

New Homes for Houston Virtual Homebuyer Fair

July 12, 2023



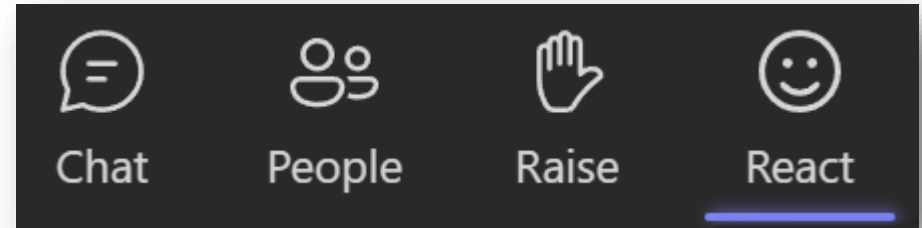
CITY OF HOUSTON
HOUSING AND COMMUNITY DEVELOPMENT DEPARTMENT



Housing Keeping



- Please mute your microphone
- The Homebuyer Fair is being recorded
- Send questions into the chat box
- Use the “raise hand” icon during open Q&A





Today's Agenda



1

Introductions & Partner
Presentation

2

Homebuyer Assistance
Program

3

New Homes for Houston
Initiative

4

Additional Resources

Introductions

WHY DO YOU WANT TO BE A HOMEOWNER?



“FOR MY CHILDREN”



“FOR SOMETHING TO CALL MY OWN”



“TIRED OF RENT!”



“BUILDING GENERATIONAL WEALTH”



“THE AMERICAN DREAM”

WHAT IS THE MOST IMPORTANT THING YOU ARE LOOKING FOR IN A HOME?



PRICE



NEIGHBORHOOD



**BEDROOM
COUNT**



**PROXIMITY TO
WORK & SCHOOL**



BACKYARD

WHAT IS YOUR BIGGEST OBSTACLE TOWARDS HOMEOWNERSHIP TODAY?



**SALES
PRICE**



**DOWN
PAYMENT**



**CREDIT
SCORES**



**STUDENT
LOANS**

Partner Presentation: Bank of Texas

Informational Only

Welcome home!

A guide for home buyers



Your Mortgage Team



Allison Young
SVP, Market Leader
NMLS ID: 364854
832.246.5416
ayoung@bankoftexas.com



Karen Gomez
VP, Sr. Sales Manager
NMLS ID: 514013
713.578.3723
kgomez@bankoftexas.com



Tracy Cole
Mortgage Banker
NMLS ID: 492786
281.693.8759
tcole@bankoftexas.com



Parr Larsen
Mortgage Banker
NMLS ID: 951263
713.234.5915
plarsen@bankoftexas.com

Company Overview

For more than a century, we've grown alongside our clients. As a financial partner for business, consumer and wealth clients, we approach every relationship with a focus on delivering services and strategies tailored to your needs.

Top 30

U.S.-based bank*



Well-diversified



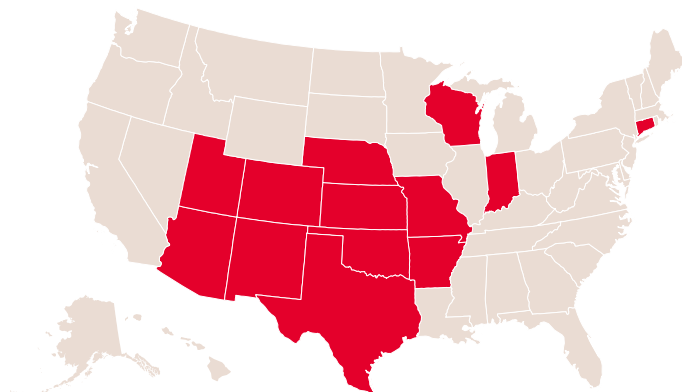
Loan portfolio

Commercial	30.4%
Commercial real estate	21.2%
Healthcare	17.1%
Energy	14.9%
Residential mortgage	9.5%
Consumer	6.9%



Revenue diversity

Net interest	65.5%
Brokerage/Trading	9.7%
Fiduciary & asset management	9.4%
Transaction card	4.8%
Service charges	4.8%
Mortgage	2.7%
Other	3.2%



A3

Moody's

A-

S&P

A

Fitch

BOKF, NA (Bank) - Long-term Issuer Credit Ratings

Outstanding

CRA rating



Only 23% of banks rated by the OCC in 2020 received an Outstanding rating.

Assets \$45.6 billion

Deposits \$32.6 billion

Loans \$22.8 billion

Assets under management & administration \$102.3 billion

12.2%

Tier 1
Capital Ratio

6.0%

is well
capitalized

*As the banking subsidiary of BOK Financial Corporation, BOKF, NA is among the top 30 nationally chartered U.S.-based commercial banks based on assets as of September 30, 2022.

BOK Financial® is a trademark of BOKF, NA which operates as Bank of Albuquerque, Bank of Oklahoma, Bank of Texas and BOK Financial. Member FDIC. Equal Housing Lender ©2023 BOKF, NA. BOK Financial Corporation (BOKF) offers wealth management and trust services through various affiliate companies and non-bank subsidiaries, including advisory services offered by BOKF, NA and its subsidiary, Cavanal Hill Investment Management, Inc., a SEC registered investment adviser. BOK Financial Corporation offers additional investment services and products through its subsidiary, BOK Financial Securities, Inc., a broker/dealer, member FINRA/SIPC, and an SEC registered investment adviser and BOK Financial Private Wealth, Inc., also an SEC registered investment adviser. **NOT FDIC INSURED | NO BANK GUARANTEE | MAY LOSE VALUE.** All data as of March 31, 2023 unless otherwise noted.

