



Carter Bank

Southern Virginia Regional Housing Summit Presentation



CARTER BANK TIMELINE

- On December 13, 1974, Worth H. Carter Jr opened the first branch in Rocky Mount, Virginia, under First National Bank.
- Mr. Carter would start nine additional banks with different names in different areas of Virginia and eventually North Carolina.
- The banks, which had a network of more than 100 branches, operated independently, under the holding group Bank Services of Virginia.
- This meant that each bank had a separate Board of Directors and was independently audited yearly by regulators.
- In 2006, the 10 branches were brought together under Carter Bank & Trust.
- Carter Bank went public in 2019, trading on NASDAQ with the ticker code CARE.
- In 2024, as the bank celebrated its 50th Anniversary, a new brand was unveiled, featuring new colors, a new logo, and the “& Trust” was dropped, and the name Carter Bank was officially adopted.



Regional Footprint

53 Total Branches in Virginia

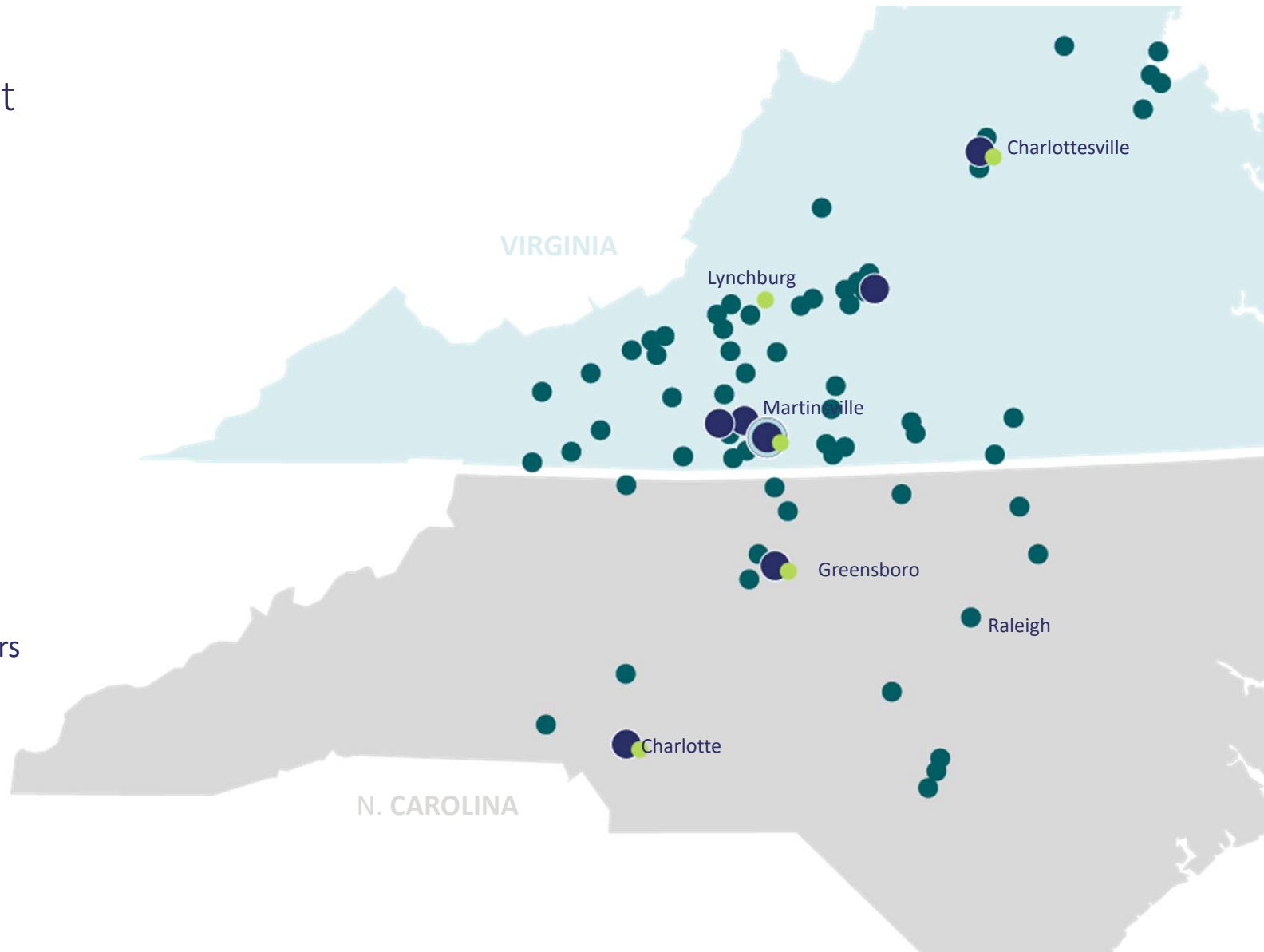
Total VA Deposits \$3.4 Billion

13 Total Branches in North Carolina

Total NC Deposits \$0.5 Billion

Map Key

- Corporate Headquarters
- Regional Offices
- Branches





OUR PURPOSE

To create opportunities for more people and businesses to prosper.

Meet the Southern Virginia Team



Bill Kirby
*Commercial Market
Manager*



James Cabler
*Community
Development Lender*



Debi Smith
*Mortgage Loan
Originator*



Christine Kleinhenz
*Treasury Sales
Officer*



Chasity Hankins
Business Banker



Lisa Brown
Area Manager



Jewel Hylton
*Branch Manager:
South Main
Danville*



David Kinder
*Branch Manager:
58 East
Danville*



Ashley Mulero
*Branch Manager:
Riverside Drive
Danville*



Karen Cifers
*Branch Manager:
North Main
Danville*



Stephanie Cannaday
*Branch Manager:
Paul Street
Collinsville*



Macey Wilson
*Branch Manager:
Commonwealth Blvd
Martinsville*



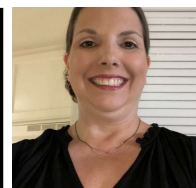
Britany Wade
*Branch Manger:
220 South
Martinsville*



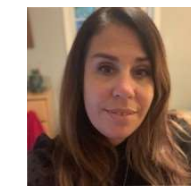
Hunter Denton
*Branch Manager:
Laurel Park
Martinsville*



April Hall
*Branch Manager:
East Blue Ridge St
Stuart*



Jenn Oakley
*Branch Manager:
Horsepasture Price Rd
Horsepasture*



Stephanie Nalls
*Branch Manager:
Basset - Stanleytown*



Beverly Lyle
*CRA & Fair Lending
Officer/ Community
Impact Lead*



Kim Simon
*Financial Education
Program Manager*

Rewarding Relationships



*Nurturing relationships
and rewarding
customers, associates
and shareholders.*

Mortgage Loan Products
& Home Buyer Resources



Mortgage Loan Product - No Down Payment Required

Carter **CRA Mortgage**

Helping make homeownership more attainable in the communities we serve



We know that families are looking for a safe and comfortable home to call their own and to build wealth. We also know that the process of looking for that home and securing financing can be a challenging one.

At Carter Bank, we help people prosper by helping to meet the credit needs in the communities we serve. With up to 100% financing for qualifying participants, buyers can finance the entire purchase price of the home without making a down payment, and save money with no mortgage insurance requirement.

Individuals qualify based on their income and the area where they want to purchase a home. Our Mortgage Originators are happy to help you assess your eligibility.

 Some key details:

- Seller contributions up to 3% of the closing costs
- Credit score of 680 or greater to qualify for 100% financing



Learn More
Scan this code, visit your local branch or contact a Mortgage Loan Originator today.

Carter Bank 

Member FDIC  Equal Housing Lender | NMLS #523123 CBT-449 090125

LIFE LIVED FULL

Mortgage Loan Products – Conventional & FHA

Mortgage Loan Selection

Find the
right path to
your home.



CONVENTIONAL LOANS¹



Mortgage Options
for homebuyers with good credit.

- Lower closing costs
- Flexible payment options
- Fixed and adjustable rates
- Purchase and refinance financing available
- Variety of home types accepted
- Minimum credit score of 620
- No private Mortgage Insurance for 20% or more down payment
- 3% down payment with income limits
- 5% down payment option (can be gifted funds if credit score is 660 or higher)
- Mortgage Insurance can be paid upfront or monthly
- 6% seller contribution maximum allowed with 90% loan-to-value (LTV) maximum
- 3% seller contribution allowed with LTV of 90% or higher

FHA LOANS¹



Mortgage Options
for low-to-moderate income families.

