SOUTH DAKOTA
Native Homeownership Coalition
www.sdnativehomeownershipcoalition.org

Capital, Credit & Data Symposium

June 11, 2026 | Sioux Falls, SD


CCD Symposium Welcome & Purpose

Name, Organization, and Location

Which are you most interested in Capital, Credit, or Data, and Why?

Welcome by David Spider, Executive Director of SDNHOC

Join the Presentation

Scan the QR Code to Participate

- Open your phone camera
- Scan the QR code on the screen
- Tap the Mentimeter link
- Submit your responses

Experience results live as perspectives from Tribal communities and housing partners reveal opportunities, challenges, and possible solutions to support Native homeownership.

Mentimeter QR Code 🚀

Special Thanks to:

GOOD VILLAGE
CONSULTING, LLC
Strategies | Systems | Solutions

Marie Bonville

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HeritageOne:
Pathways to Liquidity for Native Homeownership

Kimberley Carr, Affordable Lending Manager, Freddie Mac

Driving Homeownership Opportunities

June 11, 2026

Freddie Mac
SINGLE-FAMILY

Disclaimer

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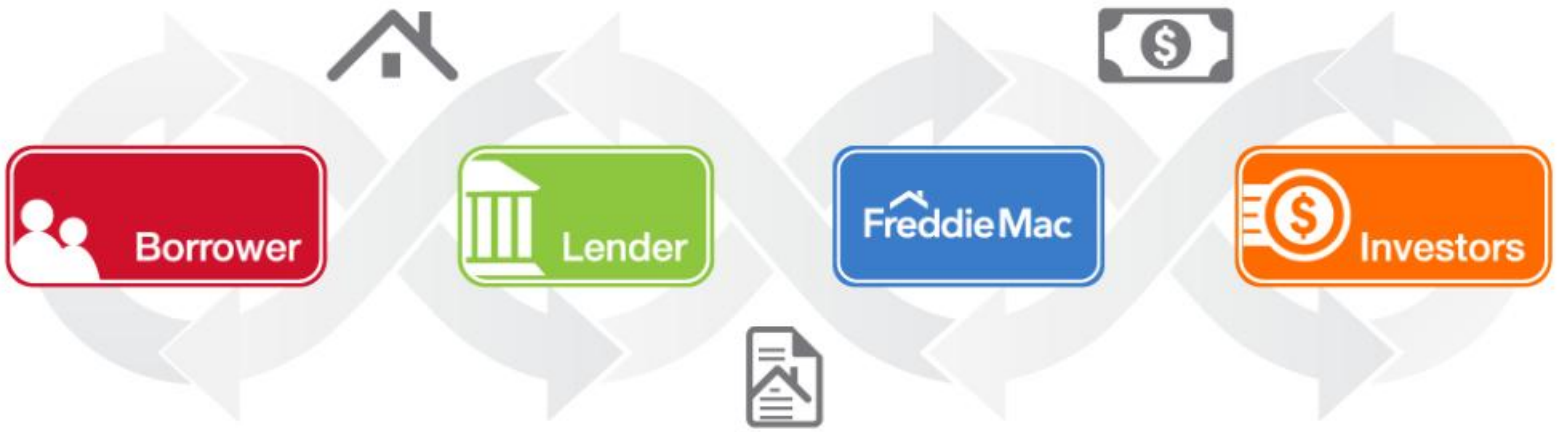
Freddie Mac's Role in the Housing Market

Freddie Mac was chartered by Congress in 1970 with a mission to promote housing market liquidity, stability and affordability – nationwide and in all economic conditions.



Primary Mortgage Market:
Borrowers & Lenders

Secondary Mortgage Market:
Investors

A continuous reinvestment cycle to make home possible for millions of Americans.

Freddie Mac HeritageOne®

Heritage One® is a conventional financing solution designed to help enrolled members of federally recognized Native American tribes living in tribal areas attain and sustain affordable homeownership.

Key Benefits:

- Make a down payment as low as 3%, 5% for standard manufactured homes
- Gain more home financing options
- Attain homeownership with a conventional mortgage solution
- Use funds from various sources for the down payment, reserves and closing costs
- Receive a credit to offset appraisal costs
- For first-time homebuyers, take advantage of homeownership education programs
- The tribe has right of first refusal in foreclosure and procedures may take place in tribal court

Questions?

Thank You

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Powering Native Homeownership Through Data: Where Housing, Lending, and Appraisals Meet

Moderator | Tawney Brunsch, Executive Director, Lakota Funds

Executive Committee Member, South Dakota Native Homeownership Coalition

Pathway to the MLS

NativeNest

NATIVE HOMES DATABASE

SOUTH DAKOTA
Native Homeownership
Coalition

Challenges

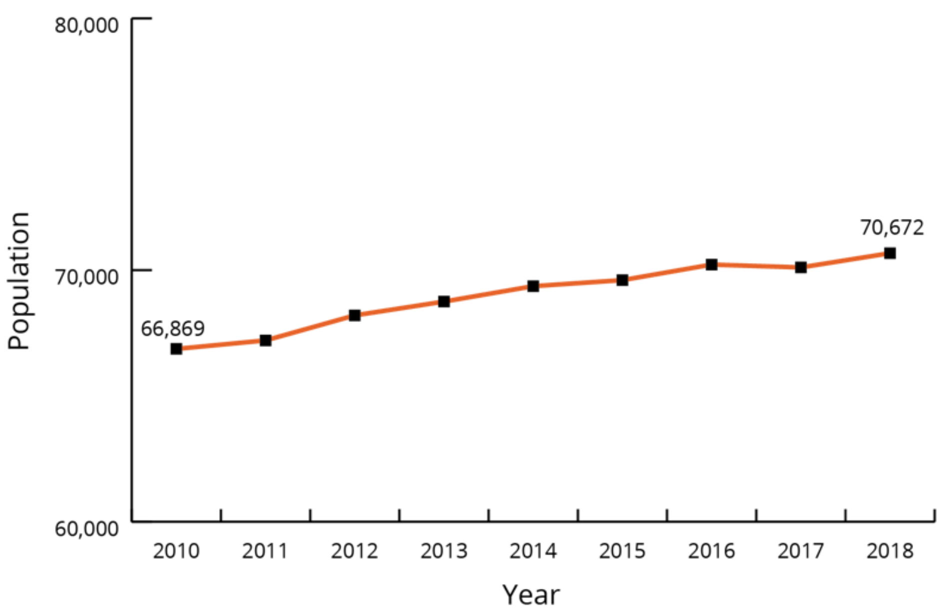
- Limited pool of appraisers willing and qualified to value homes on Tribal trust lands
- Lack of accessible sales and leasehold market data across Tribal communities
- Limited appraiser training on applying the Cost Approach when comparable sales data is unavailable
- Inconsistent valuation practices impacting lending and homeownership opportunities

2021 SDNHOC Appraisal Market Study

Demand for Services

- Evidence of market growth potential:
  - Growing population
  - Increasing incomes
  - Increased overcrowding in homes showing need for additional construction
- Current demand for services data sources:
  - Census ACS Data
  - Survey of Lenders
  - Survey of Tribal Housing Authorities
  - Interviews

Population Living in South Dakota Tribal Areas



Data source: American Community Survey, 5-year Estimates

SOUTH DAKOTA Native Homeownership Coalition

BIG WATER CONSULTING

Needs Identified

- Develop Tribal-specific appraiser education and training programs
- Create reliable methods for collecting and sharing sales and leasehold market data
- Strengthen understanding of valuation methods for trust land transactions
- Expand the appraiser workforce serving Tribal communities

South Dakota Native Homeownership Coalition Appraisal Market Study Featured July 2022 issue of National Geographic.

