

Congress of the United States
House of Representatives
Washington, DC 20515

December 8, 2021

Rohit Chopra
Director
Consumer Financial Protection Bureau
1700 G St. NW
Washington, DC 20552

Dear Director Chopra,

I write today to shed light on the various corporations using deceptive practices in the housing market and urge the Consumer Financial Protection Bureau (CFPB) to take action to address these issues.

Reverse mortgages offer a lifeline to senior homeowners by giving them an additional income to help them through emergencies or compensate for a fixed income. But deceptive and manipulative practices, such as inflating home prices and false advertising¹ have turned this safety net into a trap. Most recently, American Advisors Group (AAG) inflated home estimates, resulting in many seniors entering into negotiations and paying out of pocket for home appraisals only to then learn that they won't actually get as much money as they were originally made to believe.² Our seniors are already one of the most vulnerable populations and many are already facing financial insecurity. Scams such as these are a threat to seniors and must be punished by CFPB to the fullest extent.

Repeat offenders such as AAG³ have shown that a slap on the wrist from CFPB is not enough to stop bad actors and their fraudulent practices. Moving forward, I urge you to impose more severe penalties for reverse mortgage lenders that prey off of vulnerable populations, especially for repeat offenders such as AAG.

I look forward to your timely attention to this critical matter.

Sincerely,



Josh Harder
Member of Congress

¹ [Forbes, How To Avoid Reverse Mortgage Lending Traps](#), 11/2/2021

² [Consumer Financial Protection Bureau, CFPB Takes Action Against American Advisors Group for Deceptively Marketing Reverse Mortgages to Consumers](#), 10/8/2021

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