

# Mary Erickson Community Housing



NSP  
Acquisition/Rehabilitation/Resale

# Six Key Program Components

## 1. PLANNING

- Activities
- Geographic areas & other property identification criteria (corridors, bedroom count etc) Concentrated or not
- Resale restrictions
- Anticipated number of properties
- Income targeting/other sources

# NSP Program Development

- Market research regarding current market conditions, absorption and current market time for listings – *Realistic Expectations*
- Alternative plan should property not sell – lease option alternative, price reductions
- Administrative and Capacity Building Funds

## 2. Funding - Leveraging

- Additional Locality funds
- Wells Fargo EQ2 Loan Program
- New Market Tax Credits
- Credit Lines
- State NSP for 25% for 50% AMI or below
- Decision from HUD

# 3. Acquisition

- Brokers
- National Community Stabilization Trust
- Bulk Purchase – Fannie Mae
- Getting the Required Discount
- Appraisal
- Title

## 4. Rehabilitation

- Property specifications and standards developed in advance
- Green & sustainable components
- Non-Profit Partner or General Contractor
- Extent of Locality participation
- Construction Management & Property Management
- Payment/Draw schedules & process

## 5. Homebuyer Education

- NSP Program requirement for HUD Certified 8 hour course

## 6. Resale

- Homebuyer referrals from local non-profits and Locality
- Pool of ready, willing & able buyers
- Have preferred lenders in place with pre-approval on documents
- Joint marketing effort with other Localities/Regional
- Sales Process – multiple offers
- Marketing/Broker relations
- Alternative plans – *Plan B*

# Methods of Working with Localities

- Community Housing Development Organization (CHDO)
- Request for Proposals/Qualifications
  - One Intermediary/Developer or Multiple
- Collaborative Effort between Organizations/Joint Application
- Locality Fulfilling Developer Role

# *Mary Erickson Community Housing*

Non-Profit Corporation 501 (c) (3)

CHDO Organization

P.O. Box 775

San Clemente, CA 92674-00775

(949) 369-5419

Fax: (949) 369-5416

[www.maryerickson.org](http://www.maryerickson.org)

Susan McDevitt, Executive Director

E-mail: [directors@maryerickson.org](mailto:directors@maryerickson.org)