Solutions Implemented

- Developed the Appraiser Trainee Pathways Training program
- Established partnerships to improve access to housing market and leasehold data
  - South Dakota State University
- Engaged appraisers through continuing education and outreach efforts
- Built awareness of valuation challenges and opportunities in Tribal housing markets

Welcome To…

NativeNest©

NATIVE HOMES DATABASE

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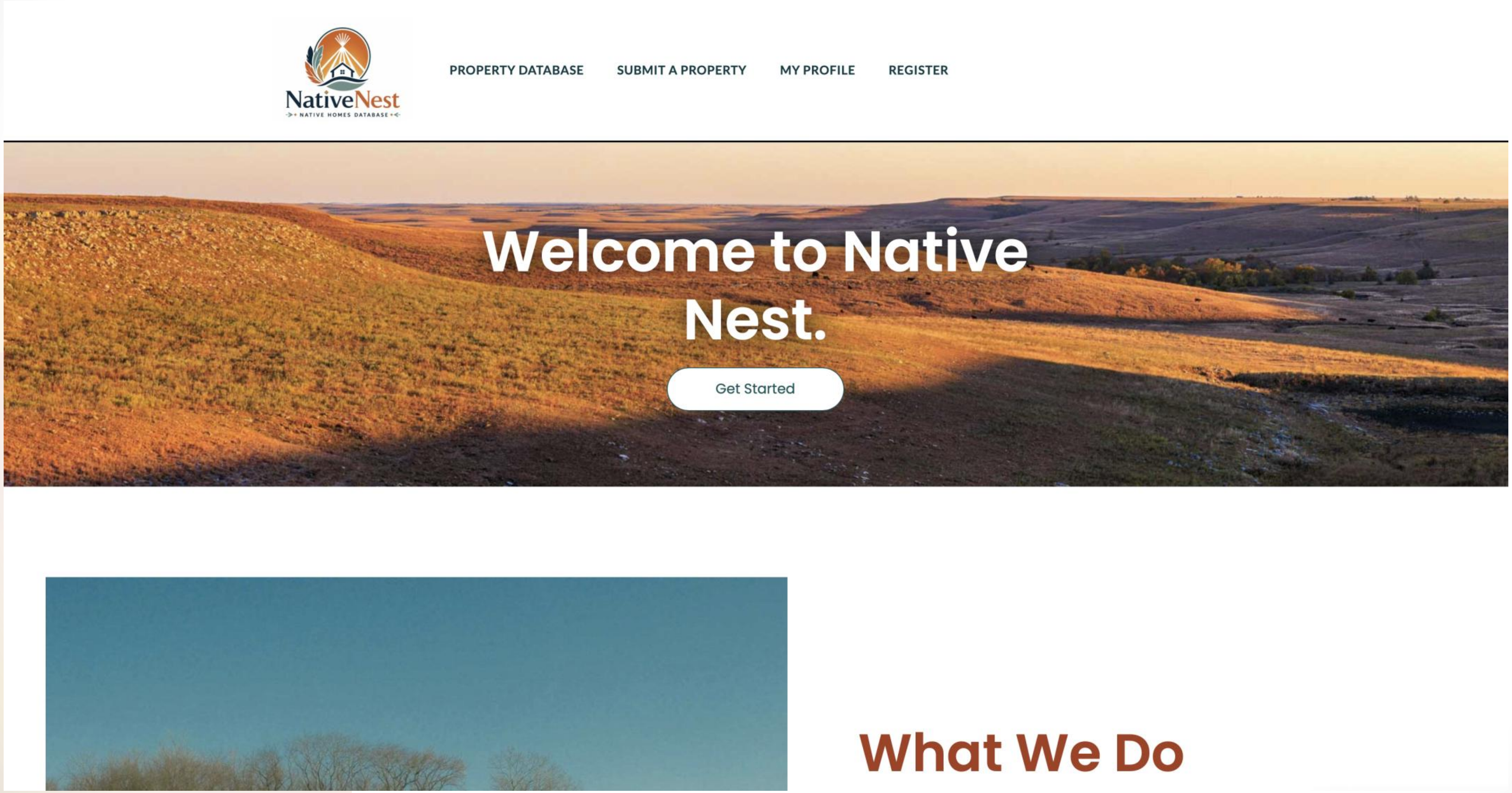
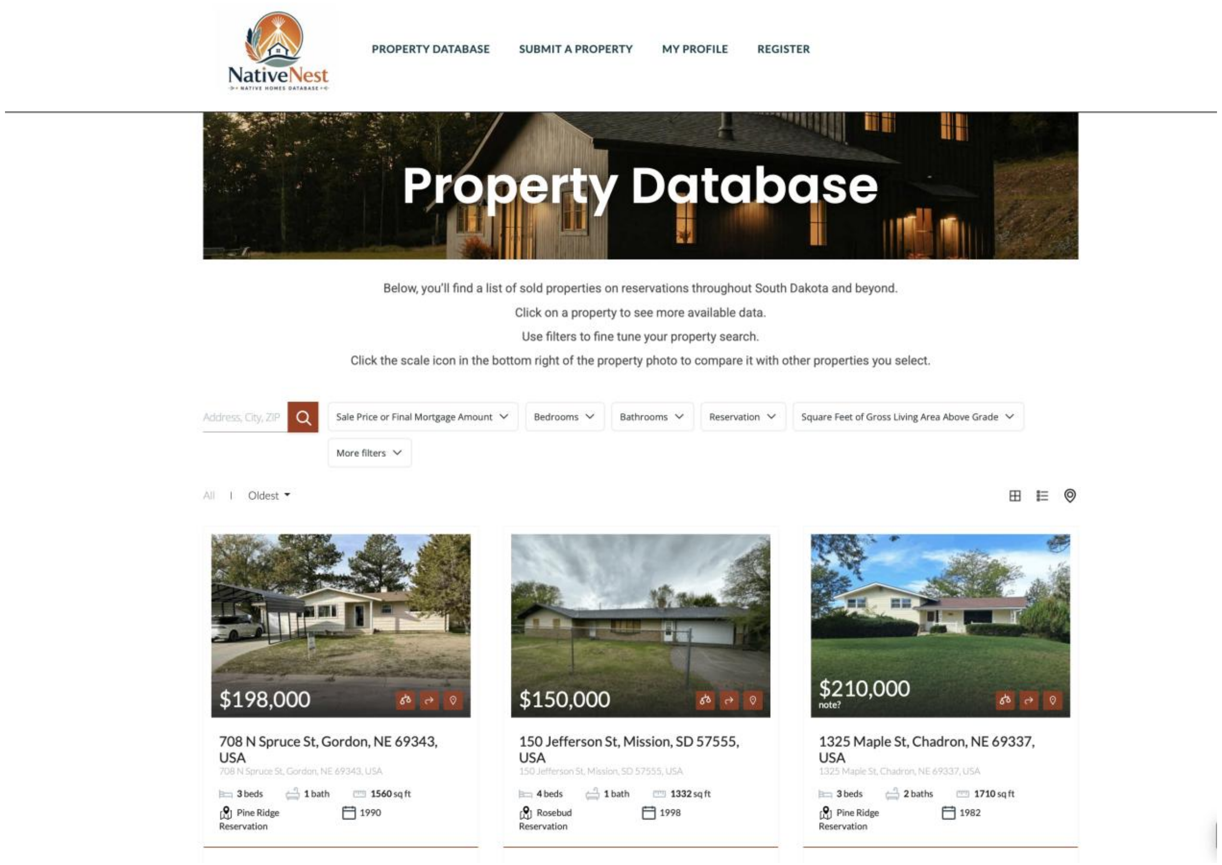
Coalition

MLS Data Base: Live Demo



What's Next

- SDNHOC presentations
  - Strategic partnership meetings
- Collecting the data
  - Beta testers
- Sustainability



All | Oldest

708 N Spruce St, Gordon, NE 69343, USA
708 N Spruce St, Gordon, NE 69343, USA

3 beds **1** bath **1560** sq ft
Pine Ridge Reservation 1990

View on map VIEW DETAILS

150 Jefferson St, Mission, SD 57555, USA
150 Jefferson St, Mission, SD 57555, USA

4 beds **1** bath **1332** sq ft
Rosebud Reservation 1998

View on map VIEW DETAILS

1325 Maple St, Chadron, NE 69337, USA
1325 Maple St, Chadron, NE 69337, USA

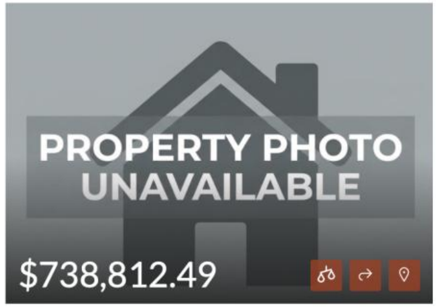
3 beds **2** baths **1710** sq ft
Pine Ridge Reservation 1982

