



FHFA FHLBank & CDFI Symposium

Ginnie Mae Presentation

June 20, 2024



 @GinnieMaeGov

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 Ginnie Mae

Introduction to Ginnie Mae

About Ginnie Mae

- **Government National Mortgage Association (Ginnie Mae)** is a wholly-owned U.S. Government corporation within the Department of Housing and Urban Development (HUD).
- Ginnie Mae links the U.S. housing market to the global capital markets and supports the liquidity and scalability of federal housing finance programs.
- For over 55 years, Ginnie Mae has worked to make affordable homeownership and rental housing a reality for millions of Americans by providing liquidity and stability in the housing finance market.



Ginnie Mae About Us



What?

- Ginnie Mae guarantees investor's timely payment of Principal & Interest (P&I) due on Mortgage-Backed Securities (MBS) backed by federally insured or guaranteed loans from:
 - Federal Housing Administration (FHA)
 - Public and Indian Housing (PIH)
 - Department of Veterans Affairs (VA)
 - U.S. Department of Agriculture's (USDA's) Rural Development (RD)

Why?

- Ginnie Mae supports HUD's larger mission of increasing homeownership by providing lenders the ability to securitize loans that allow them to scale their work.
- Ginnie Mae provides the guaranty to attract domestic and global capital to the nation's housing finance markets, as well as to improve the ability to trade mortgage investments.

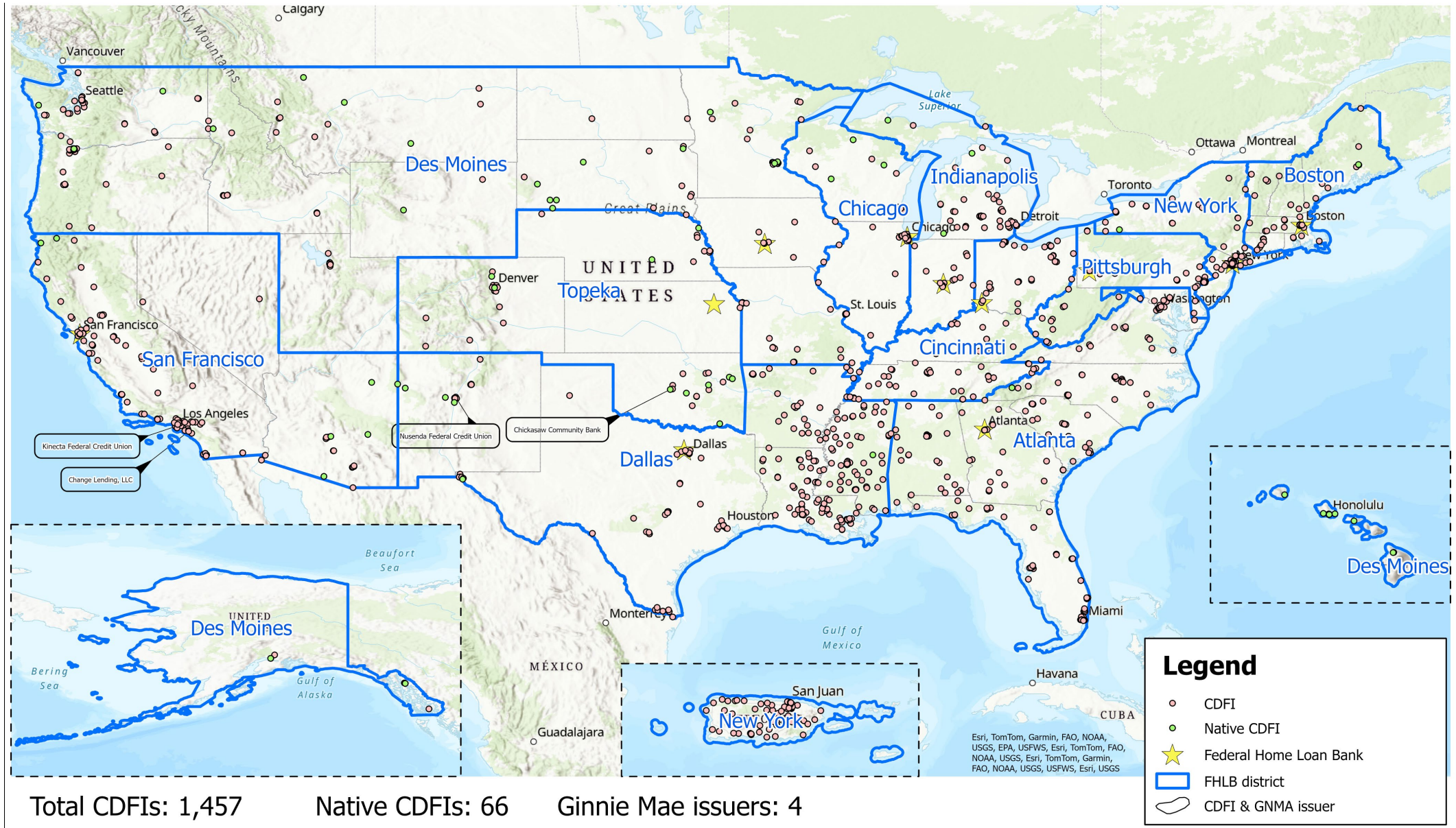
Ginnie Mae securities are the only MBS to carry the full faith and credit guarantee of the U.S. government.

Ginnie Mae **Who We Serve**

As a Government Corporation, Ginnie Mae is inherently a social enterprise. Our MBS borrower profile is unique for each of our programs.

MBS Types	Who We Serve
Single Family MBS	<ul style="list-style-type: none"> • First-time home buyers • Veterans • Low- and moderate-income borrowers • Emerging or repairing credit households • Racially and ethnically diverse borrowers • Underserved borrowers of rural and tribal communities • Borrowers economically affected by the pandemic • Borrowers that live in areas where credit access is limited • Borrowers who can afford a low or no downpayment
Multifamily MBS	<ul style="list-style-type: none"> • People that need access to: <ul style="list-style-type: none"> • Affordable apartment units • Hospitals • Senior care facilities
Reverse Mortgage/HECM HMBS	<ul style="list-style-type: none"> • Senior Citizens

Community Development Financial Institutions by FHLBank Region

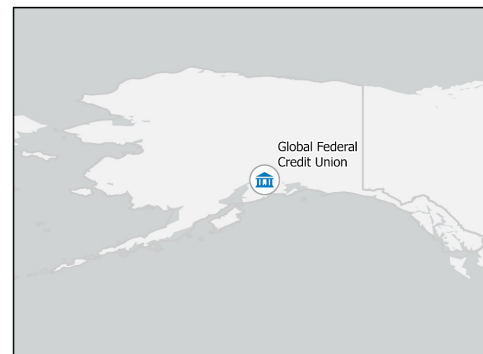
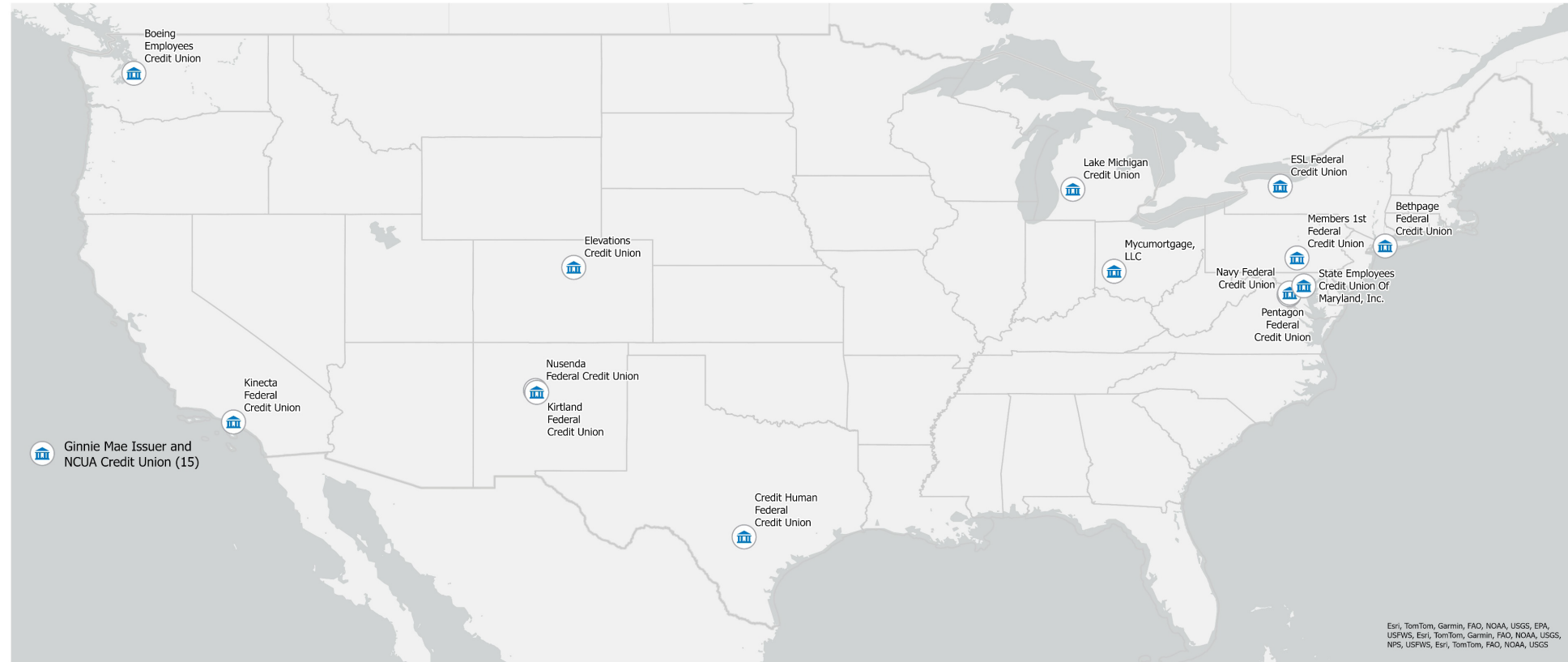


*Data as of April 2024

Ginnie Mae and Credit Unions

- Shows business addresses of Ginnie Mae-approved and active issuers that are also NCUA-listed credit unions.

