

CONVERGENCE Collaborative Frequently Asked Questions

CONVERGENCE OVERVIEW

Q: What is CONVERGENCE?

A: CONVERGENCE is a collective impact initiative that aims to increase the homeownership rate for Black, Hispanic, and other underserved consumers. CONVERGENCE bridges four gaps that create barriers to homeownership: Information Gap, Trust Gap, Market Gap, Resource Gap.

Q: What types of organizations participate in CONVERGENCE?

A: Local stakeholders including lenders, real estate, professionals, housing counselors, community development corporations, local government, and others, as well as national partners like the GSEs, data providers, and others, participate in CONVERGENCE.

CONVERGENCE COLLABORATIVE OVERVIEW

Q. What is the CONVERGENCE Collaborative

A. The CONVERGENCE Collaborative is a model that will leverage the intellectual capital, thought leadership, and financial investment of multiple partners for a greater impact on addressing systemic barriers to minority homeownership than would be possible through the efforts and investments of any individual stakeholder. Over the next three years, the Collaborative will deploy more than \$1 million annually to build on the existing network of location-based CONVERGENCE sites focused on expanding minority homeownership.

Q. What is the goal of the CONVERGENCE Collaborative?

A. The goal of the Collaborative is to strategically expand and utilize the CONVERGENCE network to create evidence-based tools and roadmaps to help all industry stakeholders better reach aspiring minority homeowners. The Collaborative will use the CONVERGENCE network to create a robust Knowledge Community, the learnings from which will help inform new and innovative strategies, tactics, and partnerships to increase access to homeownership.

Q. What organizations are members of the CONVERGENCE Collaborative?

A. The following organizations are members of the CONVERGENCE Collaborative:

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- American Land Title Association
- DHI Mortgage
- Fannie Mae
- Fifth Third Bank
- Freddie Mac
- Lennar Mortgage
- Mortgage Bankers Association
- Pulte Financial Services
- National Association of Realtors[®]
- Navy Federal Credit Union
- Taylor Morrison Home Funding
- U.S. Mortgage Insurers
- Wells Fargo Home Lending

Q. Is the CONVERGENCE Collaborative a subsidiary of MBA?

A. No, the CONVERGENCE Collaborative is not a subsidiary of MBA. It is a separate entity.

Q: What is MBA's role in the CONVERGENCE Collaborative?

A: In addition to being a member of the Collaborative, MBA is the Project Coordinator for the Collaborative.

EXISTING AND FUTURE SITES

Q. What are the current CONVERGENCE place-based sites?

A. There are three CONVERGENCE place-based sites:

- Memphis, TN (launched March 2020)
- Columbus, OH (launched July 2021)
- Philadelphia, PA (launched March 2023)

Q. How will future sites be selected?

A. Future sites will be selected by the CONVERGENCE Collaborative members through an application process. The selection process will involve looking at market and demographic characteristics. In addition,

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consideration will be given to the strength of the existing housing ecosystem of nonprofit organizations, lenders, local government, and others already actively working to close the racial homeownership gap.

Q. How are CONVERGENCE place-based sites managed?

A: After a site is launched, the day-to-day management of the initiative and coordination of volunteers is transitioned to a trusted, local nonprofit organization with a mission that aligns closely with the goals of CONVERGENCE.

FUNDRAISING AND USE OF FUNDS

Q. How are funds raised to support the CONVERGENCE Collaborative?

A. Members of the CONVERGENCE Collaborative have collectively committed at least \$1M, per year, for a three-year period to fund the work of the Collaborative.

Q. How will the CONVERGENCE Collaborative's funds be used?

A. Funds will be used to launch new place-based sites, to accelerate existing pilots and programs, test innovative solutions, and/or to provide capacity grants for existing sites.

Q: How much does it cost to fund a full CONVERGENCE place-based program?

A: It costs approximately \$300,000 to launch and support the operations of a CONVERGENCE place-based site for 3 years. The funds help cover the staffing and operations expenses of the local host organization that manages the initiative.

OPERATIONS TIMELINE

Q. When will the CONVERGENCE Collaborative become operational?

A. The CONVERGENCE Collaborative will be fully operational on January 1, 2025. Announcements about the timeline for the site selection process are forthcoming.