

# You're One-of-a-Kind. Your Home Loan Should Be, Too.

At Self-Help Credit Union, we know that a "one-size-fits-all" loan doesn't work when your situation is unique. We make loans on many different kinds of residential real estate, including manufactured housing, investor properties and land loans. Our flexible underwriting can help you qualify for a loan, even with a low credit score or only a small down payment. And our loans come with low fees and **no private mortgage insurance (PMI)!!** If you need more than just a cookie-cutter loan,

## WE CAN HELP!



### BUILDING COMMUNITIES, ONE HOME LOAN AT A TIME

*By Jane Hatley, WNC Regional Director,  
Self-Help Credit Union*

Buying a home is the main way most families in the US build wealth and financial security, and communities with more homeownership typically have higher property values and neighborhood stability. That's why Self-Help Credit Union makes home loans to help low- and moderate-income families become homeowners and realize their part of the American Dream.

With over 30 years' experience in mortgage lending, Self-Help knows how to work with home buyers to find the loans that are right for them. We know that a credit score isn't a magic number that determines whether someone should get a loan, so we accept scores as low as 580, and we'll consider borrowers with no credit scores if they can provide alternative credit sources such as phone or electric bills. We also know that saving for a down payment on a home is tough, so we make loans to borrowers with as little as a 3% down payment.

Homebuyers come in all shapes and sizes, too. Some need a loan for a manufactured home, and some are trying to refinance a bad subprime loan into something that's more affordable. Some are single moms who need help with a down payment, and some are immigrant families. In all these cases and more, Self-Help has been there with fair, affordable loans.



We're not a sleazy subprime lender trying to talk borrowers into bad deals. We make loans with monthly payments that are affordable and are offered at a fixed rate for the entire loan term. We don't charge private mortgage insurance (PMI) or prepayment penalties that make a loan more expensive. And if we think your credit score might make you eligible for a lower-rate loan from a different lender, we'll tell you.

Not everyone is ready to be a homeowner, either. But if we can't give you a loan, we'll provide an action plan laying out the steps to help you get a loan later.



La'Toscha Cockrell at the door to her new home.



I've been with Self-Help for 13 years, and still get excited every time I hear a story about a successful home loan borrower like La'Toscha Cockrell.

La'Toscha, a mother of two and a nurse, worked with Self-Help for a year, getting a Fresh Start Credit Builder Loan to rebuild her credit, pay down her debts and increase her savings, eventually putting herself in a position to take on a mortgage she could afford. She and her children love their new home, and we're glad to have played a role in making their dream come true. We're committed to doing the same for many more families across North Carolina.



Jessica Phelan, Home Loan Officer



**Contact Jessica Phelan at our South Asheville branch, 1911 Hendersonville Road, at 828-676-2196, ext. 3485, and get started on owning your own home.**



Self-Help Credit Union is an Equal Opportunity Housing Lender

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