- Only a 3.5% down payment is required
- Down payment can be a gift or a loan to the borrower from an eligible source, such as a family member or a state housing agency program
- Sellers may pay 6% toward closing costs, prepaids, buydowns, abatements, etc.
- Cash reserves not required (except for 3- and 4-unit properties)
- Flexible guidelines for qualifying ratios
- More lenient on credit blemishes
- Non-occupying co-borrowers are allowed

LIFE LIVED FULL



Key benefits of FHA loans

- **Lower down payments:** Borrowers can qualify with a down payment as low as 3.5%
- **Flexible credit requirements:** FHA loans are more lenient with credit scores compared to conventional loans
- **Lower closing costs:** The FHA allows closing costs to be covered by gift funds or a seller contribution
- **Higher debt-to-income (DTI) ratio:** FHA guidelines can be more flexible, allowing for a higher DTI ratio in some cases.

Mortgage Loan Products USDA & VA

USDA LOANS²



Mortgage Options for low-to-moderate income borrowers in rural areas.

- 100% financing available — no down payment required
- Low monthly mortgage insurance
- Flexible credit and qualifying guidelines
- No maximum purchase price limit
- Closing costs can come from any source, including gifts
- Competitive fixed rates

VA LOANS³



Mortgage Options for active and retired military, reservists and surviving spouses.

- 100% financing
- Seller of a home can pay closing costs: up to 2 discount points, the prepaids, and an additional 4% (toward the buyer's discretion)
- Homebuyers can add up to \$6,000 to their VA loan to have energy-efficient improvements installed
- No monthly mortgage insurance
- Less restrictive qualifying terms
- Homebuyers are still eligible, even after a short sale

To be eligible for a VA loan, you must have sufficient entitlement available and be a veteran (single or married), active duty service member, National Guard member, reserve member, or surviving spouse of an eligible veteran (certain restrictions apply).

Mortgage2Go.

Use our handy mobile app to manage the entire mortgage loan process.



Key benefits of USDA loans

- **Zero down payment:** This is a significant benefit, allowing eligible homebuyers to finance 100% of the home's purchase price and avoid the need for substantial savings.
- **Competitive interest rates:** Due to the government's backing, lenders face less risk and can offer lower interest rates than many conventional loans. This results in lower monthly payments and long-term savings.
- **Low mortgage insurance costs:** While USDA loans have guarantee fees, these are often more affordable than the private mortgage insurance (PMI) required for conventional loans with down payments less than 20%.
- **Gift funds are allowed.** You can use gift funds from family or friends to pay for closing costs

Contact one of our mortgage loan originators today to learn more.

By phone at 833-275-2228

In person at one of our branches in VA and NC or at carterbank.com



NMLS#523123 CBT-431N 093024

(1) Loan programs may change at any time with or without notice. Information deemed reliable but not guaranteed. All loans subject to income verification, credit approval and property appraisal. Not a commitment to lend. (2) USDA loans require a one-time guarantee fee and an annual fee to the USDA's Rural Development Program. Monthly mortgage payment will include annual fee and may include the guarantee fee. These fees will increase the cost of the loan and monthly payments. Interest on the portion of the loan that exceeds the value of the dwelling is not tax deductible, and consumers should consult their tax advisor. Ask for details about eligibility, documentation and other requirements. Not a commitment to lend. (3) VA loans require a VA funding fee at closing. The fee is higher with a zero down payment, and maximum loan limits vary by county. If a down payment of 5% or more is made, the fee is reduced. The VA funding fee is non-refundable. Interest on the portion of the loan that exceeds the value of the dwelling is not tax deductible, and consumers should consult their tax advisor. Ask for details about eligibility, documentation and other requirements. Not a commitment to lend.

Home Buyer Grant Opportunities

Make it HAPPEN Homebuyer Assistance Grant

A place to call
your own.



Through the Make It HAPPEN program, Carter Bank has access to homeowner assistance funding from the Federal Home Loan Bank of Atlanta for eligible families and individuals in our service area.

We call these funding opportunities Make It HAPPEN (Homeowner Assistance Program Partnership Established Now). That spells out our commitment to helping more families and individuals become homeowners.

Grant funds can be used for down payment, closing costs and principal reduction for the purchase of a new home by First-Time Homebuyers and Community Partners with as little out of pocket as \$1,000.

Homeowner
Assistance
Program
Partnership
Established
Now

Funding opportunities are available for a limited time and may be discontinued at anytime without notice. This document is not a complete description of requirements of these products. Refer to Federal Home Loan Bank of Atlanta's AHP Implementation Plan, www.fhlbatl.com.

Let's get you home.

To determine if you're eligible for Make It HAPPEN grant assistance and to check the availability of funds, contact one of our Mortgage Loan Originators today.

