

MEMORANDUM

February 21, 2023

TO: Planning, Housing, and Parks (PHP) Committee

FROM: Eunice Jeong, Legislative Analyst

SUBJECT: Briefing on “Homeownership Equity and Affordability in Montgomery County”

PURPOSE: Updates and panel discussion on homeownership in the County

Those expected for this worksession:

Introduction/Overview

- Jason Sartori, Chief of Countywide Planning and Policy, and Lisa Govoni, Housing Planner IV, Montgomery County Planning Department
- LaToya Thomas, Housing Indicator Tool Policy Director, HAND

Organizations that assist in homeownership

- Jeff Dee and Sarah Reddinger, Habitat for Humanity
- Maury Peterson, Executive Director, Rebuilding Together
- Avi Adler, President, Greater Capital Area Association of Realtors
- Mary Gentry, Chief, Division of Housing, and Somer Cross, Manager, Affordable Housing, Montgomery County Department of Housing and Community Affairs
- Chelsea Andrews, Executive Director, and Monte Stanford, Director of Mortgage Finance, Montgomery County Housing Opportunities Commission
- Maddy Ciulu, Director, Single Family Housing, Maryland Department of Housing and Community Development
- Mary Hunter, Director of Housing Counseling, Housing Initiative Partnership, Inc.

At this session, the Committee will receive an overview of local and regional homeownership data, with a focus on racial disparity.

Following the overview, the Committee will hear observations and experiences related to homeownership from two panels: one focused on the economics of homeownership and the other focused on public resources for homebuyers and potential homebuyers in Montgomery County.

General Background Information

The County provides several programs and initiatives to assist homebuyers in Montgomery County.

The **Design for Life (DFL) Property Tax Incentive Program** serves low-income senior homeowners eligible for home improvements and accessibility enhancements. The program is budgeted for \$300,000 and is established to operate as follows: \$10K for any homeowner who is 62+ or physically handicapped and \$20K for any homeowner who otherwise qualifies and is at 50% AMI or less. There is discretion for the Director to provide more if needed. DHCA aims to begin providing loans in FY23.

The program provides three tiers of property tax incentives to encourage the renovation or construction of homes that are more universally accessible:

1. Accessible Features tax incentive supports the construction of certain features that are permanently installed to improve access to or within an owner's principal residence (not limited to single-family homes).
2. Level I (VISITable)* tax incentives are available for permanent installations to any new or existing single-family homes, townhomes and duplexes that meet a Level I accessibility threshold.
3. Level II (LIVEable)** tax incentives are available for permanent installations to any new or existing single-family homes, townhomes and duplexes that meet a Level II accessibility threshold.

For new home construction, a school impact tax credit may be available for projects meeting Level I Accessibility standards.

The **Moderately Priced Dwelling Unit (MPDU)** homeownership program offers affordably priced homes – both new and resale – to first-time homebuyers who have a moderate level of household income, defined at under 70% of Area Median Income (AMI)***. Home types include condos, single-family detached houses, duplexes, and townhouses (most common).

The Program requires that a percentage of for-sale housing units in residential developments be made available for low- and moderate-income households for a 30-year timeframe (“control period.”) To maintain affordability, the County imposes certain resale and occupancy restrictions on the MPDUs during the control period. Today, there are more than 3,600 MPDU sale units, and hundreds of households on the waitlist for selection.

The Program was established under County legislation adopted by the County Council and approved by the County Executive. Certain program requirements such as income limits, maximum sale prices and rental rates are set through executive regulations developed by the Department of Housing and Community Affairs and approved by the County Executive and the County Council. The MPDU program is primarily implemented through two sections of the Montgomery County Code: Chapter 25A, titled Housing, Moderately Priced, which lays the foundation for the MPDU Program – and Chapter 59, The Montgomery County Zoning Ordinance, which specifies the applicable zones, and sets associated development standards and bonus densities.

The **Montgomery Homeownership Program** is an initiative of the Maryland Mortgage Program in partnership with Montgomery County. It provides eligible homebuyers purchasing in Montgomery County up to \$25,000 in down payment assistance.

This financial support is provided by Montgomery County to help working families and first-time home buyers achieve affordable homeownership in the County. The Maryland Mortgage Program in partnership with the County has helped thousands of families achieve homeownership.

Panel Discussion

Median home prices in Montgomery County have risen sharply during and after the pandemic. In addition to concerns with rising rental housing costs, affordable and equitable homeownership has become a challenge for many residents of Montgomery County. In light of future policy considerations around affordable and equitable homeownership, today's briefing is designed to provide a foundation for such discussions. Panelists have been asked to discuss financial barriers to homeownership from the perspective of their members.

Attached on ©1 is an outline of the panel discussion including the participant list for each panel. Any data provided by panelists as part of a presentation will be linked to this staff report following the worksession.

*Level I (VISITable) accessibility standards must include: one no-step entrance located at any entry door to the house that is connected to an accessible route; a place to visit on the entry level; a usable powder room or bathroom; a 32-inch clear width interior door.

** Level II (LIVEable) accessibility standards must include, in addition to all standards as Level I: an interior way of passage from one room to another that can accommodate a wheelchair or other mobility aid; a kitchen that can accommodate a wheelchair or other mobility aid and meets the specification in Section 52-28T of the Montgomery County Code for a usable kitchen; at least one accessible bedroom (either on the entry level or accessible by elevator, lift, or stair glide unit); an accessibility-enhanced full bathroom that includes a walk-in or roll-in shower or tub.

*** Current 70% AMI levels for Montgomery County, as of April 19, 2022: \$69,500 for a single-person household; \$79,500 for a two-person household; \$89,500 for a three-person household.

***Homeownership Equity and Affordability in Montgomery County
Planning, Housing & Parks Committee Panel Discussion
March 6, 2023 ~ 1:30 pm***

***In-Person
Council Office Building
100 Maryland Avenue, 3rd Floor Hearing Room
Rockville, MD 20850***

- I. Welcoming Remarks (Six minutes – Two minutes per Committee member)
- II. An Overview of Homeownership in Montgomery County (30 Minutes)
 - A. Jason Sartori, Chief, Countywide Planning and Policy Division, and Lisa Govoni, Housing Planner IV, Montgomery Planning
 - B. LaToya Thomas, Housing Indicator Tool Policy Director, HAND (*Virtual*)
 - C. (TBD) – Homeownership and the Racial Wealth Gap
- III. The Economics of Homeownership in Montgomery County (40 Minutes)
 - A. Jeff Dee, President & CEO, and Sarah Reddinger, Vice President of Community Development, Habitat for Humanity
 - B. Maury Peterson, Executive Director, Rebuilding Together
 - C. Avi Adler, President, GCAAR
 - D. Q&A (10 Minutes)
- IV. Current County Tools for Home Ownership (40 Minutes)
 - A. Mary Gentry, Chief, Division of Housing, and Somer Cross, Manager, Affordable Housing, Montgomery County Department of Housing and Community Affairs
 - B. Chelsea Andrews, Executive Director, and Monte Stanford, Director of Mortgage Finance, Montgomery County Housing Opportunities Commission
 - C. Maddy Ciulu, Director, Single Family Housing Programs, Maryland Department of Housing and Community Development
 - D. Mary Hunter, Director of Housing Counseling, Housing Initiative Partnership, Inc.
 - E. Q&A (10 Minutes)
- V. Takeaways and Next Steps (5-10 minutes)



Montgomery Planning

Countywide Planning & Policy Division

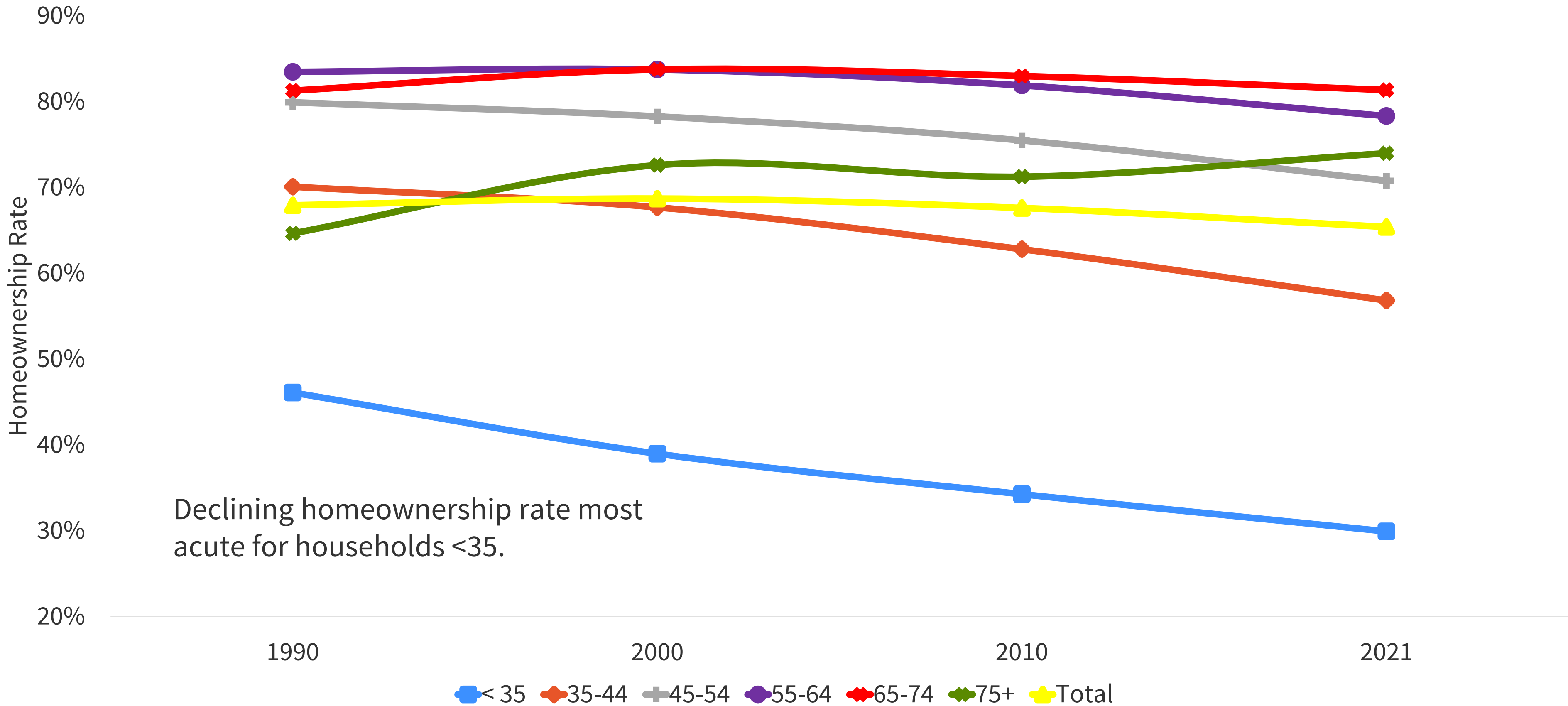
03/06/2023

State of Homeownership

Montgomery County, MD



Homeownership Rates by Age



Declining homeownership rate most acute for households <35.

(2)

Source: 1990, 2000, 2010 Census, 2017 - 2021 5-year ACS estimates

Net Change of Number of Owner-Occupied Households

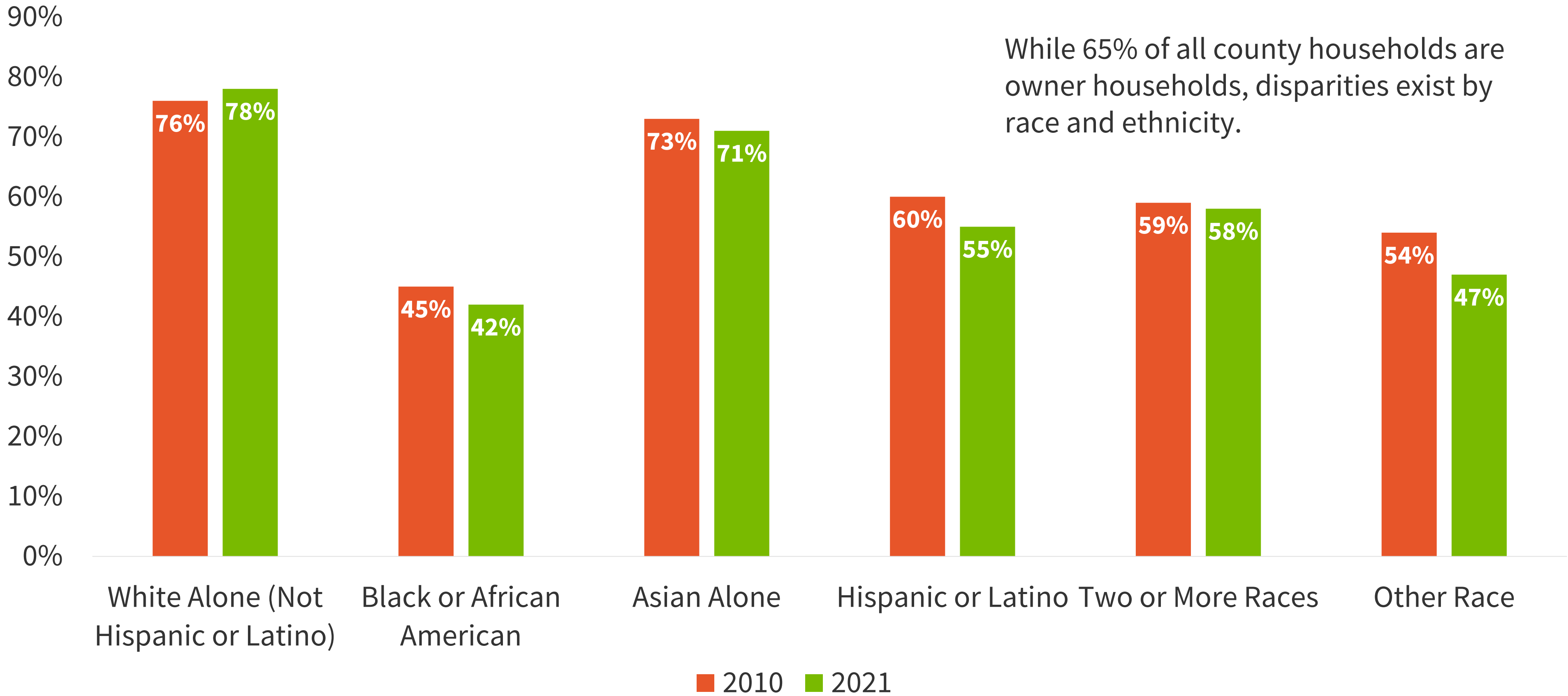
Age of Householder	2010 # of Owner-Occupied Households	2021 # of Owner-Occupied Households	Change
<35	22,870	17,220	(5,650)
35-44	50,144	40,954	(9,190)
45-54	65,845	57,003	(8,842)
55-64	52,774	61,686	8,912
65-74	27,914	44,023	16,109
75+	25,268	29,860	4,592
Total	244,815	250,746	5,931

The county is only adding new owner households on net for householders over 55.

(3)

Source: 5-year ACS estimates

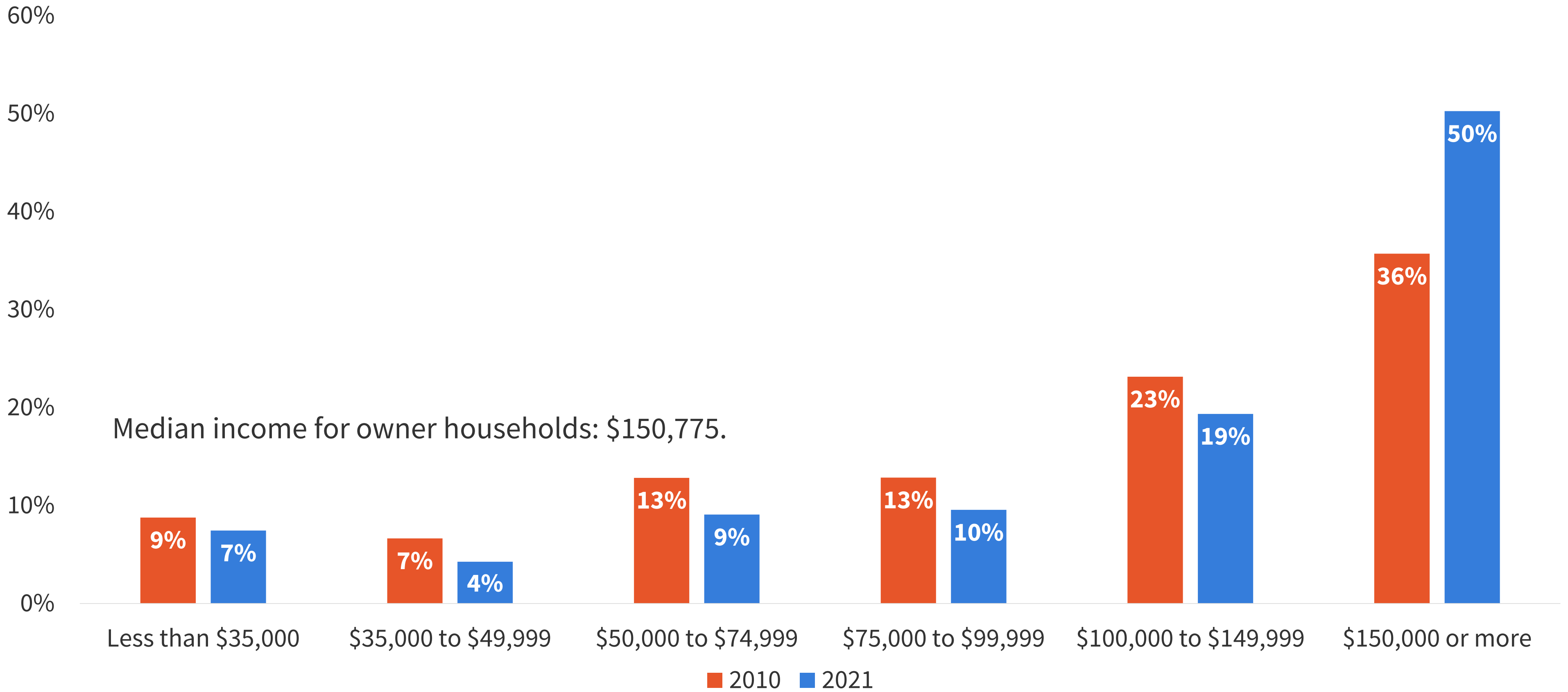
Owner Households by Race or Ethnicity



(4)

Source: 1-year ACS estimates

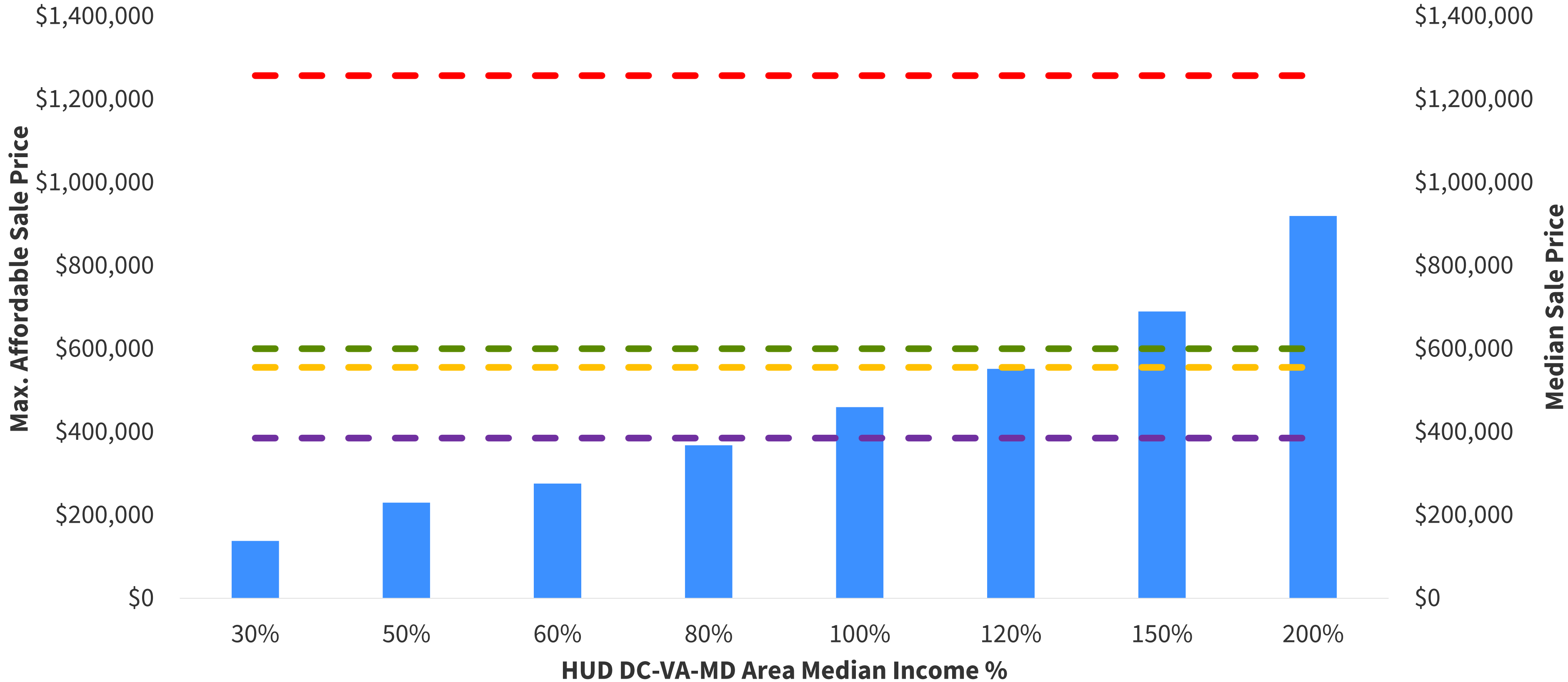
Owner Households by Income Range



(5)