Ginnie Mae Active Issuers that are NCUA-listed Credit Unions



Notes:

1. Ginnie Mae Issuer file as of April, 2024
2. NCUA list as of March, 2024

Sources:

1. Ginnie Mae Disclosure (https://www.ginniemae.gov/data_and_reports/disclosure_data)
2. NCUA (<https://ncua.gov/analysis/credit-union-corporate-call-report-data>)

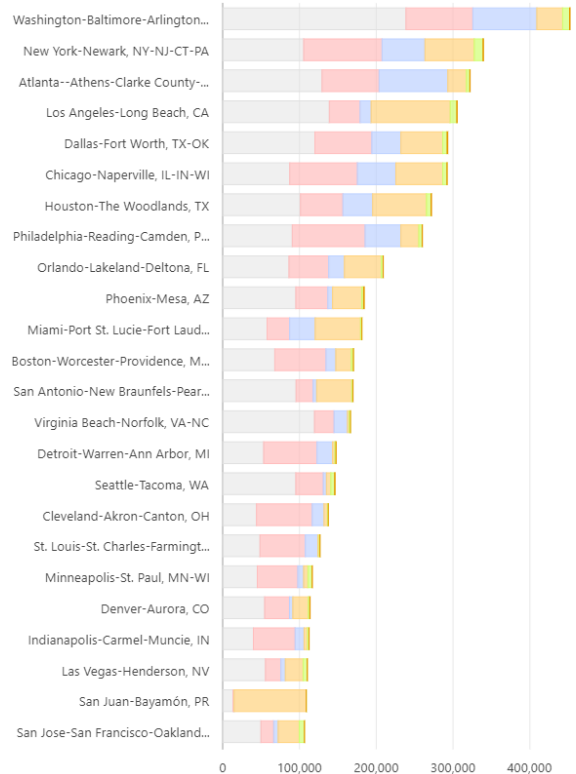
Ginnie Mae

Borrower Demographics

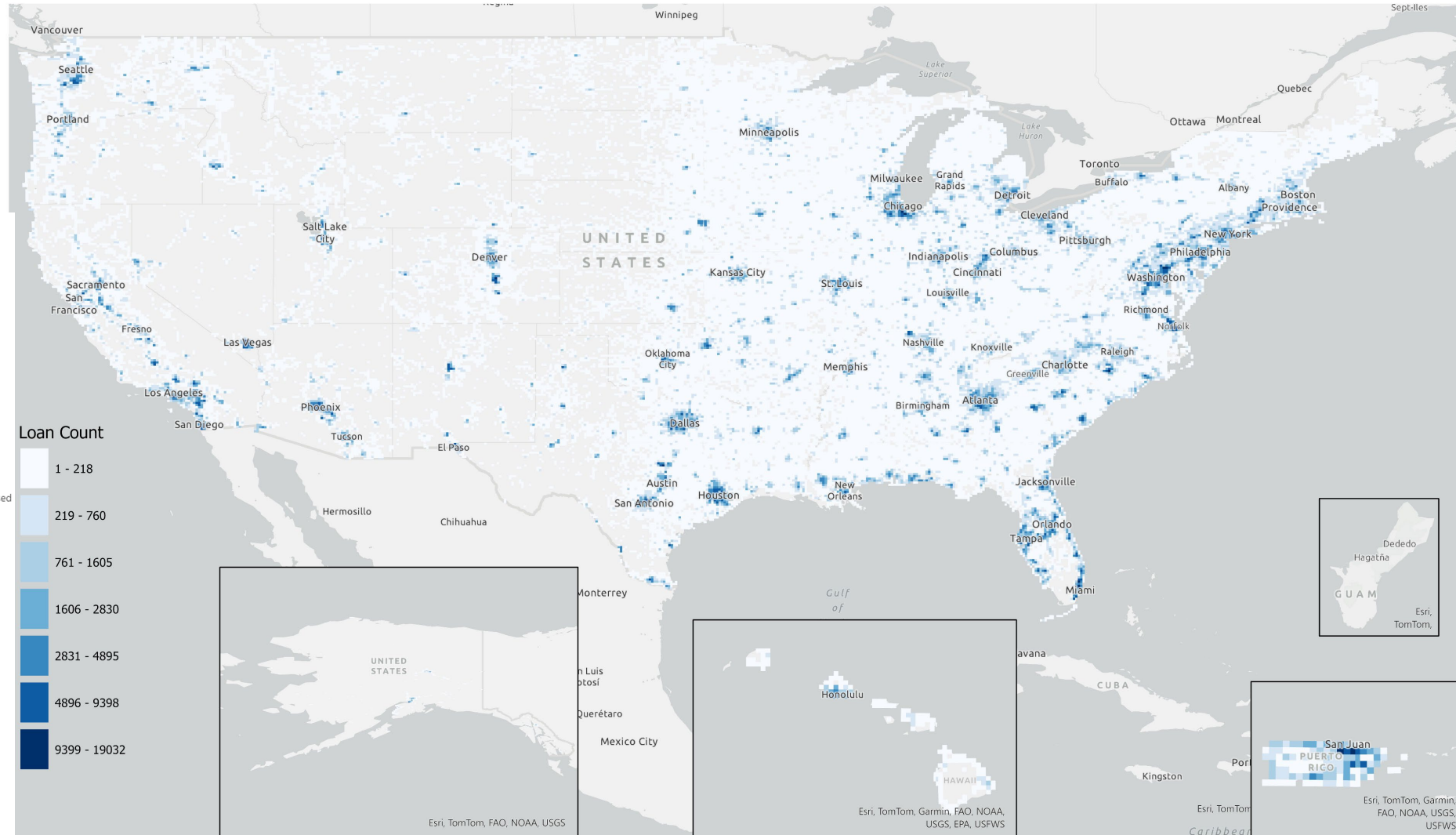
Where are our borrowers located?

- Shows highest borrower density inside 10 km² squares (hotspots).