View on map VIEW DETAILS

510 Bordeaux St, Chadron, NE 69337, USA
510 Bordeaux St, Chadron, NE 69337, USA

520 2nd Ave W, Sisseton, SD 57262, USA

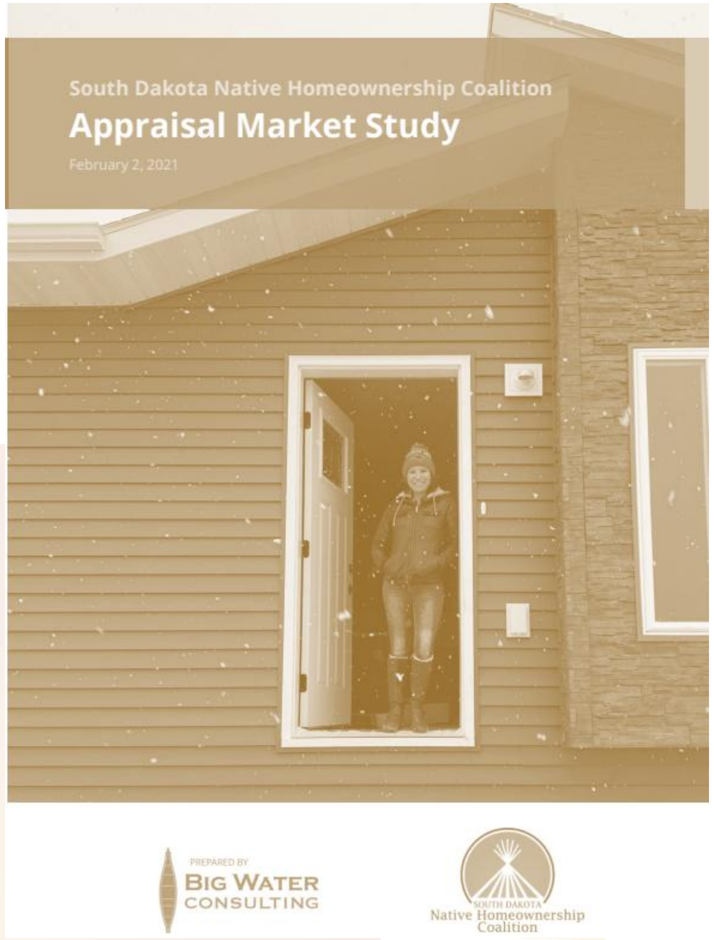
3 beds **2** baths **998** sq ft



1522 Antelope Creek Road Rapid City, SD 57703

3 beds **2** baths **1000** sq ft

Download The Study



Questions?

NativeNest

NATIVE HOMES DATABASE

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Credit Enhancements:
Increasing Access to Capital for Native Homeownership

Moderator |Desmond W. Bruguier

Executive Director | Great Plains Housing Initiative (GPHI)

Great Plains Housing Initiative

Great Plains Housing Initiative

SOUTH DAKOTA Native Homeownership Coalition

A subsidiary of the
South Dakota Native Homeownership Coalition (SDNHOC)

Meet the Team

Desmond Bruguier
Executive Director

Amanda Standing Bear
Operations Manager

James "JC" Crawford
Director of Business Development

Great Plains Housing Initiative

Mission

We increase housing opportunities for Native people through innovative and sustainable development and financing strategies.

Vision

We envision a future that fosters economic development and housing markets where Native people have access to quality housing and families can thrive **physically**, **economically**, and **culturally**.

The Challenge

Native CDFIs are trusted (housing) lenders

- Provide access to financing where few alternatives exist
- Understand the unique realities of lending on Tribal lands
- Build long term relationships with borrowers and communities

The Liquidity Challenge

- Mortgage loans typically remain on balance sheets for 20-30 years
- Capital tied up in existing loans cannot be redeployed to meet new demand
- Growing demand often exceed available lending capacity

The Result?

- Strong loan production + limited liquidity =fewer families served over time

The Native Impact Fund- A GPHI Program

The Native Impact Fund (NIF) is designed by-and-for Native Community Development Financial Institutions (NCDFIs). NIF purchases performing home loans directly from Native CDFIs when they need access to liquidity. The NCDFI then enters a Servicing Agreement, preserving the borrower-NCDFI relationship while also creating a new stream of earned revenue for the NCDFI.

This streamlined approach for buying and selling housing loans enables NCDFIs to significantly increase the flow of liquidity while creating additional revenue.

Unlocks Liquidity

Preserves Relationships

Creates New Revenue

A Streamlined Process

Great Plains Housing Initiative

Desmond@Greatplainshousing.org

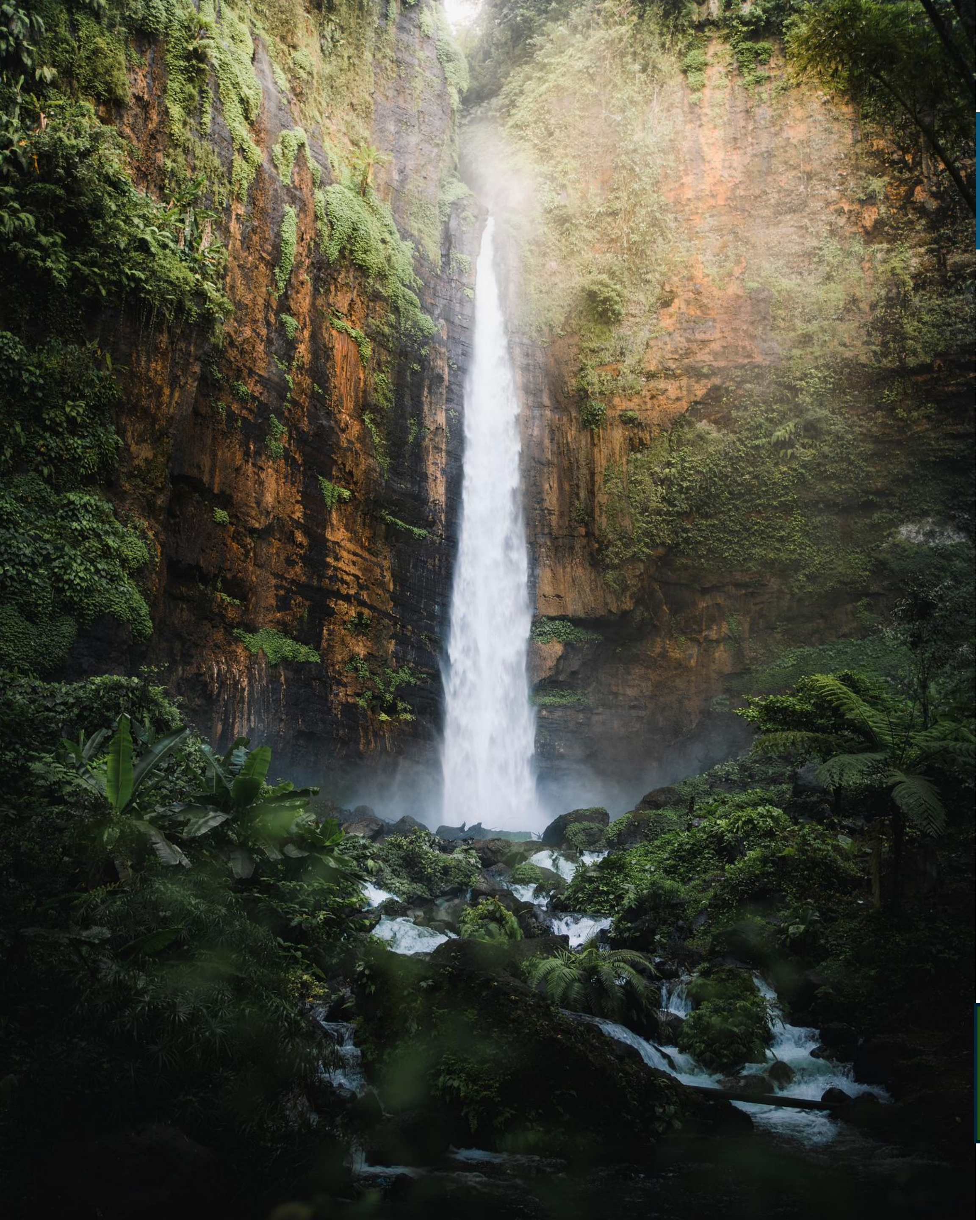
HUD Section 184

ONAP
Office of Loan Guarantee

South Dakota Native Homeownership Coalition| June 2026

SECTION 184 PROGRAM

June 24, 2025



Section 184

Purpose and Mission

- Authorized by Housing and Community Development Act of 1992
- Credit Enhancement Tool to create a no-risk environment for lenders to encourage access to homeownership capital for Tribal borrowers

Why It Works

- 100% Federal Loan Guarantee
- Low upfront cost
- No annual mortgage insurance
- Flexible land types (fee simple + Tribal lands)
- Flexible underwriting

Opened the flow of access to homeownership capital of over $11 billion since 1992 while maintaining a <2% default rate

What’s in it for the lender?

