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## Start of Block: Introduction

The Federal Reserve's Community Development Financial Institutions (CDFI) Survey aims to understand current challenges and opportunities for CDFIs nationwide. The information we collect provides CDFIs, policymakers, researchers, funders, investors, and other community development stakeholders with timely information about the CDFI industry. CDFIs can also use the results to compare their organization to a larger national sample and to learn about other CDFIs' innovative products and practices. The Federal Reserve Banks conduct this survey as part of our effort to understand economic conditions and to advance access to credit and economic opportunity.

**Participation in this survey is voluntary.** The survey is open to all types of CDFIs, including banks, credit unions, loan funds, and venture capital funds — regardless of certification.

The survey is best completed by an executive decision-maker within the organization (e.g., CEO, CFO, COO, or board member). Please submit only one response per organization. The survey will take about 20 minutes to complete. You may exit the survey at any time, and your answers will be saved to complete later.

This survey will close **May 30, 2025, at 11:59 p.m. PST**. Please direct any questions to our survey mailbox at [cdfi.survey@rich.frb.org](mailto:cdfi.survey@rich.frb.org).

Haga [clic aquí para completar la encuesta en español](#).

Download a copy of the questions for review (all surveys must be completed online): 2025 CDFI Survey - PDF





All public research and analysis will be published in the aggregate. The Federal Reserve Banks will not publicly disclose information from individual responses unless express consent is provided separately by the organization. The Federal Reserve Banks reserve the right to share response data with researchers and trusted survey partners who have signed data use agreements. Federal Reserve Banks may make anonymized data publicly available. By completing any part of this survey, you consent to these data provisions.

The 2025 CDFI Survey partners include: The CDFI Fund, Opportunity Finance Network, Inclusiv, Community Bankers Association, African American Alliance of CDFI CEOs, Asset Funders Network, CDFI Coalition, CDFI Friendly America, First Nations Oweesta Corporation, Native CDFI Network, and NeighborWorks America.





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Are you willing to be contacted for participation in a follow-up focus group in 2026?

☐ Yes

☐ No

End of Block: Introduction

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Start of Block: CDFI Identification

*Note: \* Indicates a required field.*

*If your organization consists of multiple entities (for example: a CDFI holding company and CDFI subsidiary bank) please provide a response for just one entity at a time.*

*Questions throughout the survey are best suited for entities that offer products and services directly to customers, clients, members, organizations, intermediaries, and governmental entities (referred to as "customers/clients" for the sake of concision).*

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\* Please enter the name of your CDFI:

\_\_\_\_\_

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Please provide a main point of contact for your CDFI.

- ☐ \*Contact Name: \_\_\_\_\_
- ☐ \*Title/Position: \_\_\_\_\_
- ☐ \*Email Address: \_\_\_\_\_
- ☐ Organization Address: \_\_\_\_\_
- ☐ Organization Address 2: \_\_\_\_\_
- ☐ Organization City/Town: \_\_\_\_\_
- ☐ Organization State/Territory: \_\_\_\_\_
- ☐ \*Organization Zip Code: \_\_\_\_\_
- ☐ Phone: \_\_\_\_\_

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In what year did your organization begin to provide mission-driven financing?

\_\_\_\_\_

End of Block: CDFI Identification

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Start of Block: CDFI Survey General Information

\*What type of organization is your CDFI?

- ☐ Community Development Bank or Thrift
  - ☐ Holding Company
  - ☐ Credit Union
  - ☐ Loan Fund
  - ☐ Venture Capital Fund
  - ☐ Other (please specify): \_\_\_\_\_
-





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Does your organization identify as any of the following? *Select all that apply.*

- ☐ Microenterprise Development Loan Fund
- ☐ Community Development Corporation
- ☐ Minority Depository Institution
- ☐ Native American CDFI
- ☐ Cooperativa
- ☐ Other (please specify): \_\_\_\_\_
- ☒ None

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Is your organization currently certified by the CDFI Fund?

- ☐ Yes, we are certified by the CDFI Fund
  - ☐ No, we are not certified by the CDFI Fund
  - ☐ Not sure
-



What is your organization's status regarding the CDFI Fund's revised certification process?

- ☐ We have submitted a revised CDFI Certification Application
- ☐ We are planning to submit a revised CDFI Certification Application
- ☐ We are not planning to submit a revised CDFI Certification Application
- ☐ Not applicable
- ☐ Not sure

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What is the geographic service area of your organization?

