

The **Property Program** acts as developer and general contractor in the construction or rehabilitation of homes. The homes are used to provide homeownership opportunities to low-income families through a variety of financing models created HOME, Inc. HOME, Inc. also partners with non-profits and governmental entities as a general contractor to repair or rehab housing for low-income people.

From 1967 to 1990 HOME, Inc. acquired and rehabbed 72 homes to provide homeownership opportunities. Since 1991 HOME, Inc. has acquired and rehabbed 70 single family homes and constructed 42 single family homes. Acting as a general contractor HOME, Inc. has rehabbed or built 12 units of housing for non-profit organizations and made improvements or repairs to 150 owner occupied units. We currently maintain an inventory of 3 single family homes occupied by lease/purchase and hold

All clients interested in purchasing a home through HOME, Inc.'s Property Program are required to participate in our Homeownership Counseling and Supportive Services. The HCSS consist of an interview and assessment to determine the Client readiness to purchase a home and developing and implementing a home purchase plan. The plan includes all or some of the following activities; assessing housing affordability and need, repairing and improving credit, learning about the home buying process, and securing a mortgage and other financial assistance. Ninety seven percent of the families that purchase homes from HOME, Inc., retain homeownership.

The following homeownership models are offered to clients that successfully complete the Homeownership Counseling and Supportive Services and choose to purchase a home from HOME, Inc.

Lease/Purchase involves the acquisition and rehabilitation of single family homes that are offered for homeownership through a "rent with option to buy" model. Selected clients may choose a completed home in HOME, Inc.'s inventory or select a property from the open market that HOME, Inc. may purchase. Clients participating in this model must rent the home and participate in supportive services for a minimum of 12 months to a maximum of 24 months. Clients that successfully complete the supportive services and meet financing guidelines are offered the option to assume the mortgage. This enables the client to use the "equity" built up through renting as the down payment. Clients also receive forgivable loans to reduce the cost of the home purchase.

Turn Key involves the construction or rehabilitation of single family homes that are offered for direct purchase by clients. Clients must successfully complete the Homeownership Readiness Interview and Assessment. HOME, Inc. will assist the client in applying for and securing a mortgage to purchase the home. HOME, Inc. provides forgivable loans/grants to reduce the cost of the home purchase by the client.

Contract Sales are available on limited basis to clients that are unable to purchase through conventional means as the result of long term medical debt or student loans. Contracts are available only to low income households purchasing units that have been acquired and rehabilitated by HOME, Inc. Clients must successfully complete at least six months of Homeownership Counseling and Supportive Services prior to selection for a home. Clients are also required to successfully rent the unit (similar to lease/purchase) for at least six prior to entering into a contract with HOME, Inc.

Technical Assistance is available to clients that successfully complete the Homeownership Counseling and Supportive Services and purchase their own home. HOME, Inc. may provide technical assistance to help the client make improvements to their new home. HOME, Inc.'s staff inspects the property to determine repairs and improvements that may be required. HOME, Inc. can assist the client in accessing home improvement funds through their lender or another source. If necessary, HOME, Inc. may act as the construction manager and general contractor to make the improvements to the home.

Innovation in Development and Finance: The Property Program develops housing financing models to fit the needs of clients and provide alternatives to conventional or predatory lending. HOME, Inc. offers the following types of sales options for its clients conventional turn-key sales, lease/purchase, and contract sales. To achieve long term affordability for clients all properties include some element of subsidy and energy efficiency measures and in the case of existing units, rehab to ensure no major repairs for a period of 10 years.

Addressing State Housing Need: The Property Program constructs single family homes to increase the supply of affordable units. The acquisition and rehab of single family homes helps to retain or create affordable units. Improvement and repair work completed on owner occupied units helps to maintain the supply of existing affordable housing.

Coordination of Resources: Internally, HOME, Inc. coordinates its housing counseling activities with its property development activities to ensure that our clients are able to purchase and retain the housing we develop. HOME, Inc. participates in collaborative efforts, both planning (see #5) and implementation to ensure non-duplication of services.

Leverage of Resources: The Property Program leverages PCHTF development funds with City home funds (1:2 ratio) and grant funds with loan funds (1:3). Through increased development activities in the Property Program, HOME, Inc. earns \$1 for every \$1 received in PCHTF operations grant. In addition our property development activities act as leverage for our counseling activities. Currently HOME, Inc. receives \$1 in PCHTF operating funds (\$148,000) for every \$2.59 received for housing counseling (\$383,000).

Completed Projects (Program year runs from July 1 to June 30)

	Rehabbed Units	New Construction	Repair	Sales
2005-2006	7	9	14	14
2006-2007	8	1	25	11
2007-2008	9	6	18	10