Contact Us

By phone at 833-275-2228, in person at one of our branches in VA and NC or at carterbank.com

Member FDIC Equal Housing Lender | NMLS#523123 CBT-299N 020925



- **The Federal Home Loan Bank (FHLB) of Atlanta offers several homebuyer grants through its member financial institutions.** *These are not grants you apply for directly through the FHLB, but rather through a participating bank.*
- **Workforce Housing Plus+ Program:** Offers up to \$15,000 in down payment and closing cost assistance.
- For first-time and non-first-time homebuyers with household incomes between 80.01% and 120% of the area median income (AMI).
- **Assistance for Community Partners:** The program may also offer specific products for current or retired law enforcement, educators, healthcare workers, first responders, and veterans.

Apply online or with your mobile device



LIFE LIVED FULL

Mortgage2Go.


Manage your entire mortgage online.

Do it all via mobile or computer.

- Download the app
- Enter your info
- Talk with a lender

A simple step by step process.

- Connect with a mortgage loan originator
- Get prequalified for a home loan
- Upload all of your loan documents
- Receive updates on your loan status

Carter Bank 
MORTGAGE

CONNECTING BORROWERS & LENDERS.
Mortgage2Go is a mobile application built to bring borrowers, partners, and loan originators together in a single platform to simplify the loan process. Our custom app will equip you with the tools you need for a successful mortgage experience with real-time loan status updates.

FEATURES

- Mortgage calculators
- Convenient initiation, updates, and completion of mortgage loan inquiry
- Easy to read document checklist
- Automated reminders when items are due
- Scan and securely send documents with your phone
- Real-time progress updates
- Simplified communication with your loan officer



GET STARTED
833-275-2228
carterbank.com

Member FDIC NMLS#523123 CBT-264N 093024

All Loans are subject to certain limitations and restrictions. Loans are subject to credit approval. For convenience products, additional terms and conditions may apply and third party fees for internet, messaging or data plans may apply. Use of QR code is subject to data charges.

Commercial Real Estate Loan
and Developer Resources



Commercial Real Estate Loan Options

- **Permanent Loans:** Used for acquiring or refinancing stabilized properties with steady cash flow.
- **Construction Loans:** Provide funding for new building projects, often with shorter terms.
- **Bridge Loans:** Short-term financing used to "bridge" gaps between different funding stages, such as transitioning from a construction loan to a permanent loan.



Commercial Real Estate Developer Resources

Overview of LIHTC Program

- Subsidizes cost of providing housing to people whose income is at or below 60-80% of the area median income (“AMI”)
- Indirect subsidy encourages public/private partnerships
- Credits available to Owner over 10-year credit period
- 15 year recapture period / min. 30-year extended use period
- 9% credit – capped, competitive; not paired with Tax-Exempt Bonds
- 4% credit – not capped, non-competitive; must be paired with Tax-Exempt Bonds
- Administered by State Housing Finance Agencies like Virginia Housing





Commercial Real Estate Developer Resources

Overview of LIHTC Program Continued

Benefits

- Affordable housing for tenants (income restricted and rent restricted)
- Tax credit equity reduces amount of debt needed to finance development
- Reduced debt allows for project to support debt service at restricted rents
- Investor gets tax benefits and/or CRA benefits