- ☐ National
- ☐ Multiple states, American Indian reservations and/or territories
- ☐ Single state, American Indian reservation or territory
- ☐ Multicounty, or multicounty equivalent
- ☐ County, county equivalent or smaller



*Display this question:*

*If What is the geographic service area of your organization? IS NOT National*

Which state(s) and/or territories does your organization serve? *Select all that apply.*

- ☐ Alabama
- ☐ Alaska
- ☐ American Samoa
- ☐ Arizona
- ☐ Arkansas
- ☐ California
- ☐ Colorado
- ☐ Connecticut
- ☐ Delaware
- ☐ District of Columbia
- ☐ Florida
- ☐ Georgia
- ☐ Guam
- ☐ Hawaii
- ☐ Idaho



- ☐ Illinois
- ☐ Indiana
- ☐ Iowa
- ☐ Kansas
- ☐ Kentucky
- ☐ Louisiana
- ☐ Maine
- ☐ Maryland
- ☐ Massachusetts
- ☐ Michigan
- ☐ Minnesota
- ☐ Mississippi
- ☐ Missouri
- ☐ Montana
- ☐ Nebraska
- ☐ Nevada
- ☐ New Hampshire



- ☐ New Jersey
- ☐ New Mexico
- ☐ New York
- ☐ North Carolina
- ☐ North Dakota
- ☐ Northern Mariana Islands
- ☐ Ohio
- ☐ Oklahoma
- ☐ Oregon
- ☐ Pennsylvania
- ☐ Puerto Rico
- ☐ Rhode Island
- ☐ South Carolina
- ☐ South Dakota
- ☐ Tennessee
- ☐ Texas
- ☐ Utah



- ☐ Vermont
- ☐ Virginia
- ☐ Washington
- ☐ West Virginia
- ☐ Wisconsin
- ☐ Wyoming
- ☐ U.S. Virgin Islands

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*Display this question:*

*If Does your organization identify as any of the following? Select all that apply. = Native American CDFI*

*And If*

*What is the geographic service area of your organization? = Multiple states, American Indian reservations and/or territories*

*Or What is the geographic service area of your organization? = Single state, American Indian reservation or territory*

What American Indian reservation(s) does your organization serve? *Please list all that apply.*

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Within your overall service area, what type(s) of geographic area does your organization serve?  
*Select all that apply.*

- ☐ Urban
- ☐ Suburban
- ☐ Rural

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*Display this question:*

*If Within your overall service area, what type(s) of geographic area does your organization serve?  
Select all that apply. SelectedChoicesCount Is Greater Than 1*

*Carry Forward Selected Choices from "Within your overall service area, what type(s) of geographic area  
does your organization serve? Select all that apply."*

To which type of geographic area does your organization dedicate the most resources and staff time?

- ☐ Equal across all geographic areas served
- ☐ Urban
- ☐ Suburban
- ☐ Rural

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How many full-time employees does your organization currently have? *Please provide a whole number.*

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End of Block: CDFI Survey General Information

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Start of Block: Financial characteristics

\*What is your organization's **primary** line of business? The primary business line is the predominant financing activity based on the dollar amount dedicated to support the provision of financial products.

- ☐ Small business finance
- ☐ Consumer finance (e.g., auto loans, personal loans)
- ☐ Home purchase/improvement finance (for consumers)
- ☐ Residential real estate finance (e.g., construction, rehabilitation)
- ☐ Commercial real estate finance
- ☐ Community facilities finance
- ☐ Intermediary financing to nonprofits and/or CDFIs
- ☐ Other (please specify) \_\_\_\_\_

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Does your organization have a **secondary** line of business? The secondary business line is the second most predominant financing activity based on the dollar amount dedicated to support the provision of financial products.

☐ Yes

☐ No

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*Display this question:*

*If Does your organization have a secondary line of business? The secondary business line is the sec... = Yes*

*Carry Forward Unselected Choices from "What is your organization's primary line of business? The primary business line is the predominant financing activity based on the dollar amount dedicated to support the provision of financial products."*

What is your organization's **secondary** line of business?