Source: 5-year ACS estimates

Maximum Affordable Sale Price by AMI

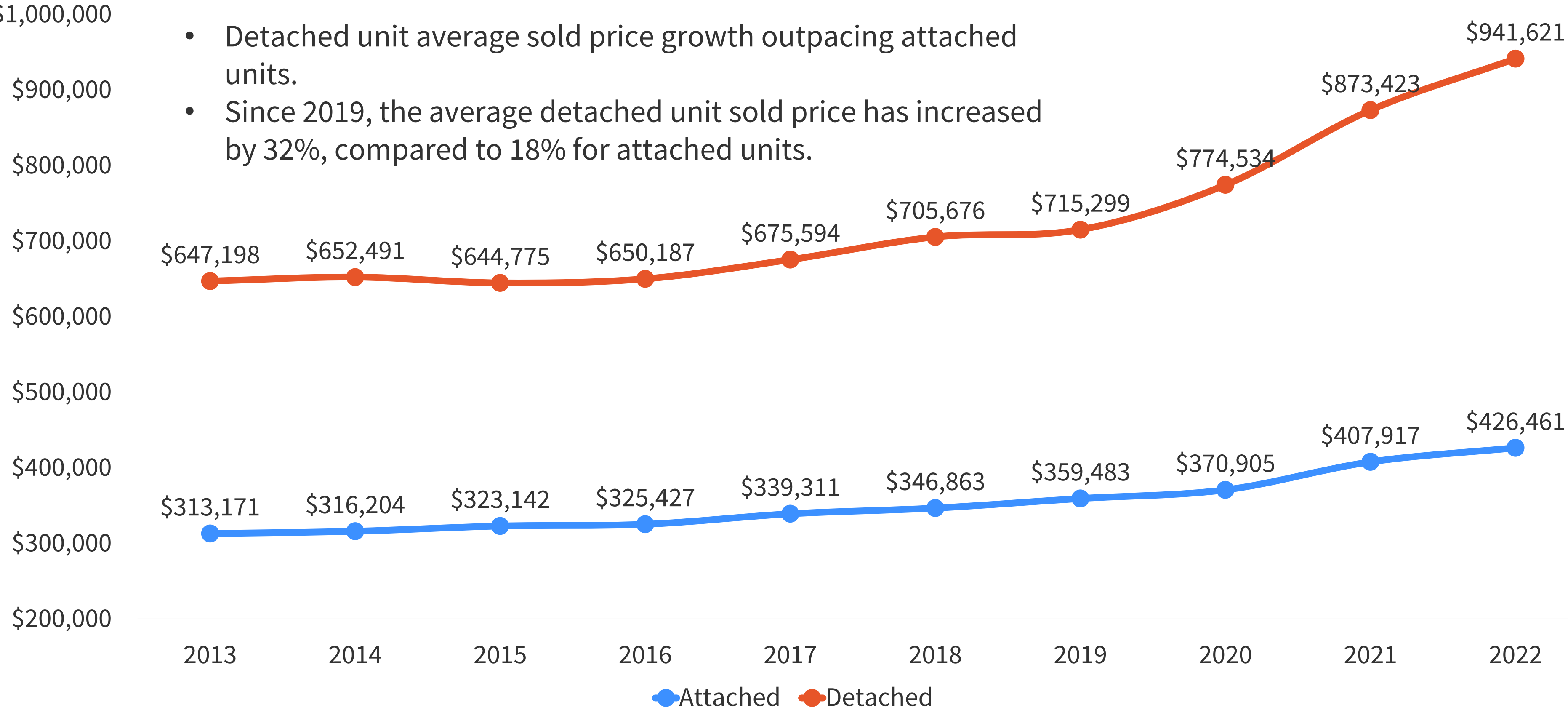


■ Max. Affordable Sale Price
 — Montgomery County
 — Bethesda
 — Silver Spring
 — Germantown

Source: Bright
MLS

Average Sold Price by Type

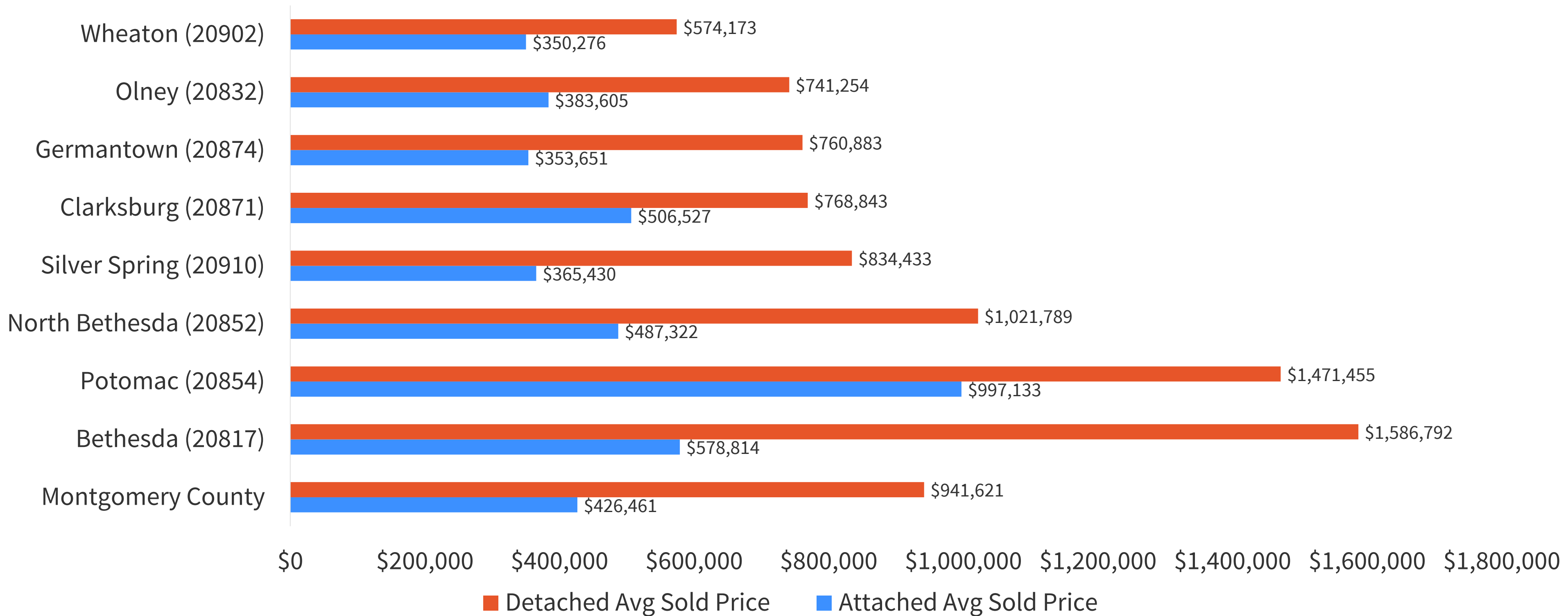
- Detached unit average sold price growth outpacing attached units.
- Since 2019, the average detached unit sold price has increased by 32%, compared to 18% for attached units.



(7)

Source: Bright MLS

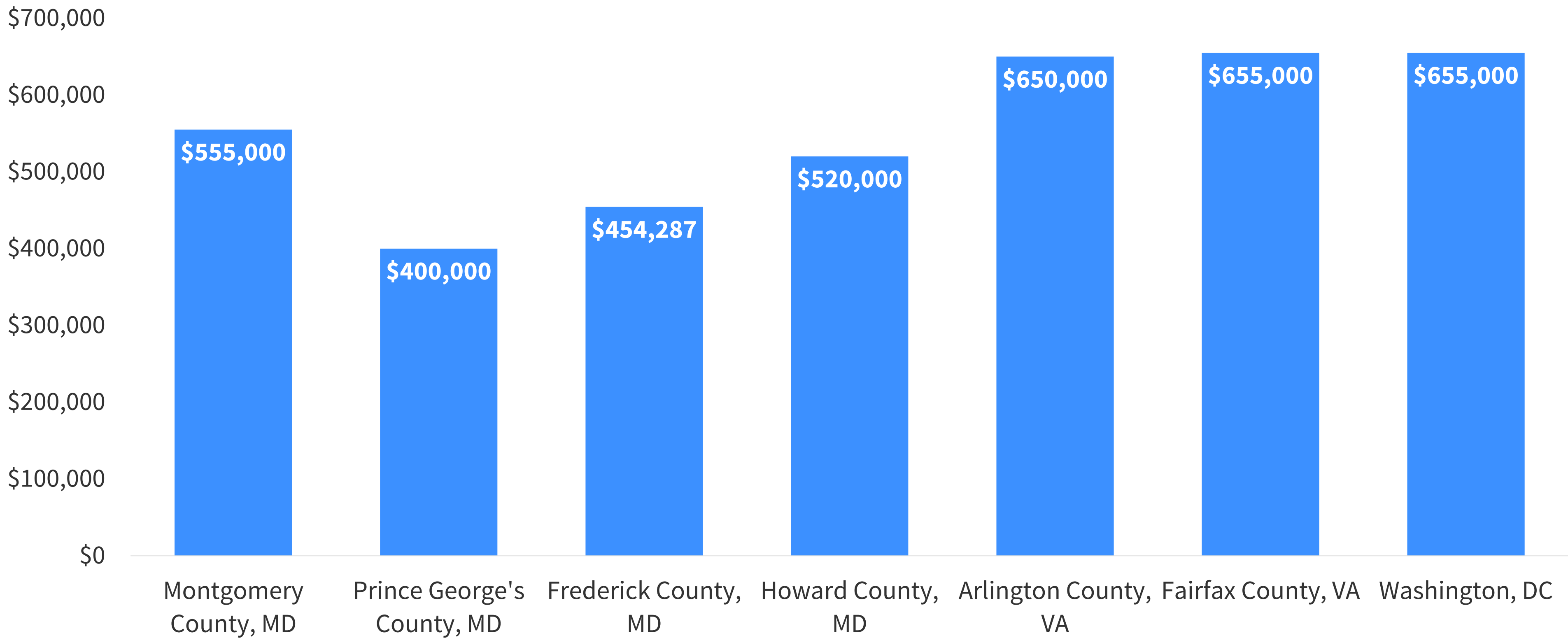
Average Sold Price by Type in Submarkets (2022)



(8)

Source: Bright
MLS

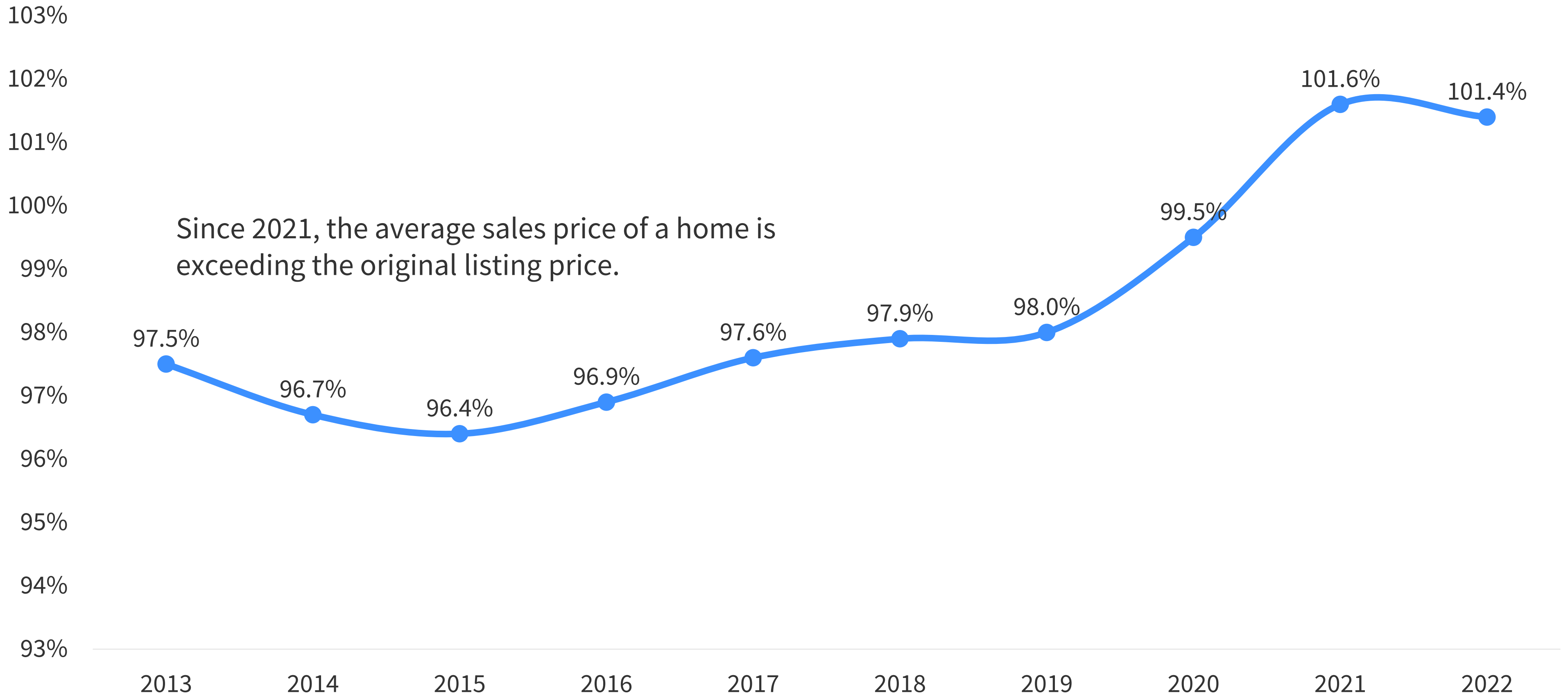
Median Sold Price (All Housing Types) by Jurisdiction (2022)



(9)

Source: Bright
MLS

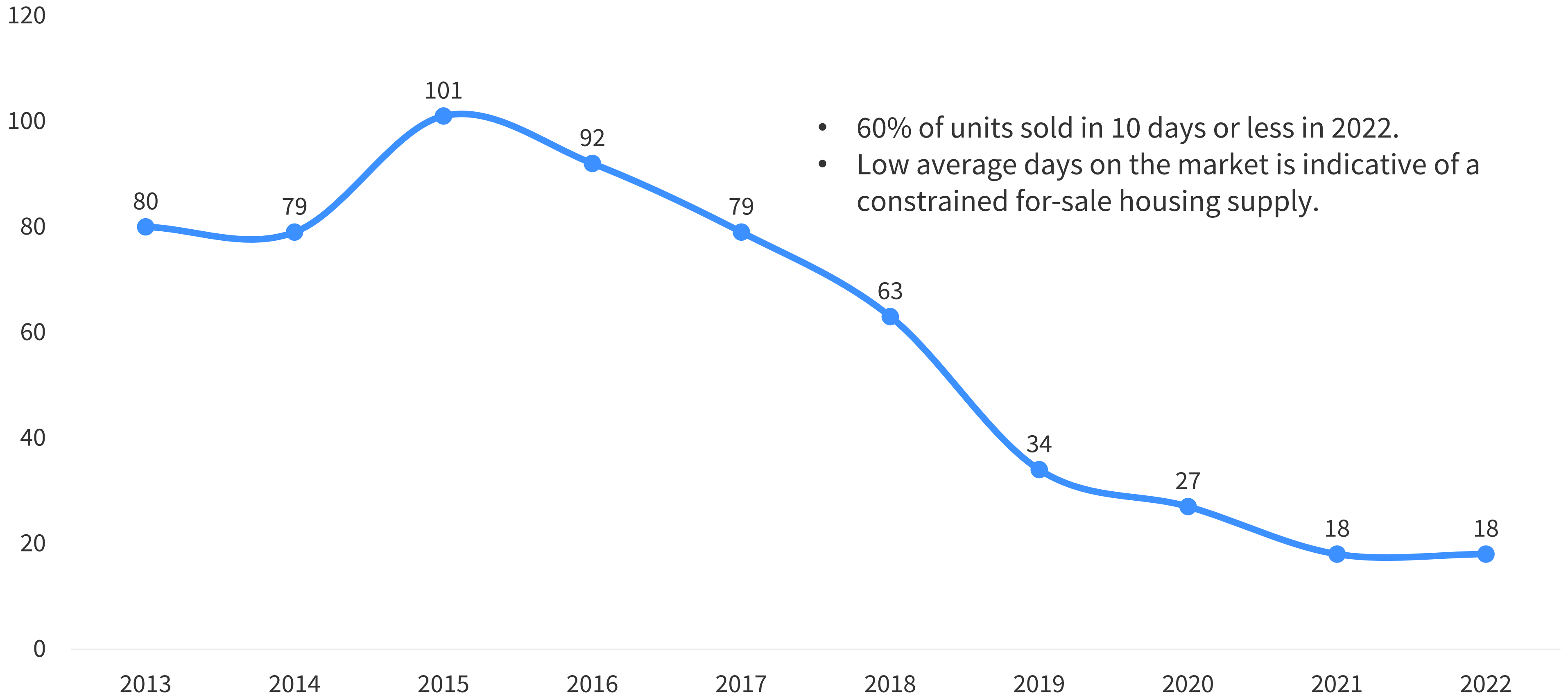
Average Sales Price to Original Listing Price Ratio



(10)

Source: Bright
MLS

Average Days on Market

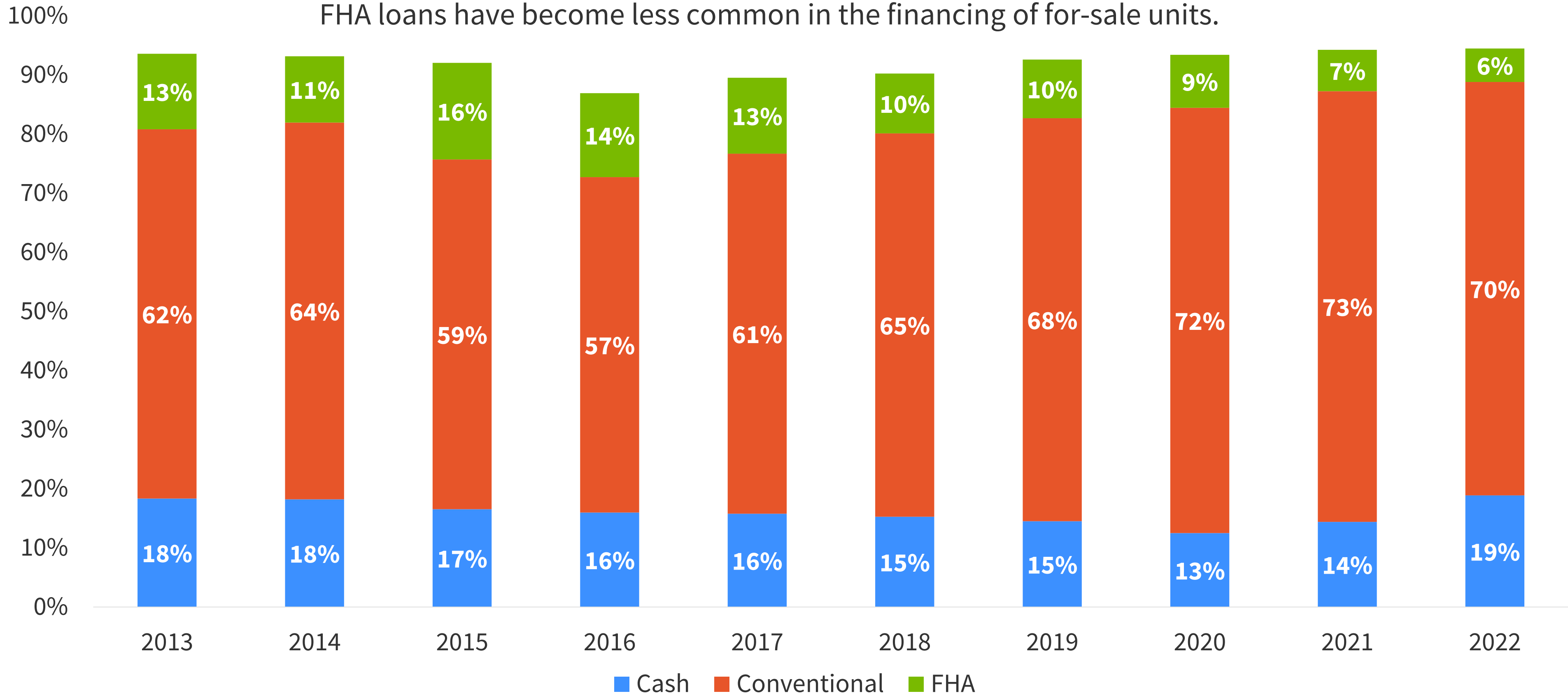


(11)

Source: Bright
MLS

Financing of Sold Units

FHA loans have become less common in the financing of for-sale units.



(12)

Source: Bright
MLS

Thank you!