- **Low Risk**
  100% Federal loan guarantee
- Exceptionally low default rate – less than 2%
- **High Impact**
  Over 11 Billion in Tribal homeownership since program inception
- **Strong Return**
  Section 184 mortgages are typically held for 15-30 years, performing well in MBS pools

What’s in it for the borrowers?

- **Homeownership Equity** access
- **Housing Stability** for Tribal members
- **Economic retention and resilience** trough housing stability for Tribes
- Numerous health, education, cultural, social and economic benefits for all

Section 184 All-Time, All-Place Homeownership Investment

If you have any questions click here

SECTION 184 LGC ISSUED 1994-2025

Updated every FY

Year: All
State: All
Land: All
Tribe: All
Region: All

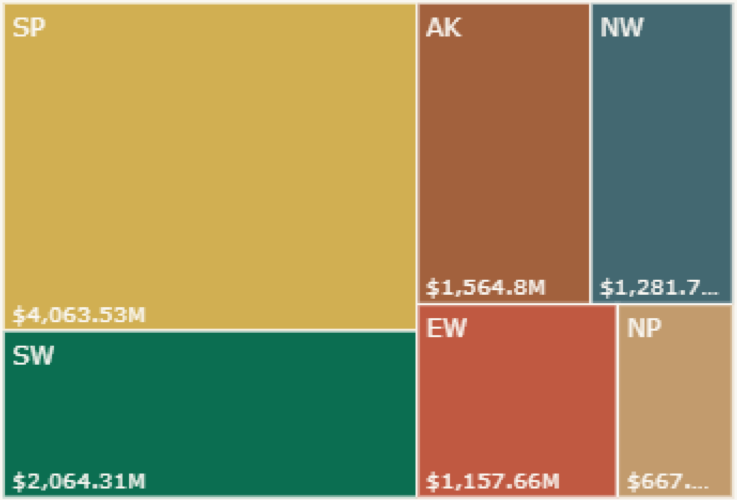
Clear Filters

LGC's Issued
58.55K

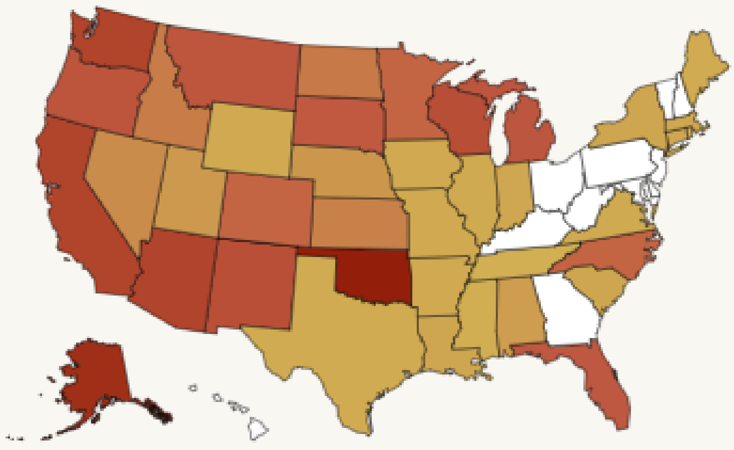
LGC Volume
$10.8bn

Average Loan Amount
$184.44K

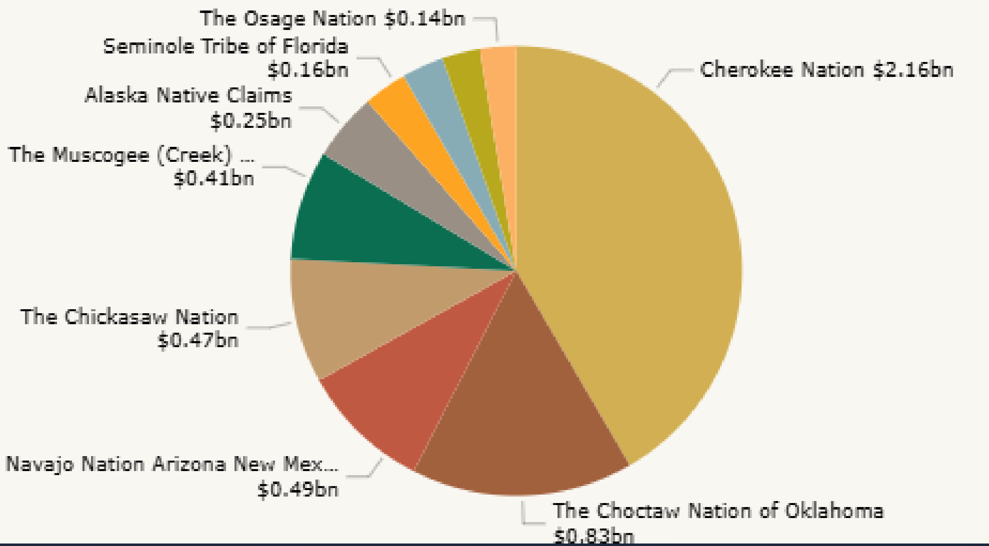
LG FUNDS BY AREA OFFICE



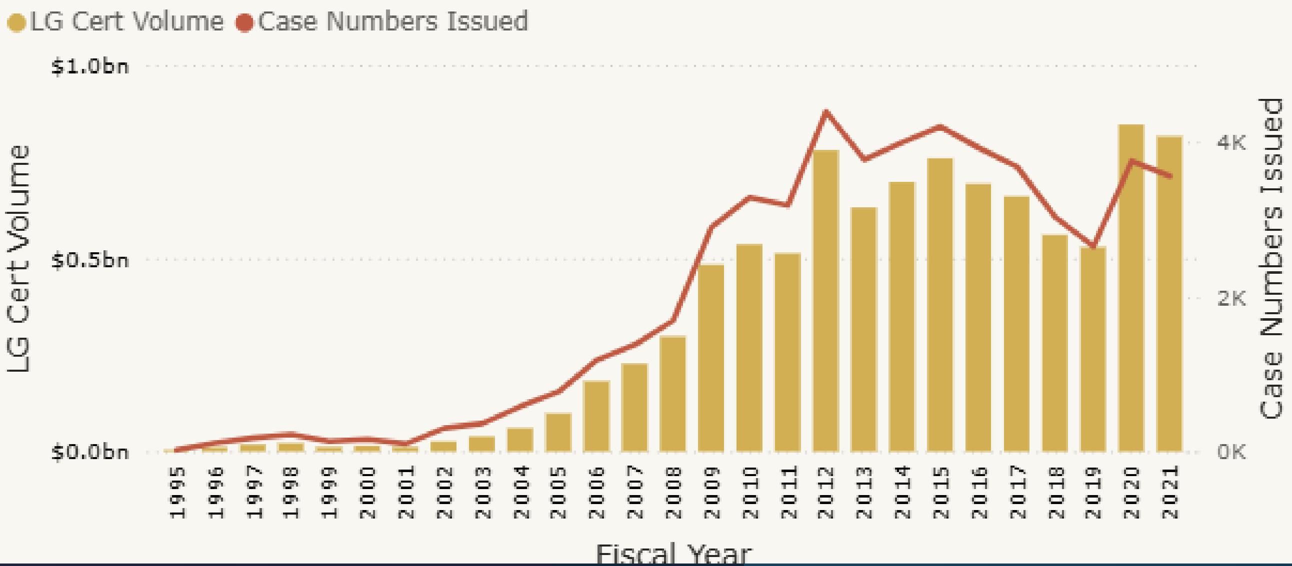
HEAT MAP TOTAL LGC ISSUED



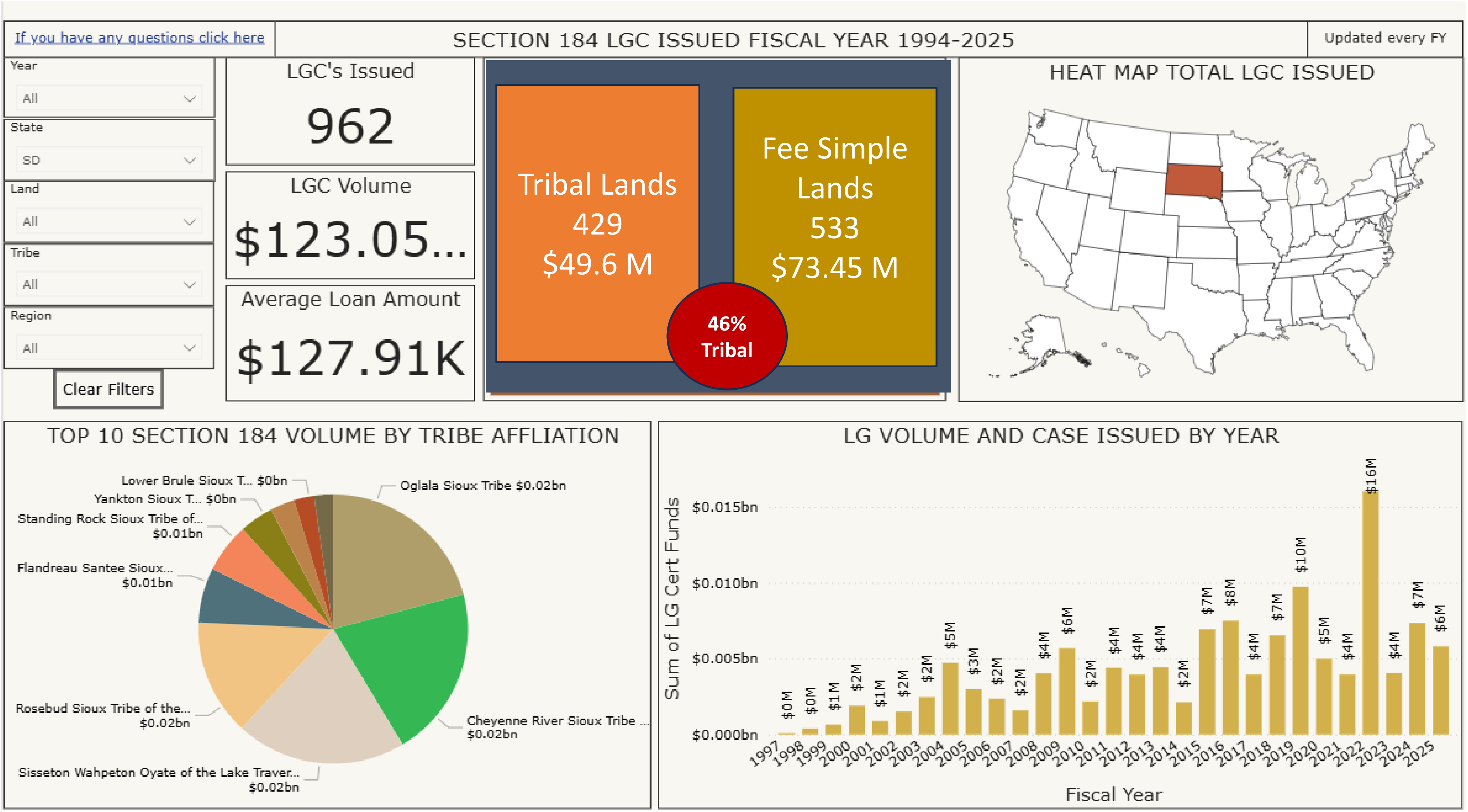