☐ Small business finance

☐ Consumer finance (e.g., auto loans, personal loans)

☐ Home purchase/improvement finance (for consumers)

☐ Residential real estate finance (e.g., construction, rehabilitation)

☐ Commercial real estate finance

☐ Community facilities finance

☐ Intermediary financing to nonprofits and/or CDFIs

☐ Other (please specify) \_\_\_\_\_

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What were your total assets as of March 31, 2025?

☐ \$ \_\_\_\_\_

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What percent of your balance sheet is equity and debt? Rounded estimates are acceptable. *Responses must sum to 100%.*

Percent Equity: : \_\_\_\_\_

Percent Debt (or Borrowed Capital): : \_\_\_\_\_

Total : \_\_\_\_\_

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What is your current net charge-off ratio?

☐ Less than 1%

☐ 1.0 - 3.0%

☐ 3.1 - 5.0%

☐ More than 5.1%

☐ Not sure

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Approximately how many different external sources did your organization receive funding from in 2024?

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In 2024, what were your organization's **largest three sources** of funding? *Select up to three.*

- ☐ Earned Income
- ☐ Commercial or Consumer Deposits
- ☐ Philanthropy/Foundations
- ☐ Nonprofit Organizations (including other CDFIs)
- ☐ Federal Government (including CDFI Fund)
- ☐ State or Local Government
- ☐ Tribal Government
- ☐ Regulated Financial Institution(s) (including funding motivated by Community Reinvestment Act)
- ☐ Private Investor(s) or Donor(s)
- ☐ Other (please specify)

End of Block: Financial characteristics

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Start of Block: Operational aspirations

In 2024, what was the one thing that has **most positively impacted** your organization's ability to fulfill your institutional mission?

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In 2024, what was the one thing that has **most negatively impacted** your organization's ability to fulfill your institutional mission?

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What are your organization's goals over the next **5 years**? Select all that apply and indicate if your organization intends to increase, maintain, or decrease for each category.

*Display this question:*

*If IS NOT Downsize, sell, or merge with a different organization*

	Increase	Maintain	Decrease	Not sure
Level of financing within existing business lines	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Number of business lines	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Level of development services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Number of customers	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Geographic reach	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other (please specify)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

☐

Downsize, sell, or merge with a different organization

Page Break



Are there products and/or development services that your organization would like to provide but cannot **currently** provide on a sustained basis?

- ☐ Yes
- ☐ No
- ☐ Not sure

End of Block: Operational aspirations

Start of Block: Demand for products and services

In 2024, did demand for your organization's **products and development services** increase, stay the same, or decrease compared to the prior year?

Throughout this survey: "Products" refers to loans and other financial products offered by your CDFI, and "Development services" refers to structured trainings, counseling, or technical assistance services that promote access to and/or success with your offered financial products and services.

	Demand <b>increased</b>	Demand <b>stayed the same</b>	Demand <b>decreased</b>
Overall (all financial products)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Primary business line	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Development services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Page Break



*Display this question:*

*If In 2024, did demand for your organization's products and development services increase, stay the... = Overall (all financial products) [ Demand increased ]*

*Or In 2024, did demand for your organization's products and development services increase, stay the... = Overall (all financial products) [ Demand decreased ]*

Why did demand for your organization's financial products **overall (all financial products)** change? *Select all that apply.*

- ☐ Change in demand from new clients
- ☐ Change in demand from existing clients
- ☐ Change in size of average loan
- ☐ Change in geographic market(s)
- ☐ Change in business lines
- ☐ Other (please specify) \_\_\_\_\_

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*Display this question:*

*If In 2024, did demand for your organization's products and development services increase, stay the... = Primary business line [ Demand increased ]*

*Or In 2024, did demand for your organization's products and development services increase, stay the... = Primary business line [ Demand decreased ]*



Why did demand for your organization's financial products in your **primary business line** change? *Select all that apply.*

- ☐ Change in demand from new clients
  - ☐ Change in demand from existing clients
  - ☐ Change in size of average loan
  - ☐ Change in geographic market(s)
  - ☐ Change in business lines
  - ☐ Other (please specify)
- 

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Page Break



To what extent were you **able to meet demand** for products and development services in 2024?

	Fully able to meet demand	Mostly able to meet demand	Moderately able to meet demand	Slightly able to meet demand	Not at all able to meet demand
Overall (all financial products)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Primary business line	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Development services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Page Break



In 2025, do you anticipate **demand** for your products and development services will increase, stay the same or decrease?