The path to homeownership



1. BUILD YOUR TEAM

Engage with trusted experts to advise and guide you along the way.



4. KNOW YOUR NUMBERS

Discover what you can afford; get pre-approved for a leg up on the competition.



7. INSPECTION & APPRAISAL

Work with professionals to assess the condition and value of your new home.



2. CHECK YOUR SCORE

Find out your credit score and work to improve it by cutting down debt.



5. GO HOUSE HUNTING

Explore neighborhoods, home types and what you absolutely must have in your new home.



8. SIGN DOCUMENTS

On closing day, sign final documents and get the keys to your new home.



3. BOOST YOUR SAVINGS

Talk to a professional about down payment options; budget accordingly.



6. MAKE AN OFFER

Draft your best offer and negotiate; be ready to walk away.



9. MOVING DAY!

Congrats! Move in and start unpacking.

Steps toward home ownership



4

Embrace Financial Education

Learn how to budget and create a plan to save.

3

Reduce Your Debt

Evaluate your ability to make monthly payments (debt-to-income ratio).

2

Prioritize Savings

First build emergency savings, then secure your financial future.

1

Improve Your Credit

- Request a copy of your credit report.
- Make sure the information is correct.
- Cancel credit cards you're not using (keep the oldest cards to avoid shortening your credit history and lowering your credit score).
- Review your credit utilization, payment history (late payments) and debt mix.



Generational wealth & homeownership

Generational wealth is any kind of asset that families pass down to their children or grandchildren, whether in the form of cash, investment funds, stocks and bonds, properties or even entire companies.

The transfer of generational wealth starts the recipient ahead and provides a solid foundation. Rather than catching up, you're saving for your first home or retirement. Home ownership can be an important source of generational wealth.

Home loan myths

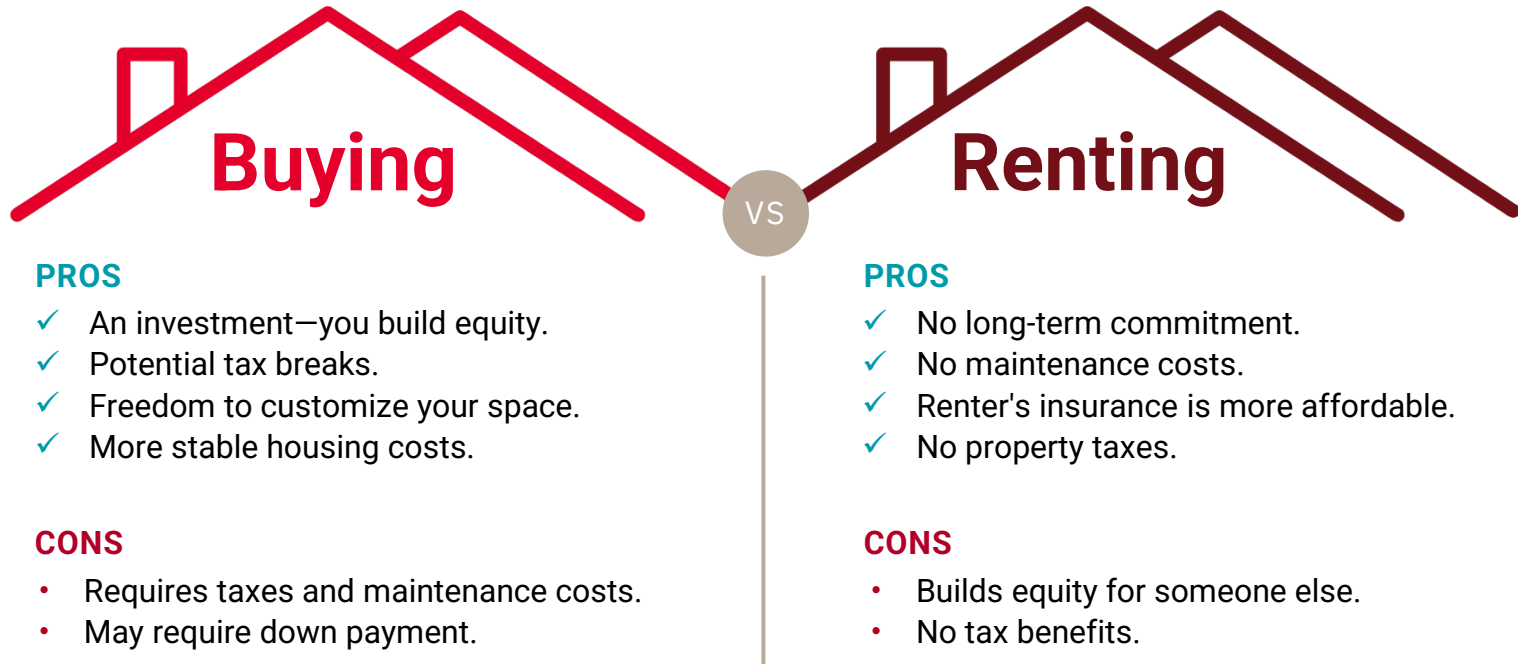
MYTH 1:

Renting is financially better than owning.

Monthly mortgage payments are often similar to rent payments, however instead of paying your landlord, you are paying yourself in the form of equity in your home.