TOP 10 SECTION 184 VOLUME BY TRIBE AFFLIATION



LG VOLUME AND CASE ISSUED BY YEAR



South Dakota All-Time Homeownership Investment



South Dakota YTD FY26 Homeownership Investment

If you have any questions click here

SECTION 184 FY 25

Updated Every Friday

Month: All

State: SD

Land: All

Tribe: All

Area Office: All

Clear Filters

LGC's Issued

12

LGC Volume

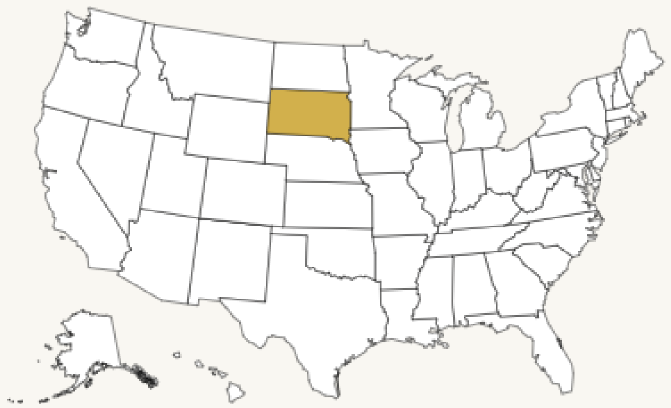
$3.61M

Average Loan Amount

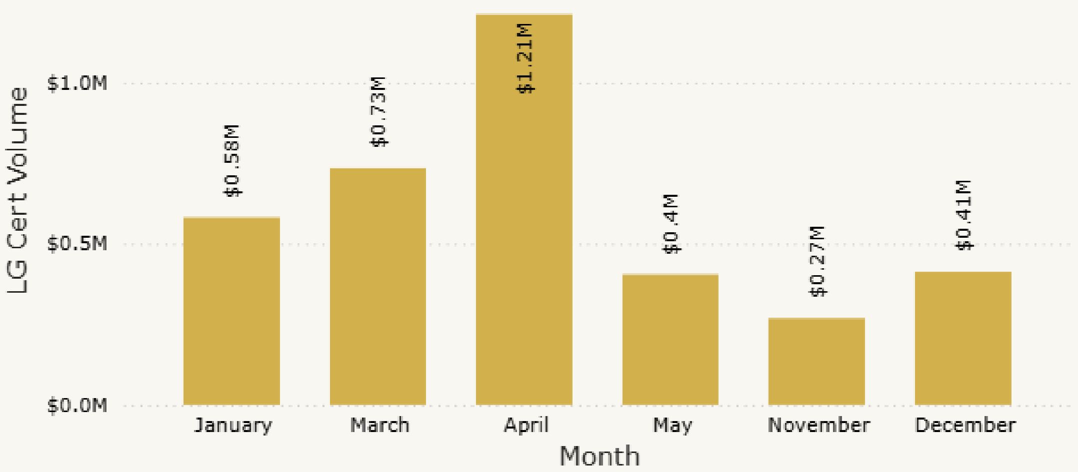
$301.21K

LG FUNDS BY AREA OFFICE

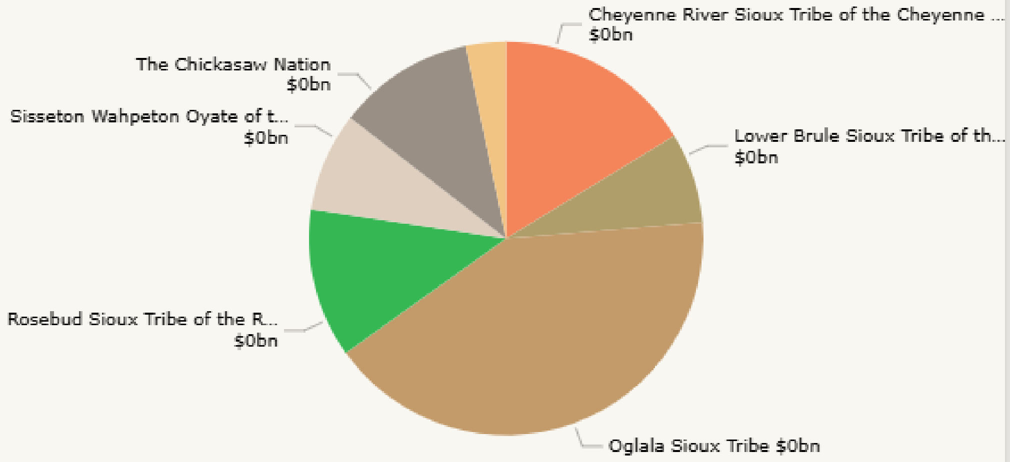
HEAT MAP TOTAL LGC ISSUED



LG ISSUED BY MONTH



TOP 10 SECTION 184 VOLUME BY TRIBE AFFLIATION



IT'S ALL ABOUT LIQUIDITY

- Ginnie Mae securitizes 95% of Section 184 mortgages, which perform well in MBS pools. Others are serviced in-house.

- The lending ecosystem requires a healthy balance of investors and aggregators to purchase the loans from originators to restore liquidity.

- From there they may be pooled and issued to GNMA

- When the flow of capital is halted and some communities remain parched.

