



NATIVE
COMMUNITY
CAPITAL



FHFA Duty to Serve Listening Session



FEDERAL HOUSING
FINANCE AGENCY

PARTNERING TO BUILD TRIBAL ECONOMIES

July 13, 2022

Native American Housing

NCC Financial Products

HOME LOANS*

- Housing
- Infrastructure
- Community Facilities
- Gap Financing / Bridge

Amount	97.75% of Value
Term	30 Years
Max DTI	41%
Interest Rate	Prevailing Market Rates
Income:	No Income Limit
*Terms reflect HUD 184 parameters – subject to change & investor requirements.	

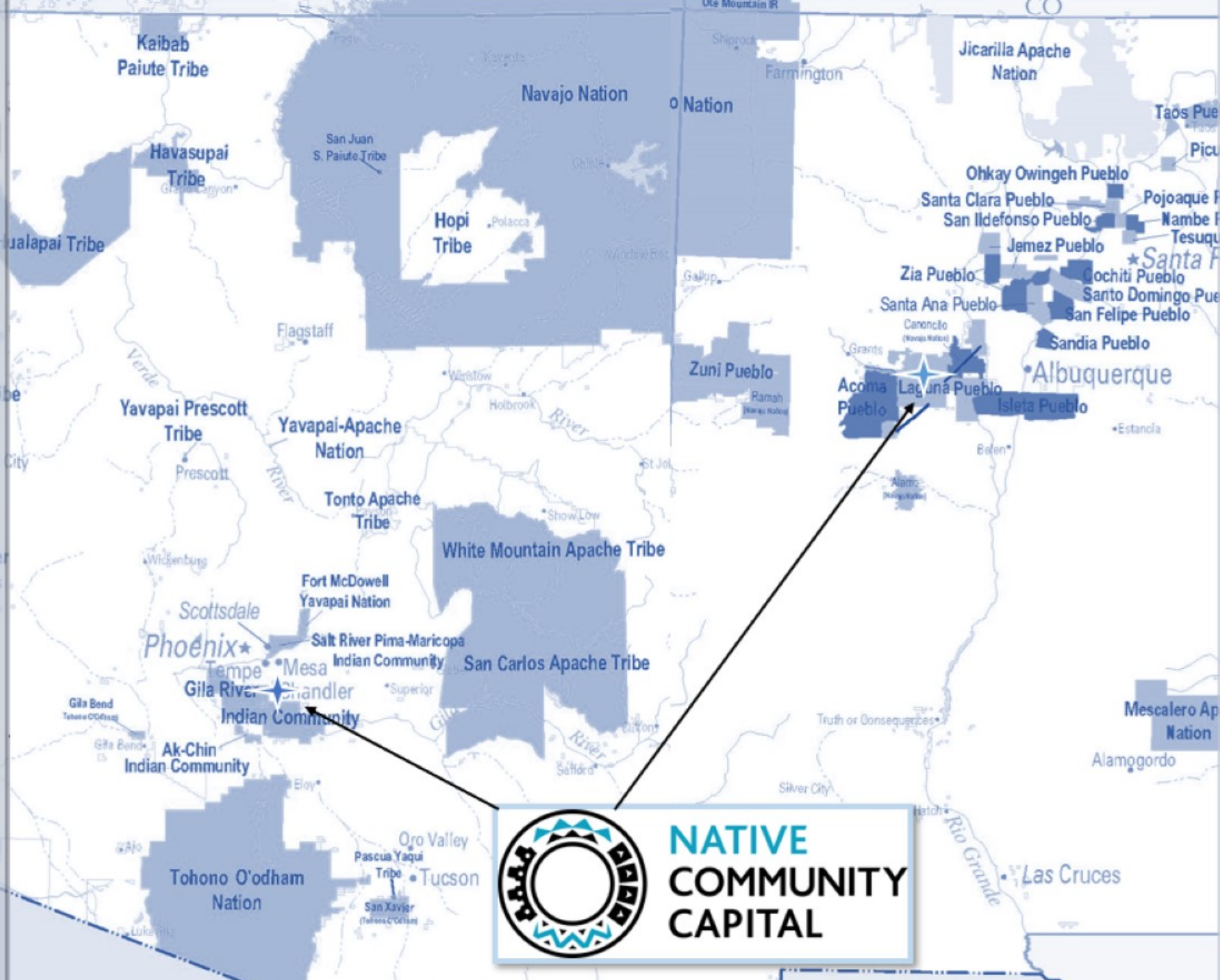
SMALL BUSINESS LOANS*

- Business Acquisition
- Construction / Renovation
- Working Capital
- Business Expansion