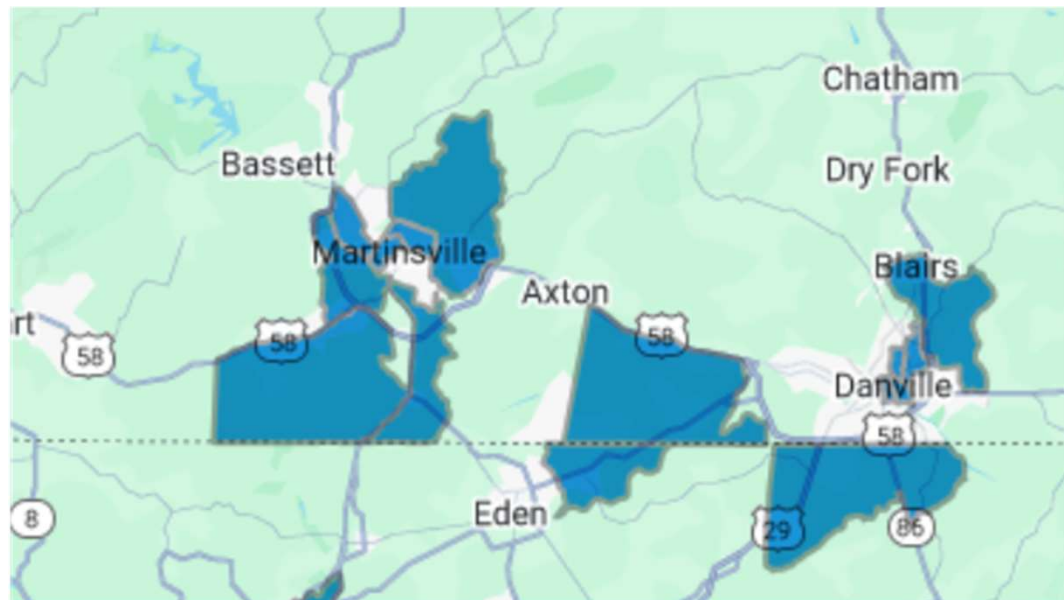


Commercial Real Estate Developer Resources

Opportunity Zones (OZ)

- Virginia has 212 designated Qualified Opportunity Zones, which are low-income census tracts where new investments may be eligible for preferential tax treatment.
- Tax benefits: Investors can receive temporary tax deferral on capital gains reinvested into a Qualified Opportunity Fund. Investors who hold the investment for at least ten years can receive a permanent exclusion of capital gains tax.
- Usage: The investment must be used for qualified opportunity zone business property or equity in a domestic partnership or corporation.

Map of Local Opportunity Zones



Financial Education



Financial Education – Adult Classes

FDIC – MONEY SMART CURRICULUM

- **Module 1: Your Money Values and Influences** - Internal values and goals, external influences, and their relationships to financial decisions
- **Module 2: You Can Bank On It** - Financial products, services, and providers
- **Module 3: Your Income and Expenses** - How to track income and expenses
- **Module 4: Your Spending and Saving Plan** - How to develop a spending and saving plan, and how to prioritize spending when money is short
- **Module 5: Your Savings** - Saving money for expenses, goals, and emergencies
- **Module 6: Credit Reports and Scores** - Credit reports and scores, building productive credit histories, and repairing and improving credit
- **Module 7: Borrowing Basics Options** - for borrowing money and the costs
- **Module 8: Managing Debt** - Different kinds of debt and ways to manage it
- **Module 9: Using Credit Cards** - How credit cards work and how to manage them
- **Module 10: Building Your Financial Future** - Ways to build assets, including buying a car and getting training and education
- **Module 11: Protecting Your Identity and Other Assets** - Ways to recognize, respond to, and reduce the risks of identity theft, along with strategies for protecting other assets
- **Module 12: Making Housing Decisions** - Different types of safe and affordable housing, including specific information on renting
- **Module 13: Buying a Home** - The home buying process, including mortgages
- **Module 14: Disasters—Financial Preparation and Recovery** - How to financially prepare for, and recover from, disasters



Financial Education – Business Classes

FDIC – MONEY SMART CURRICULUM

- **Module 1: Banking Services Available** -Provides an overview of business banking services
- **Module 2: Managing Cash Flow** - Encourages the participants to focus on cash flow management as an essential competency of business ownership.
- **Module 3: Credit Reporting** - Provides an overview of credit reporting and is designed to help participants to understand how reporting their credit can benefit their business
- **Module 4: Financial Management** - Designed to help participants to understand how financial management can benefit their business
- **Module 5: Is Owning a Business a Good Fit for You?** - Encourages participants to make important decisions about their readiness to start a business.
- **Module 6: Insurance** - Designed to help participants to understand how insurance can benefit their business.
- **Module 7: Organizational Types and Considerations** - Designed to help participants to understand how selecting the correct organizational type can benefit their business
- **Module 8 : Tax Planning and Reporting** - Designed to help participants to understand how taxes can benefit and affect their business.
- **Module 9: Record Keeping** - Designed to help participants to understand how record keeping can benefit their business.
- **Module 10: Risk Management** - Designed to help participants to understand how risk management can benefit their business.
- **Module 11: Selling a Small Business and Succession Planning** - Designed to help participants to understand how selling a business can benefit their business.
- **Module 12: Planning for a Healthy Business** - The Planning for a Healthy Business module encourages participants to focus on planning as an essential competency of business ownership.
- **Module 13: Time Management** - Designed to help participants to understand how time management can benefit their business.



Thank You!