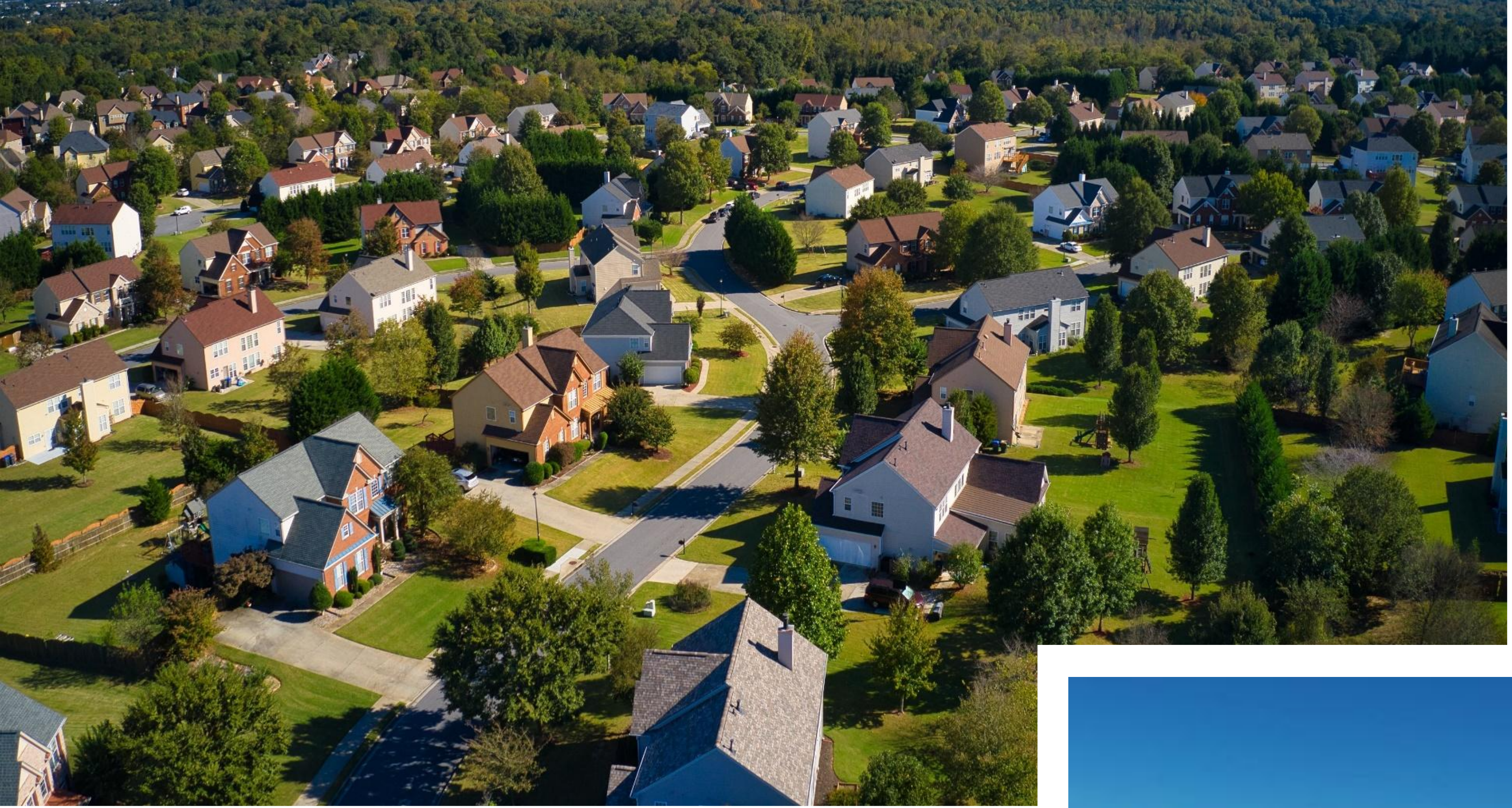
- This is partially why trust land lending has not reached its full potential.

Credit Enhancements like loan guarantees ensure healthy lending ecosystems only when there are sufficient channels.

- ✓ The track record is strong
- ✓ The demand is strong
- ✓ The tribal members and communities are ready for more
- ❑ The challenge is ensuring sufficient liquidity and investor participation to maintain the capital flow in Tribal markets

CALL TO ACTION

1. Understand your role in the lending ecosystem of Tribal markets
2. Assess the grand market <u>opportunity</u> from a new perspective when utilizing credit enhancements& loan guarantees to lend in Tribal communities
3. Engage with the network of Tribal communities to build thriving Tribal economies with homeownership as a cornerstone



HUD offers a 100% loan guarantee through the Section 184 program and is committed to:

- ✓ Revitalizing Tribal Housing Markets
- ✓ Reducing Barriers to Affordable Housing Supply
- ✓ Increasing Homeownership Opportunities

USDA Single Family Housing Guaranteed Loan Program

USDA Single Family Housing Guaranteed Loan Program

LPA Branch

Washington, D.C.

USDA Rural Development
U.S. DEPARTMENT OF AGRICULTURE

Single Family Housing Guarantee Loan Program

MISSION STATEMENT

Provide affordable and sustainable homeownership opportunities for low- and moderate-income people in rural areas that may not be afforded the opportunity to be homeowners otherwise.

FY2025	**41,012 loans for over $8.3 billion**
FY2024	**32,543 loans for over $6.1 billion**
FY2023	**37,756 loans for over $6.8 billion**

Single Family Housing Guaranteed Loan Program

- ✓ 100% financing of appraisal value, plus 1% Guarantee Fee - No down payment
- ✓ Not restricted to first time homebuyers
- ✓ No cap on purchase price
- ✓ No asset or reserve requirements
- ✓ No minimum credit score requirement
- ✓ Alternative credit allowable
- ✓ Loan may include closing costs, and even repairs
- ✓ Low fees – 1% financing fee, .35 Annual
- ✓ Seller concessions to 6%
- ✓ Purchase, New Construction, and Refinance

Guaranteed Loan Program Lender Benefits

- 90% Loan Note Guarantee
- Earn Community Reinvestment Act (CRA) credits
- Program is not subsidized and is budget neutral; fully funded year round by program fees
- USDA loan are sought after securities in the secondary market and receive the best investor pricing due to low prepayment rate ~7%

Eligibility Requirements

Determination of Applicant Eligibility

1. **Property located in an <u>eligible rural area</u>**

2. **Total Household Income Within Program Limits - <u>115% of MHI</u>**

Single Family Housing Guaranteed Loan Program
Eligible Loan Purposes

Acquiring a Site and Dwelling

- Existing (Stick built and manufactured thru pilot)
- New Construction (End-loan or Single-Close Construction)
- **Land Trusts** and Leaseholds allowed

Reasonable and Customary Expenses

- Associated with the purchase of a dwelling such as closing costs

Repairs and Rehabilitation

- In combination with a purchase

Refinance

- Current RD Direct or GRH loans only

USDA LINC Training & Resource Library

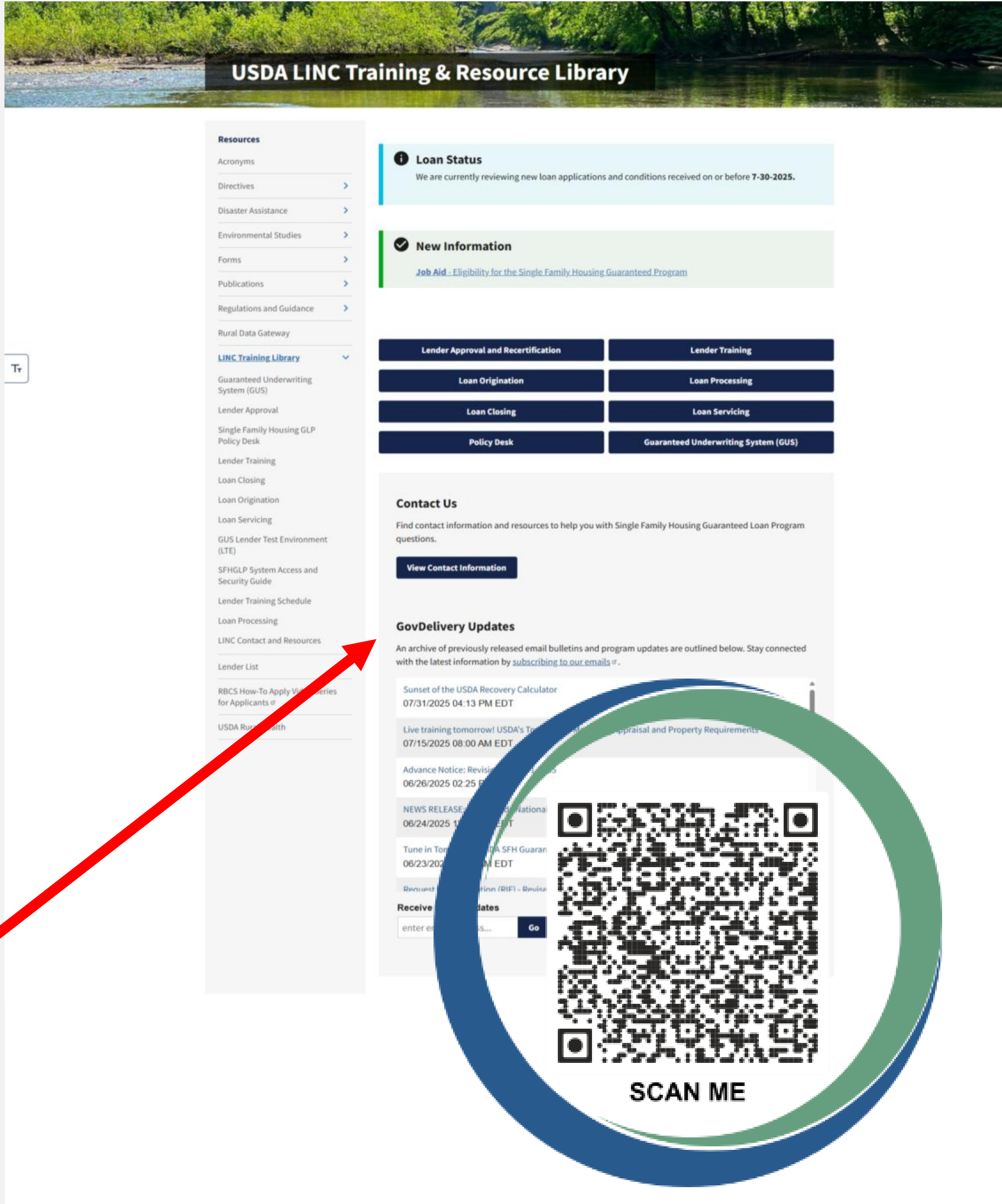
Your One Stop Shop! Check out the new look!