Amount	\$10k – \$250k
Term	12 – 60 Months
Max LTV	80%
Interest Rate	4% – 9%+
Debt Coverage Ratio	1.2
Origination Fee	1.5%
*Business Loans Subject to BIA Loan Guarantee Program Regulations	

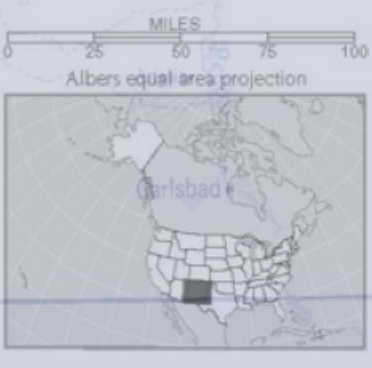
FEDERALLY RECOGNIZED TRIBES AND INDIAN RESERVATIONS in AZ

- 22 Tribal Nations
1. Ak-Chin Indian Community
 2. Cocopah Tribe
 3. Colorado River Indian Tribes
 4. Ft. McDowell Yavapai Nation
 5. Fort Mojave Tribe
 6. Gila River Indian Community
 7. Havasupai Tribe
 8. Hopi Tribe
 9. Hualapai Tribe
 10. Kaibab-Paiute Tribe
 11. Navajo Nation
 12. Pascua Yaqui Tribe
 13. Quechan Tribe
 14. Salt River Pima-Maricopa Indian C.
 15. San Carlos Apache Tribe
 16. San Juan Southern Paiute
 17. Tohono O'odham Nation
 18. Tonto Apache Tribe
 19. Yavapai-Apache Nation
 20. Yavapai-Prescott Tribe
 21. White Mountain Apache Tribe
 22. Zuni Tribe



FEDERALLY RECOGNIZED TRIBES AND INDIAN RESERVATIONS in NM

- 22 Pueblos & Tribes
1. Acoma Pueblo
 2. Cochiti Pueblo
 3. Isleta Pueblo
 4. Jemez Pueblo
 5. Jicarilla Apache Nation
 6. Laguna Pueblo
 7. Mescalero Apache Nation
 8. Nambe Pueblo
 9. Navajo Nation
 10. Ohkay Owingeh Pueblo
 11. Picuris Pueblo
 12. Pojoaque Pueblo
 13. San Felipe Pueblo
 14. San Ildefonso Pueblo
 15. Sandia Pueblo
 16. Santa Ana Pueblo
 17. Santa Clara Pueblo
 18. Santo Domingo Pueblo
 19. Taos Pueblo
 20. Tesuque Pueblo
 21. Zia Pueblo
 22. Zuni Pueblo



**NATIVE
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San Ildefonso Pueblo
10 S.F. Unit Subdivision
Deer Vista Homeownership Project

SOURCES	AMOUNTS
NM IAD TIF (Competitive Grant)	\$575,000
RHED (Competitive Grant)	\$300,000
IHBG (Current Year Block Grant)	\$250,000
IHBG (Prior Years Block Grant)	\$495,000
NCC Loan (Guaranteed by HUD)	\$650,000
ICDBG (Competitive Grant)	\$500,000
TOTAL	\$2,770,000

Leverage

73%



ajo Nation



Jicarilla Apache Nation



Taos Pueblo

Picuris Pueblo

Ohkay Owingeh Pueblo

Santa Clara Pueblo

Pojoaque Pueblo

San Ildefonso Pueblo

Nambe Pueblo

Tesuque Pueblo

Jemez Pueblo

Santa Fe

Zia Pueblo

Cochiti Pueblo

Santa Ana Pueblo

Santo Domingo Pueblo

San Felipe Pueblo

Sandia Pueblo

Acoma Pueblo

Laguna Pueblo

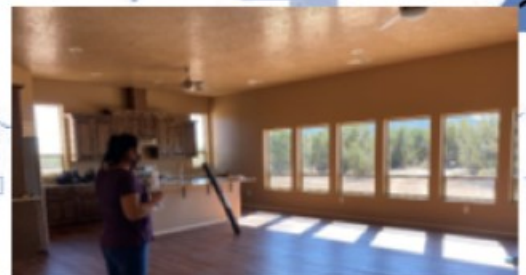
Isleta Pueblo

Albuquerque

Gallup

Zuni Pueblo

Ramah (Navajo Nation)



