

**Cherokee Nation Economic Development Trust Authority
Consumer Loan Programs**

Consumer loan programs provide affordable access to financing and promote family self-sufficiency through budget counseling and credit counseling.

Qualifications

Employee Loan – regular full or part time employees of the Cherokee Nation and its business entities, including the Housing Authority of the Cherokee Nation. Loan purposes vary.

Employee Federal Employee – regular full time or part time employees who are on contract with the US Government and stationed at the Cherokee Nation. This loan is specific for employees who are furloughed during a US government shutdown that extends long enough for the employee to not receive a paycheck. Loan purposes vary.

Tribal Loan – Cherokee Nation citizens residing in the 14 counties which in whole or in part make up the Cherokee Nation jurisdiction. Loan purposes vary.

Burial Assistance Loans – Cherokee Nation citizens residing in the 14 counties which in whole or in part make up the Cherokee Nation jurisdiction.

Foreclosure Prevention Loans – Cherokee Nation citizens residing in the 14 counties which in whole or in part make up the Cherokee Nation jurisdiction who are facing foreclosure. Loans may be made for the purpose of paying off or catching up a delinquent mortgage.

**Loan Terms as of 03/16/2020
Prime Currently 3.25%**

	Loan Size	Loan Term	Collateral	Interest Rate*	Closing Fees
Employee	\$100 to \$1,500	Up to 18 months	Pay check/signature	Prime + 7 (11.75%), fixed	2% new; 4% refinanced
Emergency Federal Employee	\$100 to \$3,500	Up to 18 months	Signature	0%, fixed	2% of loan
Tribal Credit	\$100 to \$100,000	Up to 30 years, based on the client's ability to repay, loan purpose and collateral's value/life	Real or personal property	Prime + 7 (10.25%), fixed	2% of loan
Burial Assistance	Up to \$3,000	Up to 30 years, based on the client's ability to repay, loan purpose and collateral's value/life	Real or personal property	2% fixed	2% of loan
Foreclosure Prevention	\$100 to \$100,000	Up to 30 years, based on the client's ability to repay, loan purpose and collateral's value/life	1 st or 2 nd Mortgage on home	Market Rate at date of closing, fixed for 3 years thereafter adjusted annually	2% of loan

*all interest rates are based upon the New York Prime Lending Rate, as stated in the Wall Street Journal on the date of closing

Approval Considerations

We assign a risk rating to each loan, which is used to determine approval amount, loan loss reserve rate, and monitoring frequency. Risk ratings are determined by

- Ability to repay debt as exhibited by debt to income rate less than 45% to 50% of gross
- Willingness to repay debt as exhibited by credit history – credit report or nontraditional credit references such as utilities, phone, insurance, etc.
- Type of collateral (ability to place lien and track whereabouts) and discounted collateral value as compared to loan value, special consideration for payroll deduction
- Employment stability
- Geographic stability – how long in residence, rent or own