Borrowers by combined statistical area

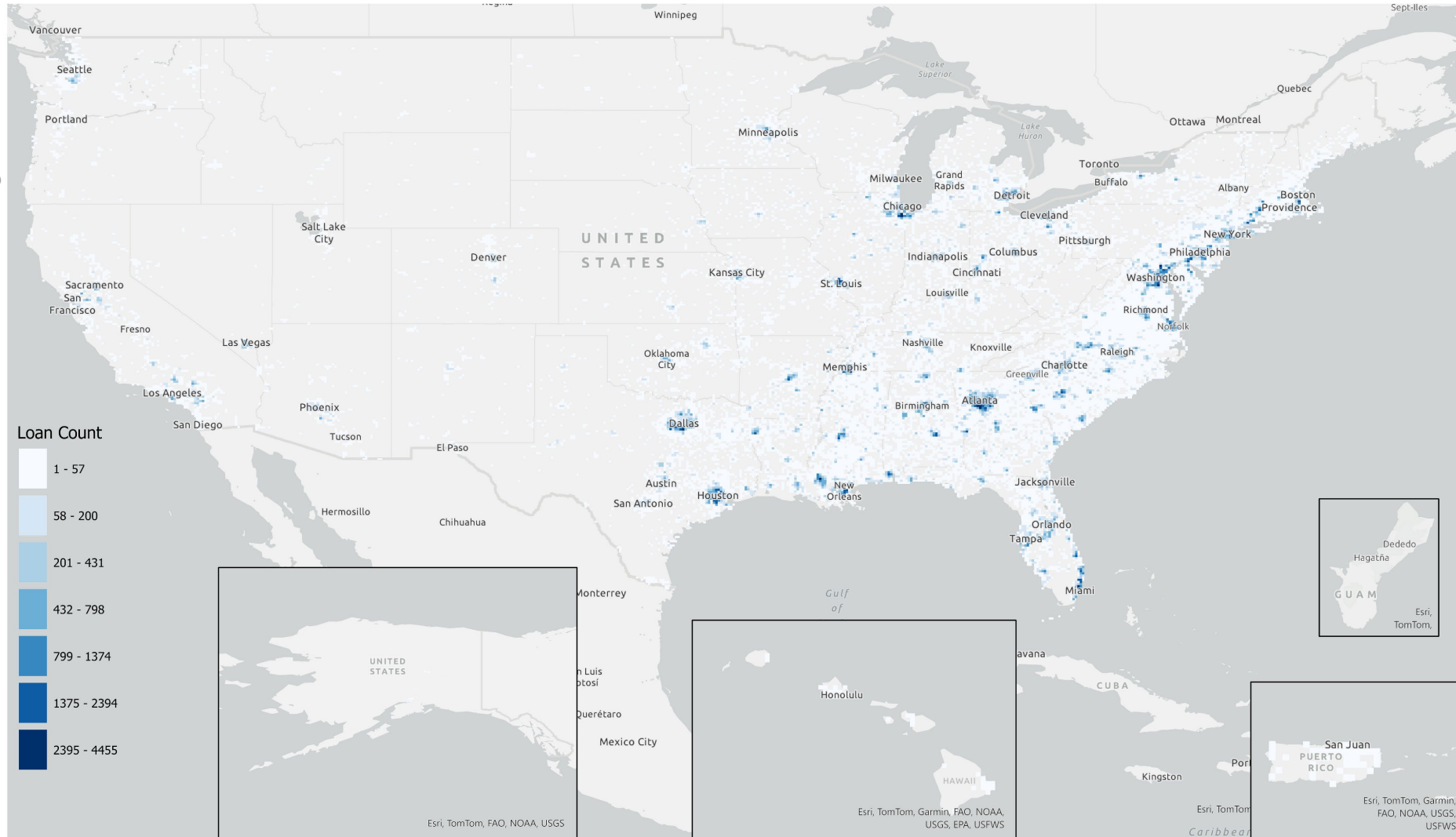
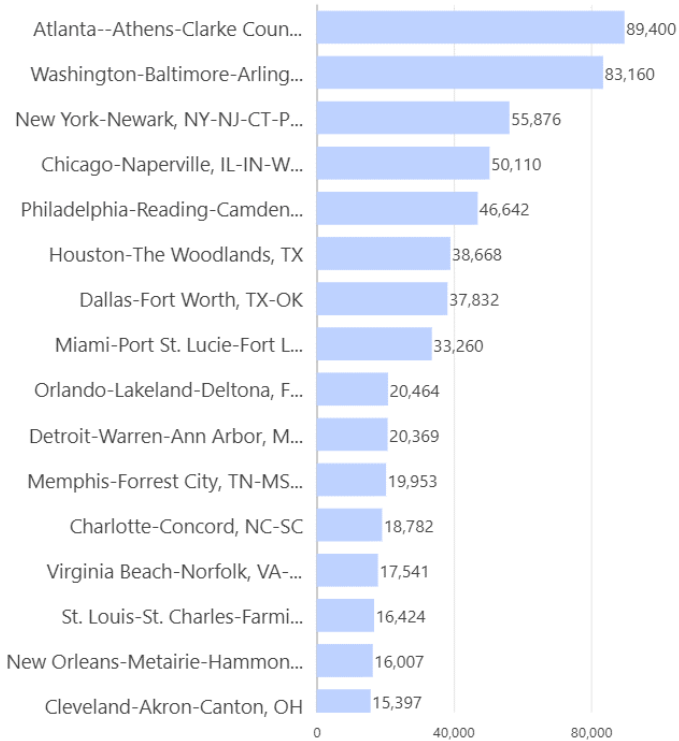


Ginnie Mae Borrowers (All Loans)



Black or African-American Borrowers

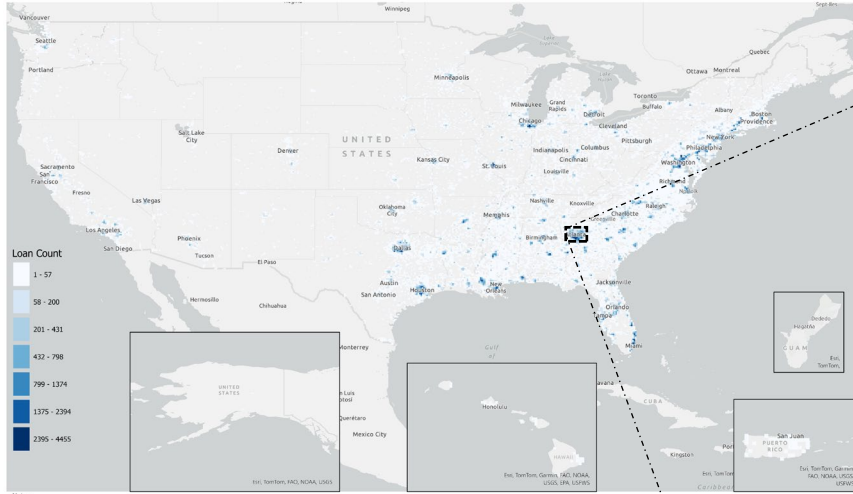
Black or African American Borrowers



Notes:
 1. FHA and USDA only
 2. Based on January 2024 Reporting Period

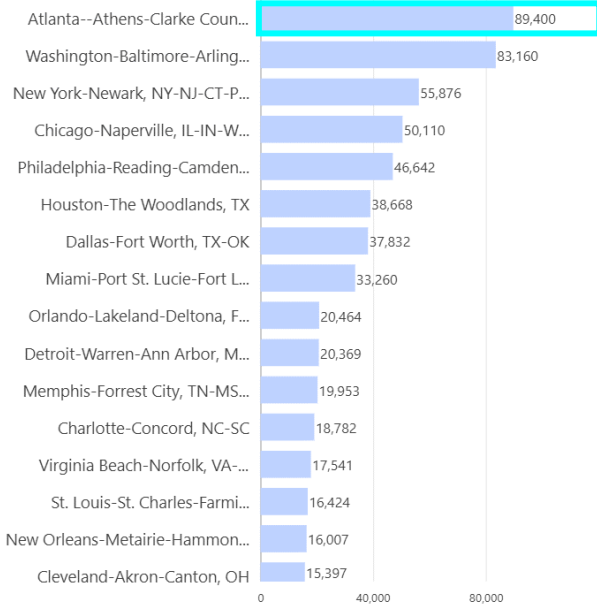
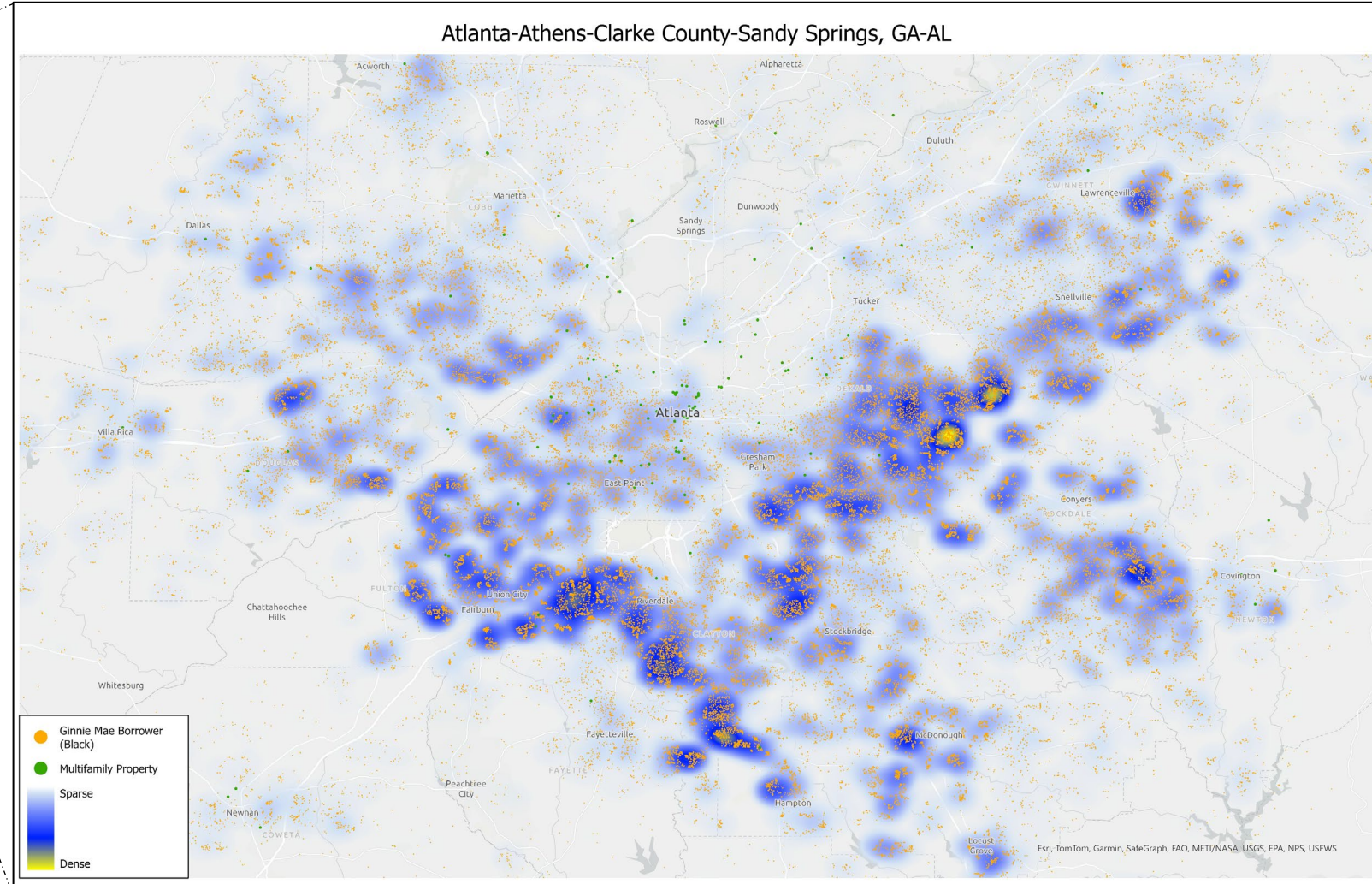
Black or African-American Borrowers – Metro area