Buying vs renting a home

Understand what's best for your situation



Home loan myths

MYTH 2:

I can't buy a home if I have student debt.

51% of non-homeowners say student loan debt is keeping them from buying a home.

37% of first-time home buyers have student debt, commonly around \$30,000.

If you are concerned you won't qualify for a home loan and you haven't applied for a mortgage before, connect with a mortgage professional to discuss your situation.

Understanding your FICO score

Credit score criteria & categories

35%

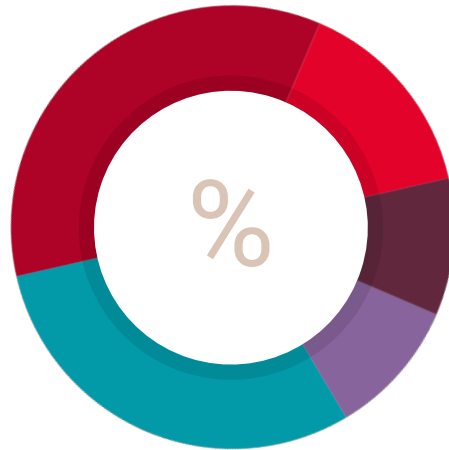
Payment History

Have you paid your past credit accounts on time?
(Most Influential)

30%

Amounts Owed

How much do you owe and how much of your available credit have you used?
(Highly Influential)



15%

New Credit

How much of your available credit is new?
(Less Influential)

10%

Types Of Credit

What is your mix of credit cards, retail credit, student loans, mortgages, etc.?
(Less Influential)

10%

Credit History

How long have you been using credit?
(Moderately Influential)



How much can I afford?

Use an online calculator

Generally...

**Mortgage payment
+ Property taxes
+ insurance
< 28% of your gross
household income**

Caveats...

- Just because you qualify for that amount doesn't mean you should necessarily plan on spending that much.
- Compare mortgage terms.



Know your debt-to-income ratio

Step 1

Add your monthly debt payments (i.e. mortgage, car loan, student debt, credit card payments, etc.).

Step 2

Divide this total by your gross monthly income.

Total

This is your debt-to-income ratio.

36% or less

This is a healthy debt load to carry for most people.

50% or more

You can do this. Professionals can help jump start an aggressive debt reduction plan to get you on your desired path.

37% - 42%

Not bad. Start paring debt now to help pave the way for success.

43% - 49%

To avoid potential financial difficulties, let's work together to make an action plan.



Build your budget

50% “Must haves”

Basic expenditures:
housing, utilities, food,
transportation, insurance,
minimum loan payments,
childcare



30% “Wants”

Vacations, entertainment,
clothes, gifts, dining out

20% Savings & debt payments

Get rid of debt, then build your
emergency fund and retirement

Home repairs & maintenance

If it isn't broke... it likely will be at some point

Set aside 1% - 4% of home's value every year for repairs, maintenance and related emergencies.

Example

Home value = **\$200,000**

Annual funds = **\$2,000**

And, remember: get competitive quotes and make sure that your homeowner's insurance provider offers you good rates, coverage and service.



Home loan myths

MYTH 3:

I need 15%-20% for a down payment to buy a home.

First-time home buyers put down an average of 6%. Don't let the down payment be a road block.

Speak to a professional loan officer to go over the programs we offer.

What's right for you?

There are a number of ways to purchase your new home.

Fixed-rate mortgages

Adjustable rate mortgages (ARMs)

FHA, VA, Conventional

HUD Section 184 Native American

USDA Rural Development

HomeReady, Home Possible

State and local FTHB programs

Advanced Medical Professional



Understanding PMI

Private mortgage insurance

What is PMI?

Required insurance if your down payment is **less than 20%** of your home's purchase price.

How do I get rid of PMI?

Some loan types allow for PMI to be terminated when balance reaches 78% of original purchase price or at the halfway point or your amortization.

- Request cancellation when balance reaches 80% of home's original value.
- Refinance when rates are low and if your home has gained value.
- Reappraise your home if it has gained value.
- Delay your purchase until you're able to put 20% down.



Home loan myths

MYTH 4:

**Getting prequalified
takes a long time.**

The home buying process can be daunting, but pre-qualification before you start can help prevent headaches down the road—and it doesn't have to take a long time.

The right lender may be able to take your application and quickly provide you with a pre-qualification letter.

You've applied...now what?

Depositing large sums of cash

Lenders need to source your money, and cash isn't easily traceable. Take care to document your transactions carefully.

Large purchases

New debt can mean a higher debt-to-income ratio, which could disqualify you for your mortgage.

Co-signing loans for anyone

When you co-sign for a loan, you're making yourself accountable for that loan's repayment which impacts your debt-to-income ratio.



Changing bank accounts

It's easier for lenders to source and track your assets when there's consistency among your accounts.

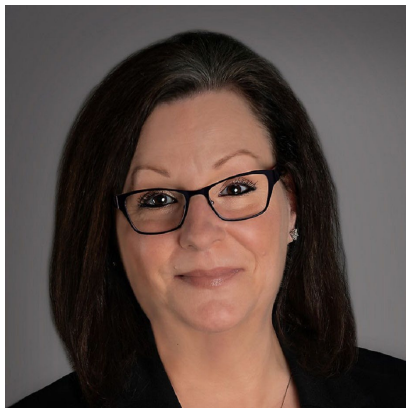
Applying for new credit

When your credit report is run by organizations in multiple financial channels (mortgage, credit card, auto, etc.), your FICO score will be lowered, potentially decreasing your eligibility.