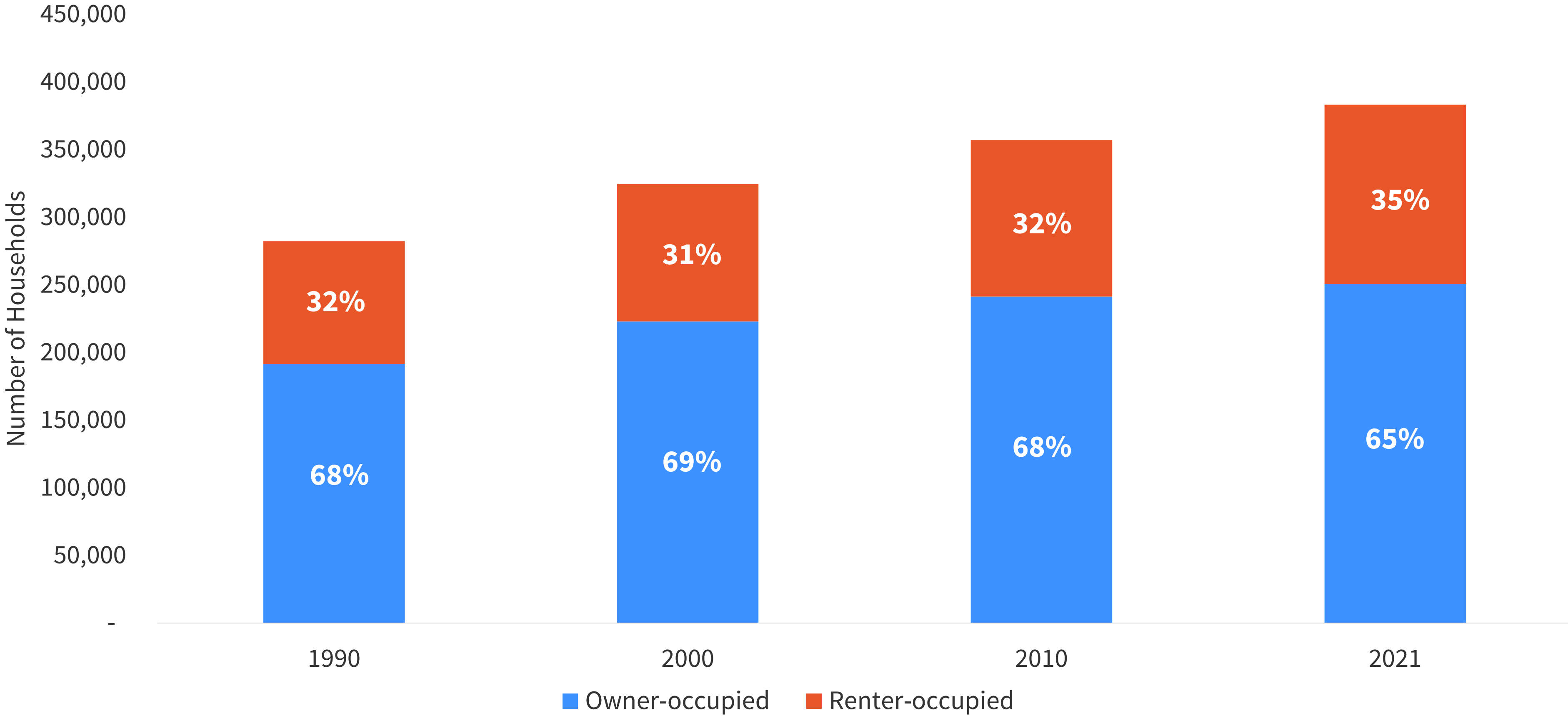
- Contact, Lisa Govoni, Housing Planner IV,
Countywide Planning & Policy Division
- Lisa.Govoni@montgomeryplanning.org
- (301) 650 – 5624

(13)

ADDITIONAL SLIDES

(14)

Housing Tenure



(15)

Source: 1990, 2000, 2010 Census, 2017 – 2021 5-year ACS estimates

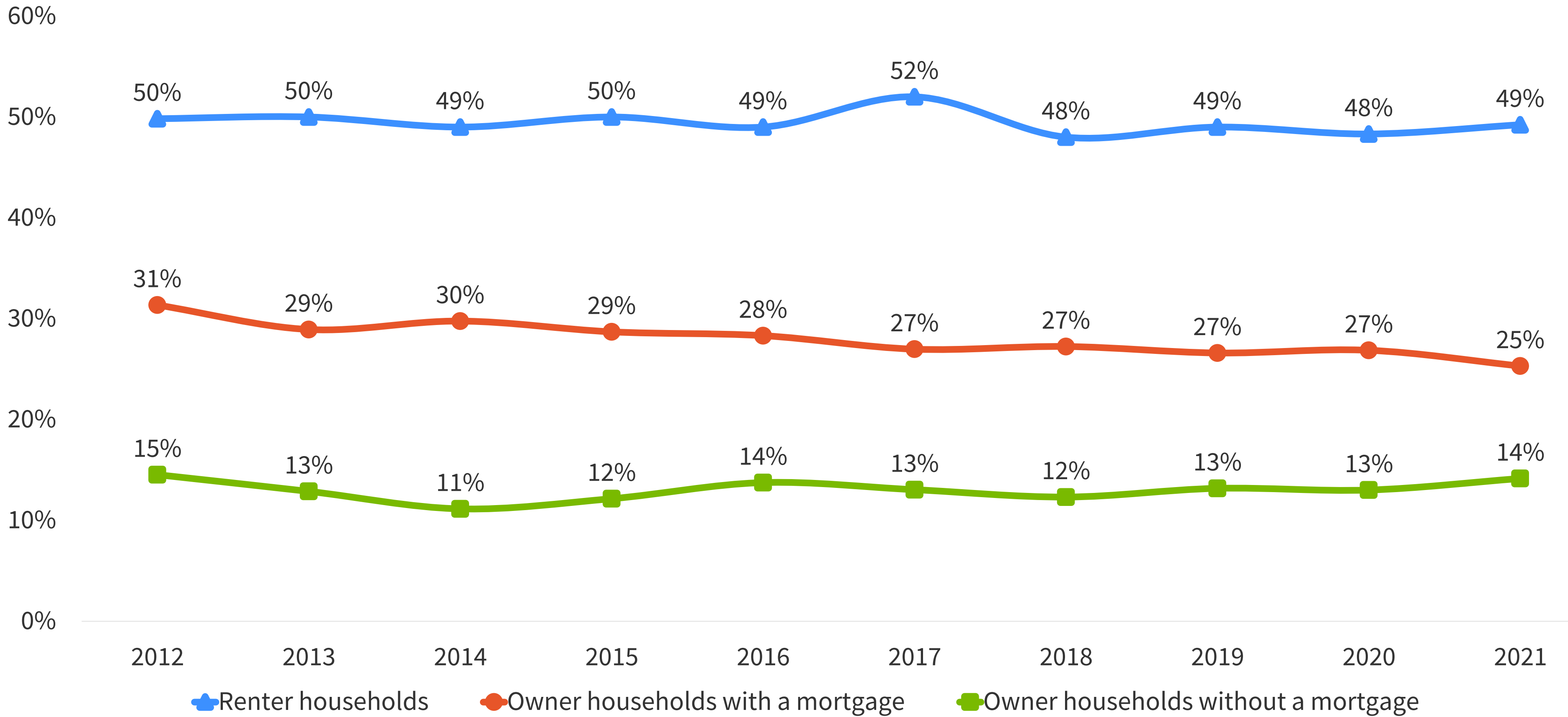
Tenure by Median Income



(16)

Source: 2017 – 2021 5-year ACS estimates

Percent of Households Cost-Burdened



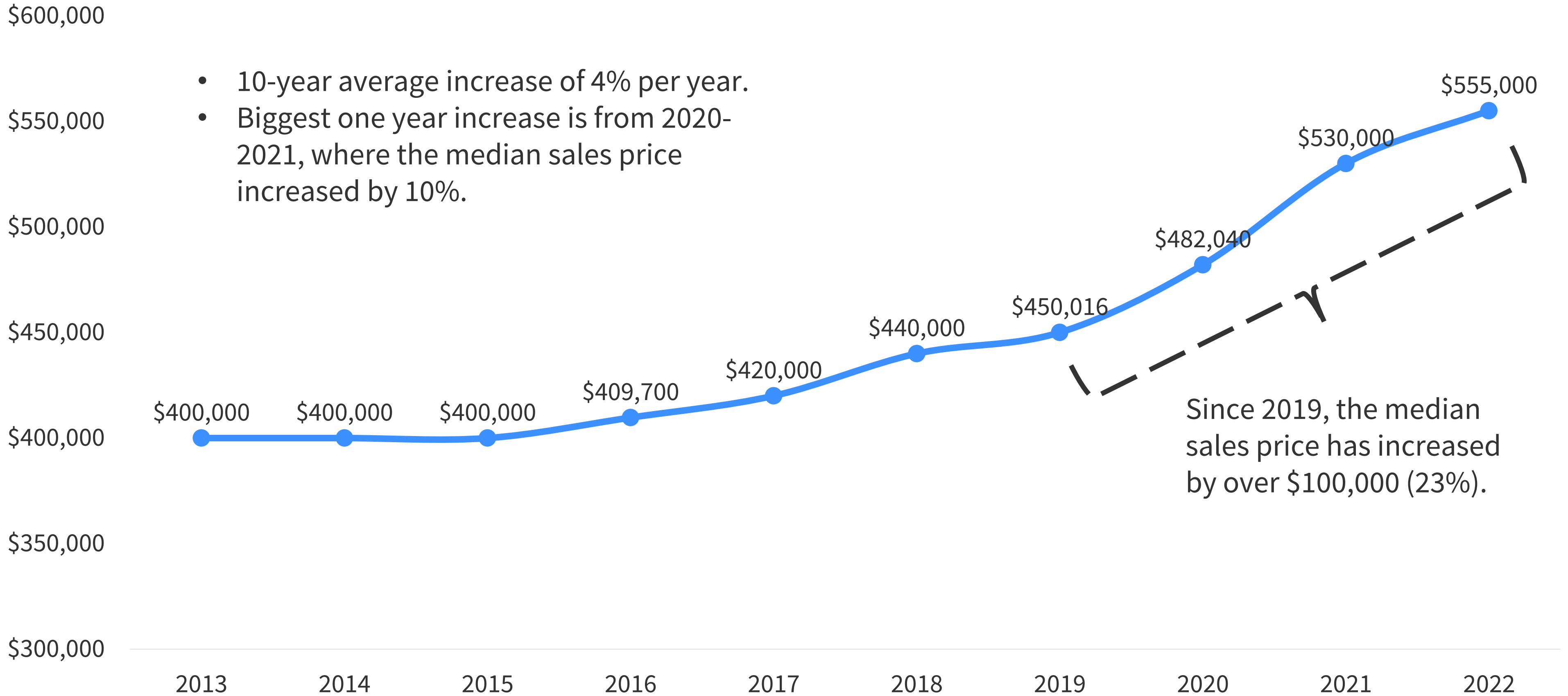
(17)

Source: 1-year ACS estimates

Montgomery Planning 17

Median Sold Price

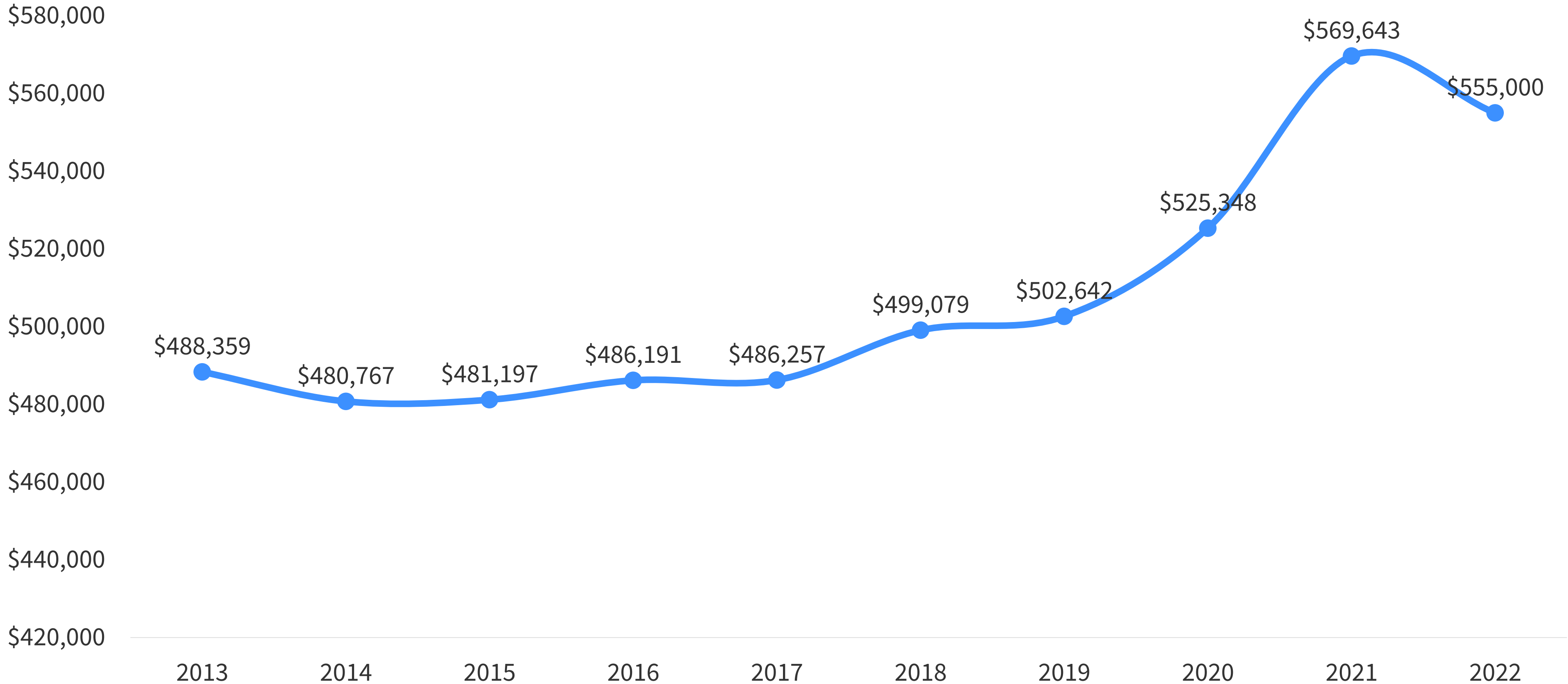
- 10-year average increase of 4% per year.
- Biggest one year increase is from 2020-2021, where the median sales price increased by 10%.



(18)

Source: Bright
MLS

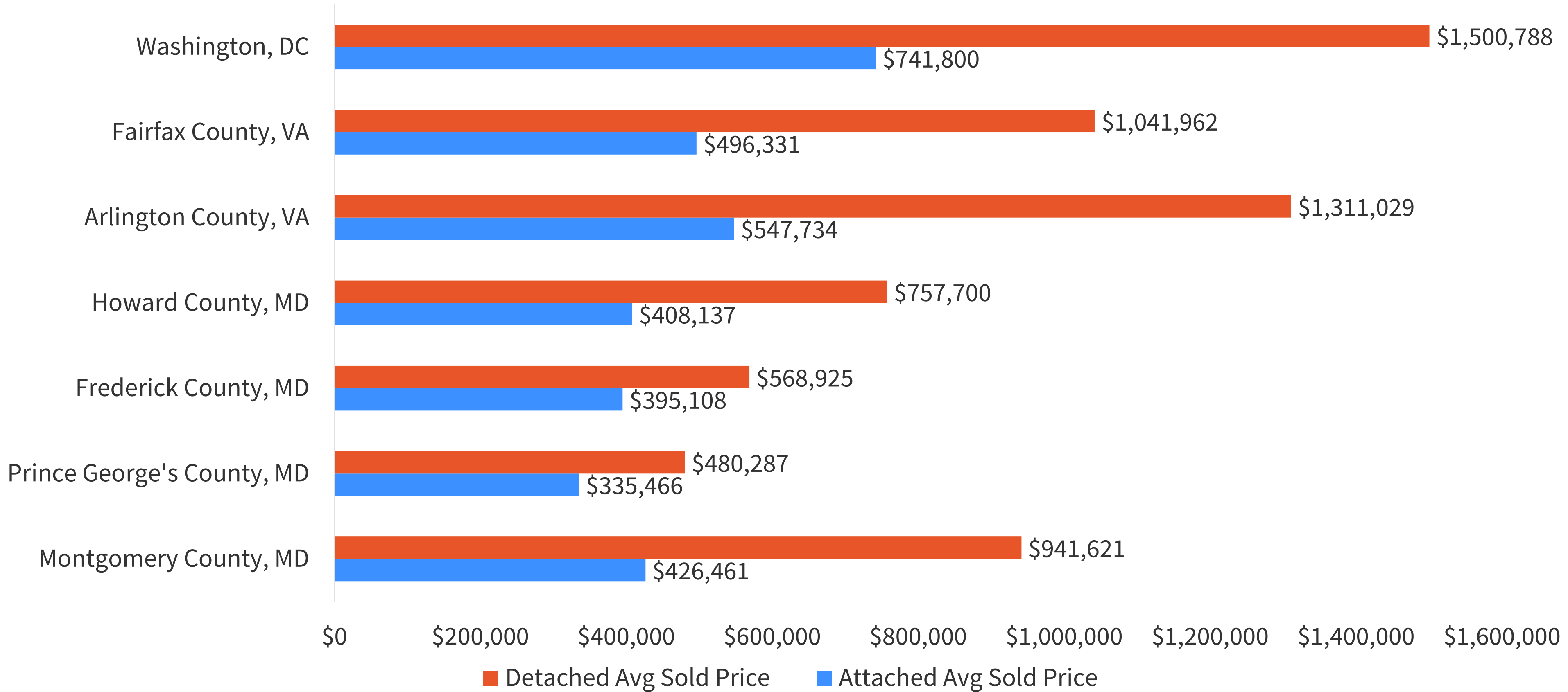
Median Sold Price (Inflation Adjusted)



(19)

Source: Bright
MLS

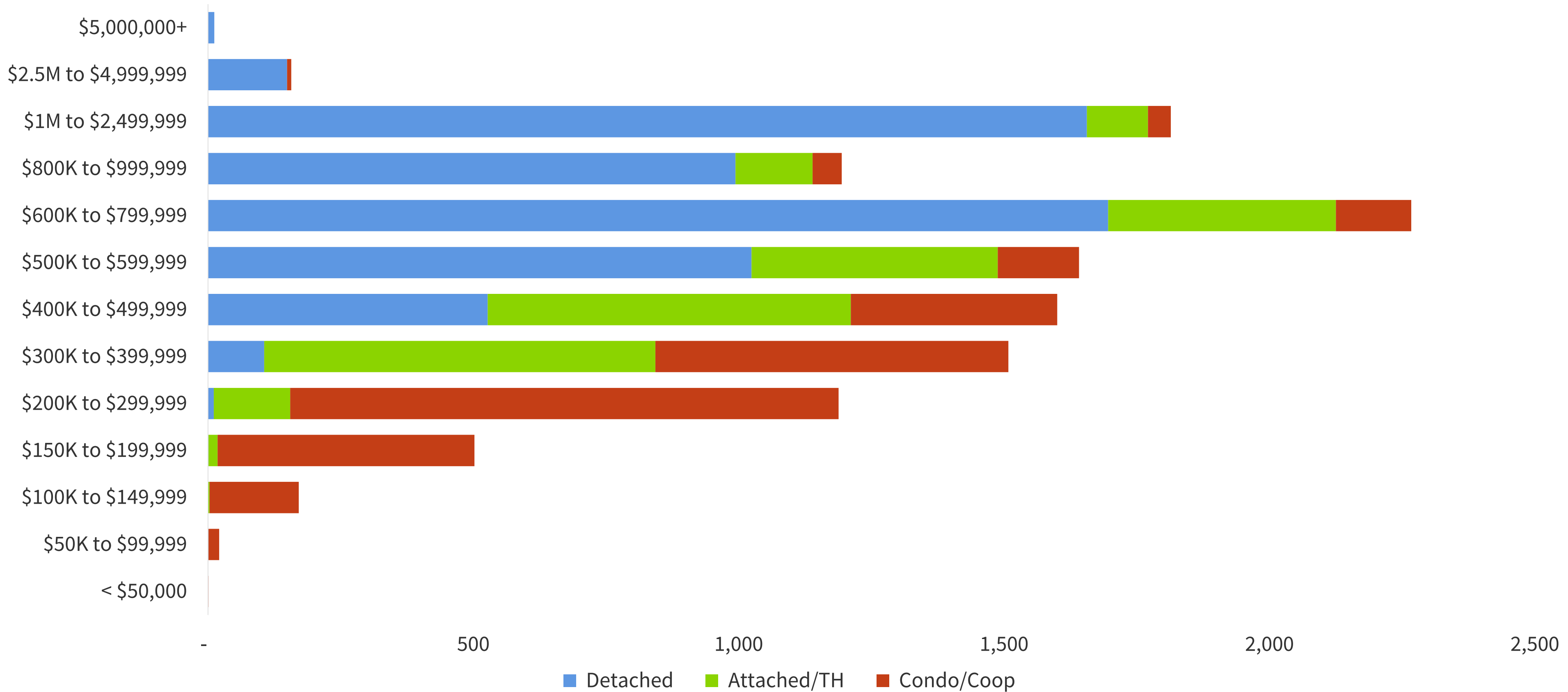
Average Sold Price by Type by Jurisdiction (2022)



(20)

