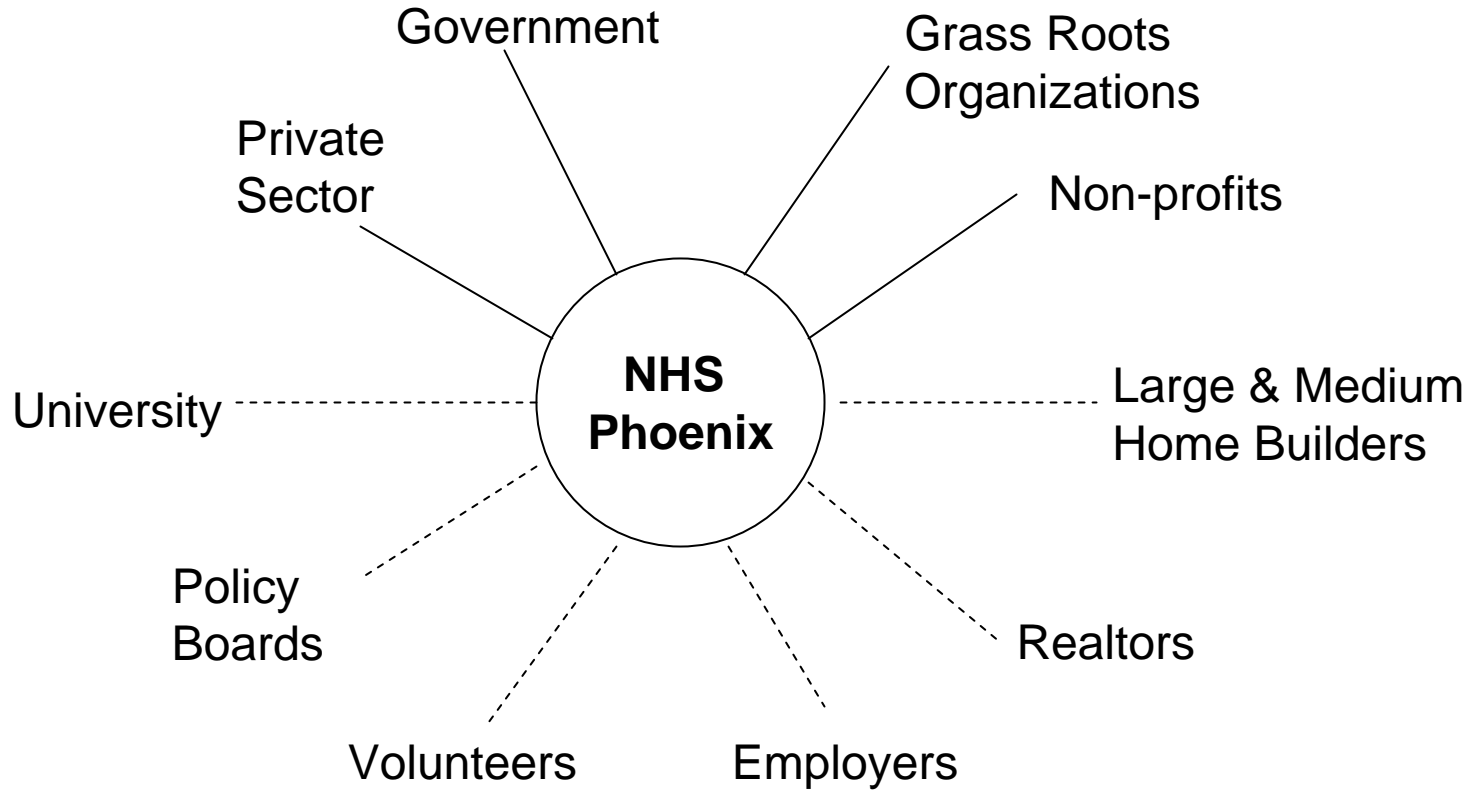
Patricia Garcia Duarte, Executive Director,

