

From: Jason Arechiga [savage273@gmail.com]  
Sent: Thursday, February 03, 2011 11:07 AM  
To: !FHFA REG-COMMENTS  
Subject: Comments on RN 2590-AA41

Mr. Pollard,

I have commented once before after the fhfa issued a guidance, but it was impersonal and based on general observations. This time, I would like to explain how allowing all private transfer fees (including private without a carve out) would help my local economy, my bank, my employees and myself.

I am not greedy, I drive a 8 year old truck and live in a <180k house, but I do own some properties around the greater San Antonio area and was trying to develop them when the financial crisis (and housing crisis) hit a couple of years ago. Since then, it's been a constant battle to pay my employees and especially, to keep the banks from foreclosing on the property. I didn't even overspend like some developers in the area, but when there is no demand, there is no way to build homes. Then a bank comes along and offers to securitize my transfer fees for just enough money to get out of debt and pay off loans and I (and about 10 other associates in this business that I know of) are essentially saved. In a way, it was like the government (or a bank) coming to the assistance of car makers and banks, except we are not too big to fail I guess. However, if the FHFA prevents this, we are financially ruined. I do not mean to speak in hyperbole, it is simply factual by now.

We basically just need a little help to get back on our feet and this isn't even a gift or bailout, the bank is buying something it will make money on. And now, with the economy starting to return, I can finish these projects and pay the bank (and yes, make a little money). Without it, the economy simply cannot return fast enough to get out from the interest that has accumulated over the last three years. I, and most developers I know around here, simply need this and with full transparency, which I support, the future homeowner will be aware of the transfer fee. They can choose to buy or not to buy. What is wrong with that?

Basically, this comment is a request for help. I believe in working hard and not relying on the assistance of others, so it pains me to write this, but please do not pass this rule as is and instead make it provisional that private transfer fees can exist with full transparency.

Regards,

Jason Arechiga