Closing accounts

A major part of your credit score is length and depth of credit history and usage of credit as a percentage of available credit.

Your Mortgage Team



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Homebuyer Assistance Program



FYI

NOTICE TO HOMEBUYER ASSISTANCE PROGRAM APPLICANTS

We have reached our funding limit. At this time, we are not processing new applications on our active list. Should our active list change, additional applications may be added for processing. If you have already received your pre-approval from HCD, continue your search for your home.



Homebuyer Assistance Program

- Up to \$50,000 for program-qualified Houstonians*
- Single-Family, condominium, townhouse, co-op unit, or manufactured home on foundation
- Down payment assistance, reasonable closing costs, mortgage reduction, interest rates, prepaid items

*Subject to program funding & review



First Steps



Take a HUD-approved
8-hour [Homebuyer
Education Course](#)



Secure pre-approval
letter for a fixed-rate
mortgage from a lender



Earn up to 80% Area
Median Income

Eligibility: Taxable Income

2023 Houston/The Woodlands/Sugar Land Region HUD Maximum Annual Household Income Limits*

Household Size	80% Area Median Income (AMI)	120% Area Median Income (AMI)
1 person	\$52,000	\$78,300
2 person	\$59,650	\$89,450
3 person	\$67,100	\$100,650
4 person	\$74,550	\$111,850
5 person	\$80,550	\$120,800
6 person	\$86,500	\$129,750
7 person	\$92,450	\$138,700
8 person	\$98,450	\$147,650

***Household income limits increased on June 15, 2023.**



Next Steps



Call 832-394-6200



Find home that is taxed by the City of Houston & pass environmental review, inspection, underwriting review



Sign terms & conditions



Things To Know

- **First-time homebuyer (not owned a home in the last 3 years)**
- **33% front end and 45% debt to income back-end ratio**
- **\$30,000 liquid asset limit**
- **Five-year secondary lien**
- **Learn about program requirements at: <https://houstontx.gov/housing/hap.html>**



New Homes for Houston

Affordable Homeownership



New Homes For Houston Initiative

- Invest \$105M in our neighborhoods
- Over 2,000 affordable, disaster-resilient, energy-efficient homes
- Affordable Homes reserved for Program Qualified Homebuyers
- Investment based on Affordable Homebuyer
- 4-year secondary lien
- Additional Developer Program Requirements **MAY APPLY**



Towne Park Village



EXCLUSIVE FAMILY RESIDENCE FOR SALE

7725 Aiiden Ridge Lane

PROPERTY DETAILS

1 STORY

3 BEDS

2 BATHS

1332 SQ FT

FEATURES

- Roof 30 yrs Lifetime Architectural Shingle
- Tile/Carpet Flooring
- ADA- water sense elongated toilets
- Brushed Nickel fixtures and hardware
- Granite countertops in Kitchen and bath
- Ceiling fans in family room and all bedrooms
- Privacy fenced back yard
- Fully sodded front yard and 5 feet around sides and rear
- Landscaping package to include shrubs and trees
- 2 Car garage

CHARACTERISTICS OF ENERGY EFFICIENT HOMES

- Home Insulation
- R-15 Walls, R-30 Attic
- Energy efficient Windows
- Low E Glass, U-Factor 0.35
- CFL, LED or Fluorescent light bulbs
- 14 Seer Energy efficient HVAC system
- Blower Door Test

SMART HOME FIXTURES

- * Alexa (Smart Speaker)
- * Smart Thermostat (Energy Star)
- * Ring Alarm
- * SmartCode Deadbolt
- * Ring Video Doorbell



Plans and elevations are artist's renderings only, may not accurately represent the actual condition of a home as constructed. Burghil Homes reserves the right to make changes to its floor plans, specifications, dimensions, designs and elevations without notice.

CONTACT INFORMATION | 713-691-3948

info@burghilhomes.net
www.burghilhomes.com

4615 N. Freeway Suite 212
Houston Tx 77022

DEVELOPMENT DEPARTMENT



EXCLUSIVE FAMILY RESIDENCE FOR SALE

7723 Aiiden Ridge Lane

PROPERTY DETAILS

2 STORY

3 BEDS

2.5 BATHS

1486 SQ FT

FEATURES

- Roof 30 yrs Lifetime Architectural Shingle
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4615 N. Freeway Suite 212
Houston Tx 77022



EXCLUSIVE FAMILY RESIDENCE FOR SALE

7731 Aiden Ridge Lane



PROPERTY DETAILS

2 STORY

3 BEDS

2.5 BATHS

1486 SQ FT

FEATURES

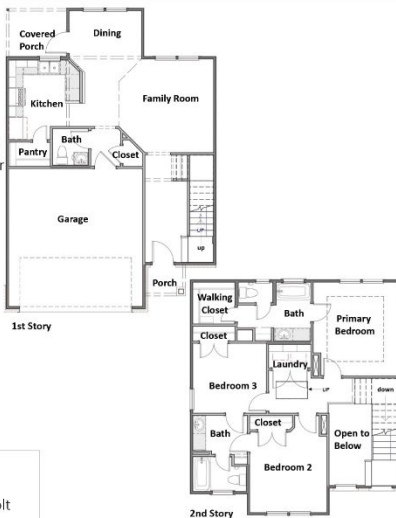
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www.burghlihomes.com

