

Expanded Housing Choice

LENDER BEST PRACTICES

Our Expanded Housing Choice initiative (EHC) in North Carolina and Texas is designed to help more U.S. Department of Housing and Urban Development (HUD) Housing Choice Voucher (HCV) holders access affordable rental housing. Lenders can play a vital role in educating the market and furthering acceptance of HCVs. Learn how to use the available tools to support your borrowers in their HCV journey.

Help your borrowers understand HCVs and EHC pricing incentives

- Use the [EHC Eligibility Checklist](#) and quantify the HCV pricing benefit for your borrowers. If your borrower isn't eligible for the EHC HCV pricing incentive, check out [Sponsor-Initiated Affordability \(SIA\)](#), [Healthy Housing Rewards™](#), our Green Financing products, and [Tenant Site Lease Protections](#), which offer both tenant and borrower benefits.
- Share [HUD HCV](#) and Fannie Mae resources, like our [EHC Borrower Best Practices](#), with borrowers interested in accepting HCVs.
- Stay current on state and local laws relating to source of income (SOI) protections, which mandate the acceptance of HCVs as a form of payment. The Poverty and Race Research Action Council tracks [federal, state, and local source of income laws](#). Only properties in Texas and North Carolina are currently eligible for Fannie Mae's EHC HCV pricing incentive.
- Borrowers can direct renters to Fannie Mae's [Know Your Options™](#) site, which includes a [page dedicated to Housing Choice Vouchers](#), as well as [information on other rental assistance programs](#).
- Use your marketing materials to share borrower success stories and amplify the voices of borrowers who do good work in their local communities.
- We also encourage sharing these stories with us! Let your Deal Teams know about success stories, deal highlights, and the best practices you apply on transactions that leverage the EHC HCV pricing incentive.