Black or African American Borrowers



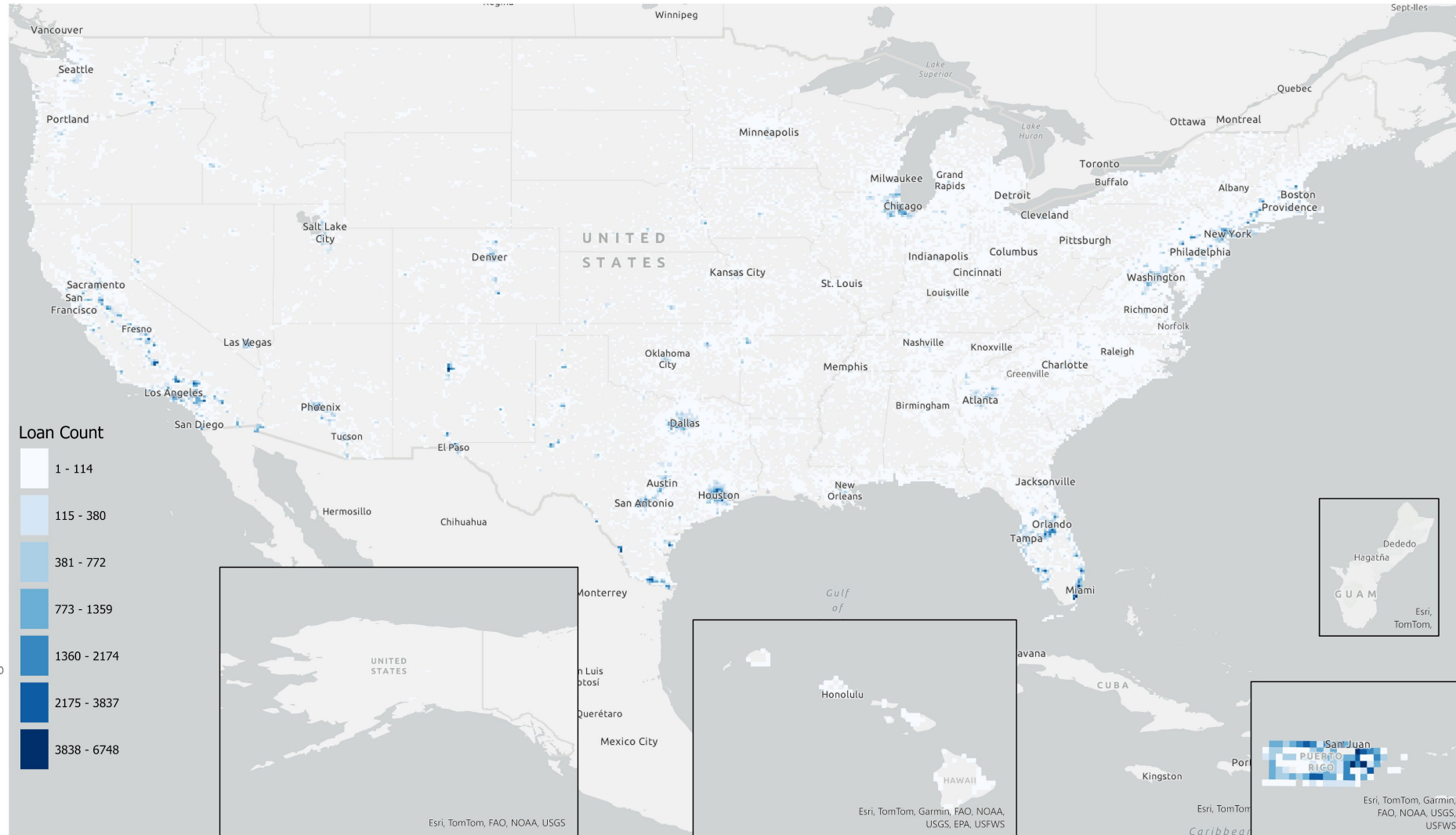
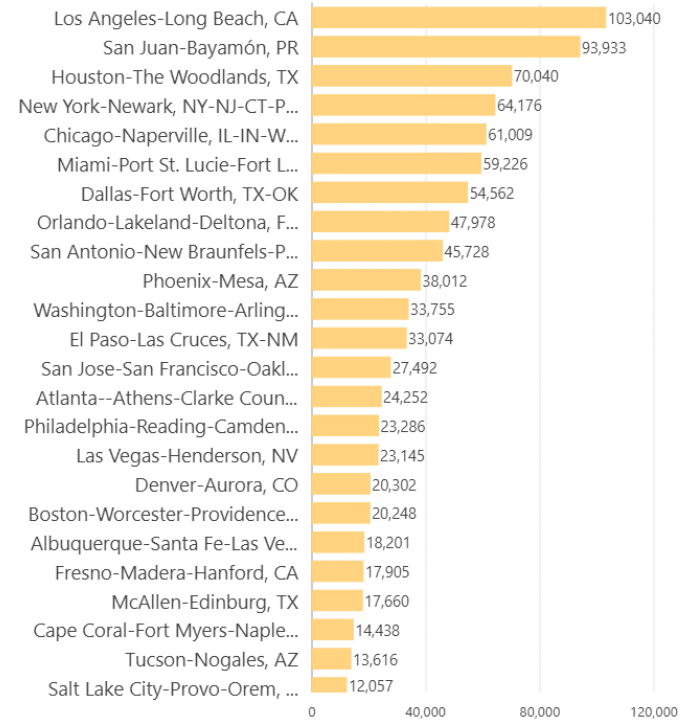
Notes:
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 2. Based on January 2024 Reporting Period

