



## NEWS RELEASE

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### **Down Payment Resource Expands Team to Serve Growing Market**

*New Product Strategist, Director of Sales and Account Management Roles Added*

**Atlanta, GA, November 9, 2018** – Atlanta-based Down Payment Resource, the nation's leader in providing homebuyers and professionals with information on down payment assistance programs, today announced three key hires to serve the company's growing market.



**Kristina (Krysti) Kovarik** is the company's Product Strategist, responsible for leading Down Payment Resource's product development strategy and rollout. Kovarik was most recently with MGIC as a Community Lending Program Manager and she previously held product development and affordable lending roles at PNC Bank and other lending institutions. Kovarik has also served on municipal and regional government planning boards for many years.



As Director of Sales for Down Payment Resource, **Joe Whitaker** will focus on managing sales in the company's lender channel. Whitaker previously held positions in strategic sales and account management at Genworth, and most recently at Indecomm Global Services. With his tenure in mortgage lending, Whitaker brings important sales and leadership focus to Down Payment Resource partners and stakeholders.



**Fern White** is promoted to Account Manager, responsible for managing lender and MLS customer relationships. White joined the company earlier this year as a Housing Program Manager where she researched and managed the data for hundreds of programs in Down Payment Resource's databank. White has more than 17 years of account management experience at Fannie Mae where she worked with lenders across the country.

“I’m pleased to add three key roles to our growing team. Krysti, Joe and Fern bring deep experience in mortgage lending as well as a passion for affordable housing that will serve our customers and partners well,” said Rob Chrane, CEO of Down Payment Resource. “The company is well positioned for the growing market of mortgage ready millennial homebuyers looking for affordable mortgage financing.”

This year, Down Payment Resource celebrates [10 years in business](#). The company is the first in the housing industry to aggregate and keep current information about homeownership programs nationwide. Down Payment Resource integrates data about program benefits and eligibility criteria with Multiple Listing Services, lenders and agents.

**About Down Payment Resource**

Down Payment Resource (DPR) creates opportunity for homebuyers, REALTORS® and lenders by uncovering programs that get people into homes. The company tracks more than 2,500 homebuyer programs through its housing finance agency partners. DPR has been recognized by Inman News as “Most Innovative New Technology” and the HousingWire Tech100™. DPR is licensed to Multiple Listing Services, Realtor Associations, lenders and housing counselors across the country. For more information, please visit [DownPaymentResource.com](http://DownPaymentResource.com) and on Twitter at [@DwnPmtResource](https://twitter.com/DwnPmtResource).

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