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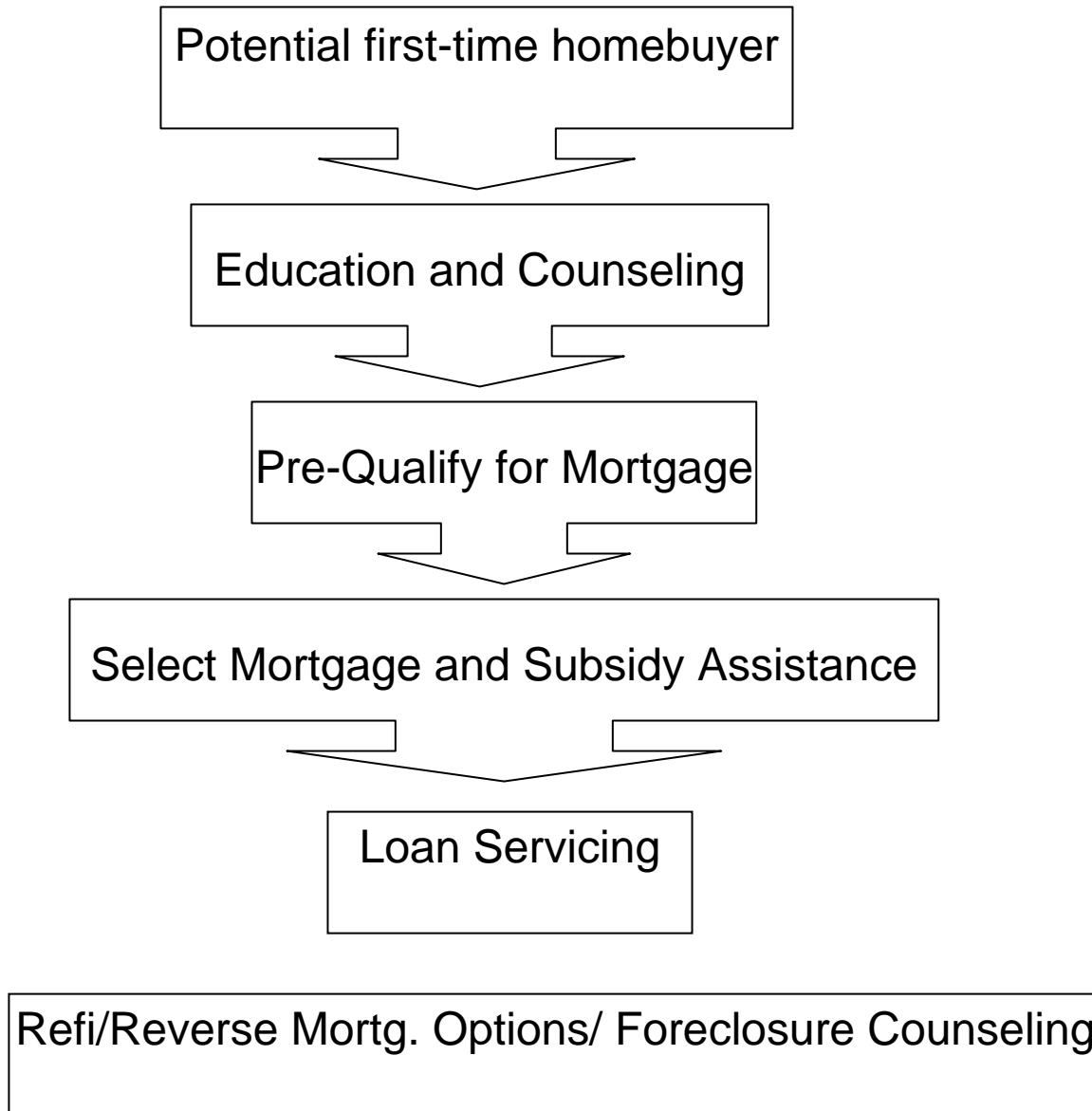


Hub & Spoke



Making Homeownership Affordable and Sustainable

Process



Vertical Integration

- Direct Sales; in-house sales and purchase contracts
- Originate and service our own loans
- Control of subsidy supply requires lenders to produce affordable loan products
- Access to low cost capital require private developers to produce low cost deals
- Control of loan servicing assures low delinquency rates (protect capital investment)

Vertical Integration

- Control of terms of subsidy improves client success (i.e. must take HBE)
- Expansion of core competencies
 - Owner Rehab, Infill Development, Subdivision
 - Mortgage lender originating and selling to secondary market
 - Counseling/Education: HBE, FF, Pre & Post purchase, Foreclosure, Reverse Mortgage
 - Loan Servicing: dealing with secondary market and managing debt



THANK YOU

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