Estancia

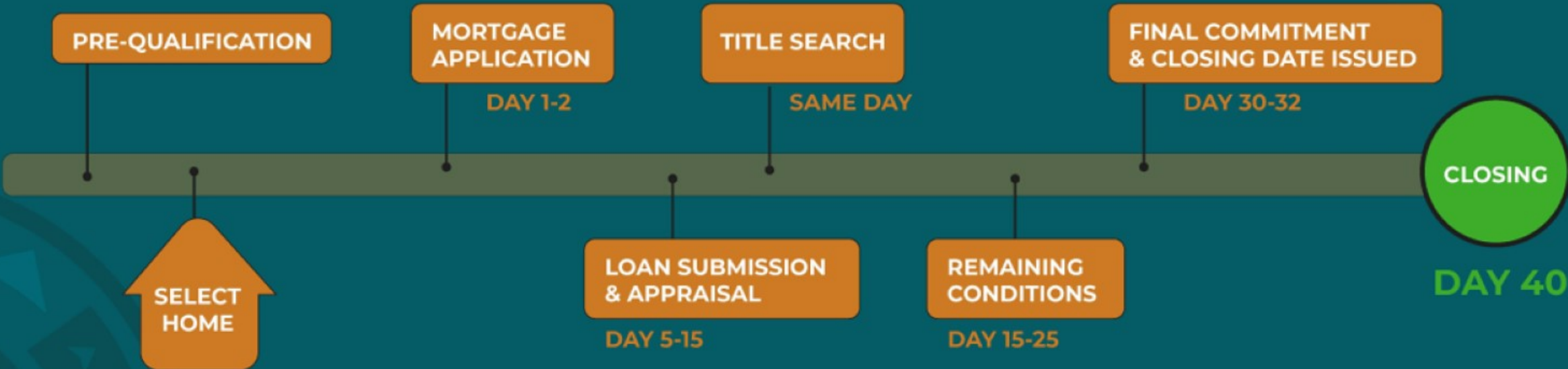
Belen

Alamo (Navajo Nation)



Sumner

TYPICAL MORTGAGE PROCESS | OFF-REZ



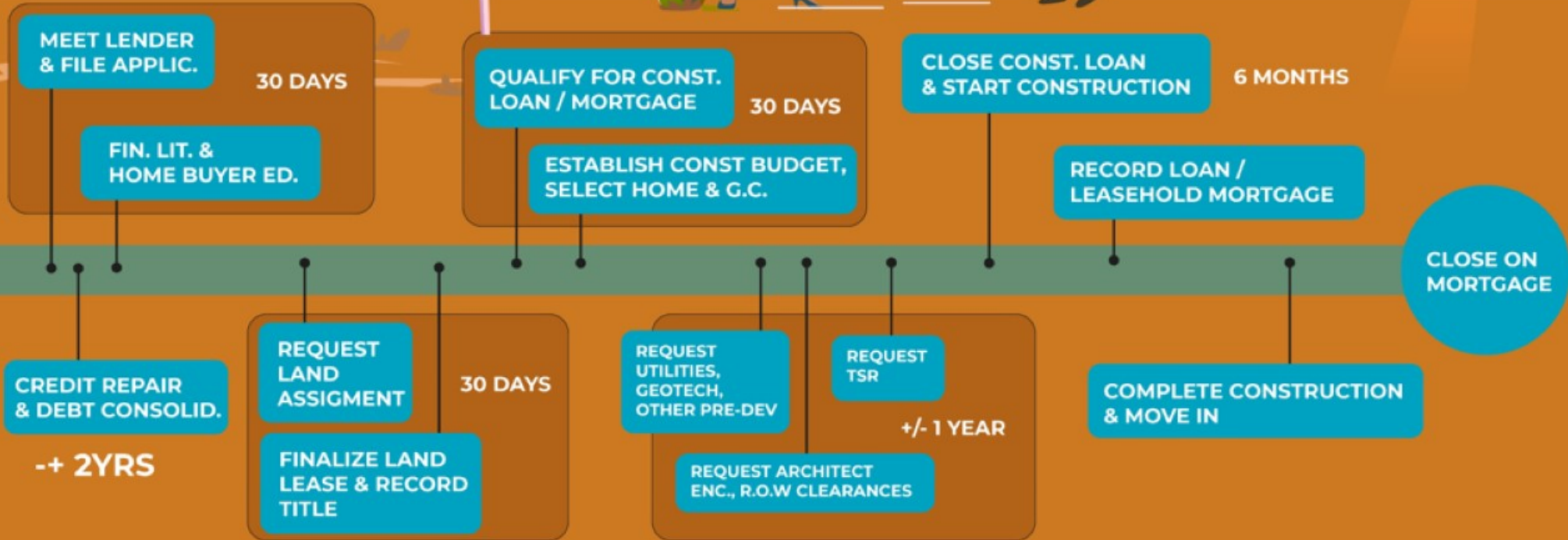
BUYER & REALTOR

PARTIES TO TRANSACTION



BANK & TITLE CO. (SELLER)