Source: Bright
MLS

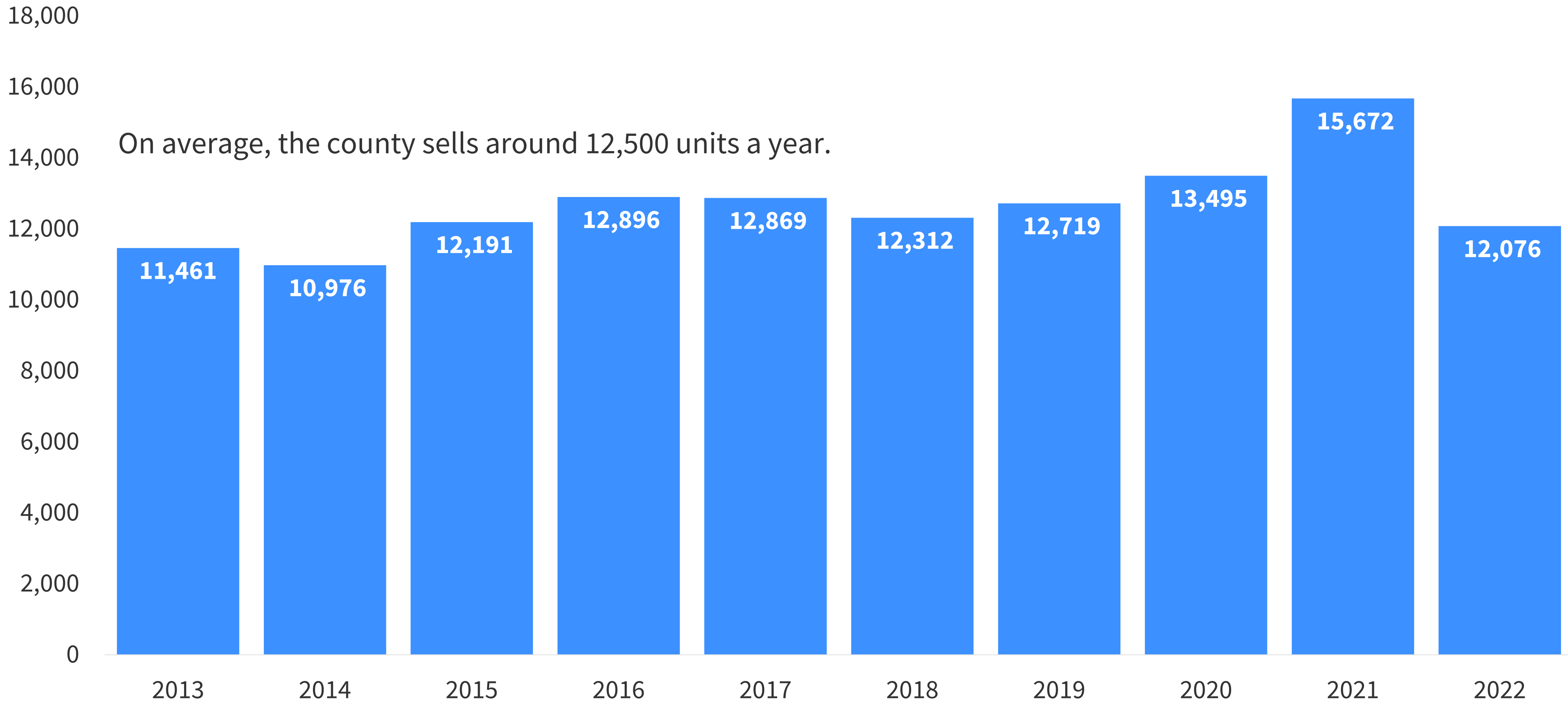
Sold Price by Range (2022)



(21)

Source: Bright
MLS

Units Sold By Year



(22)

Source: Bright
MLS

Housing Blogs from Planning

- Addressing the housing affordability gap blog:
 - <https://montgomeryplanning.org/blog-design/2022/09/addressing-the-housing-affordability-gap/>
- Parking lots to livable spaces: Infill development and its impact on housing in Montgomery County
 - <https://montgomeryplanning.org/blog-design/2023/01/parking-lots-to-livable-spaces-infill-development-and-its-impact-on-housing-in-montgomery-county/>

(23)



MARCH 6, 2023

Regional Homeownership Trends - A Level-Set

Presented by LaToya Thomas, Brick & Story



Metropolitan Washington
Council of Governments



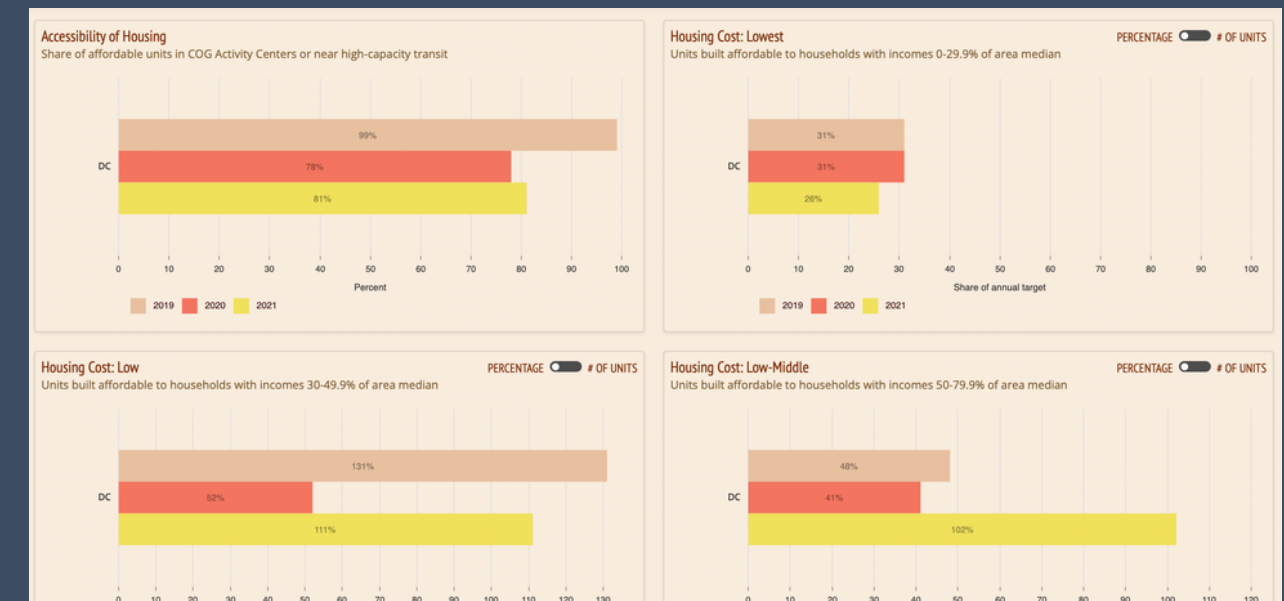
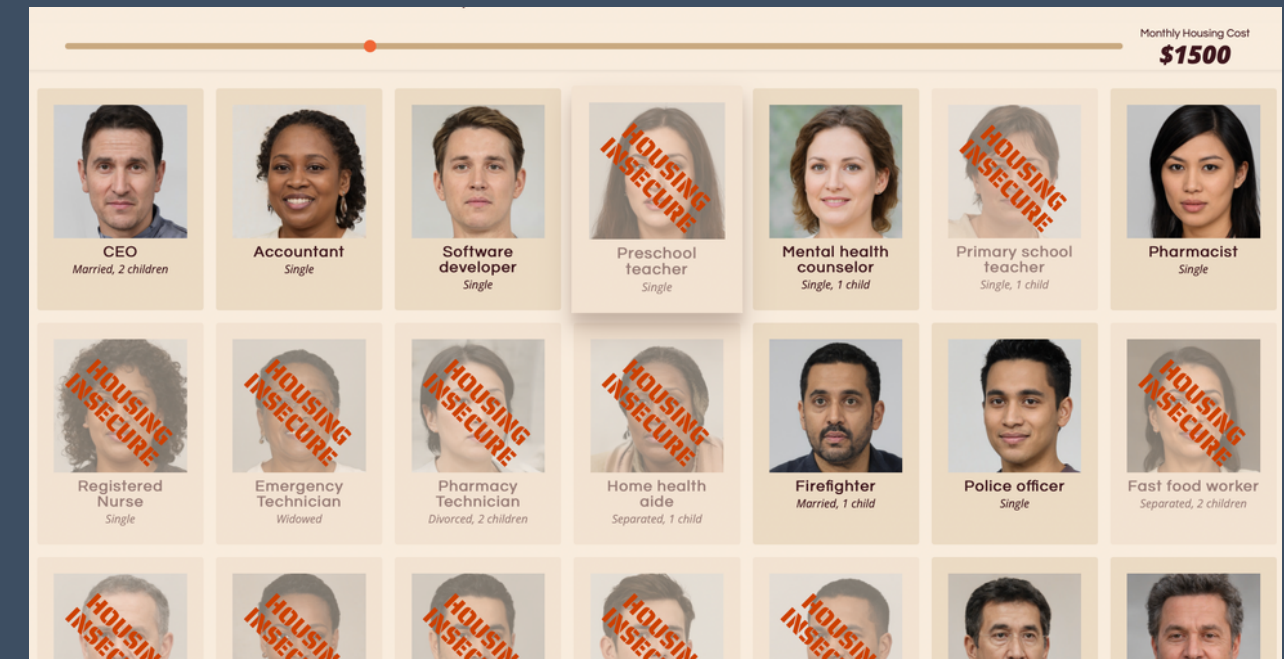
HAND

A Regional Commitment to Affordability

374,000 net new housing units needed between 2015 and 2030, of which 77% should be affordable to middle-income households and below

The Housing Indicator Tool

- Tool for **accountability** towards meeting regional housing production goals
- Underscoring what makes a good **housing toolkit** and how best to deploy in each jurisdiction
- Making the link between **housing and racial equity**
- **Calls to Action** for ALL Sectors



hit.handhousing.org

Defining "Affordable Housing"



HOUSING THAT IS CONSIDERED "AFFORDABLE" IS GENERALLY DEFINED AS "HOUSING ON WHICH THE OCCUPANT IS PAYING **NO MORE THAN 30% OF GROSS INCOME** FOR HOUSING COSTS, INCLUDING UTILITIES".

Source: US Department of Housing & Urban Development



Occupation	Annual Earnings	% Housing Cost Burdened
Nursing Assistants Food Service Workers	Less than \$32,600	84%
Counselors Postal Clerks	\$32,600 - \$54,300	68%
Firefighter Graphic Designers	\$54,300 - \$70,150	47%
Registered Nurses Teachers	\$70,150 - \$130,320	19%
HR Manager Attorneys	\$130,320 - \$217,200	5%
Physicians CEOs	More than \$217,000	1%

Housing affordability impacts us ALL, but particularly those we rely on to meet our daily needs.

WHAT IS THE HOUSING CONTINUUM?



Housing to meet your needs at a specific point in time...for example:



Rent vs. Own

Market-Rate or Income-Restricted

Shared Housing vs. Single Occupant Housing

Housing for a Single Person vs. Housing for a Family

Independent Living vs. Living with Supportive Services

Spaces and services for the Un- and Under-Housed

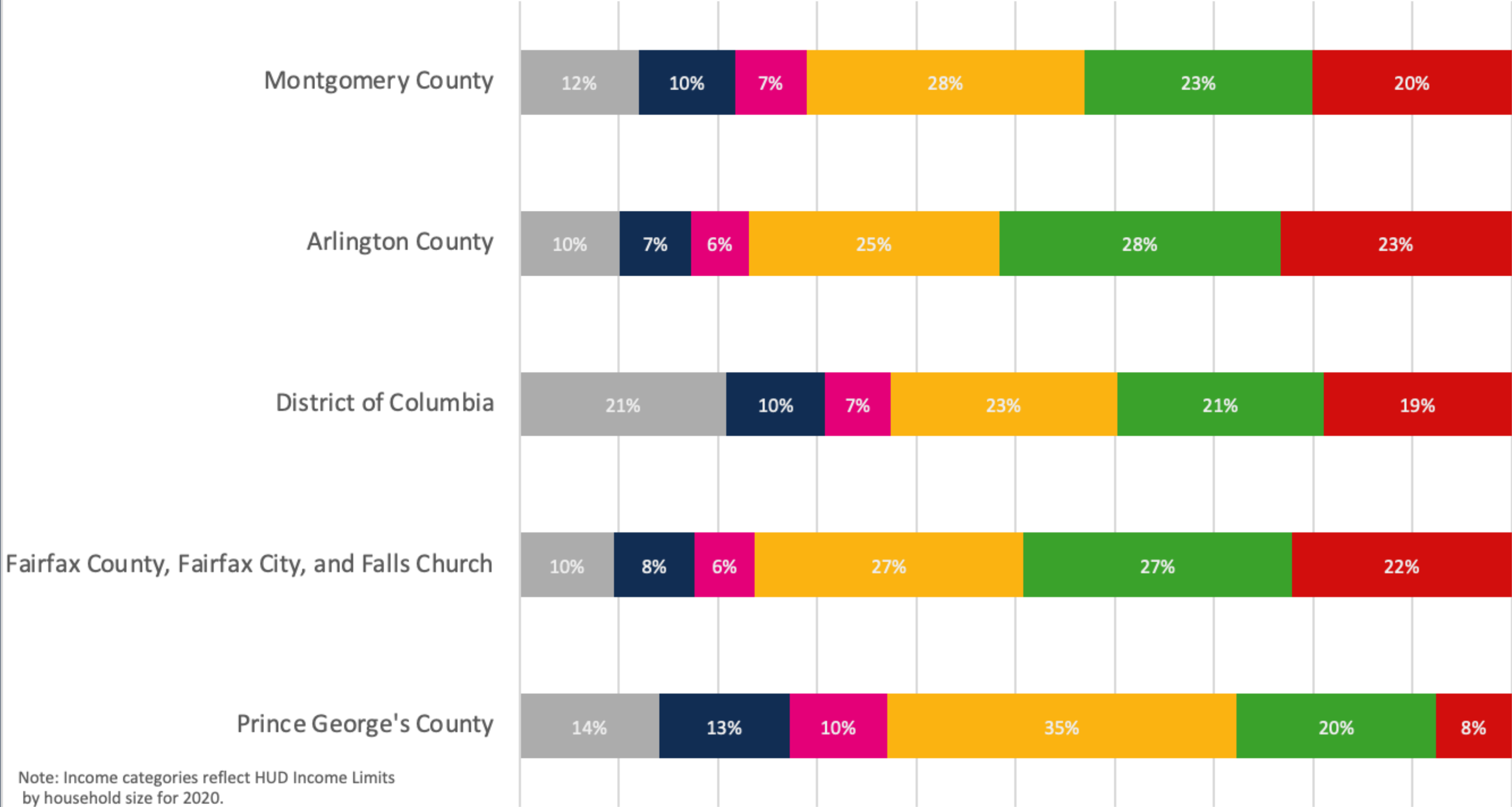


Homeownership Trends in the Region

Household Income: Distribution of households by income level relative to the area median income, 2016-20

■ Below 30% ■ 30-49.9% ■ 50-79.9% ■ 80-119.9% ■ 120-199.9% ■ 200% and above

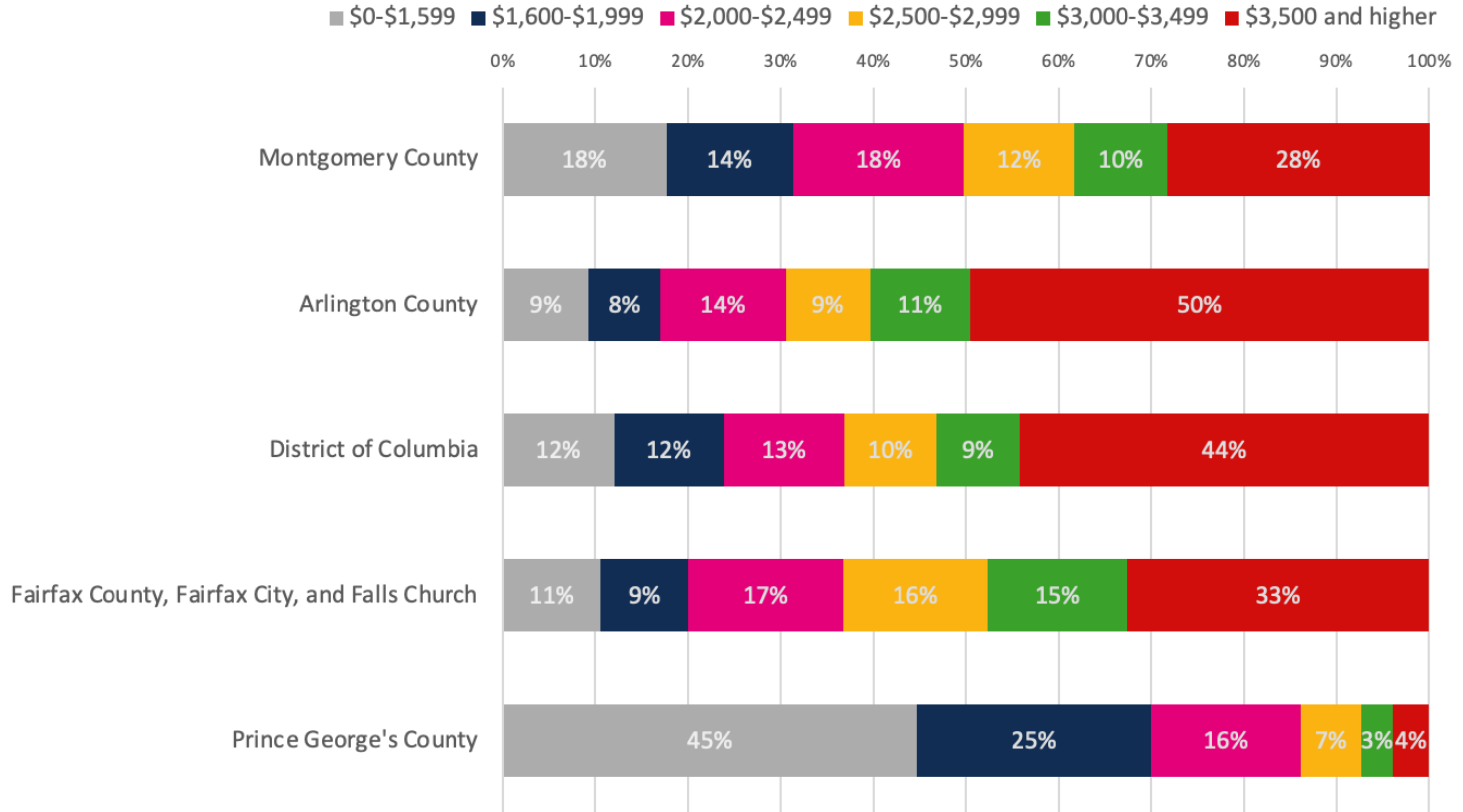
0% 10% 20% 30% 40% 50% 60% 70% 80% 90% 100%



Note: Income categories reflect HUD Income Limits by household size for 2020.

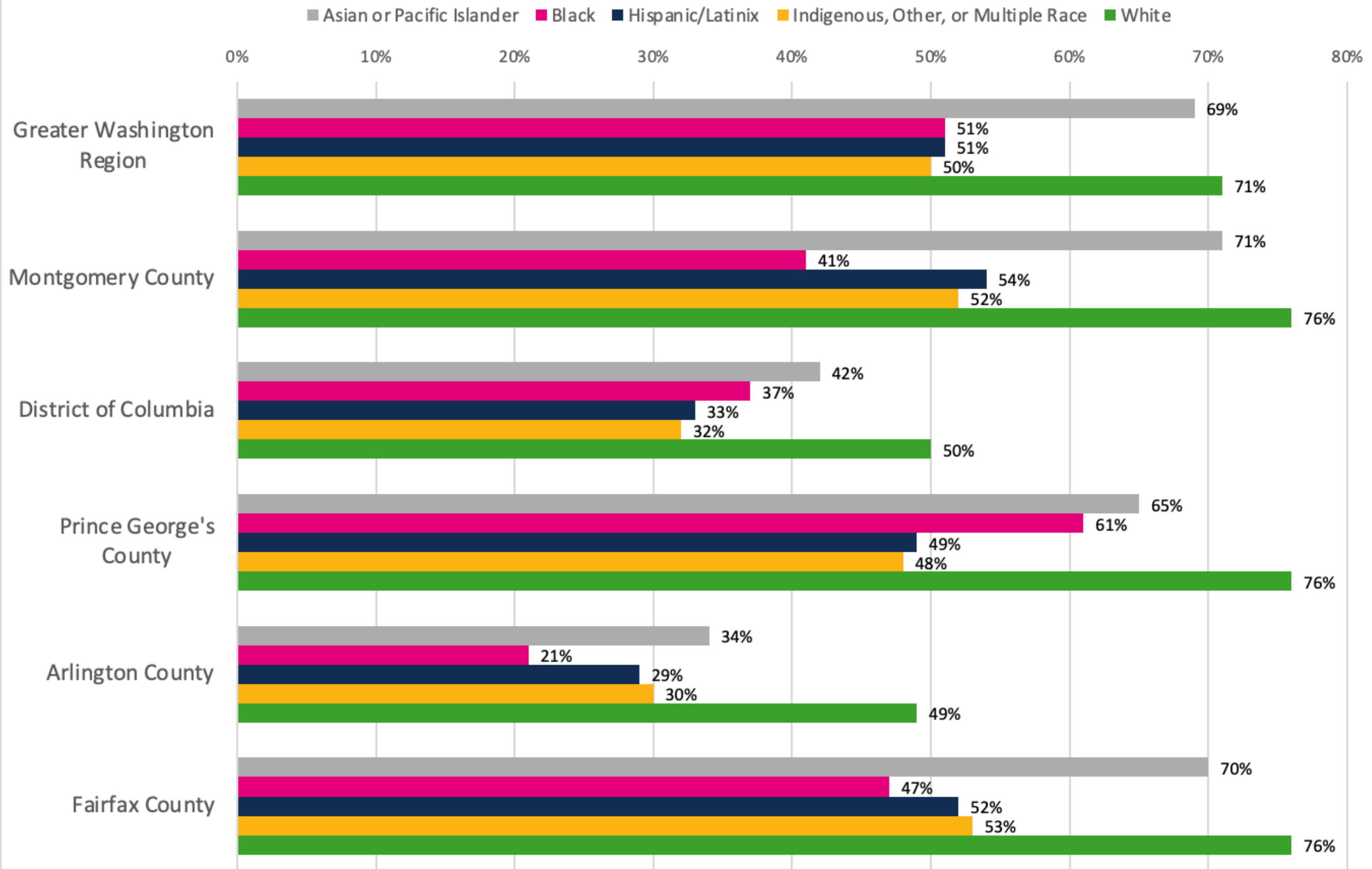
Source: Urban Institute Analysis of American Community Survey Public Use Microdata Sample (PUMS)

Homeowner Housing Supply by Cost: Owner housing units by monthly housing cost for a first-time homebuyer, 2016-20



Note: Costs for owner housing were calculated as the monthly payment for a 30-year fixed rate mortgage for 90 percent of the market value to the unit, along with estimates of other monthly costs including taxes, utilities, and fees.

