



**Chenoa  
Fund**

CBC Mortgage  
Agency

# CHENOA

## CHATTER

### ISSUE 3 - WINTER EDITION

## Kicking Off The New Year



We had a blast kicking off 2024 attending our first event at MBA's Independent Mortgage Bankers Conference!

Thank you MBA for a successful event!

## 2024 Industry Outlook

Miki Adams, President of CBC Mortgage Agency, was featured in a January 2024 article "Mortgage Rates Could Drop in 2024—But How Far?" by Aly J. Yale. In the article, published in Buyside by Wall Street Journal, Adams states that,

**"After a couple of years of exceedingly low rates, we may need to reconsider the definition of what a normal market is supposed to look like."**

For the full article, [click here](#).



# A Look Back At 2023

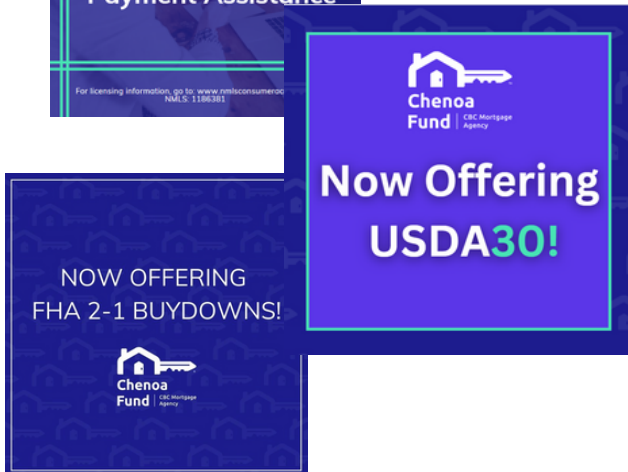
## We Reduced Our Interest Rates

To support buyers in their journey to purchase a home in a market ripe with affordability issues, lack of supply and high interest rates, CBC Mortgage Agency reduced its interest rates on its second liens. This initiative underscores that even a small reduction in a monthly payment may turn renters into buyers.



## 2-1 And 1-0 FHA Buydowns!

We introduced a temporary buydown feature in 2023! This rate buydown lowers the interest rate on the first mortgage during the critical first years of homeownership. The addition of this new feature may help borrowers with an opportunity to save during the initial interest period.



## Approved To Offer USDA Loans

We were pleased to receive approval by the U.S. Department of Agriculture to begin offering USDA loans with 100% financing to buyers living outside of urban areas. This allowed approved correspondent lenders of CBC Mortgage Agency to help families in rural areas achieve homeownership.

# Testimonials



Being a homeowner has been quite a journey. It's nice to let my kids run around and be free. They also don't have to share a room! It's been great and I couldn't have done it without the help of Chenoa Fund.



-Tyrone C.

## Check Out Our Lender And Realtor<sup>®</sup> Toolkit!

### Have Access to :

- Downloadable Logo
- Social Media Assets
- Customizable Flyers
- Email Campaign Assets



Access our Toolkits at [chenoafund.org/lender-toolkit/](https://chenoafund.org/lender-toolkit/) or [chenoafund.org/realtor-toolkit/](https://chenoafund.org/realtor-toolkit/)

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