TYPICAL MORTGAGE PROCESS | ON-REZ



TRIBE



BUILDER



BUYER

PARTIES TO TRANSACTION



BANK

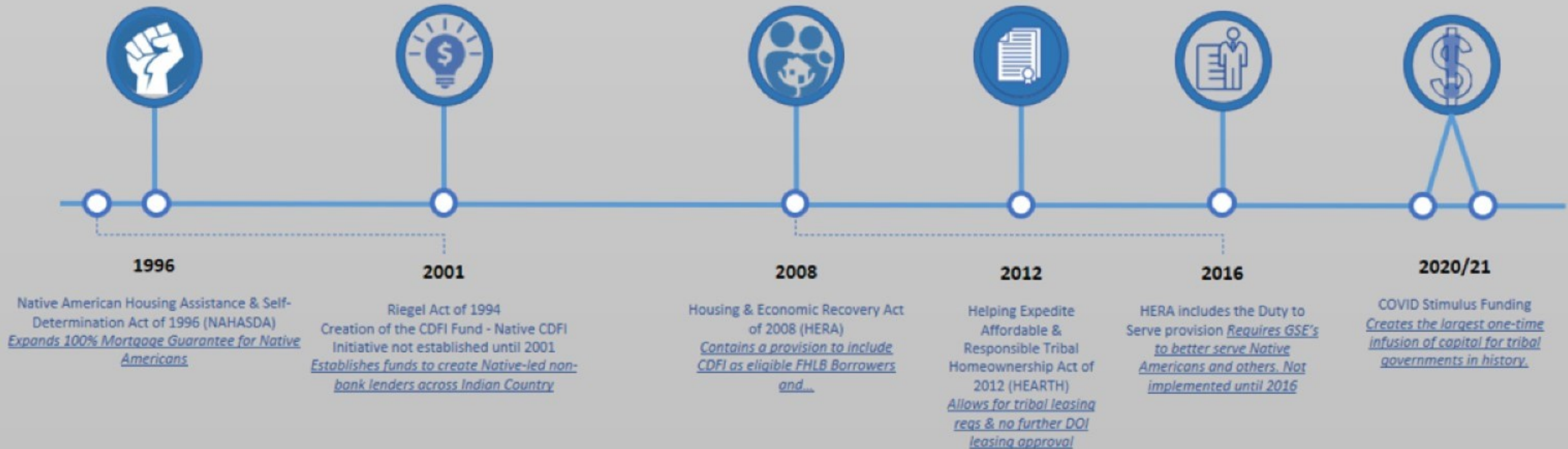
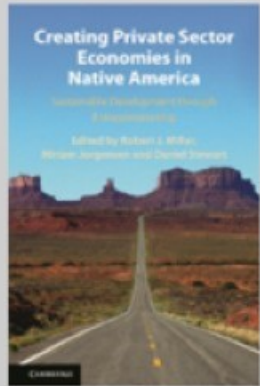


FEDS

25+ Years of Indian Housing & Related Legislation (1994 – 2021)