Homeowner by Race and Ethnicity , 2016-20



Note: Categories are not mutually exclusive. People identifying as Hispanic may also be represented in other bars except white.

Source: Urban Institute analysis of the American Community Survey

EXPANDING AND PRESERVING ACCESS TO HOMEOWNERSHIP

RACIAL EQUITY

How can we use homeownership-focused policies and initiatives to increase equitable opportunities and outcomes for historically marginalized groups?

SUPPORTING LONGTIME OWNERS

How do we ensure the moderate income homeowners and older homeowners are able to keep and maintain their homes and during hot housing markets?

PATHWAYS TO OPPORTUNITY

How can create pathways for economic mobility and stability through the expansion of homeownership?

WHAT DOES HOMEOWNERSHIP LOOK LIKE?

Owning a single-family detached home is not the only path to homeownership. What other models (e.g. cooperatives, land trusts) make sense to explore in order to increase access and supply?

Contact Information

LaToya Thomas
Brick & Story
latoya@brickandstory.com
brickandstory.com

Relevant Links

Housing Indicator Tool
hit.handhousing.org

HAND
handhousing.org

Urban Institute
urban.org

Thank You



- Habitat for Humanity International – Since 1976
 - Spiritual Godfather – Clarence Jordan

- Habitat for Humanity Metro Maryland
 - Founded in 1982
 - 501(c)(3)
 - Licensed General Contractor
 - Lender

Homeownership Programs

- Home Purchase
 - New Construction
 - Rehabilitation
- Home Preservation
 - Repair
 - Weatherization



*New Construction
Gaithersburg, MD*



*Weatherization:
Rockville, MD*



*Rehabilitation:
Silver Spring, MD*

New Construction



Donate

Volunteer

Advocate

Rehabilitation



Home Purchase Program

- Habitat builds or rehabs a home
- Habitat selects buyers while the homes are being built
- Buyers complete “sweat equity”
- Home is completed and sold
- Habitat provides an affordable mortgage
- Homeowner pays mortgage



Cost of Condo Development

24 Condo Units @ Randolph Road	
(Per Unit Cost)	
Costs	
Site Work/Construction	\$269,000
Arch/Eng/Attorney	\$34,000
Soft Costs	\$33,000
Contingency	\$20,000
Total Per Unit	\$356,000
Total Condo Development Cost	\$8,547,000

Costs do not include land as it was free

Condo Financing & Subsidy by Income Level

2 Bedrooms - 30% AMI	
Funding Sources	
MAHT	\$ 6,000
In-Kind	\$ 5,000
Closing Cost Assist.	\$ 10,000
Assignment of Mortgage	\$ 132,000
Additional Fundraising	\$ 203,000
Total	\$ 356,000

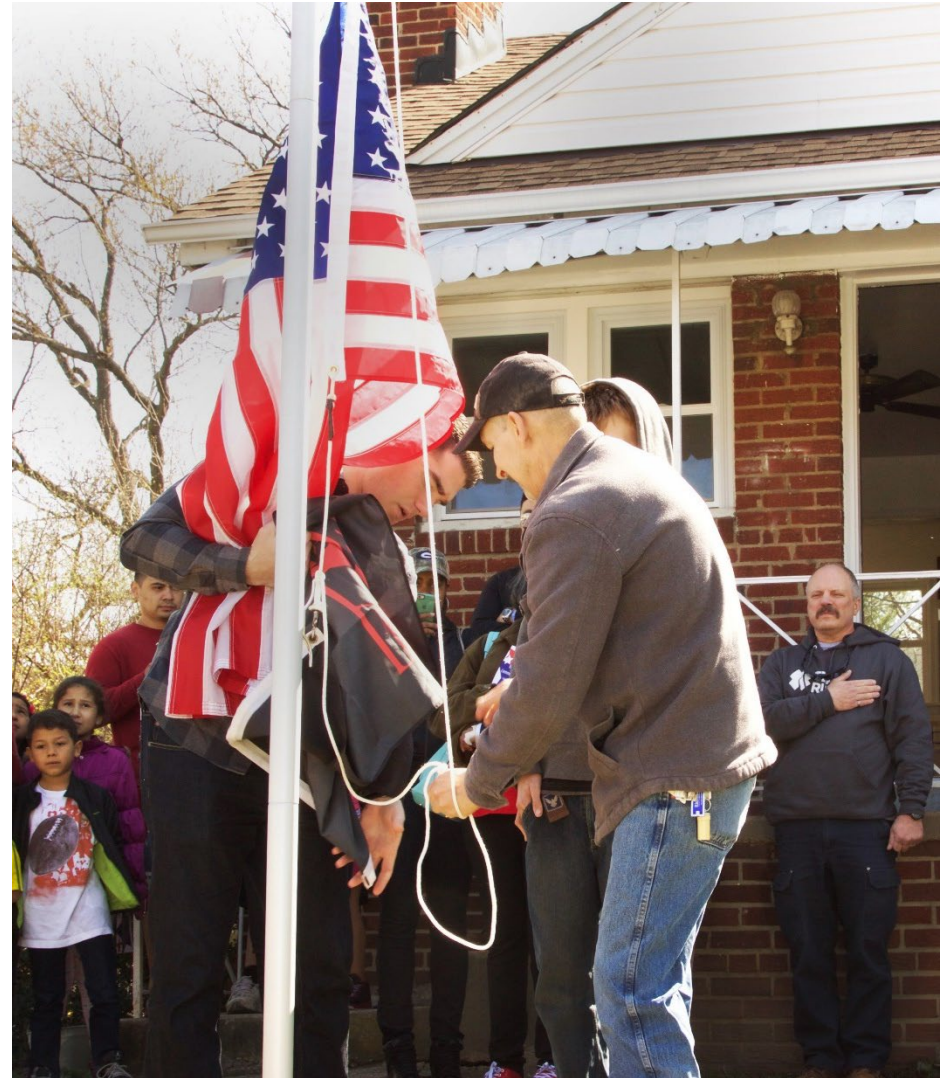
Home Affordability	
Sales Price	\$ 165,000
Monthly Principal	\$ 458
Estimated Taxes	\$ 140
Estimated Insurance	\$ 40
Condo Fees	\$ 150
Total Monthly Payment	\$ 788
Lowest Monthly Income	\$ 2,628
Lowest Annual Income	\$ 31,533

Opportunities

- Expanded Down Payment Assistance Programs
- Creative Construction Financing Tools with Longer terms
- Expanded Property Tax Credits for Lower Income Owners
- Community Land Trusts & Shared Equity/Appreciation Models

Home Preservation Goals

- Preserve existing affordable housing
- Make homes healthier, safer, energy efficient and accessible
- Allow older adults to age in place
- Ensure homes can accommodate individuals with disabilities
- Improve pride, comfort, mental health and well being
- Preserve generational wealth



Client Snapshot

- Repair programs are always over subscribed
 - More than 1,600 homes on inquiry list
- FY23 Clients in Process
 - 95 households in process
 - Average household income \$40K
 - Average 2.3 household members
 - 57 female heads of household
 - 70 older adults
 - 64 children
 - 35 individuals with disabilities

*Figures include Habitat's entire service area

Home Preservation Funding

- Habitat administers the County's MCEEP program & newly launched Design for Life Program (in partnership with Rebuilding Together)
- Leverage Government & Private Funding
 - Montgomery County Council Grant
 - Maryland Grants (MEA & NED)
 - HUD Grant (VHRM)
 - Lowe's, Home Depot, Adventist, Marriott, MGM, etc.
- Roughly \$1M invested in next year



**Rebuilding
Together.**
Montgomery County



Our Mission

Repairing Homes, Revitalizing Communities, Rebuilding Lives.

Since our founding in 1990, RTMC has provided free critical home repairs and accessibility modifications to help income-qualifying homeowners remain safely and independently in their homes. We partner with local volunteers, businesses, and contractors in the community to provide our services. To date, RTMC has helped more than **2,800** vulnerable and galvanized **50,000** community volunteers in our neighbor-helping-neighbor approach.



Safe & Healthy Homes For All

- ▶ Critical home repairs for income-qualifying homeowners that promote safe and healthy homes
- ▶ Common repair areas
 - ▶ Accessibility -grab bars, tub cuts, comfort height toilets, handrails, and ramps
 - ▶ Plumbing -leak fixes and fixture replacement
 - ▶ HVAC -replacements and repairs
 - ▶ Fire Safety -fire extinguishers, smoke and CO2 alarms
 - ▶ Weatherization -insulation, duct sealing, heating and cooling system repairs/updates, lighting retrofit, window and door replacement

Safe and Healthy Home Qualifying Guidelines

Number of People in Home	Total Income
1	\$49,850
2	\$56,950
3	\$64,050
4	\$71,150
5	\$76,850
6	\$82,550
7	\$88,250
8	\$93,950

- ▶ Homeowners must own and live in the home that will be repaired
- ▶ Total household income must be within 50% of the area median income payments
- ▶ Homeowners should remain in their home for at least two years following the completion of repairs
- ▶ Homeowners must not own more than one property
- ▶ Applicant's home equity value must be under \$400,000
- ▶ All members of the household who are eligible must be fully vaccinated against COVID-19, except for those with documented medical exemptions or exterior repairs only



Community Revitalization Partnerships

- ▶ Improving the health and safety of the broader community
 - ▶ Invest in the community by partnering with other local non-profits to repair community spaces such as shelters, permanent housing structures, and donation centers
- ▶ Past partnerships include
 - ▶ Housing Unlimited, Interfaith Works, Stepping Stones Shelter, Montgomery County Coalition for the Homeless and many more

Design for Life

- ▶ Goal of making a home more accessible, visitable, and livable for people over 65 or physically disabled
- ▶ \$10,000 for a home with a resident 65+ living with 80% AMI
- ▶ \$20,000 for a home with a disabled resident living with 50% AMI
- ▶ Working in collaboration with Habitat for Humanity and DHCA for consistent pricing and scopes of work
- ▶ Important for our program
 - ▶ 62% of homes served last year had an elderly resident
 - ▶ 44% of homes served last year had a disabled resident



Design for Life in Action

- ▶ Mrs. T a 91-year-old homeowner living with her disabled daughter Ms. S, came to us needing accessibility modifications to make their house easier and safer to move around in. It had become difficult to enter and exit their home, so they were becoming isolated. Also, the bathroom was becoming dangerous and hard to navigate.
- ▶ They are receiving an aluminum ramp with handrail at front entrance, heavy duty handrails on interior stairs, accessible shower modifications, and grab bars in bathrooms
- ▶ Work in other homes will range from lowering kitchen counters for wheelchair access to stairlifts and walk-in showers.



Our Impacts

- ▶ Injury Reduction
 - ▶ Reducing fall risk is essential to making the home safer for older adults
 - ▶ 7 in 10 homeowners who received repairs reported low or no chance of falling
- ▶ Independence
 - ▶ Improved quality of life for those with disabilities
 - ▶ 9 in 10 homeowners who received repairs now plan to age in place
- ▶ Pride and Community
 - ▶ Empowering homeowners with the knowledge to maintain a safe and healthy home
 - ▶ Bringing community interaction to isolated homeowners

Interested Homeowners - The Process



Contact Us



18225-A Flower Hill Way
Gaithersburg, MD 20879



Phone: 301.947.9400



Fax: 301.947.9411



Email: info@rebuildingtogethermc.org

We were
wearing
masks before
it was cool!





Barriers to Homeownership in Montgomery County

Avi Adler, 2023 GCAAR President

(58)

State of Housing in Maryland Poll

- ▶ Maryland REALTORS® commissioned a poll in January 2023. Here are some of the top-line results:
 - ▶ Three-quarters of Maryland voters feel that the cost to buy a house or rent an apartment in their part of the state is too high - an increase of 19 points since 2020.
 - ▶ About half personally feel at least some financial strain from the amount they pay in rent or mortgage each month; **25% say housing costs are a *significant* financial strain on their budget.**
 - ▶ There is a sizeable increase in the percentage of Maryland voters who say there is too little housing available to buy or rent for those with moderate incomes, younger people and those who are just getting started in their careers.
 - ▶ Two-thirds feel that people of color face different, increased challenges when it comes to finding quality, affordable housing in their part of Maryland.

Source: Maryland - State of Housing, Jan. 2023, American Strategies

Financial & Market Factors Affecting Homebuyers

Five main obstacles driving down the ability to buy a home in Montgomery County:



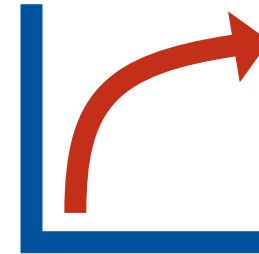
**Rising
Housing
Prices**



**Lack of
Inventory**



**Climbing
Mortgage
Rates**



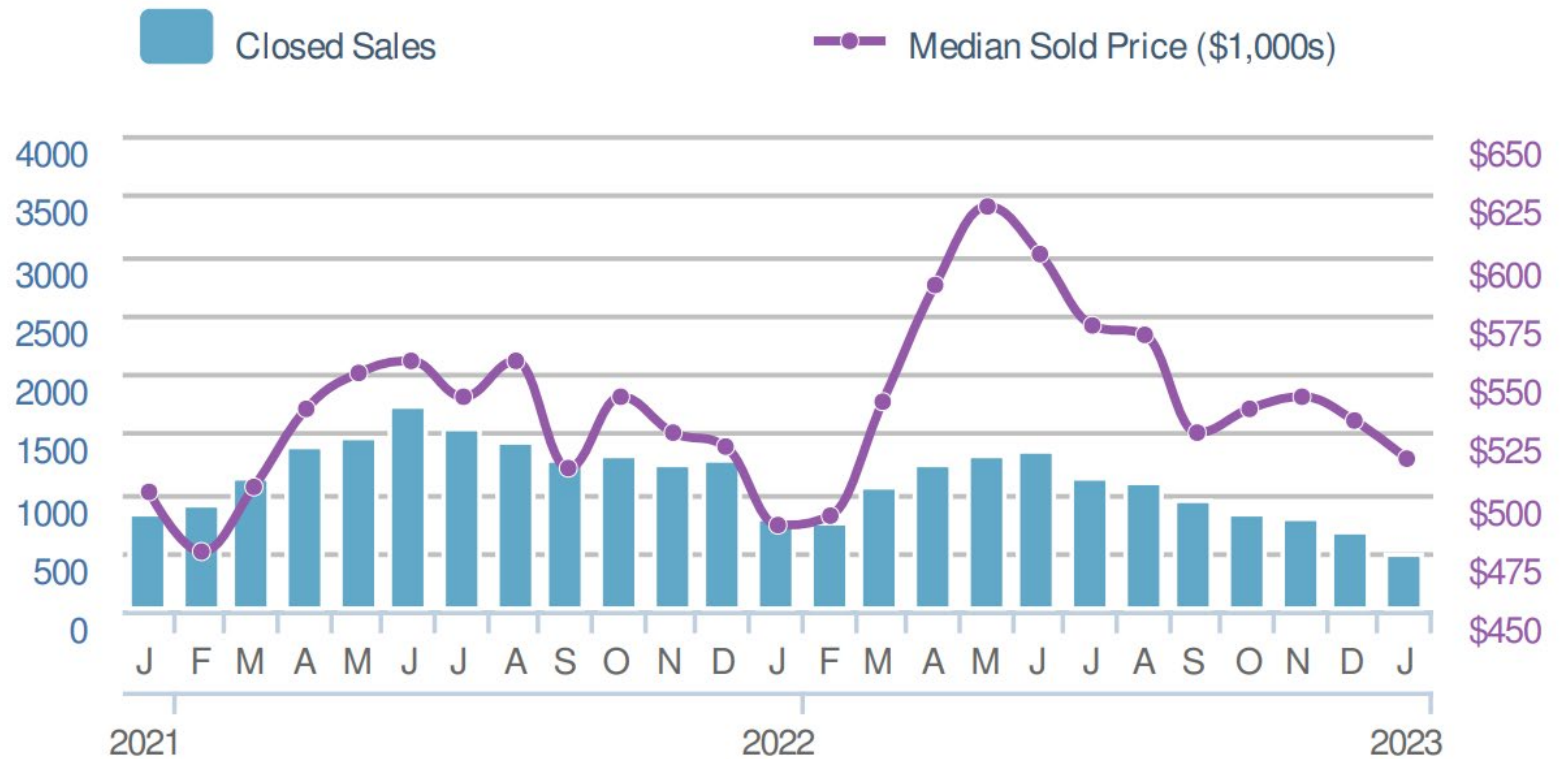
**Slowing
Wage
Growth**



More Debt

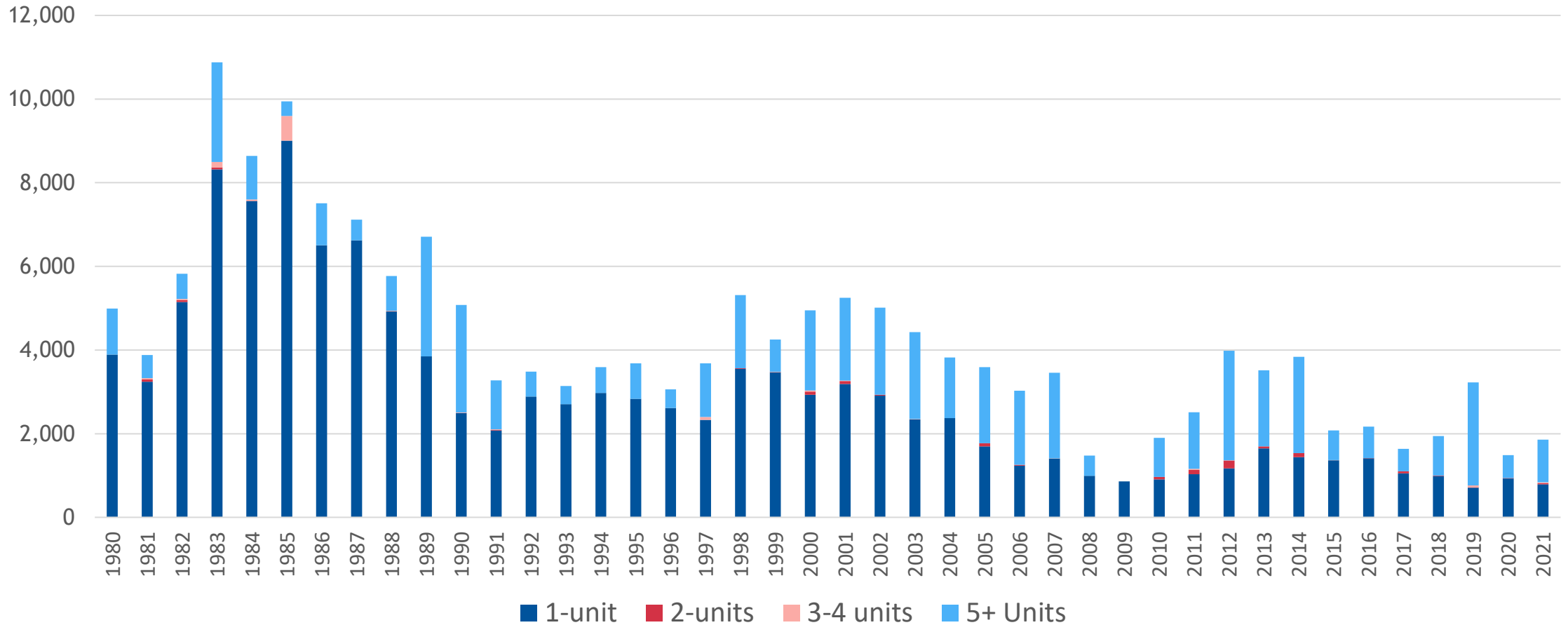
Montgomery County Residential Real Estate Market Stats

- ▶ 2022 median home sales price was \$555,000.
 - ▶ January 2023 median sold price was \$514,990, up 6% from January 2022 and 9.5% from the 5-year average.
- ▶ Active listings are up 40% from January 2022 but **down 30% from the 5-year average.**
- ▶ National Median Sales Price increase vs Montgomery County's increases. 5 years?