Atlanta-Athens-Clarke County-Sandy Springs, GA-AL



Hispanic or Latino Borrowers

Hispanic Borrowers

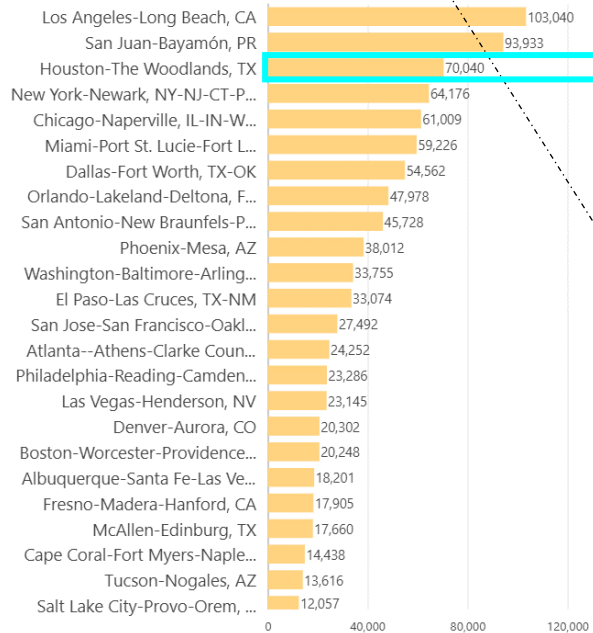


Hispanic or Latino borrowers – metro area example

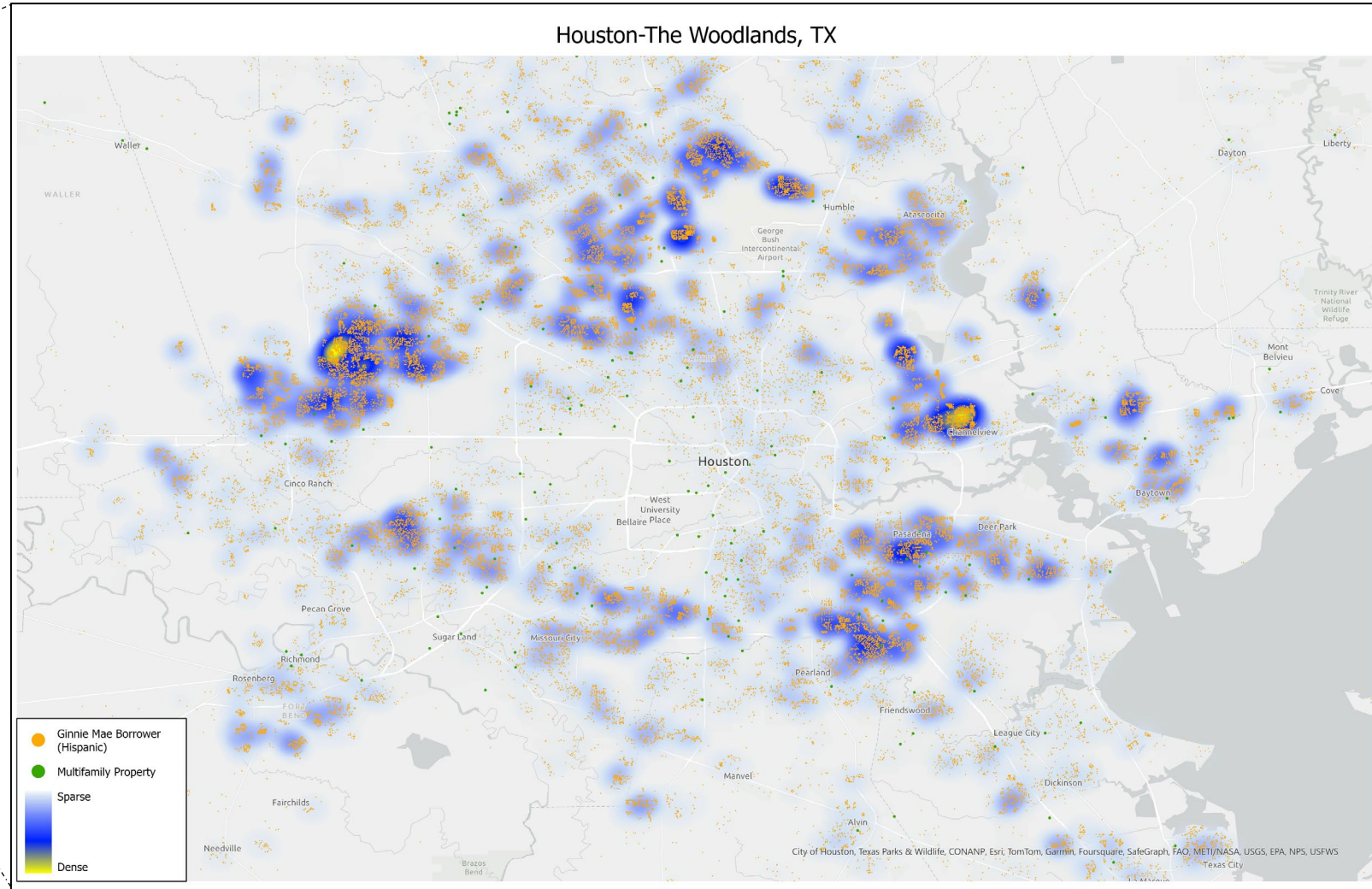
Hispanic Borrowers



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Houston-The Woodlands, TX

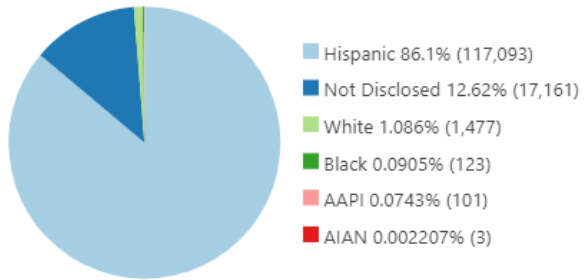


Ginnie Mae Borrowers in Puerto Rico

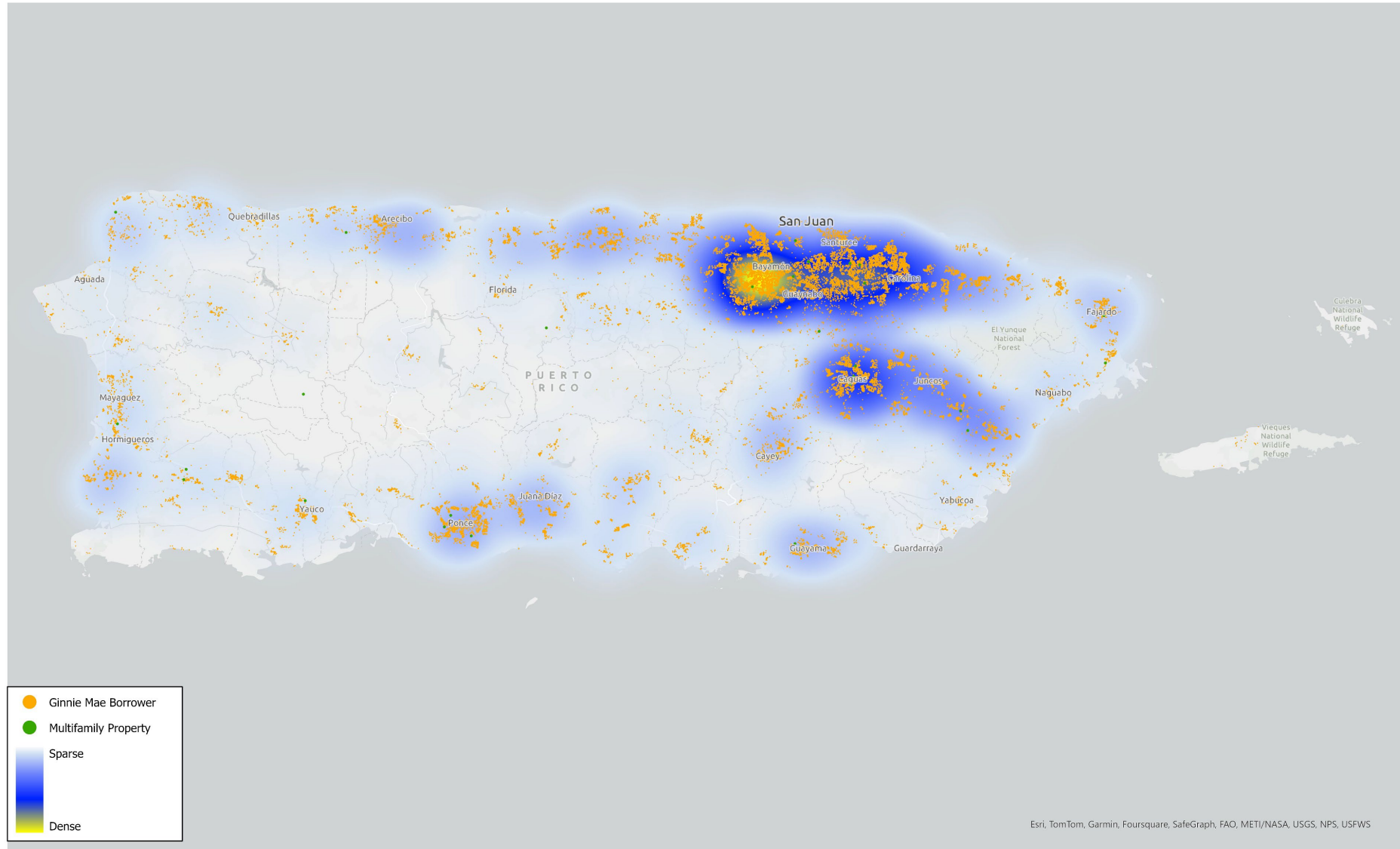
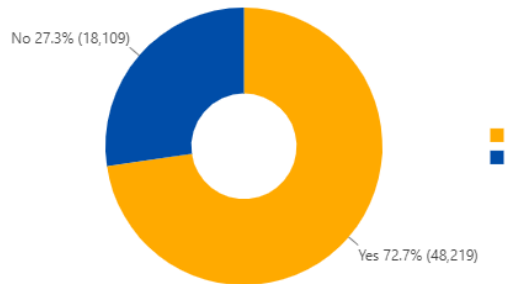
137,000 borrowers
 \$13 billion in total UPB
 33 Multifamily loans (\$348m UPB)