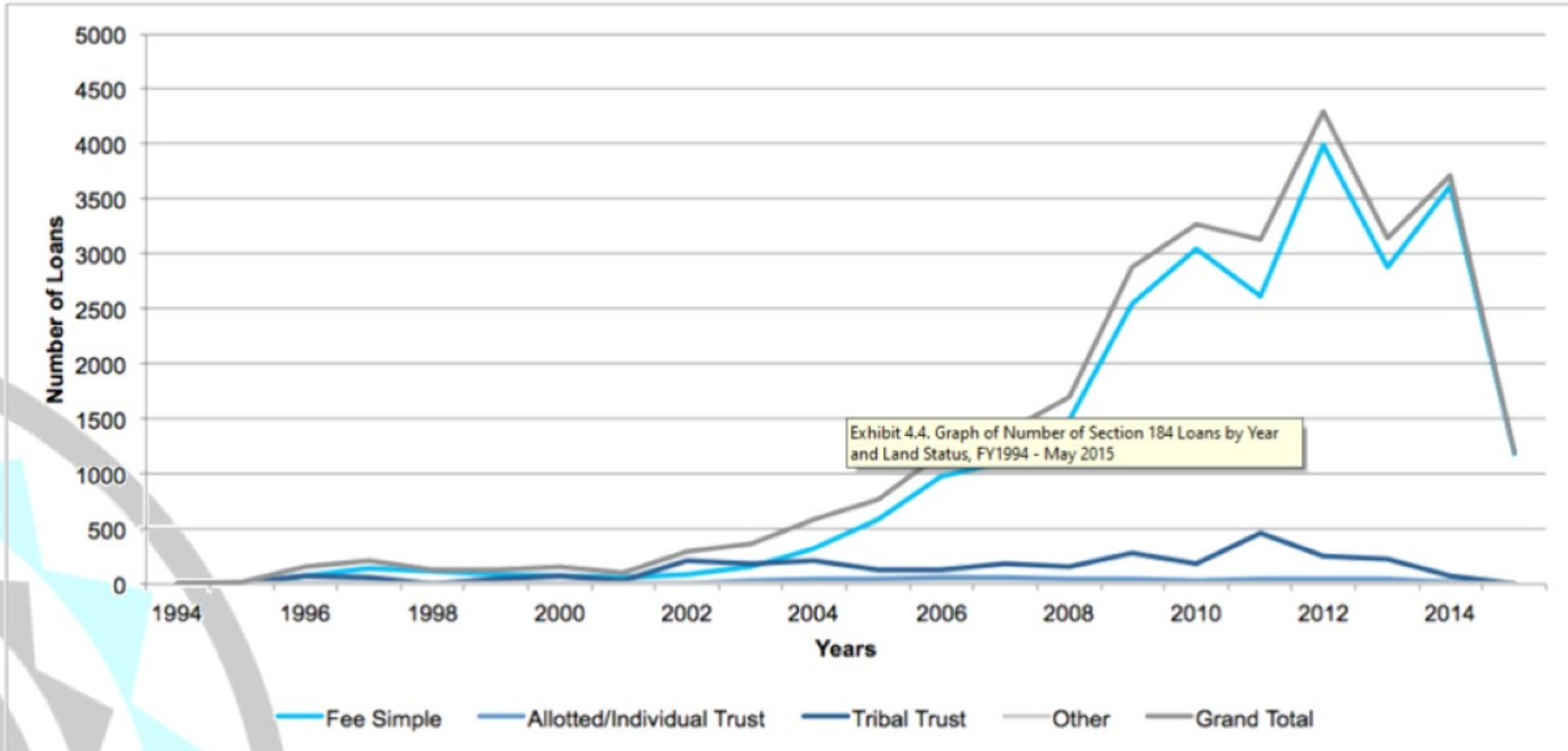
“...during one of the first negotiated rulemaking sessions for NAHASDA, a tribal delegate recalled that the acronym for NAHASDA sounded very much like a word in his language (pronounced na-HAAZ-t’aa) that means “one who sits and waits patiently”. He recalled how tribes had indeed waited patiently but perhaps too long for the improvements the new law promised. Despite some early and scattered success stories, the waiting for much of Indian Country would continue for at least another two decades. A harbinger of the wait was forged in my mind when a banker sincerely asked me why he should go through the brain damage of doing a deal in Indian Country when he could get what he needed from the Office of the Comptroller of the Currency (i.e., bank regulator) by doing a deal with blacks or Hispanics.”

Excerpt from: *Creating Private Sector Economies in Native America* by Robert J. Miller (Editor)



Market Challenges

Exhibit 4.4. Graph of Number of Section 184 Loans by Year and Land Status, FY1994 - May 2015



Source: Authors' calculations of United States Department of Housing and Urban Development, Office of Native American Programs (ONAP) Section 184 Loan Data

Market Challenges

Exhibit 4.1. Summary of Section 184 Lending Volume by Land Status, FY1994 – May 2015, Nominal Value

Number of Loans	FY1994 - May 2015		
	Total	Share of Total (%)	Average per Year
Fee Simple	25,221	87.5	1,178
Allotted/Individual Trust	601	2.1	28
Tribal Trust	3,011	10.4	141
Other*	4	0	0
Total	28,837	100	1,346



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