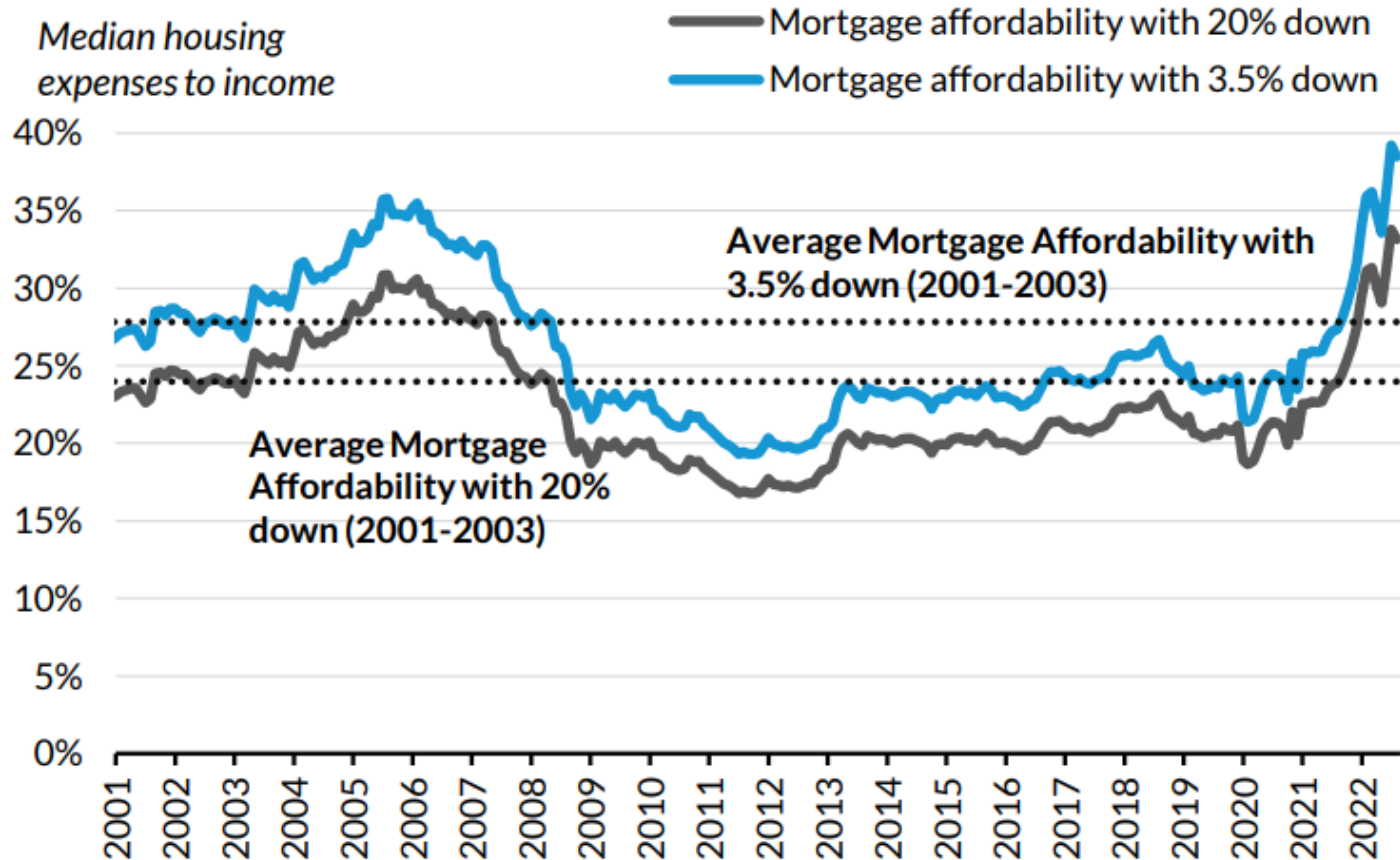
Source: Bright MLS

Montgomery County Building Permits for New Housing



Source: Montgomery County Planning Board

Mortgage Rates Creating Barriers to Market Entry



- ▶ 30-year fixed-rate mortgage remains at over **6.8%**, a **20-year high**.
- ▶ With a 20% down payment, the share of national **median income needed for the monthly mortgage payment is over 32%**.

Source: Urban Institute

Earning Potential Hurting First-time Homebuyers

- ▶ Area wages and salaries growth in 2022 lagged behind the national average, 4.3% to 5.1%.
 - ▶ Since 2020, the national average for this metric has **nearly doubled** (2.6% to 5.1%). The Washington region has been almost stagnant, going from 3.6% to 4.3%.
- ▶ Of the 15 major metropolitan areas tracked by the U.S. Bureau of Labor Statistics, Washington trailed all but Philadelphia, Seattle and Houston in total compensation for private workers.
 - ▶ Cities like Philadelphia, Atlanta, and Raleigh/Durham have much lower costs of living leading to higher savings and possible upward economic mobility.
- ▶ Among Maryland's 8 largest counties, Montgomery County had the highest level of employment (450,600) in March 2022, but **the second-slowest year-over-year increase in employment**, just above Anne Arundel County.

Source: Bureau of Labor and Statistics

Debt Severely Undercutting Buying Power

- ▶ NAR's 2022 Snapshot of Race & Home Polling Report found student loan debt of homebuyers by race:

	% Reporting Student Loan Debt	Median Amount of Debt Held
Black/African American	43%	\$40,000
Asian/Pacific Islander	16%	\$42,600
White/Caucasian	21%	\$30,000
Hispanic/Latino	24%	\$20,000

- ▶ Even controlling for income and family help with down payments, demographic differences and housing characteristics, **the average cost of a home purchased by someone with student debt is 19% less than other buyers.** This reduction in buying power has stark implications in a housing market that has seen year-over-year home price increases for more than nine years.

Financial Literacy in Education

- ▶ Knowledge of personal finance can make a huge difference regarding housing and housing decisions.
- ▶ In 2015, according to the National Center for Education Statistics, 69% of students enrolled in college in the fall immediately following high school completion. **This means that 31% of the remaining students are entering the workforce directly after high school.**
- ▶ Personal finance education in high school will equip students with the knowledge and skills to manage financial resources effectively **that will result in a lifetime of financial well-being.**
- ▶ The D.C. Association of REALTORS® has been working on this issue with the D.C. Council over the last few years, and in 2021 the D.C. Financial Literacy Council recommended that financial literacy be integrated into the public-school curriculum.

Looking Forward

- ▶ Home prices are cooling, but still holding at higher rates than pre-pandemic.
- ▶ Mortgage rates will go down, but the questions remain: When and how much?
- ▶ Census Bureau's 2021 American Community Survey cites D.C. as the top city for Gen Z migration. In contrast, Maryland had a net loss of over 15,000 members of the latest generation.
- ▶ Inventory is still low, keeping prices inflated above normal levels and days on market low.
 - ▶ Production needs to ramp up *fast* to meet the growing divides in both availability and affordability.



March 6, 2023
PHP Committee



OUR PROGRAMS

- ✓ Production
- ✓ Affordability
- ✓ Safe & Healthy Housing

PRODUCTION



Department of Housing and Community Affairs

Programs for Production



MPDUs

70%AMI and under



Workforce Housing

120%AMI – 70%AMI



HIF

Fund more units



Use of County Owned Land

Makes construction affordable



MPDUS

70% AMI or below

(\$99,500 for 4-person HH)

- 30-year renewing control period
 - Previous 10-year control period
 - Shared profit to HIF collected for expired units 10-year controls

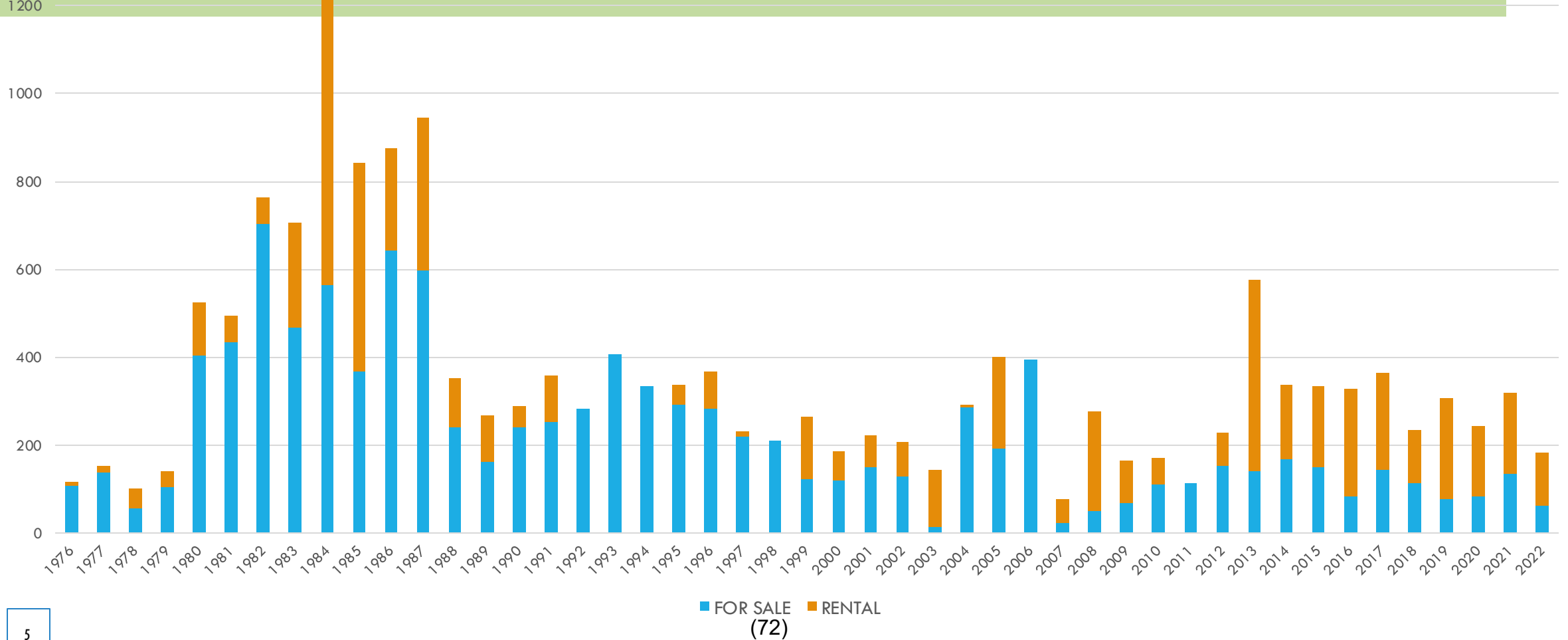
- Over 10,500 for sale units ever created:
 - More than 3,600 still in existence
 - Over 1,700 under control period

- Average 226 for-sale / year

PRODUCTION

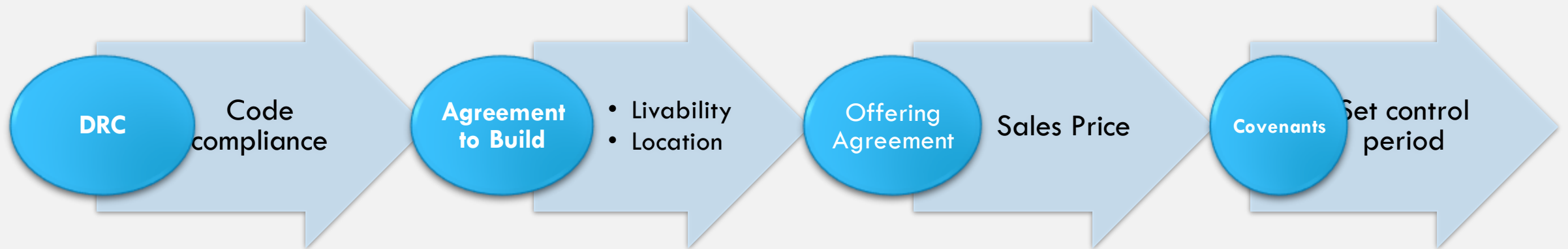
MPDUs Built by Year
1974-2022

MPDUS



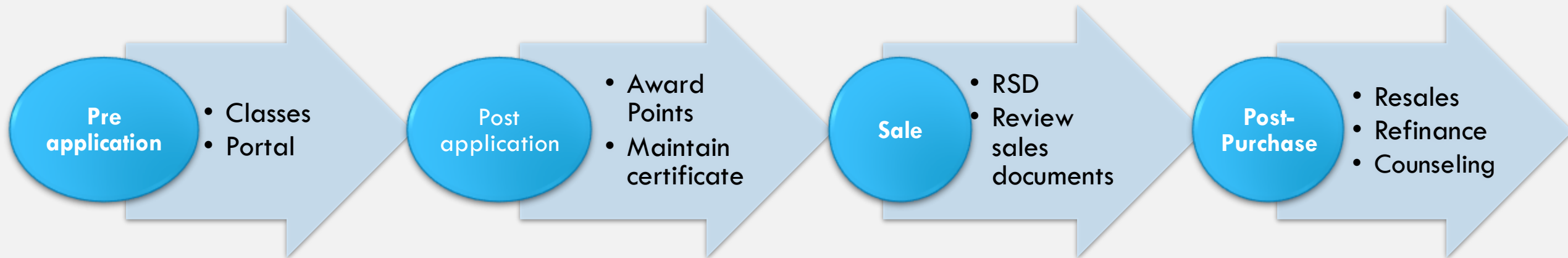
PRODUCTION – MPDU PROGRAM

DEVELOPERS



PRODUCTION – MPDU PROGRAM

PURCHASERS





[This Photo](#) by Unknown Author is licensed under [CC BY-SA-NC](#)

2022 MPDU NUMBERS

- Average 400 HH on waiting list
- 62 out of 184 units offered were for sale
- 78 of 1074 new MPDUs will be for sale
- 4,500 new MPDUs in pipeline – not sure % for sale
- Average sales price (new and resales) = \$196,500

PRODUCTION

Workforce Housing Program

Not mandated by zoning

- 6 new units created in 2022
- 2 more coming in 2023
- Sales Price in 2022 -
\$473,201

2022 Income Levels		
HH Size	70% AMI	120% AMI
1	\$69,500	\$119,500
2	\$79,500	\$136,500
3	\$89,500	\$153,500
4	\$99,500	\$171,000
5	\$107,500	\$184,500
6	\$115,500	\$198,000



PRODUCTION

Housing Initiative Fund

- Housing Initiatives Fund is used to strategically advance virtually all the County's housing priorities - preservation and rehabilitation
- An innovative resource that provides flexible loans and grants to preserve and produce affordable housing developments throughout the County, while maintaining fiduciary responsibility for investing funds that will eventually be repaid
- HIF is used for a variety housing types including - housing for seniors, persons with disabilities, formerly homeless individuals



PRODUCTION

Use of County Owned Land

- County Owned property has been creatively used to produce and provide affordable housing and services to residents
- The County redeploys unused school buildings, parking lots, vacant municipal buildings to create affordable housing
- Since 1996, the County has successfully collaborated with for-profit and non-profit developers to develop affordable housing
- County owned land is leased for 40-99 years for a minimal fee

RANDOLPH ROAD REDEVELOPMENT

Example of an Affordable Housing Project



- Former Montgomery County Department of Recreation Site created 27 homeownership units and 168 rental apartments
- Project includes 85 three- and four-bedroom units, and located near the public transit
- Partnership between AHC Inc., Habitat for Humanity-Metro Maryland, and Interfaith Works

AFFORDABILITY



Department of Housing and Community Affairs

Programs for Affordability



Montgomery Homeowner Program

MHP



Montgomery County Homeownership Assistance Fund

McHAF



Montgomery Employee Down Payment Assistance Loan

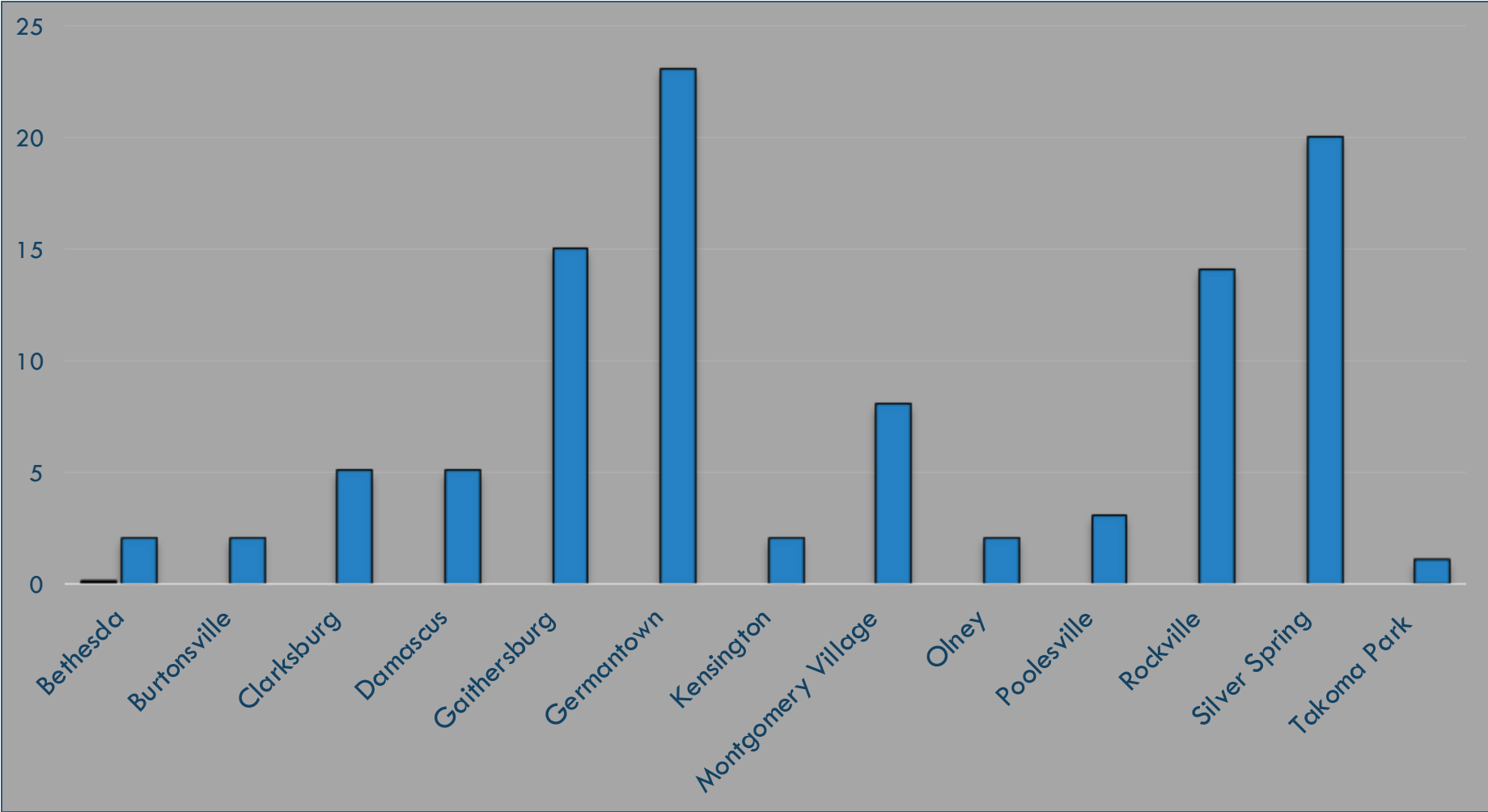
MEDPAL

FUNDING SOURCES

FY23 DOWN PAYMENT ASSISTANCE PROGRAMS

Program	Vendor	Total Allocated	Loans Made	Average Loan Amount	Average HH Income
MHP	DHCD	\$1.5 Million	54	\$23,699	\$85,253
McHAF	HOC	\$1.5 Million	48	\$24,037	\$85,076
MEDPAL	DHCD	\$1 Million (2-year pilot)	None to date	Will be flat \$25,000	None to date but allowed up to 120%AMI

FY 23 DOWN PAYMENT ASSISTANCE LOANS BY LOCATION



SAFE AND HEALTHY HOUSING



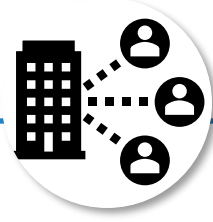
Department of Housing and Community Affairs

Programs for Safe and Healthy Housing



Code Enforcement

Ensures meet standards



Common Ownership Communities

Resolves conflicts



Energy Upgrades

Appliance upgrades



Design for Life

Accessibility and visitability



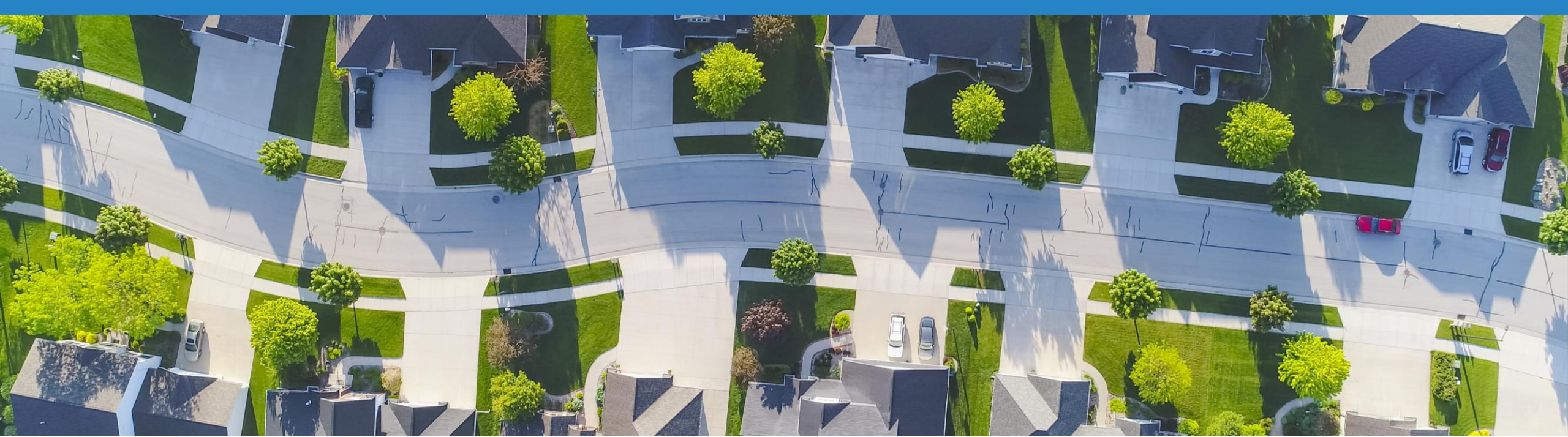
SAFE AND HEALTHY HOUSING — CODE ENFORCEMENT

Inspect

- Housing Code
- Solid Waste Code
- Weeds Code

Enforce

Issue citations – 10 days for overgrown weeds, solid waste and inoperative vehicles



COMMON OWNERSHIP COMMUNITIES

- Provides training for boards and communities
- Resolves disputes between residents and associations
- Advises on HOA laws and policies
- Online and in-person resources on COC concerns

SAFE & HEALTHY HOUSING - ENERGY UPGRADES

- Funds from Pepco / Exelon and Washington Gas /Alta Gas Mergers
- Initiated in 2018
 - \$2,600,000 PEPCO customers
 - \$217,000 Washington Gas customers
- Upgrade appliances with more efficient replacements in low-income units
- 68% AMI and appliance over 10 years old



ENERGY UPGRADES

- Over 250 households served
- Less than \$250,000 remaining for electric
- Less than \$165,000 remaining for gas

Electric Upgrade Averages		
Year	Number of HH Served	Average per HH cost
2018	49	\$8,693
2019	107	\$9,286
2020	66	\$8,835
2021	17	\$7,895
2022	12	\$9,033
AVERAGE		\$8,748