	Expect demand to <b>increase</b>	Expect demand to <b>stay the same</b>	Expect demand to <b>decrease</b>
Overall (all financial products)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Primary business line	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Development services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Page Break



In 2025, do you anticipate your **ability to meet demand** for your products and development services will increase, stay the same or decrease?

	Increased ability to meet demand	Same ability to meet demand	Decreased ability to meet demand
Overall (all financial products)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Primary business line	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Development services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Page Break



*Display this question:*

*If In 2025, do you anticipate your ability to meet demand for your products and development services... = Overall (all financial products) [ Increased ability to meet demand ]*

*Or In 2025, do you anticipate your ability to meet demand for your products and development services... = Overall (all financial products) [ Decreased ability to meet demand ]*

Why do you anticipate that your **ability to meet demand** for financial products overall (all financial products) will change in 2025? *Select all that apply.*

- ☐ Change in operational funding
  - ☐ Change in lending capital
  - ☐ Change in staffing or staff capacity
  - ☐ Change in physical presence/market footprint
  - ☐ Change in technology or technological resources
  - ☐ Other (please specify)
-



*Display this question:*

*If In 2025, do you anticipate your ability to meet demand for your products and development services... = Primary business line [ Increased ability to meet demand ]*

*Or In 2025, do you anticipate your ability to meet demand for your products and development services... = Primary business line [ Decreased ability to meet demand ]*

Why do you anticipate that your **ability to meet demand** for financial products in your primary business line will change in 2025? *Select all that apply.*

- ☐ Change in operational funding
  - ☐ Change in lending capital
  - ☐ Change in staffing or staff capacity
  - ☐ Change in physical presence/market footprint
  - ☐ Change in technology or technological resources
  - ☐ Other (please specify)
- 

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Rate your optimism about the overall U.S. economy.

- ☐ Very optimistic
  - ☐ Somewhat optimistic
  - ☐ Neutral
  - ☐ Somewhat pessimistic
  - ☐ Very pessimistic
  - ☐ Not sure
- 

Rate your optimism about your organization's financial prospects

- ☐ Very optimistic
- ☐ Somewhat optimistic
- ☐ Neutral
- ☐ Somewhat pessimistic
- ☐ Very pessimistic
- ☐ Not sure

End of Block: Demand for products and services

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Start of Block: Operational Challenges



To what extent did the following factors challenge your ability to fully meet demand for your products in 2024

	<b>Significant factor</b> limiting our ability to meet demand	<b>Somewhat of a</b> <b>factor</b> limiting our ability to meet demand	<b>Not a factor</b> limiting our ability to meet demand
Staffing (e.g., staff turnover, number of staff, skills of staff)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Operational funding	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Lending capital	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Technological resources	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other (please specify)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Page Break



Display this question:

*If To what extent did the following factors challenge your ability to fully meet demand for your pro... = Staffing (e.g., staff turnover, number of staff, skills of staff) [ Significant factor limiting our ability to meet demand ]*

*Or To what extent did the following factors challenge your ability to fully meet demand for your pro... = Staffing (e.g., staff turnover, number of staff, skills of staff) [ Somewhat of a factor limiting our ability to meet demand ]*

In 2024, what **staffing** challenges have limited your organization's ability to meet demand?  
Select all that apply.

### Hiring

- ☐ Inability to offer competitive compensation
- ☐ Inability to offer flexible or remote work arrangements
- ☐ Lack of qualified candidates
- ☐ Limited hiring resources
- ☐ Lack of time or resources to train new staff
- ☐ Other (please specify) \_\_\_\_\_

### Current staff

- ☐ Need to limit or cut staff/hours for budgetary reasons
- ☐ Staff leaving voluntarily for higher-paid positions
- ☐ Staff leaving voluntarily for other reasons
- ☐ Lack of necessary skills of current staff
- ☐ Other (please specify) \_\_\_\_\_



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*Display this question:*

*If To what extent did the following factors challenge your ability to fully meet demand for your pro... = Operational funding [ Significant factor limiting our ability to meet demand ]*

*Or To what extent did the following factors challenge your ability to fully meet demand for your pro... = Operational funding [ Somewhat of a factor limiting our ability to meet demand ]*

