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BRIAN STAUFFER

## **Cover Report: FHA / VA Lending**

### **A GROWTH SECTOR**

Government housing-finance programs are the backbone of today's housing market. Without these programs, consumers would find it next to impossible to buy homes or refinance. The fact the housing market is showing any signs of life today is due to the support provided by a handful of government-backed entities. Not the least of which are the Federal Housing Administration (FHA) and the Department of Veterans Affairs (VA) loan programs.

COVER ILLUSTRATION BY JAMES YANG

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This Midwestern mortgage lender was built on a foundation of honesty, ethics and superior customer service. An early switch to FHA lending powered a growth phase for Inlanta Mortgage, while others were failing.

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A new generation of fraud-detection tools is helping FHA lenders more effectively fight fraud.

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Non-depository mortgage lenders face much steeper compliance costs under the SAFE Act's licensing provisions.

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This independent mortgage company didn't invent the key to success—it just mastered its execution. A 24/7 focus on communication, company culture and customer service has put Fairway Independent Mortgage on the map.

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All settlement-service providers are not created equal. It takes experienced professionals to handle today's FHA, REO and short-sale deals.

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Lenders need a common-sense approach to collateral valuation policy that embraces three key components: regulatory compliance, quality assurance and fraud management. This three-legged-stool approach can keep valuation risk at bay.

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BY STEVE BERGSMAN

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