Puerto Rico

Loan Counts by Race/Ethnicity



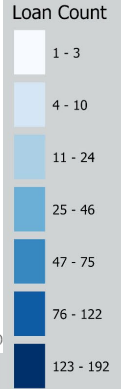
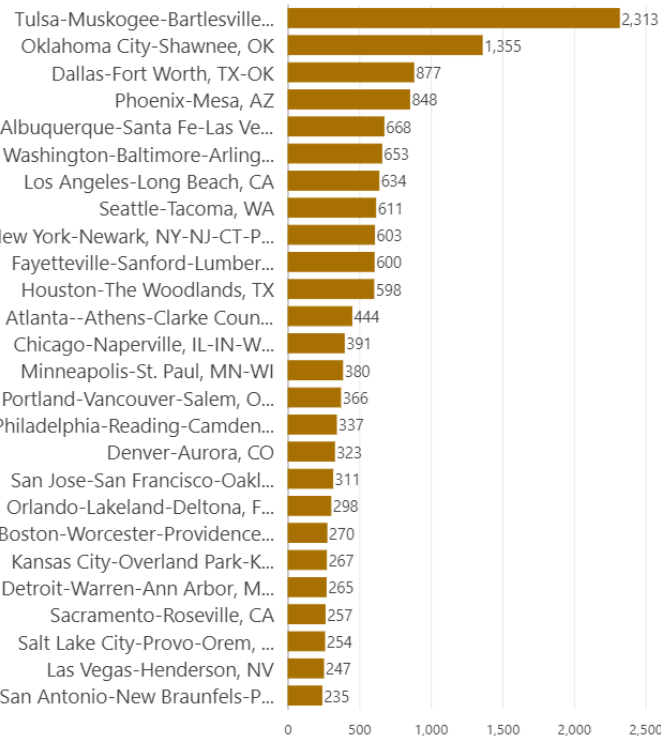
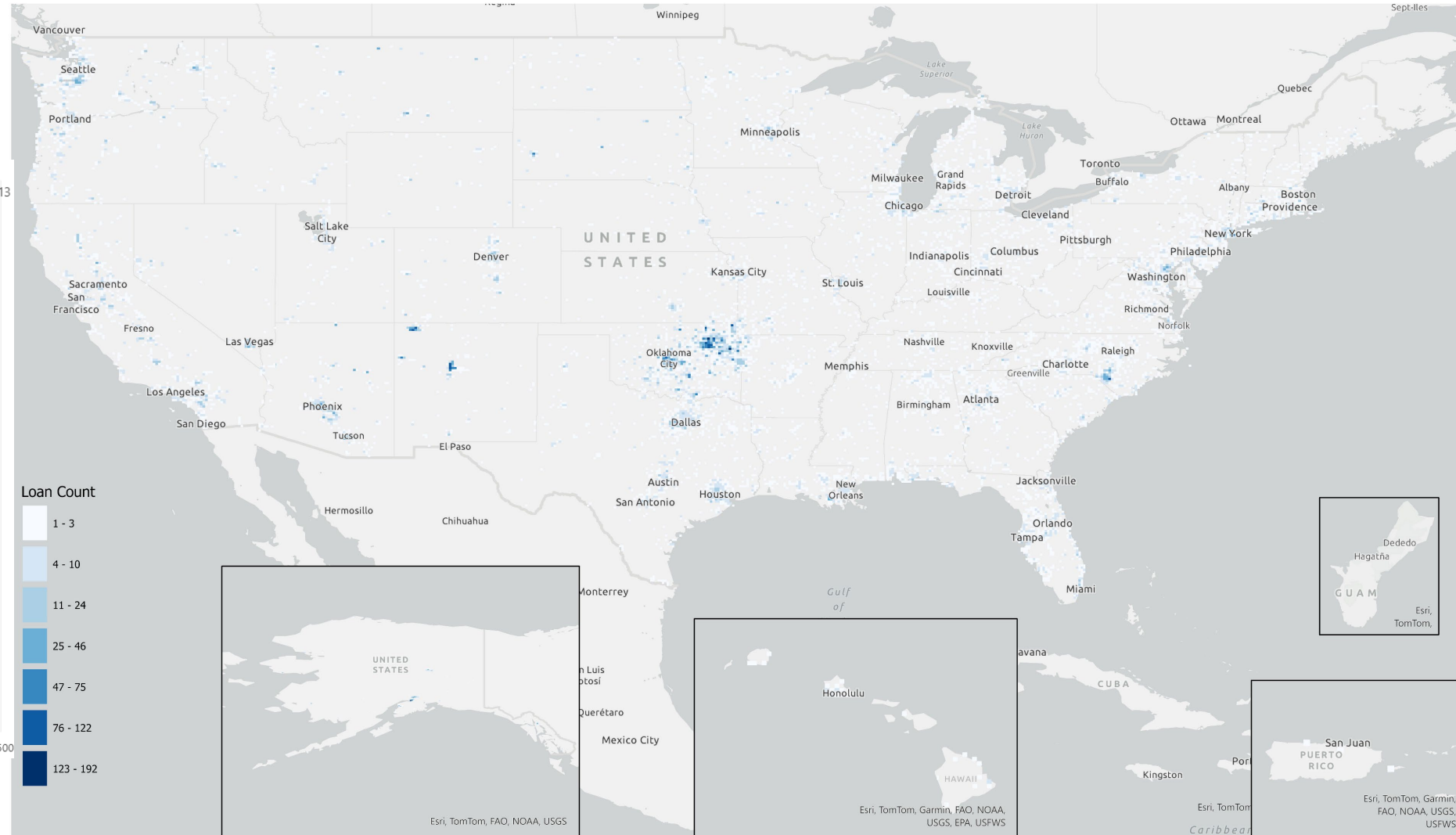
Loan Counts by First-time Homebuyers



Esri, TomTom, Garmin, Foursquare, SafeGraph, FAO, METI/NASA, USGS, NPS, USFWS

American Indian or Alaska Native (AIAN) Borrowers

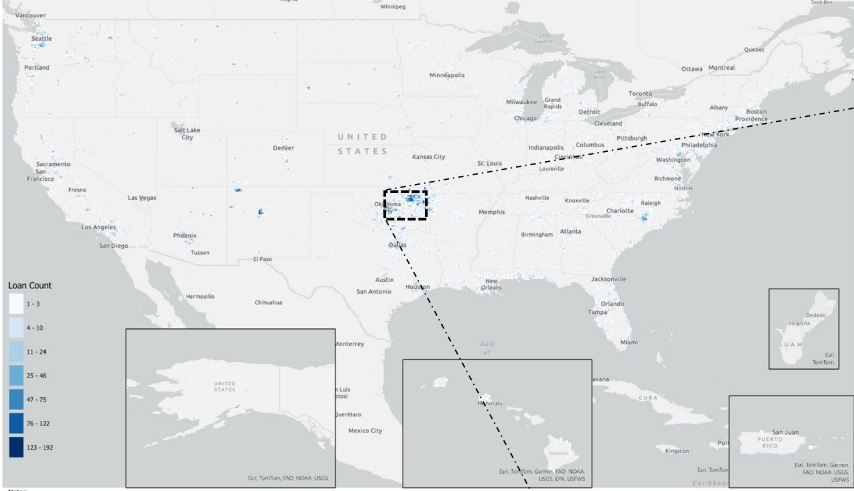
Ginnie Mae Borrowers (American Indian or Alaska Native)



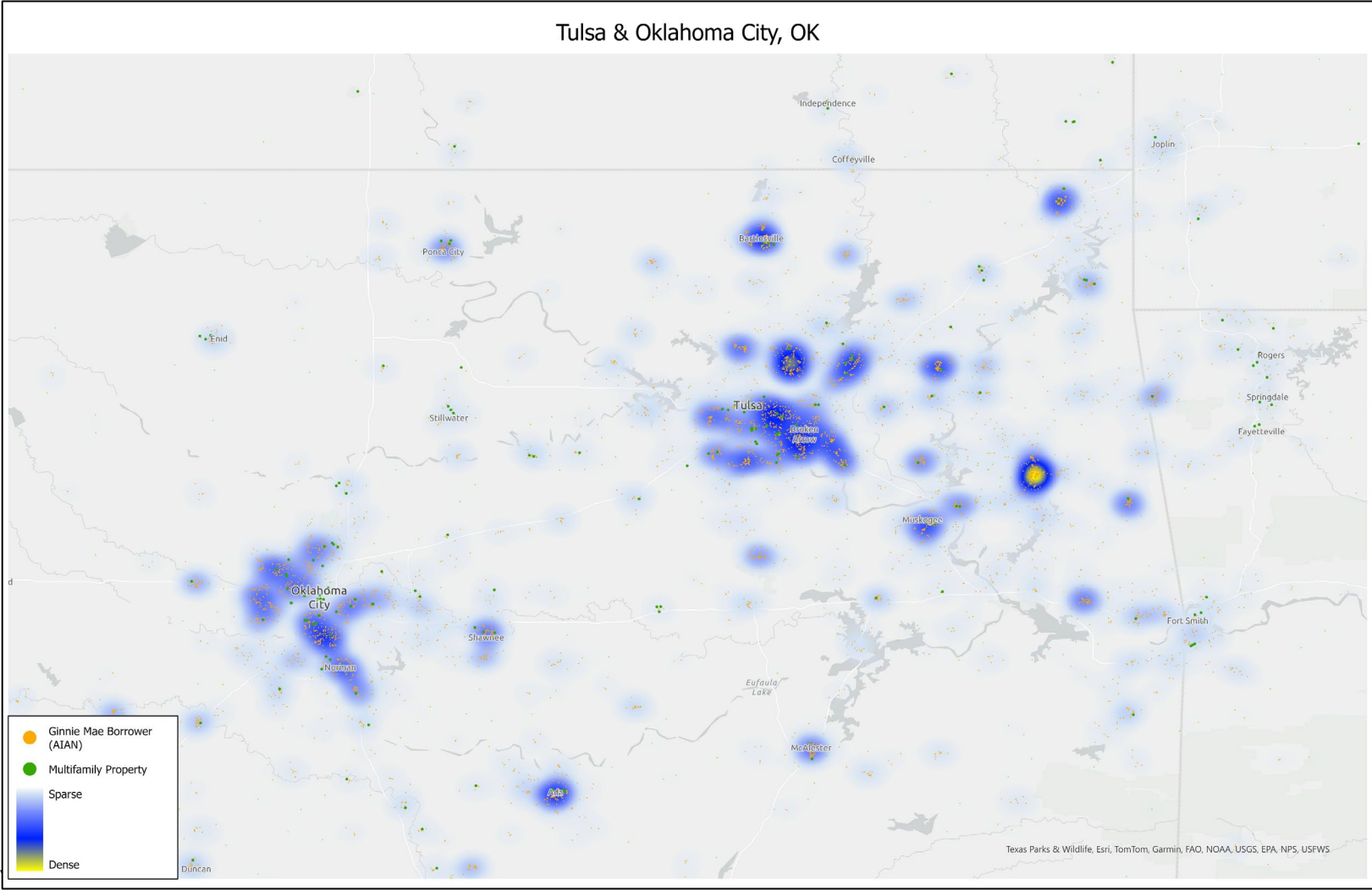
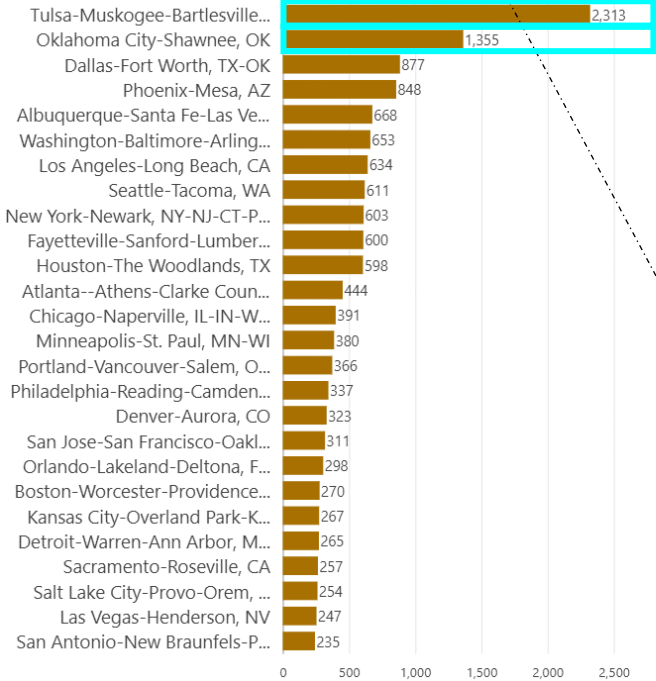
Notes:
 1. FHA and USDA loans (VA does not share Race or Gender)
 2. Based on January 2024 Reporting Period