https://www.rd.usda.gov/resources/usda-linc-training-resource-library

Save it as a favorite.

Access HB-1-3555, policy resources, GUS user guides and training, loan closing user guide, loan servicing resources, and more.

Sign up for GovDelivery notifications.



FSA Guaranteed Farm Loans

FSA Guaranteed Farm Loans

- Help farmers and ranchers to obtain loans from USDA-approved commercial lenders at reasonable terms

Farm Ownership $2,343,000	Purchase farmland, construct or repair buildings, refinance debt
Farm Operating $2,343,000	Purchase livestock, farm equipment, feed, seed, fuel, farm chemicals, insurance and other operating expenses
EZ Guarantee - $100,000	Simplified Guaranteed Loan application process to help small, new or underserved family farmers with early financial assistance for farm operating or farm ownership

Stay informed...

USDA GovDelivery Email & Text

Questions?

Contact your local USDA Service Center
www.farmers.gov/service-center-locator

Ryan Vanden Berge
SD FSA Deputy State Executive Director
ryan.vandenberge@usda.gov
605-352-1171

Scan here to sign up for GovDelivery!

Table Exchange

Limited Access to the Secondary Market

Outline the Barriers

Potential Solutions

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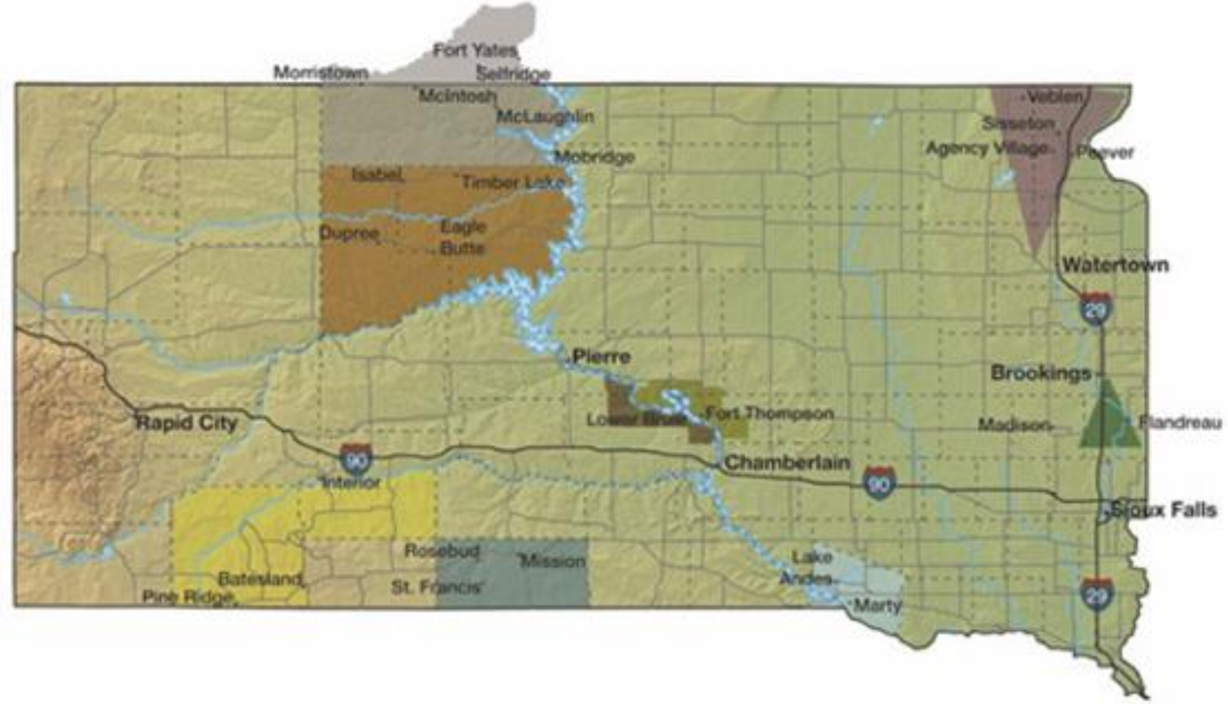
Building the Native Appraisal Workforce

Moderator| David Spider, E.I.T., ICC Residential Building Inspector

Executive Director, South Dakota Native Homeownership Coalition (SDNHOC)

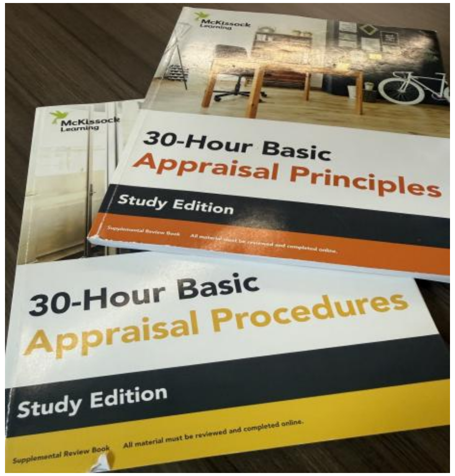
The Appraisal Crisis in Indian Country

- Few appraisers serving reservation communities
- Aging workforce & limited training
- High travel costs
- No central MLS database
- Cost approach vs. Sales/comparison



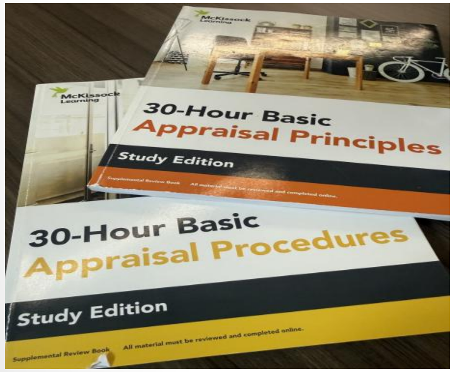
Appraiser Training Cohort

- Licensed Appraiser Instructor
- McKissock Online Training
- SD Appraiser Certification Office
- South Dakota State University Students
- Prior Credentialed Trainee
- County Assessor
- Former Civil Engineer



South Dakota State University

Appraiser Training Cohort



South Dakota
State University

Workforce Development & Partnerships

- What's working well?
- What needs improvement?
- Where do we go from here?
- Next steps & commitments

SOUTH DAKOTA Native Homeownership Coalition

SOUTH DAKOTA DEPT. OF LABOR & REGULATION

Northern PLAINS APPRAISAL
The highest value is our commitment to you.

South Dakota State University

Building Capacity for Growth

- Software, licensing & travel costs
- Continued support for professional development
- Supervisor appraisers & PAREA scholarships

The Appraisal FOUNDATION
Authorized by Congress as the Source of Appraisal Standards and Appraiser Qualifications

SOUTH DAKOTA DEPT. OF LABOR & REGULATION

Sustainable Impact

Investing supports:

- Native appraiser capacity
- Native housing access
- Workforce development
- Economic development
- Tribal self-sufficiency

David Spider, Executive Director
dspider@sdnhoc.org
605-228-9561

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Questions?

