



# OVERCOMING BARRIERS TO HISPANIC HOMEOWNERSHIP

## ADDRESSING CHALLENGES FACING HISPANIC HOMEBUYERS

Overcoming the barriers facing Hispanic homeowners requires effort by the Retail and Wholesale Mortgage Channels, the Federal Government, the banking industry, and mortgage professionals nationwide. AIME's Hispanic Homeownership Committee has identified an initial threefold approach to address these challenges as well as discriminatory housing policies that were previously systematically implemented and perpetuated.

1

### Broker Advocacy & Legislative Action

We must advocate for legislative action that addresses the challenges facing Hispanic homebuyers and promotes homeowner diversity, ease of access, and fair business practices.

2

### Education of Brokers and Buyers

It is imperative that we educate and connect homebuyers with the resources they need, as well as empower independent mortgage brokers to provide the best services and resources possible for Hispanic and Spanish-speaking Americans.

3

### Encouraging Hispanic Entrepreneurship

As we work to secure the future of the broker channel, we must increase broker awareness and visibility to grow our collective share of the mortgage marketplace and develop a diverse talent pool.

**While no single solution can directly solve these challenges, combined efforts of individuals and organizations to influence policy changes are steps in the right direction.**