4615 N. Freeway Suite 212
Houston Tx 77022



EXCLUSIVE FAMILY RESIDENCE FOR SALE

7729 Aiden Ridge Lane



PROPERTY DETAILS

1 STORY

3 BEDS

2 BATHS

1416 SQ FT

FEATURES

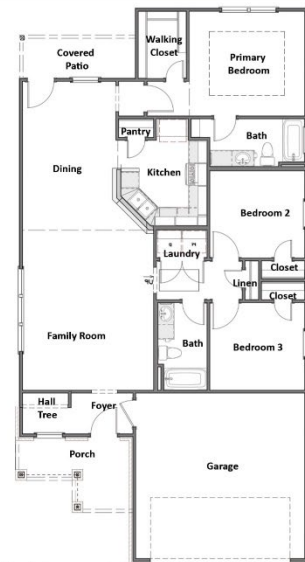
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CONTACT INFORMATION

713-691-3948

info@burghlihomes.com
www.burghlihomes.com

4615 N. Freeway Suite 212
Houston Tx 77022

Summary

- **Price Range: \$ 250,000 - \$270,000**
- **Sale Status: NOW**
- **Projected move-in: Now**
- **Developer Contact Info**
 - **Burghli Homes**
 - **713-691-3948**
 - **Burghlihomes.com**
 - **info@burghlihomes.net**