In 2024, what **operational funding** challenges have limited your organization's ability to meet demand? *Select all that apply.*

- ☐ Funders not offering operational funding
- ☐ Funder application requirements or compliance reporting
- ☐ Funding is restricted to specific uses
- ☐ Misalignment with funder expectations (e.g., expecting quick impacts)
- ☐ Timing of funding cycles
- ☐ Not enough funders in my area
- ☐ Funding does not cover costs due to operational efficiencies
- ☐ Other (please specify) \_\_\_\_\_

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*Display this question:*

*If To what extent did the following factors challenge your ability to fully meet demand for your pro... = Lending capital [ Significant factor limiting our ability to meet demand ]*

*Or To what extent did the following factors challenge your ability to fully meet demand for your pro... = Lending capital [ Somewhat of a factor limiting our ability to meet demand ]*

In 2024, what **lending capital** challenges have limited your organization's ability to meet demand? *Select all that apply.*

- ☐ Insufficient debt capital
- ☐ Insufficient equity capital
- ☐ Cost of capital
- ☐ Access to secondary markets
- ☐ Lending capital is restricted to specific uses
- ☐ Unattractive capital terms
- ☐ Lender/investor application requirements or compliance reporting
- ☐ Misalignment with lender/investor expectations (e.g., expecting quick impacts)
- ☐ Timing of funding cycles
- ☐ Not enough lenders/investors in my area
- ☐ Other (please specify)





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*Display this question:*

*If To what extent did the following factors challenge your ability to fully meet demand for your pro... = Technological resources [ Significant factor limiting our ability to meet demand ]*

*Or To what extent did the following factors challenge your ability to fully meet demand for your pro... = Technological resources [ Somewhat of a factor limiting our ability to meet demand ]*



In 2024, what **technology** challenges have limited your organization's ability to meet demand?  
*Select all that apply.*

**Back-office technology**

- ☐ Cost of technology
- ☐ Cybersecurity concerns
- ☐ Finding the right technology or vendor
- ☐ Staff lack expertise to manage/maintain technology
- ☐ Integrating technology with existing systems
- ☐ Lack of access to broadband
- ☐ Other (please specify) \_\_\_\_\_

**Client/customer-facing technology**

- ☐ Cost of technology
- ☐ Cybersecurity concerns
- ☐ Finding the right technology or vendor
- ☐ Staff lack expertise to manage/maintain technology
- ☐ Clients/customers find online services difficult to use
- ☐ Clients/customers lack access to broadband
- ☐ Other (please specify) \_\_\_\_\_




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In 2024, what challenges related to **borrower qualifications**, if any, have limited your organization's ability to provide financing? *Select all that apply.*

- ☐ Borrower's financial literacy
- ☐ Credit report challenges
- ☐ Insufficient collateral
- ☐ Borrowers' ability to afford loan(s)/accept interest rate
- ☐ Other (please specify)  

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- ☐  None

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In 2024, what challenges, if any, have you experienced in **providing development services** to clients/customers? *Select all that apply.*

- ☐ Too few staff
- ☐ Current staff lack skills or knowledge
- ☐ Travel for client/customer meetings
- ☐ Difficulty outsourcing development services
- ☐ Clients/customers lack technology access or fluency
- ☐ Clients/customers' needs are misaligned with our service offerings
- ☐ Clients/customers don't think they need development services
- ☐ Other (please specify)  
\_\_\_\_\_
- ☐ ☒ None

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## End of Block: Operational Challenges

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## Start of Block: Special Questions: Leveraging public funds

The next set of special questions ask about public funding programs that are important to your organization. As a reminder, the Federal Reserve is a nonpartisan, nonpolitical entity.

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Compared to non-CDFI financial institutions, what does your organization, as a CDFI, view as its most valuable contribution to clients/customers?

- ☐ Local knowledge (e.g., culture, needs, risks, etc.)
- ☐ Development services (e.g., structured trainings, counseling, or technical assistance)
- ☐ Financial education
- ☐ Loan terms (e.g., interest rates, small-dollar loans, repayment flexibility, etc.)
- ☐ Flexible underwriting standards
- ☐ Expanding access to financial products and services
- ☐ Trust or relationship building
- ☐ Products tailored to community needs
- ☐ Other (please specify): \_\_\_\_\_

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What is one public funding program (local, state, tribal, or federal government) that is critical to supporting your organization's "\${Q47SelectedChoice}"?