DESIGN FOR LIFE

- \$300,000 for accessibility and visitability improvements
- Habitat for Humanity & Rebuilding Together
- Occupant must be 65+ or physically handicapped
- Up to \$10K accessibility improvements no income limit
- Up to \$20K if physically disabled or has an income 50%AMI
- DHCA Director can approve over \$20K



Q&A



Homeownership Equity and Affordability in Montgomery County

Overview of HOC Programs

Chelsea Andrews
Executive Director

Jennifer Hines Washington
Assistant Director of Bond Management

Presentation to the Planning, Housing and
Parks Committee

March 6, 2023

ABOUT HOC

Public Housing Authority

- Rental assistance programs
- Resident services like **financial & credit counseling, Family Self Sufficiency program, Fatherhood Initiative and HOC Homeownership Program**
- Permanent supportive housing for veterans, individuals with disabilities, individuals experiencing homelessness
- Youth and adult workforce and business development services through affiliated non-profit Housing Opportunities Community Partners

Housing Finance Agency

- Governmental, Private Activity, 501(c)3, and Taxable Bonds (Rated A2 by Moody's)
- Multifamily financing: \$560m through 2023
- **Single family financing: \$30-40m of low-cost mortgages annually**
- **\$2.5m in closing cost assistance for moderate-income families annually**
- **Homeownership counseling and education**

HOC

Seven Commissioners
Appointed by CE &
Confirmed by Council

Owner & Operator

- 8,881 units owned or managed
 - Multifamily: 5,843 units
 - Scattered sites: 1,595 units
 - Senior housing: 1,443 units

Public Developer

- HOC currently has 13 construction and major renovations in design, predevelopment or under construction
- 3,270 total units, 1,812 affordable
- \$894 million total construction cost



Single Family Program

Mortgage Purchase Program ("MPP")

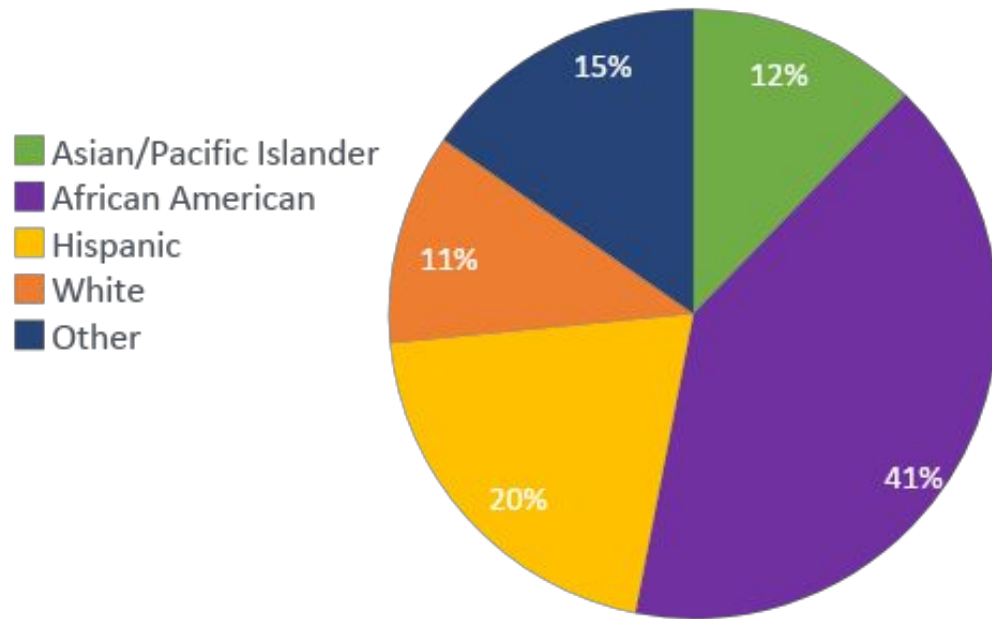
	First Mortgage Products	Down Payment Assistance and Closing Cost Assistance		
Loan Product Types	FHA and Conventional Financing Available	HOC Purchase Assistance	Montgomery County Revolving Closing Cost Assistance	Montgomery County Homeownership Assistance Fund
Program Details	<ul style="list-style-type: none"> • 30-year fixed rate • Zero Points • Two First Trust options • Loan to Value ("LTV") up to 97% 	<ul style="list-style-type: none"> • 3% of sales price • 0% per annum • Secured 5 year deferred loan. If you stay in the property for 5 years the loan is forgiven. 	<ul style="list-style-type: none"> • 5% of sales price • Maximum of \$10,000 • 5% interest rate • Amortized over 10 years 	<ul style="list-style-type: none"> • Funded at \$1.5 million in FY23 • 10-year deferred loan • Pro rata portion due upon sale during first 10 years. • The loan is forgiven after 10 years.
Restrictions	<ul style="list-style-type: none"> • Income and Sales Price Limits • Credit score of 640; 620 for Crossroads 	<ul style="list-style-type: none"> • Must use with MPP First Mortgage products 	<ul style="list-style-type: none"> • Must use with MPP First Mortgage products • Must be employed in Montgomery County 	<ul style="list-style-type: none"> • Loan of up to 40% of qualifying income to maximum of \$25,000.

Mortgage Purchase Program Activity

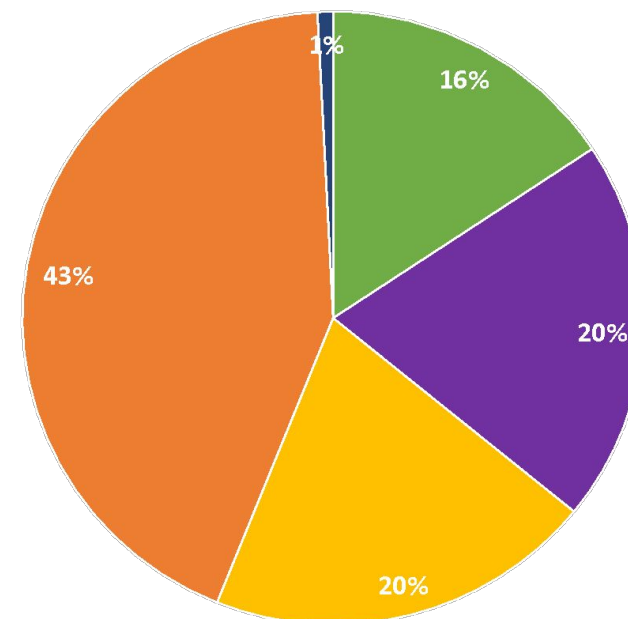
MPP LOAN STATISTICS	FY 2022	FY 2021	FY 2020
Total Principal Amount of Closed Loans	\$26,121,985	\$26,975,792	\$44,312,877
Total # of Closed Loans	98	99	170
Average Principal Mortgage	\$266,551	\$272,483	\$260,664
Average Purchase Price	\$278,529	\$284,621	\$274,241
Average Household Annual Income	\$76,091	\$80,079	\$77,315
Average Age of Primary Borrower	40	37	40
Average Household Size	3	3	3

Mortgage Purchase Program Demographics

**MPP Population
FY 2022**



**Montgomery County
Population
2020 U.S. Census**





Homeownership Programs for HOC Customers

Financial Literacy & Homeownership Education

- HOC's Resident Services Division offers financial literacy services to its customers and individuals on its waitlist, provided via group workshops and one-on-one coaching. The goals of these services is to:
 - help individuals better manage their finances;
 - improve their credit scores;
 - enhance their chances of obtaining and maintaining their housing; and
 - assist them in achieving homeownership.
- HOC's Single Family Office offers Homeownership workshops for HOC residents, including:
 - credit counseling,
 - budgeting and management of finances,
 - the mortgage application process,
 - obtaining financing,
 - the role of realtors,
 - and an overview of the various mortgage loan products offered by HOC's Mortgage Purchase Program.

Family Self Sufficiency Program

- The Family Self-Sufficiency Program is a congressionally authorized program through HUD administered in Montgomery County by HOC, in coordination with community partners.
- Residents receiving vouchers or living in HUD-financed housing are eligible to participate.
- The Program is designed to help families build wealth by providing direct financial assistance, savings accounts, employment assistance, financial and homeownership education, career training and assistance, educational opportunities, and more.
- Participating families are provided with an interest bearing escrow account made up of the difference of the rent the family pays when entering the program and the increased rent they would be charged as the families earned income increases.

HOC Homeownership Program

“HOC/HOP”

- **HOC/HOP Housing Choice Voucher Program**
 - This program allows voucher holders to use Housing Choice Vouchers to pay mortgage and other homeownership expenses.
 - Applicants must have graduated from or participated in the Family Self-Sufficiency Program for at least two years in order to be eligible for this program.
- **HOC/HOP Moderately Priced Dwelling Unit (MPDU) Program**
 - Certain MPDUs are reserved for purchase by HOC residents and purchased directly from the builder by the matched HOC/HOP participant.
 - Open to all residents in HOC-owned or affiliate developments with an income of \$40,000/year or more.
 - HOC monitors the accepted units through settlement, if the borrower received MPP financing.
 - HOC does not currently have any HOC/HOP for sale MPDU inventory.



Thank you!



Maryland Mortgage Program

2023

(101)



dhcd.maryland.gov

Jacob R. Day, Secretary
Owen McEvoy, Deputy Secretary



MARYLAND MORTGAGE
Making Homeownership Affordable

The Maryland Mortgage Program (MMP) provides 30-year fixed-rate home loans to eligible homebuyers purchasing in Maryland. MMP offers competitive interest rates, stability, flexibility, and a range of assistance options for down payment and closing costs.

MMP offers FHA, VA, USDA, and Conventional loans through an approved network of 100+ lenders statewide. MMP loans are serviced by US Bank.

More than 98% of MMP borrowers are first-time homebuyers.

Product Line

Flexibility and better options!

Lowest rate available—no DPA

Higher DPA amount to assist with higher purchase prices

Designed for borrowers with lower AMI ratio

4 DPA options for MD SmartBuy

For borrowers with disabilities; more flexible financing structure

Products with partner-funded DPA



Maryland Mortgage Program Dual Track Product Line

MMP 1 st Time Advantage <i>Must be FIRST-TIME homebuyers</i>	MMP Flex <i>Can be REPEAT or FIRST-TIME homebuyers</i>
1st Time Advantage Direct <i>No MMP DPA</i>	Flex Direct <i>No MMP DPA</i>
1st Time Advantage 6000 <i>Comes with a \$6,000 DPA loan May utilize Partner Match if applicable</i>	Flex 6000 <i>Comes with a \$6,000 DPA loan May utilize Partner Match if applicable</i>
1st Time Advantage 3% Loan <i>Comes with a DPA loan equal to 3% of the first mortgage</i>	Flex 3% Loan <i>Comes with a DPA loan equal to 3% of the first mortgage</i>
1st Time Advantage 4% Loan <i>Comes with a DPA loan equal to 4% of the first mortgage</i>	<i>Fact sheets and other professional resources can be found here: https://mmp.maryland.gov/Lenders/Pages/ProgramInfo.aspx Existing MCC may be re-issued, but no new MCCs. https://mmp.maryland.gov/Lenders/Pages/MDHomeCredit/Default.aspx </i>
1st Time Advantage 5% Loan <i>Comes with a DPA loan equal to 5% of the first mortgage</i>	
HomeStart <i>For borrowers with ≤50% AMI. Comes with a DPA loan equal to 6% of the first mortgage.</i>	

Allows for repeat homebuyers

Increased base DPA amount for Partner Match products

Specialty Products

Maryland SmartBuy <i>For first-time homebuyers with student debt. Conventional only. Three DPA options available.</i>	97% LTV Conventional Refinance Program <i>Existing MMP DPA may be subordinated.</i>
Maryland HomeAbility <i>For first-time homebuyers with disabilities; special income limits apply.</i>	<i>Check the daily Rates for current product availability: https://mmp.maryland.gov/Lenders/Pages/Interest-Rates.aspx </i>
Montgomery Homeownership Program <i>Includes a DPA loan up to 40% of household income (maximum \$25,000).</i>	
Greenbelt Home Advantage <i>For Greenbelt renters purchasing in Greenbelt, comes with \$15,000 grant.</i>	

mmp.maryland.gov

January 23, 2023

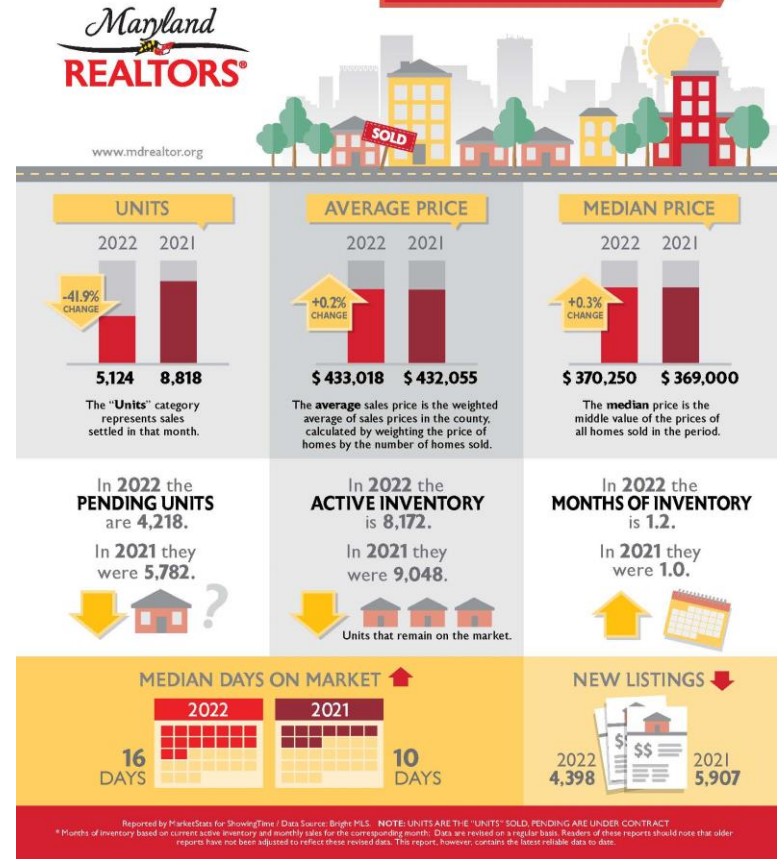


Jacob R. Day, Secretary
Owen McEvoy, Deputy Secretary

Annual Comparison

Maryland REALTORS shows the year-over-year activity in December with a drop of 41.9% in unit sales. Their numbers include all homes in Maryland, but the biggest hit was in affordable housing. Home sales fell as sales prices and interest rates rose.

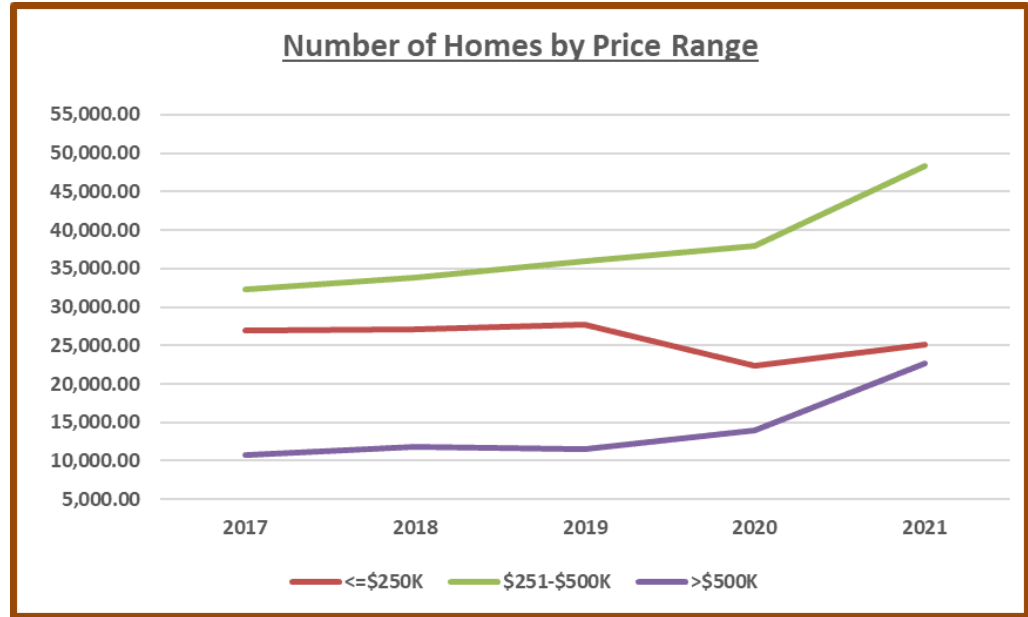
MMP is aligning with the Maryland market.



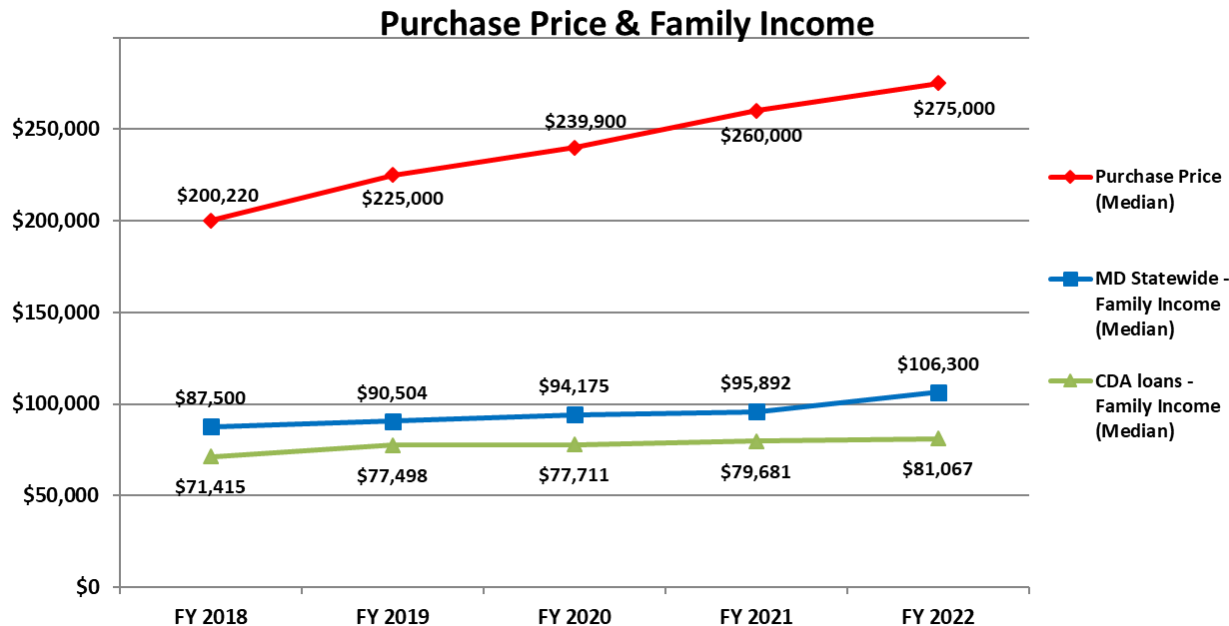
Housing Inventory Shortage

Availability of homes in the mid-to upper price range has increased. The number of homes below \$250,000 dipped and then increased again—but has not returned to the pre-2019 levels.

MMP has income and purchase price limits, so the pool of affordable homes gets even smaller. Many of the available homes are out of the MMP range.



MMP Housing Price Comparison to MD and CDA Borrower Income



MMP home purchase prices increased along with the market, but incomes stayed relatively flat. This decreases the affordability.

Almost 70% of MMP borrowers have incomes below 80% AMI.

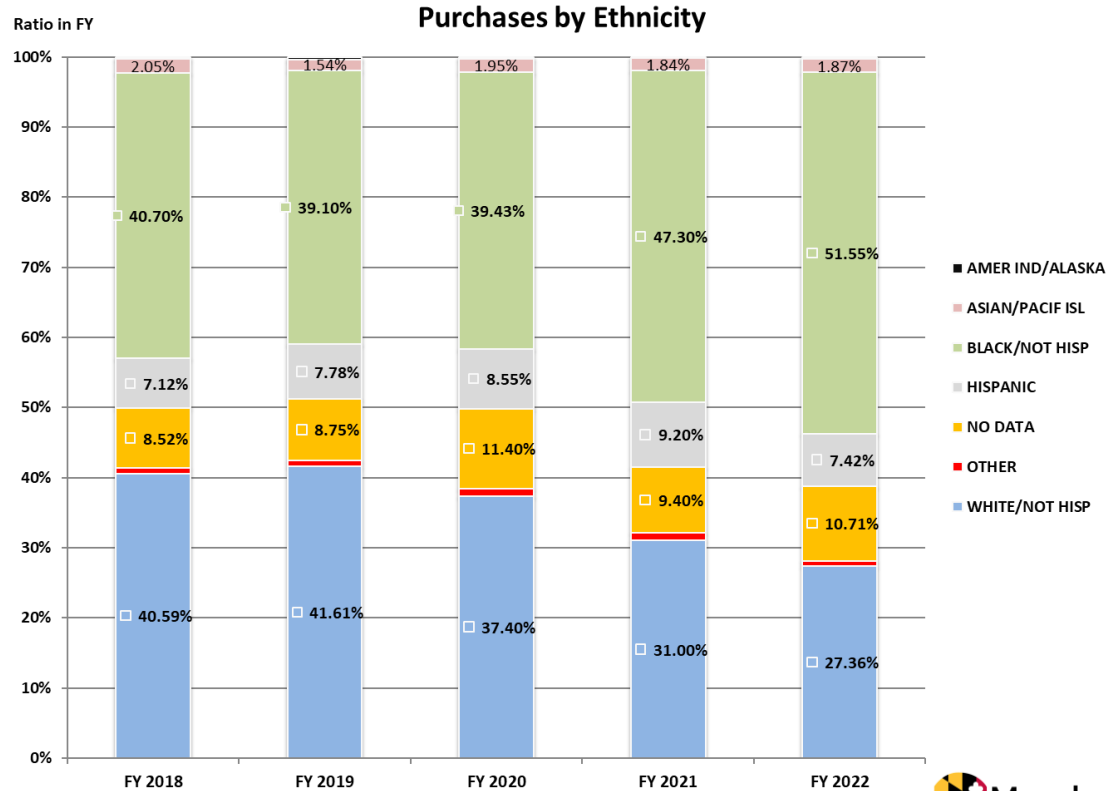
Over 91% of MMP borrowers use down payment assistance.