New Homes for OST South Union



Homes ranging from

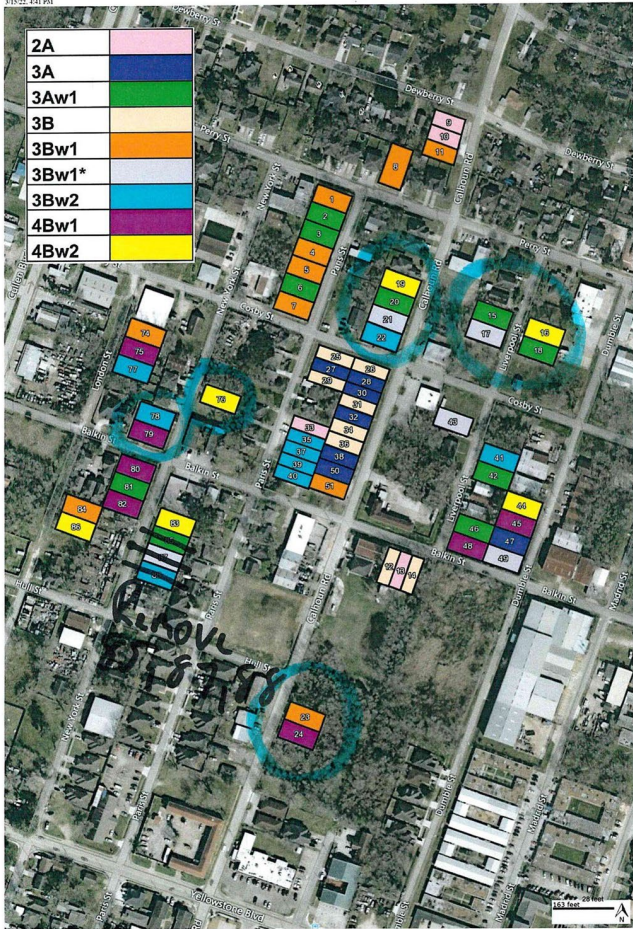
839 sq. ft.
2 bedroom
1 bath home



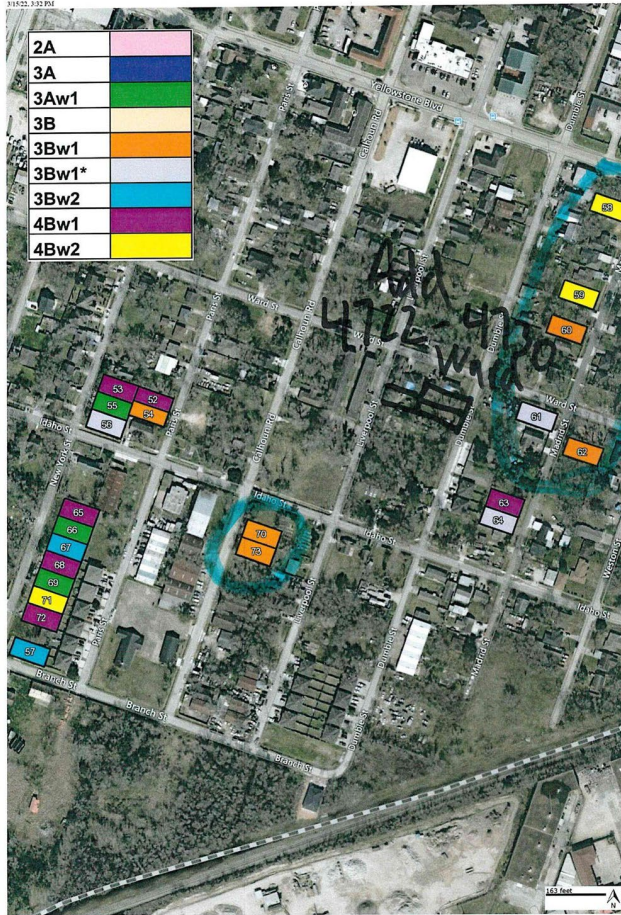
1431 sq. ft.
3 bedroom
2.5 bath home



2A	
3A	
3Aw1	
3B	
3Bw1	
3Bw1*	
3Bw2	
4Bw1	
4Bw2	



2A	
3A	
3Aw1	
3B	
3Bw1	
3Bw1*	
3Bw2	
4Bw1	
4Bw2	



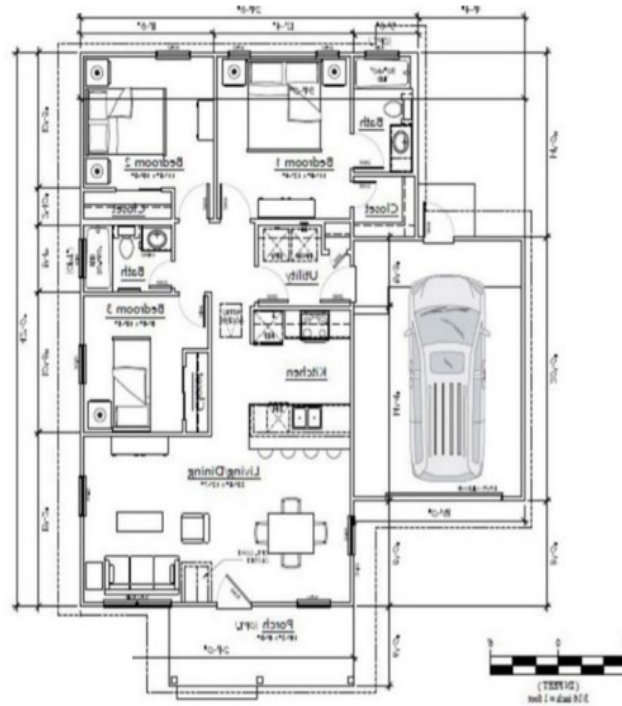






Program Requirements

- Under 80% AMI
- Have not owned home in last 3 years.
- Up to date on taxes.
- Have income to afford monthly expenses.
- Must show a dedication to savings
- Qualify for a loan from conventional financing. (income, debt ratio, credit score)
- 620/640 credit score.
- Create will and testament.
- Must sign agreement for a second lien/deed of trust. Prevents home flipping for 20 years.
- Agape Home Buyer Training Program
- Volunteering



3 BED 2 BATH 1 STORY

1,095 S.F.



Agape Development

OST / SOUTH UNION

6504 Calhoun Road
Houston, Texas 77012

info@agapedevelopment.org
713-658-1001



Summary

- **Market Rate Price Range: \$ 219,000 - \$399,000***
- **Presale Status: NOW**
- **Projected move-in: Through Fall 2023**
- **Developer Contact Info**
 - **713-658-1001**
 - **info@agapedevelopment.org**
 - **<https://www.agapedevelopment.org/>**

