



**America's
Credit Unions**

Jim Nussle
President & CEO
202-508-6745
jnussle@americascreditunions.org

99 M Street SE
Suite 300
Washington, DC 20003

March 20, 2024

The Honorable Warren Davidson
Chairman
Committee on Financial Services
Subcommittee on Housing
and Insurance
U.S. House of Representatives
Washington, DC 20515

The Honorable Emanuel Cleaver
Ranking Member
Committee on Financial Services
Subcommittee on Housing
and Insurance
U.S. House of Representatives
Washington, DC 20515

Re: Today's Hearing: "The Characteristics and Challenges of Today's Homebuyers"

Dear Chairman Davidson and Ranking Member Cleaver:

On behalf of America's Credit Unions, I am writing regarding the Subcommittee's hearing entitled, "The Characteristics and Challenges of Today's Homebuyers." America's Credit Unions is the voice of consumers' best option for financial services: credit unions. We advocate for policies that allow the industry to effectively meet the needs of their nearly 140 million members nationwide.

Ensuring Financial Inclusion and Home Ownership

Credit unions were created to offer provident credit to their communities and this organizing principle helps to explain the prevalence of robust relationship lending models across the industry. As cooperatives that are directly accountable to their member-owners, credit unions are focused on developing long-lasting, trusted relationships.

Credit unions believe in supporting their members and their communities by creating products and services designed to suit member needs, including the underserved. Credit unions have long had a history of rent-to-own programs; first-time homeowner programs; and financial literacy and wealth building programs to assist millions of Americans on their path to financial wellbeing. Data consistently shows that credit unions are at par or exceed our for-profit counterparts in the financial services marketplace.

That said, credit unions understand that a significant gap remains in access to housing for moderate- to low-income and minority members. Credit unions are working to close this gap. Our members will continue to serve their members and work to improve their communities by furthering financial inclusion.

Protecting Credit Union Members with Responsible Use of Mortgage Trigger Leads

The Homebuyers Privacy Protection Act of 2024 (H.R. 7297, S. 3502), as introduced by Representatives John Rose (R-TN) and Ritchie Torres (D-NY), and Senators Jack Reed (D-RI)

March 20, 2024

Page 2 of 2

and Bill Hagerty (R-TN), respectively, seeks to limit the use of mortgage trigger leads to credit unions and other entities that have a consumer's authorization or an existing business relationship with a consumer. Credit unions applaud the intent of this bill to cut down on the unsolicited phone calls that credit union members receive as a result of these prescreened mortgage trigger reports, and we welcome thoughtful legislative fixes that will substantially stop the flow of these calls that invade credit union members' privacy and disrupt the relationship between credit unions and their members.

Incentive Homeownership by Encouraging Financial Literacy

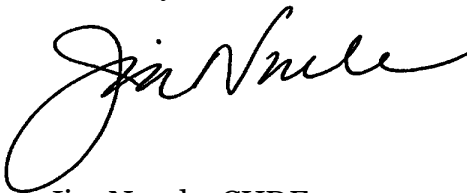
Credit unions value and promote financial literacy for all their members by ensuring they have adequate tools to secure a fair mortgage. Financial literacy is the crux of Homeownership and especially for first-time homebuyers. America's Credit Unions is supportive of H.R. 4899, the Housing Financial Literacy Act of 2023, and encourages members of the Subcommittee to support this bill.

Expanding Field of Membership to Empower Credit Unions to Serve More Communities

Finally, credit unions cannot overstate the beneficial impact that modernizing field of membership (FOM) restrictions would have on our abilities to better serve minority and disadvantaged populations. Passing legislation like the Expanding Financial Access for Undeserved Communities Act (H.R. 7003 in the 117th Congress), will help achieve this goal. We look forward to engaging with the Subcommittee on this and other commonsense legislation to improve access to homeownership.

On behalf of America's Credit Unions and the 140 million credit union members, thank you for holding this important hearing and considering our views on the subject.

Sincerely,

A handwritten signature in black ink, appearing to read "Jim Nussle". The signature is fluid and cursive, with a large loop at the end.

Jim Nussle, CUDE
President & CEO

cc: Members of the Subcommittee on Housing and Insurance