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SDNHOC Practitioner Guide: Relationship-Driven Approaches to Homeownership

Moderator | Marie Bonville, Homebuyer Readiness Committee Facilitator
Good Village Consulting, LLC

What Is The Practitioner Guide?

- **Expand awareness** and understanding of mortgage financing opportunities in South Dakota's Tribal communities.

- **Enhance the capacity** of homebuyer practitioners and lenders to assist Native families with navigating the leasing and homebuying processes.

- **Dispel myths** about mortgage financing on trust land.

- **Improve mortgage transaction efficiency** throughout the homeownership journey.

- **Promote relationship-driven collaborations** that help to increase Native homeownership in South Dakota.

Who Does it Serve?

Tribal Agencies
Tribally Designated Housing Entities (TDHEs)
Native Community Development Financial Institutions (Native CDFIs)
Mortgage Lenders And Brokers
Secondary Market Providers
Nonprofits
State And Federal Agencies
Appraisers And Inspectors
Contractors
Real Estate, Title, And Escrow Professionals
Insurers
Manufactured Housing Dealers

Section Overview

Practitioner Guide at a Glance:

1	**Introduction and How to Use This Guide**	An introduction to the Guide's purpose, audiences, and best practices for using the Guide.
2	**South Dakota Tribal Homeownership Lending Ecosystem**	How Tribal, federal, state, and local systems intersect—highlighting key institutions and partners.
3	**Land Status Fundamentals**	An overview of land status and how it affects housing lending.
4	**Mortgage Financing Options**	The types of mortgage loan products available in SD's Tribal communities.
5	**Loan Process: Intake to Underwriting**	The housing loan application process from initial screening through underwriting.
6	**Construction Lending**	Construction lending basics on Tribal land.
7	**Closing, Recording, and Risk Protection**	Strategies for risk management through closing.
8	**Homebuyer Readiness**	Step-by-step guidance to prepare homebuyers for the homeownership process.
9	**Homeownership Stability and Asset Protection**	How to enhance homeownership stability through maintenance and financial planning.
10	**Native Veteran Homeownership**	Resources for assisting Native American veterans.
11	**Practitioner Best Practices**	Best practices for risk reduction through transparency, consistency, and intentional relationship building.
12	**Glossary**	Plain-language definitions for key lending, land status, and other terms used throughout the Guide.
13	**Appendices**	Each section is paired with hands-on practitioner tools including templates, checklists, and resource guides.

Section 3 | Land Status Fundamentals

"When land status is clearly identified and understood, it supports stronger loan structuring, more predictable timelines, and well-coordinated approvals for Native borrowers." – Homebuyer Readiness Committee

Land status directly affects core lending elements, including:

1 Legal Authority

Who approves leases, encumbrances, and conveyances.

2 Security Structure

Whether the lender holds a mortgage, deed of trust, or leasehold interest.

3 Enforceability

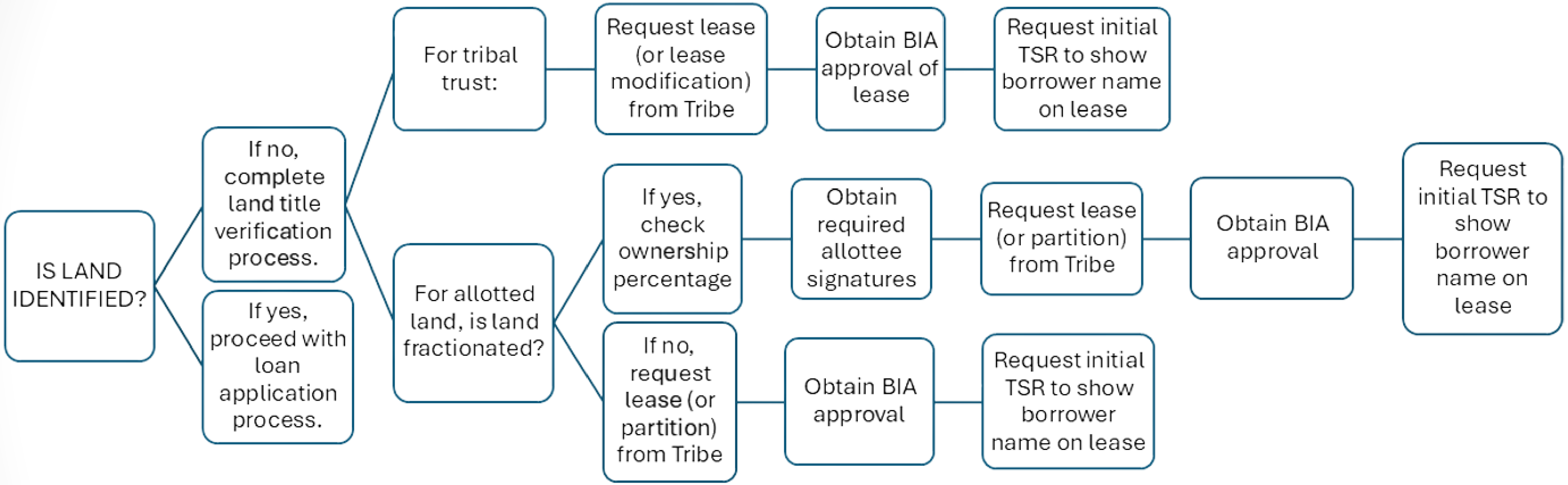
How and in what jurisdiction legal remedies may be exercised in the event of default or foreclosure.

4 Timelines

The sequence and duration of required approvals and recordings.

Failure to account for these factors early can result in underwriting assumptions that do not align with legal or practical realities.

Land Status Identification Process



Appendix 3.1

Common Land Misconceptions Appendix 3.3

MYTH	REALITY
Tribal trust land cannot be financed.	Many loan products operate successfully on Tribal trust land using approved leasehold structures.
Leasehold mortgages are unsecured because there is no collateral.	While lenders do not hold the land as collateral in trust land transactions, a properly structured leasehold interest provides marketable collateral and enforceable security.
There are no contractors available.	SDNHOC, Native American Code Officials, and other Tribal agencies have expanded workforce development opportunities in residential real estate in SD's Tribal communities.
You can't get an appraisal for homes on Tribal or Allotted Land.	Appraisers can use the cost approach valuation method in rural and Tribal areas with limited sales comparisons

Section 5 | The Practitioner Lens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South Dakota Native Homebuyer Practitioner Guide

A Comprehensive Resource for Lenders, Housing Navigators, and Housing Partners Working in Tribal Communities

About the Guide

The South Dakota Native Homeownership Coalition's (SDNHOC's) Homebuyer Practitioner Guide is a relationship-focused resource tool designed to strengthen mortgage lending across South Dakota's Native communities. Built for the Tribal lending landscape, it equips lenders, housing educators, and other housing partners with the knowledge to navigate land status, federal loan programs, approval processes, and strategic partnerships — supporting increased homeownership transactions and stronger outcomes for Native homebuyers.

🏠 Capital • Credit • Data in Action

What types of resources do you need to start providing homebuyer training or mortgage lending on Tribal Trust or Allotted Trust Lands

Train the trainer programs	More tribes and tribal organizations willing to deeply engage and plan	We are already lending on trust land	Mortgage tribal codes.
More training in homebuyer education pre purchase TA, post purchase TA, more training on land	Capital	More information on appraisal training	Training and education

Next Steps

- Access to the Practitioner Guide is a Member Benefit
- SDNHOC Practitioner Guide, Available August 2026
- June is Homeownership Month
- Follow up webinar on Accessing the Secondary Market
- Next Homebuyer Readiness Committee is July 8, 2026

Freddie Mac

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Capital, Credit & Data Symposium Closing: Advancing Native Homeownership – Next Steps

Tawney Brunsch, Executive Director, Lakota Funds
Executive Committee Member, South Dakota Native Homeownership Coalition

David Spider, E.I.T., ICC Residential Building Inspector
Executive Director, South Dakota Native Homeownership Coalition (SDNHOC)

Let's Reflect

- What is one relationship, resource, or strategy you can take to strengthen Native homeownership through Capital, Credit, and Data?

Become A Member to Gain Access!

1

Access to the Guide & Guidance from SDNHOC

2

Connect & Learn from peer organizations

3

Join our mission to create a clear path to Native homeownership!

Thank You!

SOUTH DAKOTA
Native Homeownership
Coalition

CONNECT WITH THE COALITION

@SDNativeHomeownership

@nativehomeowner

SD Native Homeownership Coalition

EMAIL LIST: http://eepurl.com/6eFeb