Minority Utilization

The Maryland Mortgage Program has a solid history of program utilization by minorities.

The last half of CY22 had almost 62% minority borrowers.

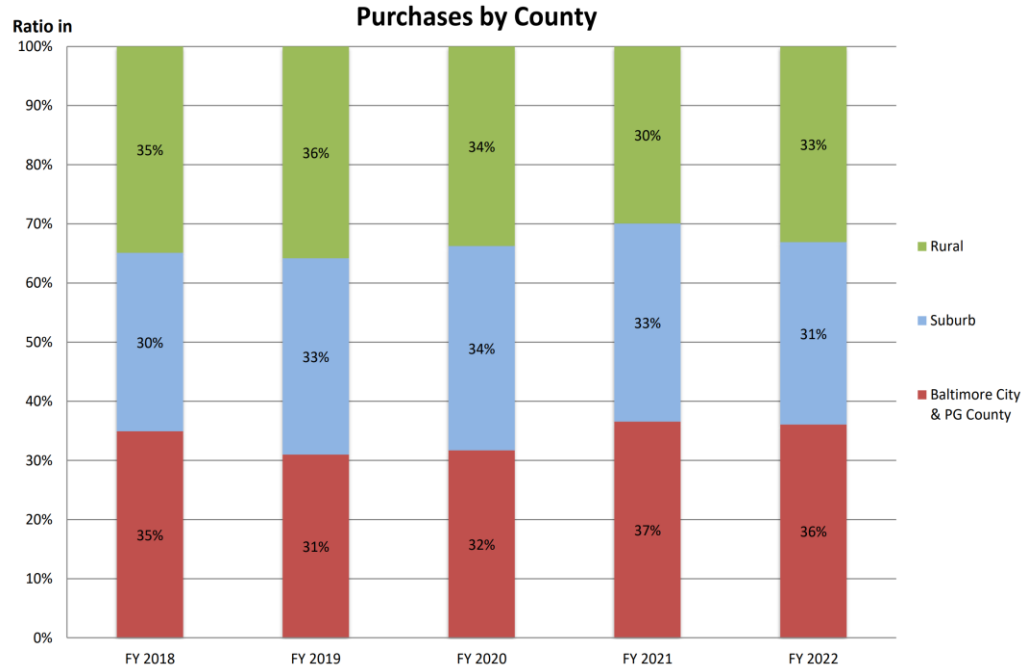
Over 40% of MMP homebuyers are solo borrowers.



(107)

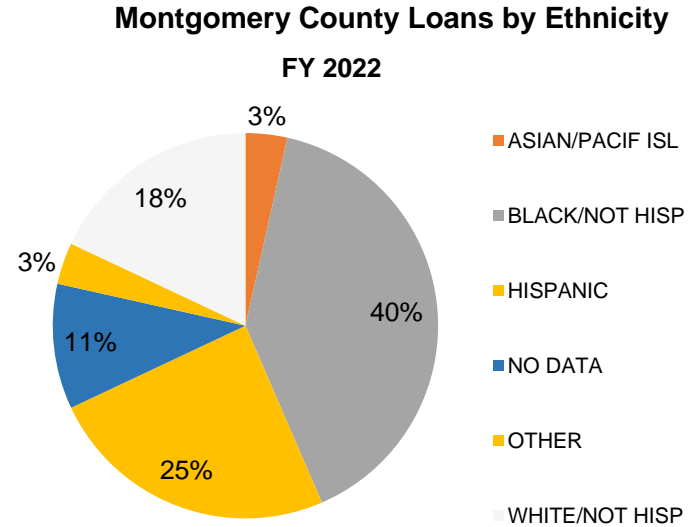
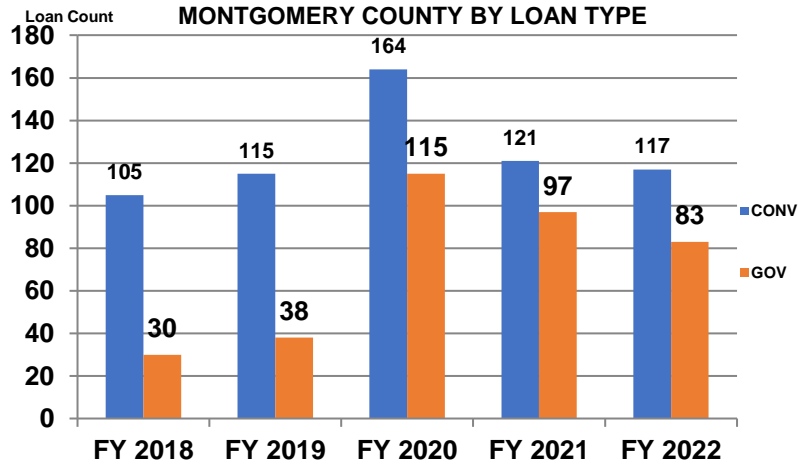
MMP Coverage

The Maryland Mortgage Program has established a good tradition of consistent and uniform presence throughout the state with loans in every jurisdiction/county.

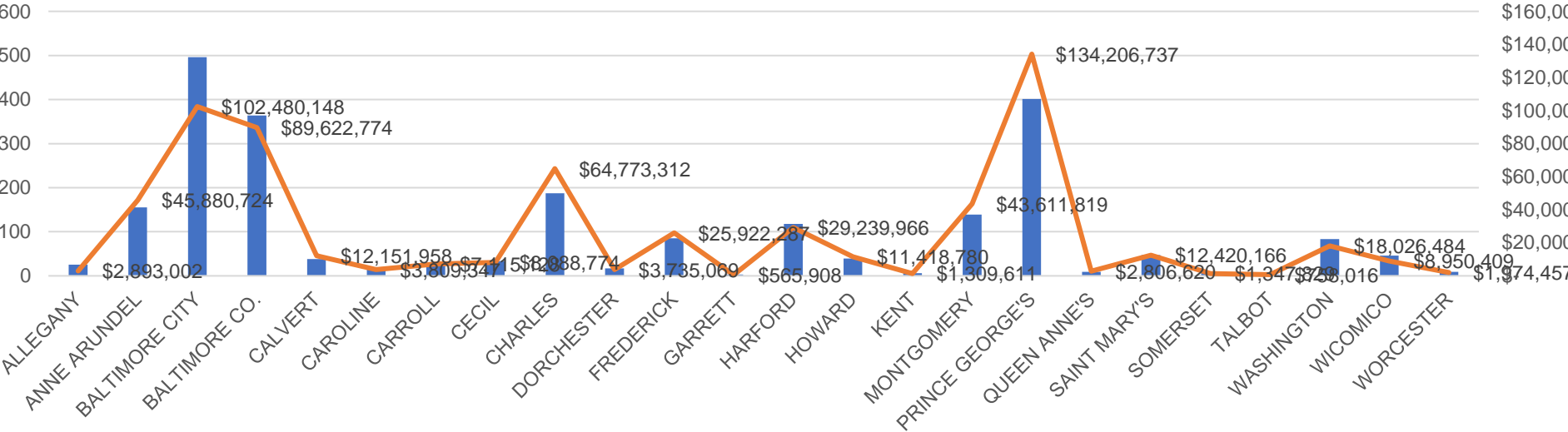


Rural	ALLEGANY	CALVERT	CAROLINE	CARROLL	CECIL	CHARLES
	DORCHESTER	FREDERICK	GARRETT	HARFORD	KENT	QUEEN ANNE'S
Suburb	SAINT MARY'S	SOMERSET	TALBOT	WASHINGTON	WICOMICO	WORCESTER
	ANNE ARUNDEL	BALTIMORE COUNTY	HOWARD	MONTGOMERY		

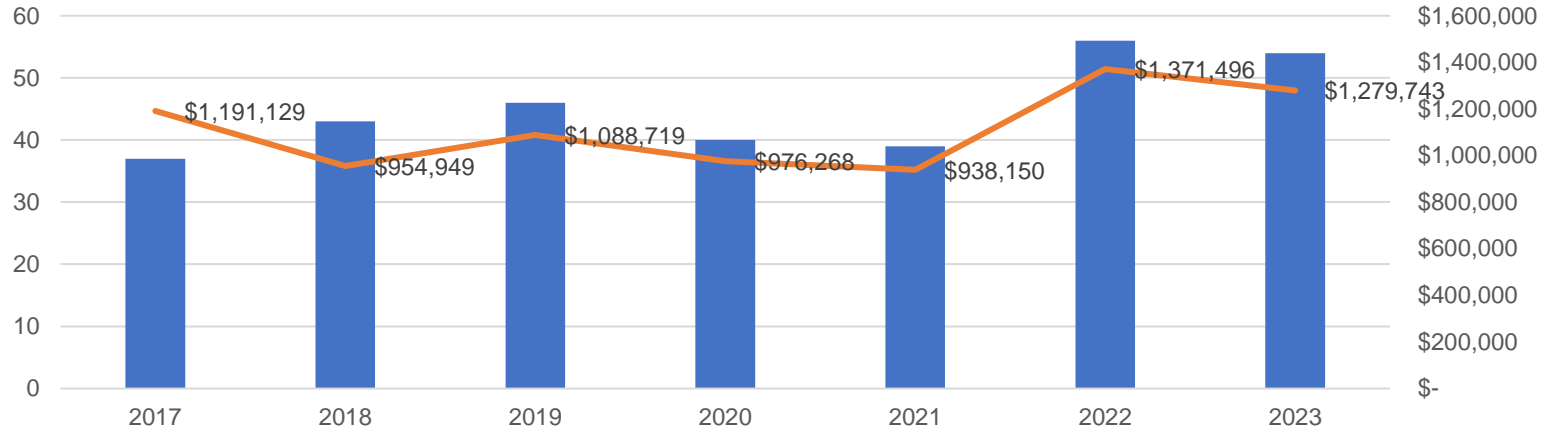
Montgomery County and MMP



MMP PURCHASES BY COUNTY_CY 2022

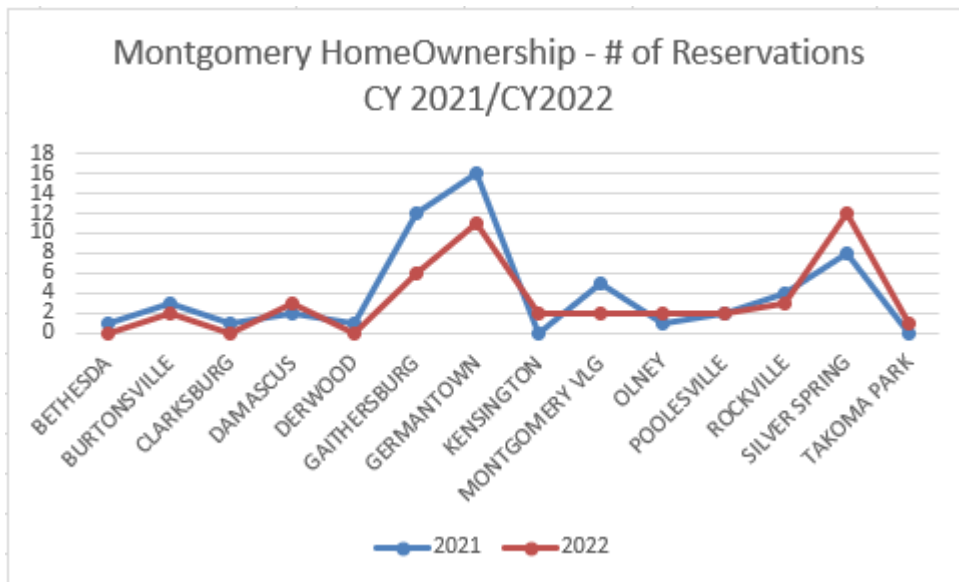


Montgomery Homeownership Production Phases I-VII (FY2017-2023TD)



Year	#of Loans	Total Loan Amt
2017	37	\$ 1,191,129
2018	43	\$ 954,949
2019	46	\$ 1,088,719
2020	40	\$ 976,268
2021	39	\$ 938,150
2022	56	\$ 1,371,496
2023	54	\$ 1,279,743
Grand Total	315	\$ 7,800,454

(111)



City	Calendar Year # of Loans	
	2021	2022
BETHESDA	1	0
BURTONSVILLE	3	2
CLARKSBURG	1	0
DAMASCUS	2	3
DERWOOD	1	0
GAITHERSBURG	12	6
GERMANTOWN	16	11
KENSINGTON	0	2
MONTGOMERY VLG	5	2
OLNEY	1	2
POOLESVILLE	2	2
ROCKVILLE	4	3
SILVER SPRING	8	12
TAKOMA PARK	0	1
Total	56	46

Ongoing Strategies to Tackle Market Challenges

- **Evolving product line**
 - More options including increased DPA to address higher home prices (DPA depends heavily on the State Budget allocation- over 90%)
 - New products with partner funding (Greenbelt Home Advantage, Montgomery Employee DPA Loans, ongoing discussions with the Prince George's County)
 - More assistance for borrowers with AMI below 50% (Homestart, SmartBuy DPA option)
- **Facilitated process**
 - Improved website resources – product guides, training videos
 - Regular review and streamlining of required documentation; prompt turn times
- **Partner growth**
 - Ended CY22 with **93 active lenders** (out of 125 approved)
 - Developed greater connections with realtor associations
 - Always at least half a dozen new lender applications in process
 - Shared nearly 20,000 leads to qualified loan officers
 - Monthly group training available via Zoom in addition to more focused options
 - Business Development Team participated in 240 events and shared information with 7,438 participants
- **New marketing tools**
 - Increased social media presence
 - Product flyers that partners can personalize

Social Media Presence

@MarylandMMP



Current Evaluation

Assets

- Excellent team. Feedback from events and partners is very positive (for example we have a very close constant communication with the MMBBA board or Directors).
- Product line which evolves to meet market needs.
- Strong relationships with industry partners—US Bank, MD REALTORS, MMBBA, Fannie Mae and Freddie Mac, private mortgage insurers, housing counselors, affiliate membership with the local realtor associations.

Liabilities

- Ongoing shortage of affordable housing inventory
- FY24 budget significantly decreased down payment assistance allocation

30+ YEARS



**HOUSING
SECURITY
FINANCIAL
STABILITY
COMMUNITY
SUCCESS**

Housing Initiative Partnership, Inc.

(116)

**MONTGOMERY COUNTY
COUNCIL:
PLANNING, HOUSING &
PARKS COMMITTEE**

Homeownership Equity
and Affordability in
Montgomery County

March 6, 2023

Mary Hunter
Director of Housing Counseling &
Services

Who we are

Housing Initiative Partnership, Inc. is a nonprofit affordable housing developer and counseling agency, founded in 1988. We are based in Hyattsville, Maryland.

Our Vision

Every person lives in high-quality affordable housing in a thriving community.

Mission Statement

HIP develops innovative affordable housing, revitalizes neighborhoods and equips people to achieve their housing and financial goals.



Housing Initiative Partnership, Inc.

What we do

Affordable Housing Development

- Affordable Multifamily Development & Resident Services
- Single-family Home Rehabilitation and New Construction
- Neighborhood Revitalization
 - ✓ Home and façade improvements
 - ✓ Health & safety repairs, weatherization upgrades

(118)

www.HIPhomes.org

What we do

Housing Counseling & Services

- HUD-Approved Housing Counseling Agency
 - ✓ Rental & Eviction Prevention Counseling
 - ✓ Homebuyer Education
 - ✓ Pre-Purchase Counseling
 - ✓ Mortgage & Foreclosure Prevention Counseling
 - ✓ Post-Purchase Counseling

- Montgomery County Home Sharing Program

- Prince George's Housing Stabilization Program
 - ✓ Rapid Rehousing Program
 - ✓ Homeless Prevention Services

- Gaithersburg Financial Empowerment Center ("FEC")



Housing Initiative Partnership, Inc.

Organizational Values

We are innovative

Whether it's implementing the latest green building technology or launching cutting-edge programs, HIP is nimble, collaborating with others to respond to evolving needs. Key to this is the flexibility and autonomy we give to our staff so they can dare to innovate!

We value our integrity

HIP holds itself to the highest ethical standards. Our friends and partners know they can rely on us to be responsible stewards of their investments, and our clients know we will honor their trust.

We believe in diversity, equity, and inclusion

HIP is committed to ensuring that our staff and board reflect the diversity of the communities we serve. We work to eliminate racial and systemic inequalities that contribute to housing disparities.

We always go the extra mile

HIP's staff is tenacious. Working with our clients and partners, we go to great lengths to find solutions to difficult problems.

We believe in the strength and capability of those we serve

HIP meets its clients where they are and walks in partnership with them on their journey to housing and financial security.

We believe our staff is our greatest strength

HIP cultivates a compassionate and creative work culture. We intentionally foster a positive work/life balance and invest in our team's professional growth.

Housing Counseling Program & Services

Homebuyer Education & Community Outreach

**HUD-
Approved
Homebuyer
Workshop**

A key step in the
homebuying process

Saturdays, 9am - 3pm



- ✓ Learn about affordable mortgage loans.
- ✓ Find down-payment and closing cost assistance programs.
- ✓ Understand how your credit will affect your payments.
- ✓ Learn how to assemble your team: Realtor, Loan Officer, Home Inspector, Insurance Agent, Settlement Attorney.
- ✓ Understand what you are signing (and paying for) at closing.



Who: Renters, Future Homebuyers	Registration is required.
When: Saturdays - Jan 28 Feb 25 March 25	Call 301-699-3835 or visit
Where: Virtual on Zoom	www.HIPhomes.org
Time: 9:00 am to 3:00 pm	
Fee: \$25.00 (A certificate is provided after completion)	

Housing Initiative Partnership, Inc. (HIP) is an innovative, green nonprofit housing developer and counseling agency dedicated to revitalizing neighborhoods. HIP creates housing and economic security for low- and moderate-income households and provides services that improve the quality of life in the communities we serve across Maryland.

Prince George's County
301-699-3835

Montgomery County
301-916-5946



Housing Counseling Program & Services

One-on-one Housing Counseling with HUD-Certified Housing Counselors

Rental

- Get help to find affordable rental housing
- Determine the rent you can afford
- Learn to budget & improve credit
- Know your Fair Housing Rights
- Guidance with Landlord/Tenant disputes

Pre-Purchase

- Determine if homeownership is right for you
- Discover how much house you can afford
- Understand your credit score
- Save for a down payment
- Choose a good mortgage program

Post-Purchase

- Understand your mortgage, property taxes, and insurance
- Receive mortgage refinancing guidance
- Review resources for home repairs and home energy
- Set realistic financial goals

Foreclosure

- Understand mortgage options during a financial crisis
- Retain & sustain your home
- Negotiate home retention options with your lender
- Access available mortgage assistance programs



Housing Counseling Program & Services

Homebuyer Education and Counseling Clients

Served in 2022: 413 Homebuyers

- 55% African-American
- 24% Hispanic
- 11% White, non-Hispanic
- 5% Asian
- 5% More than one race



Housing Counseling Program & Services

Financial Empowerment Center

Launched in March 2022

- 240 clients and 750 sessions
- 55% Hispanic, 31% African-American
- 85 outcomes so far
 - Reduced debt by 10%
 - Increased credit score by at least 35 points
 - Increased savings



Housing Counseling Program & Services

Homeownership Preservation Strategies



- ✓ Lender Mortgage Retention Options
- ✓ Maryland Homeowner Assistance Fund (HAF)
- ✓ Maryland Homeowner's Tax Credit
- ✓ Maryland Homeowner Protection Plan
- ✓ Community Referrals (Legal, Employment, etc.)
- ✓ Montgomery County Home Sharing Program

Housing Counseling Program & Services

Montgomery County Home Sharing Program



 A screenshot of a Silvernest website listing for a home in Rockville, MD. The listing is titled "Very convenient and quiet SFH lots street parking." and has a price of \$850. It includes several photos of the property and interior rooms. The listing details include:

- About the Home:** One-level Single Family Home with Deck at back. Front Entrance, living room, kitchen, laundries, and bathroom are shared with not more than two other females.
- Home Features:**
 - Single Family Home
 - Can be either
 - Shared Full Bath
 - Housemate can't have pets
 - No smoking
- Amenities:**
 - Air Conditioning
 - Free Parking
 - Carbon Monoxide Detector
 - Washer And Dryer
 - Yard Patio Garden
 - Smoke Detector
- Terms:**
 - Monthly Rent: \$850
 - Deposit: \$850
 - Preferred Lease Duration:
 - Month to month
 - 3 months
 - 6 months
 - One year
 - More than a year
 - Background Screen Required

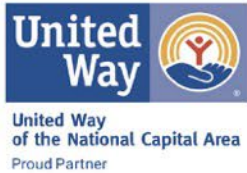
(126)

30+ YEARS



HOUSING
SECURITY
FINANCIAL
STABILITY
COMMUNITY
SUCCESS

Housing Initiative Partnership, Inc.



Connect with HIP:

www.HIPhomes.org
www.facebook.com/HIPhomesMD

PRINCE GEORGE'S COUNTY
6525 Belcrest Road, Suite 555
Hyattsville, MD 20782
Phone: 301-699-3835

MONTGOMERY COUNTY
Upcounty Regional Services Center
12900 Middlebrook Road, Suite 1500
Germantown, MD 20874
Phone: 301-916-5946

MONTGOMERY COUNTY
12 S. Summit Avenue, Ste 100
Gaithersburg, MD 20877
Phone: 301-916-5946