AIAN Borrowers – Metro area example

Ginnie Mae Borrowers (American Indian or Alaska Native)



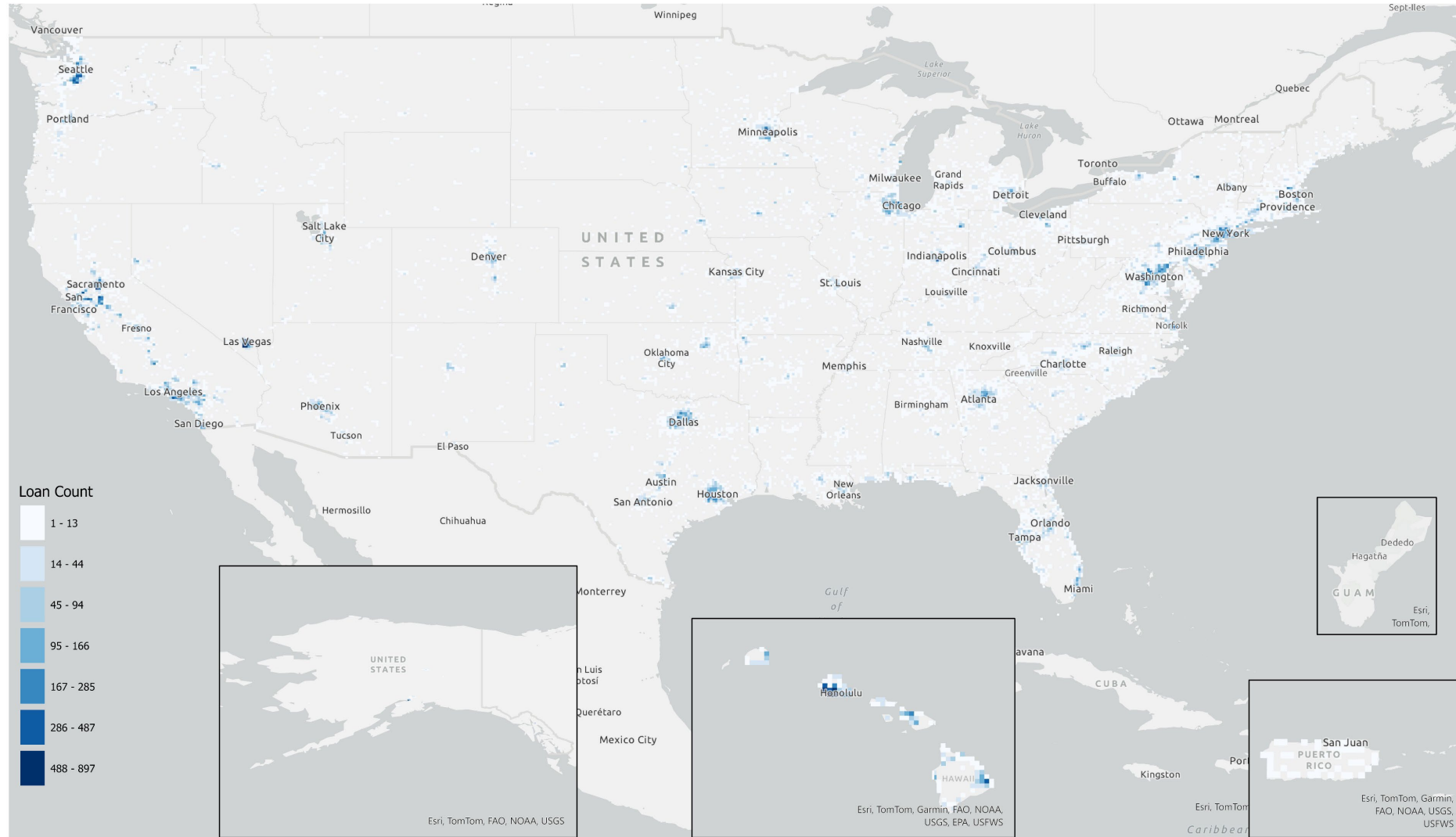
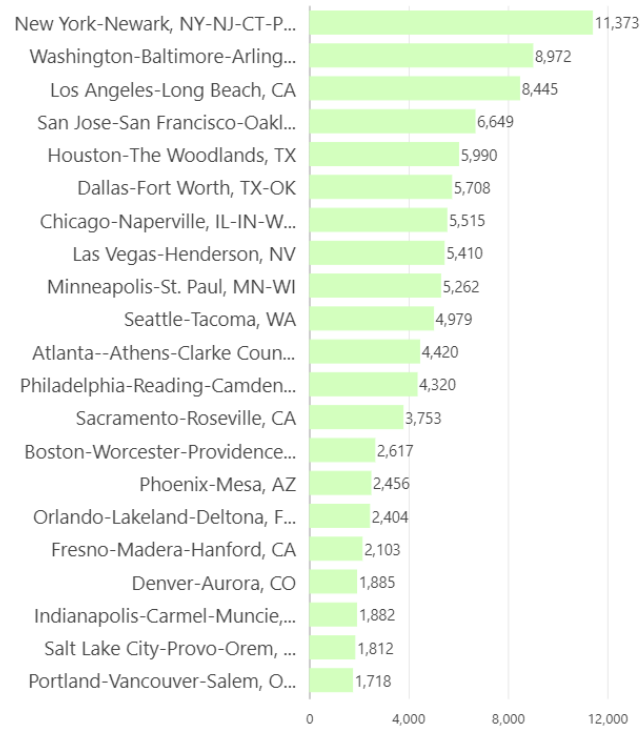
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Texas Parks & Wildlife, Esri, TomTom, Garmin, FAO, NOAA, USGS, EPA, NPS, USFWS

Asian American and Pacific Islander (AAPI) Borrowers

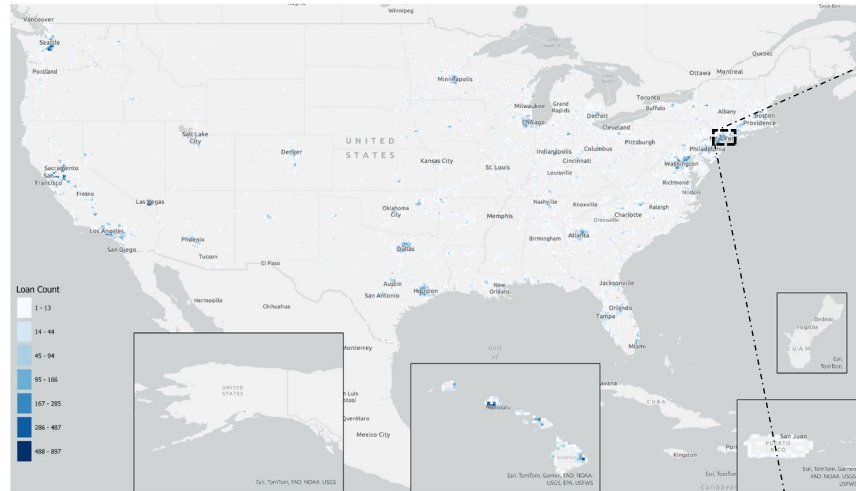
Ginnie Mae Borrowers (Asian American and Pacific Islander)