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From what level of government do you access this program? "\${Q48/TextEntryValue}"

- ☐ Local government
- ☐ Tribal government
- ☐ State government
- ☐ Federal government
- ☐ Not sure

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What is your assessment of the benefits and costs of CDFI certification for your organization?  
("Costs" should be interpreted as general resources and staff time.)

- ☐ Benefits **greatly** outweigh costs
- ☐ Benefits **somewhat** outweigh costs
- ☐ Benefits and costs are **equal**
- ☐ Costs **somewhat** outweigh benefits
- ☐ Costs **greatly** outweigh benefits
- ☐ Not sure/No opinion

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Has your organization participated in or conducted any of the following activities related to Opportunity Zones?

- ☐ Developed a Qualified Opportunity Fund
- ☐ Attracted investment from a Qualified Opportunity Fund
- ☐ Other (please specify) \_\_\_\_\_
- ☐ No
- ☐ Not sure

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What are one or two federal or state policy recommendations that would best enable your organization and/or the CDFI industry overall to support economically underserved communities?

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End of Block: Special Questions: Leveraging public funds

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Start of Block: Special Questions: Secondary Market

The last set of special questions cover whether your organization has sold loans or has considered selling loans as a funding strategy.

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Did your organization **sell** loans as a funding strategy from January 1, 2023 to December 31, 2024??

- ☐ Yes
- ☐ No
- ☐ Not sure

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*Display this question:*

*If Did your organization sell loans as a funding strategy from January 1, 2023 to December 31, 2024?? = No*

*Or Did your organization sell loans as a funding strategy from January 1, 2023 to December 31, 2024?? = Not sure*

Has your organization **considered** selling loans as a potential funding strategy?

- ☐ Yes
- ☐ No
- ☐ Not sure
-



*Display this question:*

*If Did your organization sell loans as a funding strategy from January 1, 2023 to December 31, 2024?? = Yes*

If you sold loans from January 1, 2023 to December 31, 2024, what is the total value of loans you sold?

- ☐ Less than \$1M
- ☐ \$1M - \$3M
- ☐ \$3.1M - \$5M
- ☐ \$5.1M - \$10M
- ☐ \$10.1M - \$25M
- ☐ \$25.1M - \$50M
- ☐ Greater than \$50M

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*Display this question:*

*If Did your organization sell loans as a funding strategy from January 1, 2023 to December 31, 2024?? = Yes*

What type(s) of loans did your organization sell as a funding strategy from January 1, 2023 to December 31, 2024?? *Select all that apply.*

- ☐ Small business loans
- ☐ Consumer loans (e.g., auto loans, personal loans)
- ☐ Home purchase/improvement loans
- ☐ Residential real estate loans (e.g., construction, rehabilitation)
- ☐ Commercial real estate loans
- ☐ Community facilities loans
- ☐ Intermediary loans to nonprofits and/or CDFIs
- ☐ Other (please specify) \_\_\_\_\_

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*Display this question:*

*If Has your organization considered selling loans as a potential funding strategy? = Yes*

*Or Has your organization considered selling loans as a potential funding strategy? = Not sure*

*Or Did your organization sell loans as a funding strategy from January 1, 2023 to December 31, 2024?? = Yes*

*Or Did your organization sell loans as a funding strategy from January 1, 2023 to December 31, 2024?? = Not sure*

Have your sold or do you plan to sell loans as a funding strategy from January 1, 2025 to December 31, 2026?

☐ Yes

☐ No

☐ Not sure

---

Page Break



Display this question:

If Did your organization sell loans as a funding strategy from January 1, 2023 to December 31, 2024?? = Yes

What challenges does your organization experience selling loans as a funding strategy? *Select all that apply.*

- ☐ Not enough loan volume to sell
- ☐ Not enough buyers
- ☐ Limited staff knowledge or capacity
- ☐ Limited interest in the types of loans we have to sell
- ☐ Regulations, stipulations or requirements
- ☐ Other (please specify) \_\_\_\_\_
- ☐ ☒ None

End of Block: Special Questions: Secondary Market

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Start of Block: Conclusion

Please use the space below for any additional comments about the CDFI industry or this questionnaire that you would like to share.

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End of Block: Conclusion

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