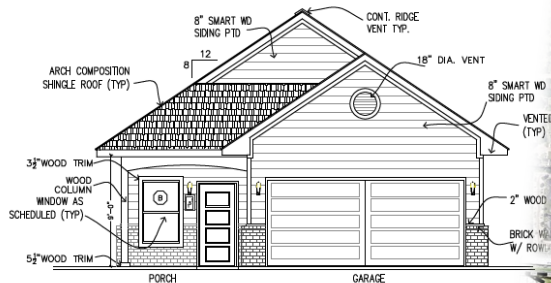
*Contact developer for final prices



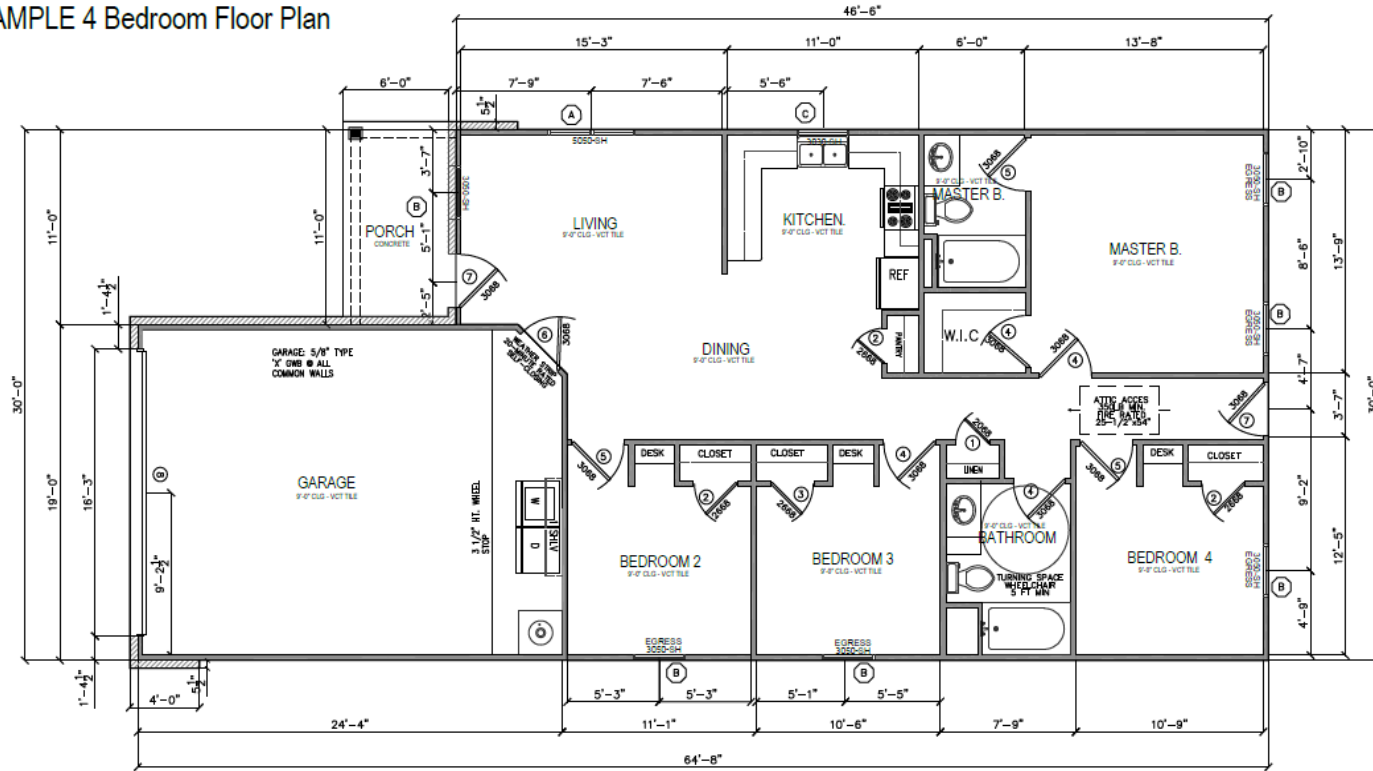
New Homes for Northeast Houston

A 127-acre, affordable, master-planned community serving low-to-moderate-income families.

- 468 Single-family homes
- 500 Multi-family & senior units
- Legacy Community Health Clinic
- Houston Public Library Branch
- 12 Acre Park
- TXRX Makerspace
- Trees for Houston Tree Farm
- 2.2 Acre Urban Farm with Urban Harvest
- Neighborhood Resilience Hub
- Hike and Bike Trails
- Commercial Kitchen and Food Hall
- Child Care



SAMPLE 4 Bedroom Floor Plan



Robins Landing

March 2023



CITY OF HOUSTON

March 2023



CITY OF HOUSTON

May 2023



CITY OF HOUSTON

June 2023



CITY OF HOUSTON

Homeownership Program



Eligibility

- 🏠 U.S. Citizen or Permanent Legal Resident
- 🏠 Income should be within 50-80% of Houston Area Median Income (A.M.I.)
- 🏠 Need an acceptable Credit Score
- 🏠 Demonstrate Need for Housing
- 🏠 Willingness to Partner

Download an application and virtually tour our homes at www.houstonhabitat.org

Eligibility continued

Income Guidelines

Family Size	50%	80%
1	\$31,050	\$49,600
2	\$35,450	\$56,700
3	\$39,900	\$63,800
4	\$44,300	\$70,850
5	\$47,850	\$76,550
6	\$51,400	\$82,200
7	\$54,950	\$87,900
8	\$58,500	\$93,550

Ability to Pay

(Can afford the home)

- 🏠 Steady income
- 🏠 50-80% of the Houston Area Median Income (AMI) per household size
- 🏠 No more than 30% of monthly income toward house payment (Front Ratio- Housing Cost Ratio)
- 🏠 Credit check to ensure ability to pay the monthly mortgage.
- 🏠 No more than 43% of monthly income toward debt payments + house payment (Back Ratio- DTI)

Need for Housing

Current housing is:

- 🏠 Not habitable
- 🏠 Not safe
- 🏠 Overcrowded
- 🏠 Costs more than 30% of pay

Willingness to Partner

(Can afford the home)

- 🏠 Complete sweat equity
- 🏠 Pay closing costs
- 🏠 Purchase home where we build

CITY OF HOUSTON



Houston Habitat for Humanity is an equal opportunity employer and lender and follows all fair housing laws. Houston Habitat for Humanity does not discriminate based on age, race, marital or familial status, gender, creed, faith or religious affiliation.

How do I apply?



Visit www.houstonhabitat.org



Download the Application



Fill in, include required documents, and deliver to office **drop-box** or by **postal mail to:**

Houston Habitat for Humanity
3750 N. McCarty St.
Houston, TX 77029

**Attn: Homeowner Services
Department**

CITY OF HOUSTON

Summary

- **Price Range: \$155,000 - \$195,000***
- **Presale Status: N/A, contact Developer for more information**
- **Projected move-in: Summer 2023**
- **Developer Contact Info**
 - www.houstonhabitat.org
 - **713-671-9993 x287**
- www.houstonhabitat.org

