



BROKERS SAVE BORROWERS MORE MONEY

HOW HISPANIC HOMEBUYERS BENEFIT WITH BROKERS

Independent Mortgage Brokers can facilitate and negotiate the best terms for Hispanic homebuyers and homeowners, on average saving more money for low-income borrowers than any other borrowing group. Independent mortgage brokers help with mortgage approvals, and close gaps in unfair interest, down payments and help close the wealth gap between Hispanic and White borrowers.

BROKERS ASSIST HISPANIC HOMEBUYERS THROUGH THE ENTIRE HOMEBUYING PROCESS



EVALUATE HISPANIC HOMEBUYER NEEDS



PROVIDE TRANSLATIONS & RESOURCES IN SPANISH



REPRESENT HISPANIC BORROWERS



ASSIST WITH APPLICATIONS



NEGOTIATE AND CLOSE LOANS

BROKERS HELP HISPANIC-AMERICANS ACCESS:



DPA Programs

Brokers assist clients with access and applications to DPA Programs.



Special Purpose Credit Programs

Brokers assist homebuyers with SPCP Programs to help with closing costs



Low Down Payment Loans

Brokers have more options to loans than banks, and will find the best rates possible for their clients.

HISPANIC BORROWERS SAVE THOUSANDS OF DOLLARS

\$10,424

\$1,373

\$9,051

All Income Levels

\$6,213

\$783

\$5,430

Low Income

■ Upfront savings, incl. origination, application, & appraisal fees

■ Interest Savings

Source: NDP Analytics, 2022