

The Evolving Need for Housing Counseling

2017 OFN Conference



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complexity simplified.



Purpose

Today we'll talk with three leaders in the housing counseling arena about financial counseling services for current and potential homeowners.

- The need for housing counseling is as acute as ever; however, as the U.S. economy and demographics evolve, the risks that drive the need for counseling are changing in fundamental ways.
- Past drivers like mass foreclosures and economic distress are being replaced by new risks that include rising variable rates and aging homeowners in need of cash.
- The experts on stage will explore these changing risks and will share their view of what's needed to protect the most vulnerable homeowners from emerging risks.

Agenda

- **Introductions: Topic and Panelists**
- **Moderator: Anthony Curcio, Summit Consulting**
- **Lot Diaz, National Council of La Raza**
- **Sarah Gerecke, Office of Housing Counseling, HUD**
- **Gene Spencer, Homeownership Preservation Foundation**
- **Questions**
- **Concluding Remarks**

Background

- Demand for different types of counseling has been largely cyclical, following trends in housing finance.
 - During the foreclosure crisis, foreclosure mitigation counseling dominated.
 - As time passes from the crisis, other types of counseling are likely to dominate.
- Pre-purchase counseling may continue to constitute the largest part of counseling demand.
 - Particularly as a record number of banks are loosening underwriting standards.
- But changing homeowner demographics and improving economic conditions are also likely to play an important role in shaping demand.
 - Baby-boomer retirees living on fixed incomes may want to cash-out some of their equity through reverse mortgages.
 - Borrowers with adjustable-rate mortgages will face payment resets as interest rates rise.

Topical Circumstances: Counseling after Disasters

At this time, it is also important to remind ourselves of the importance of housing counseling after natural disasters such as Hurricanes Harvey, Irma and Maria.

- Affected homeowners need to be able to get their lives back together in many respects.
- Financial counseling on how to deal with hazard and flood insurance, home repairs, mortgage payments, and temporary location rent help is essential to assist in recovery.

Lot Diaz



VP, Housing and Community Development

UnidosUS (formerly the National Council of La Raza)),

- Expertise: Community development; real estate financing and development; consumer financial services and mortgage lending and servicing; public/private partnerships for homeownership programs; housing counseling program management and training; structure and operations of community development corporations; technical assistance provision for local housing nonprofits.
- Mr. Diaz focuses on partnering with local service providers and lenders to increase access to affordable consumer credit and to insuring more families have access to information to make prudent credit decisions.
- Homeownership is promoted through UnidosUS' housing counseling network that serves 65,000 families a year; and through a financial capability network it is developing to serve low and very low income individuals with financial coaching.

Sarah Gerecke



Deputy Assistant Secretary for the Office of Housing Counseling The U.S. Department of Housing and Urban Development

- The HUD Office of Housing Counseling, created by the Dodd-Frank Act of 2010, ensures that consumers have access to a national network of independent, expert nonprofit and governmental housing counseling agencies.
- Ms. Gerecke has worked in the field of affordable housing for more than 30 years.
- She previously served at HUD as Senior Policy Advisory to the Assistant Secretary for Housing/FHA Commissioner, working on housing finance, affordable housing and consumer education policies.
- Between 2009 and 2011, Ms. Gerecke was Executive Director of NYU's Furman Center for Real Estate and Urban Policy, and the first Director of the Moelis Institute for Affordable Housing Policy.
- Ms. Gerecke served as CEO of Neighborhood Housing Services of New York City from 2004 - 2009 (she was COO from 2001- 2004).
- From 1994-2001, Ms. Gerecke was Vice President for Housing Programs at Westhab, Inc., Westchester's largest provider of housing for homeless and disadvantaged residents.
- She also served in various positions in New York City government during the Koch and Dinkins Administrations

Gene Spencer



Senior Vice President Homeownership Preservation Foundation (HPF)

- Mr. Spencer serves as SVP for stakeholder engagement, policy and research at HPF, the national, HUD Intermediary that has administered the Homeowner's HOPE hotline for Treasury's foreclosure prevention and resolution programs since 2007.
- Mr. Spencer leads engagement with the federal housing agencies, policymakers, regulators and mortgage industry partners on housing counseling matters.
- He just concluded a 3-year term on the CFPB's Consumer Advisory Board and chaired its mortgages committee, 2015 – 2016.
- He also works with the Joint Federal Housing Agencies Task Force on the Future of Loss Mitigation and advises federal agencies on mortgage servicing and affordable lending policy.
- Prior to joining HPF, Mr. Spencer served as an as advisor to Ginnie Mae while at Burson-Marsteller, the global communications firm.
- Previously, he had spent 28 years at Fannie Mae, in a number of positions, including vice president of investor relations and vice president of mortgage-backed securities marketing.
- He holds degrees from the McDonough School of Business at Georgetown University and the College of William and Mary.

Anthony Curcio



Anthony Curcio is a Partner at Summit Consulting, LLC

- Mr. Curcio brings over 17 years of experience in finance and finance-related consulting and policy and is an expert in the Federal Credit Reform Act of 1990.
- Prior to joining Summit, Mr. Curcio served at the Office of Management and Budget (OMB) and in the financial services industry, where he developed a background in all areas of Federal Credit, financial analysis, money and capital markets, and portfolio management.

About Summit Consulting, LLC

Summit is a specialized analytics advisory firm that guides federal agencies, financial institutions, and litigators as they decode their most complex analytical challenges. Summit's staff of economists, econometricians, and research scientists use quantitative techniques to assist our clients as they model risk, evaluate program performance, and predict future performance.

Panel Information

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