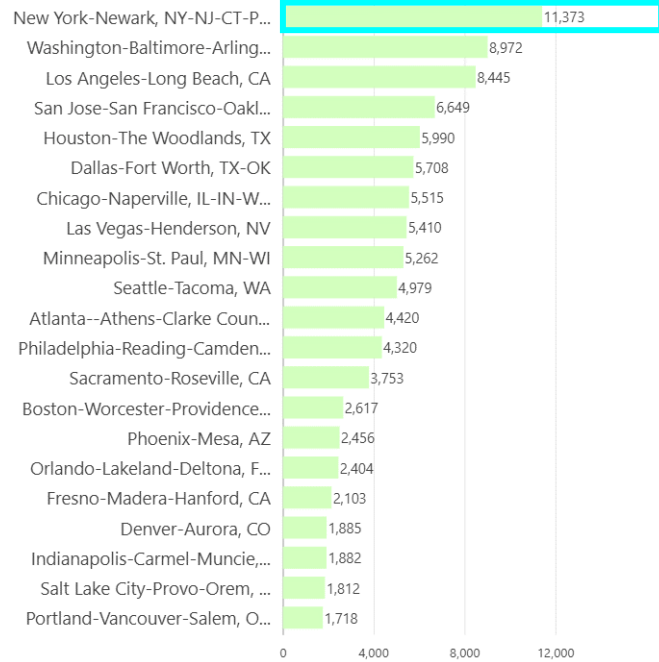
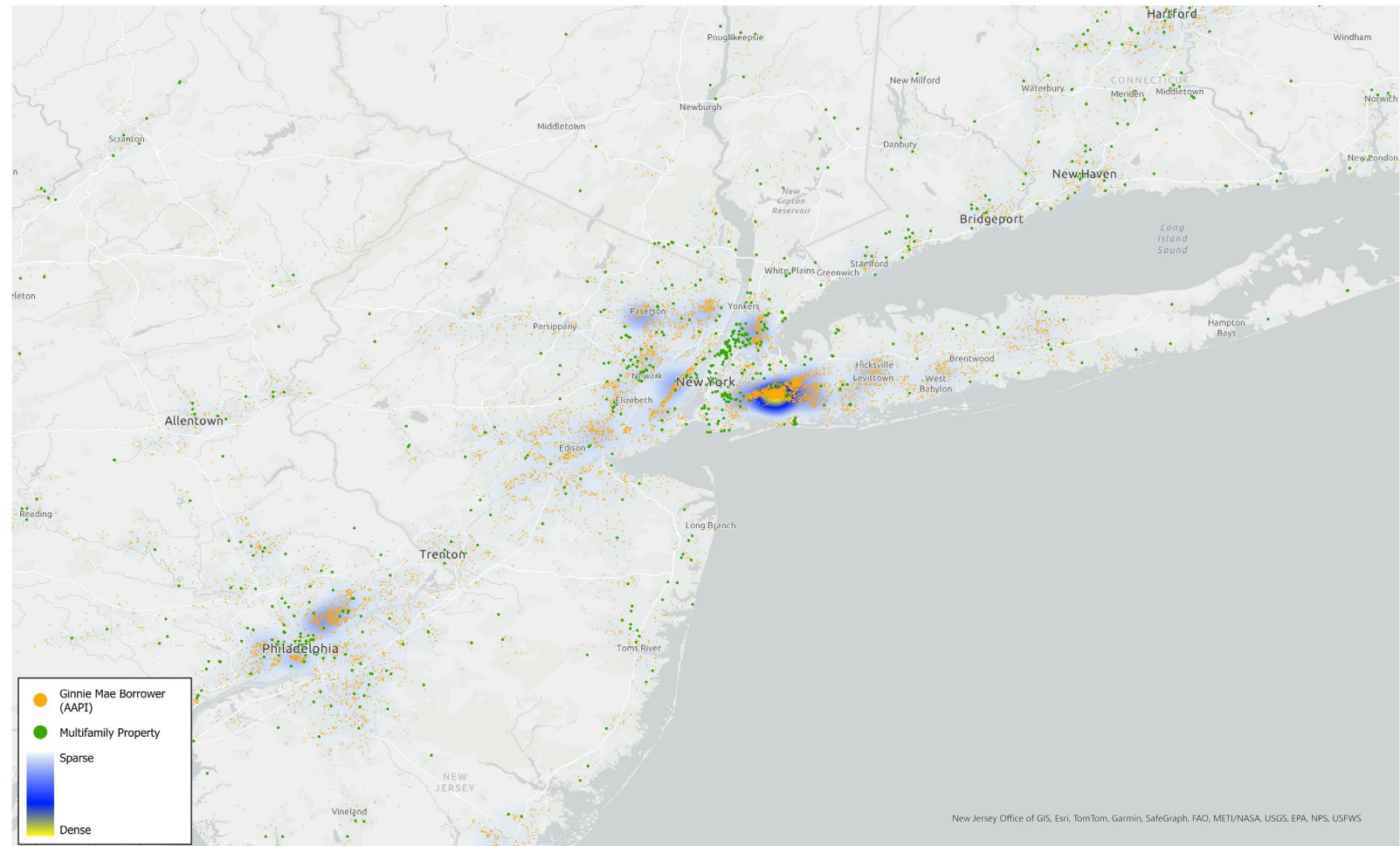
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AAPI Borrowers – Metro Area Example

Ginnie Mae Borrowers (Asian American and Pacific Islander)



New York-Newark-Jersey City, NY-NJ-PA Metro Area



The Interagency Community Investment Committee (ICIC)

ICIC and the Economic Opportunity Council (EOC)

In July 2022, the Biden-Harris Administration announced the formulation of a historic government/private partnership bringing together:

The **Economic Opportunity Coalition** (EOC) and eight government agencies forming the **Interagency Community Investment Committee** (ICIC):

- U.S. Department of Treasury
- U.S. Department of Commerce
- U.S. Department of Housing and Urban Development/Ginnie Mae
- U.S. Department of Agriculture
- U.S. Small Business Administration
- U.S. Department of Transportation
- U.S. Department of Energy
- Environmental Protection Agency



ICIC Agency Action #2

Support community finance market development through access to secondary markets

In 2023, HUD (via Ginnie Mae) and USDA presented webinars to 167 community-based lenders across the Federal Home Loan Bank districts of Chicago, Des Moines, Topeka, Boston, and Pittsburgh to scale their initiative of the Mortgage Partnership Finance® Program (MPF®). The MPF Program provides smaller mortgage lenders with access to the secondary mortgage market by pooling government-backed mortgages and securitizing them into GNMA-backed securities.

HUD, USDA, and Treasury's CDFI Fund worked together to encourage more community-based lending institutions to participate in the program.

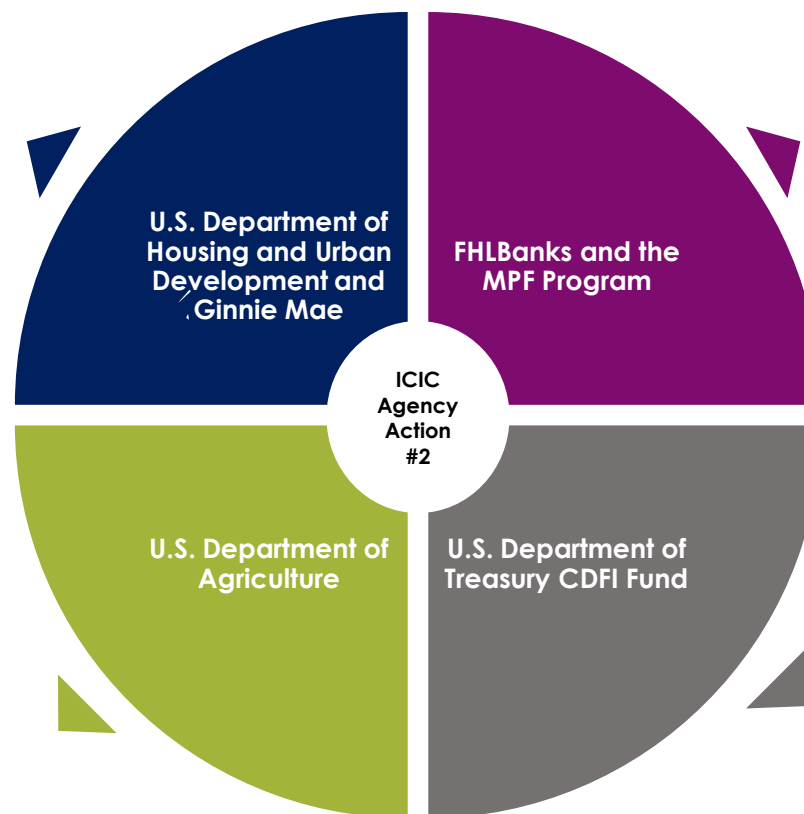
ICIC Agency Action #2 Partnership



Facilitate and coordinate ICIC Agency Action #2 agencies and FHLBanks to ensure consistency in content creation, identify opportunities for external engagement, and measure key performance indicators (KPIs) of outreach efforts. Continue collaboration with MPF Program on government lending.



Manage and maintain relationships with USDA approved lenders and conduct outreach focused on the most underserved rural areas, especially tribal communities.



Work with FHLBank member institutions across the nation to provide financing options to underserved borrowers and communities through government lending, while working with these ICIC collaborators to enable broader usage of products by community lenders.



Manage and maintain relationships with CDFI Fund- certified mortgage lenders and encourage more CDFIs to participate in the program through direct outreach.

MPF® Program Ginnie Mae MBS

The Mortgage Partnership Finance® (MPF) Government Loans project is a joint initiative between the Federal Home Loan Bank of Chicago and Ginnie Mae initiated in 2014.

Through this partnership, as an Issuer, the FHLBank Chicago purchases loans from approved members (Participating Financial Institutions, or “PFIs”) for pooling.

The MPF Government MBS product provides mortgage lenders, particularly smaller institutions, direct access to the secondary mortgage market with competitive pricing and lower costs.



\$3.31B

Scale of the Ginnie Mae –
MPF Program
June 2024



15,393

Number of loans pooled

ICIC Agency Action #2 Goals 2024

Select goals for 2024:

1. Increase participation by community lending institutions through outreach opportunities via conferences
2. Develop online awareness campaigns to create specialized educational webinars

Find Out More

Want to know more about the ICIC?

- White House Fact Sheet: [FACT SHEET: Vice President Harris Announces New Public and Private-Sector Efforts to Advance Racial Equity at Freedman's Bank Forum | The White House](#)
- Action Plan: [The Interagency Community Investment Committee ICIC 2023 Action Plan \(treasury.gov\)](#)

Want to know more about your FHLBank Region?

- Regions outlined in the Community Development map (slide 5)
- [Who We Are – FHLBanks](#)


Want to know more about Ginnie Mae?

- Contact: GinnieMaeCommunications@hud.gov
- Becoming a Ginnie Mae Issuer: [How to Become an Issuer \(ginniemae.gov\)](#)
- Interested in a specialized webinar on government lending? Please reach out to the Ginnie Mae contact above.

Thank you!





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