*Contact developer for final prices



CITY OF HOUSTON ★ HOUSING AND COMMUNITY DEVELOPMENT DEPARTMENT



Houston
Habitat
for Humanity®



Robins Landing



**New Homes for
OST South Union
at MLK**

March 2023



May 2023





Southern Palm



Southern Palm Playground

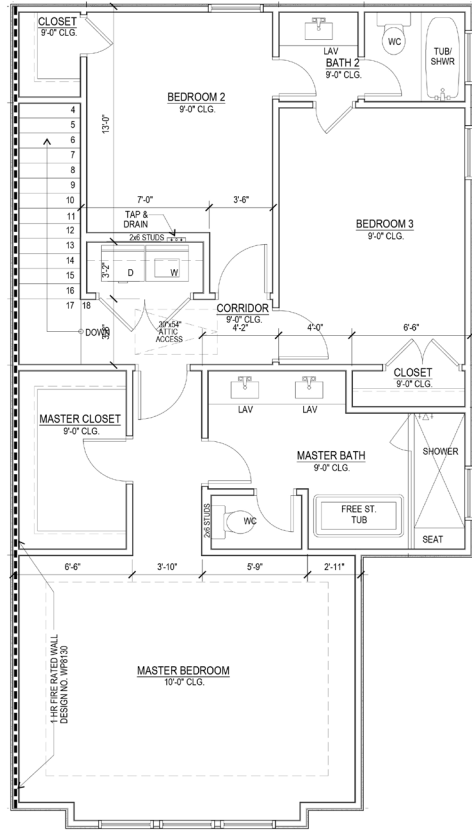


CITY OF HOUSTON ★ HOUSING AND COMMUNITY DEVELOPMENT DEPARTMENT



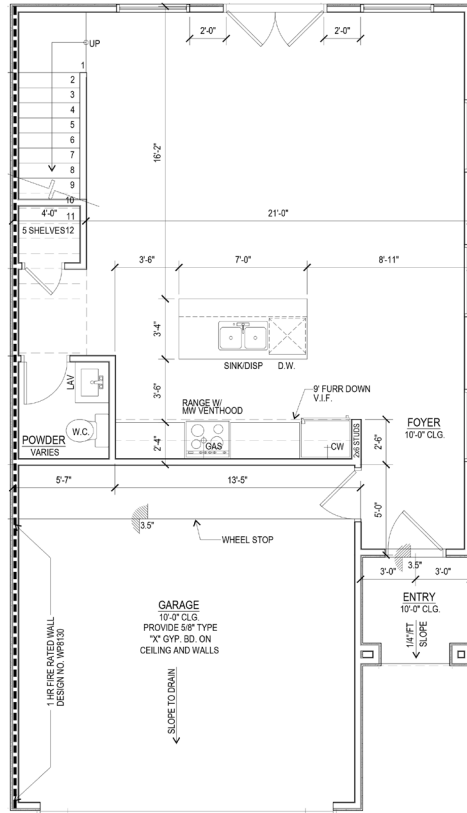


Southern Palm Interior



FIRST FLOOR CONDITIONED	657 s.f.
SECOND FLOOR CONDITIONED	964 s.f.
GARAGE	387 s.f.
COVERED ENTRY	36 s.f.
TOTAL COVERED AREA	2,024 s.f.

UNIT 1
2 SECOND FLOOR PLAN
 1/4"=1'-0"



FIRST FLOOR CONDITIONED	657 s.f.
SECOND FLOOR CONDITIONED	964 s.f.
TOTAL LIVING SPACE	1,621 s.f.

UNIT 1
1 FIRST FLOOR PLAN
 1/4"=1'-0"

Summary

- Price Range: \$250,018 - \$297,425*
- Presale Status: Spring 2023
- Projected move-in: Mid-Summer 2023
- Developer Contact Info
 - Ashley Mayberry
 - 281-771-2121
 - Ashley@Mayberryhomes.net
- <https://mayberryhomes.net/>



*Contact developer for final prices



New Homes For Houston in 2024

Fall 2023 Construction Start



[Complete our Homebuyer Interest Survey to sign up for updates!](#)



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Homebuyer Prequalification

First Steps



Take a HUD-approved
8-hour [Homebuyer
Education Course](#)



Secure pre-approval
letter for a fixed-rate
mortgage from a lender



Earn up to 120% Area
Median Income*



Eligibility: Taxable Income

2023 Houston/The Woodlands/Sugar Land Region HUD Maximum Annual Household Income Limits*

Household Size	80% Area Median Income (AMI)	120% Area Median Income (AMI)
1 person	\$52,000	\$78,300
2 person	\$59,650	\$89,450
3 person	\$67,100	\$100,650
4 person	\$74,550	\$111,850
5 person	\$80,550	\$120,800
6 person	\$86,500	\$129,750
7 person	\$92,450	\$138,700
8 person	\$98,450	\$147,650

***Household income limits increased on June 15, 2023.**



Homebuyer Profile

- Family of four & one grandparent
- Inspector: \$45,480
- School Social Worker: \$48,220
- Stay at home grandparent
- Income Calculation: $\$45,480 + 48,220 = \$93,700$
- 120% Area Median Income for 5-person household: \$114,850

Salary ranges per [U.S. Bureau of Labor Statistics](#) 2021
Houston-Woodlands-Sugar Land Metro Area



Affordability Gap

- **Fixed Rate Mortgage*: \$250,000**
- **Market Rate Sales Price: \$300,000**
- **Affordability Gap: \$300,000 - \$250,000 = \$50,000**
- **Developer works with INDIVIDUAL homebuyer's Affordability Gap**



*Homebuyers will secure a fixed rate mortgage through an independent lender.



Secondary Lien

- 4-year secondary lien tied to homebuyer Affordability Gap
- 25% forgiven every year
- Example: $\$50,000 * 25\% = \$12,500$ forgiven
- Secondary lien is **COMPLETELY** forgiven after 4 years
- No payments made on secondary lien **UNLESS** you sell/move out of home before 4 years



Debt to Income (DTI) Ratio

- Debt to income ratio = monthly payments divided by gross monthly income
- Monthly mortgage payment
 - Principle, Interest, Taxes, Insurance
- Monthly Debt
 - Car payment, credit cards, student loans, medical debt, etc.
- Gross Income = Income before taxes
- DTI CANNOT exceed 45%



DTI Example

- **Monthly Mortgage Payment = \$2,000**
- **Monthly Debt = \$1,500**
- **Total Monthly Debt: $\$2,000 + \$1,500 = \$3,500$**
- **Gross Monthly Income = \$7,808**
- **DTI: $\$3,500 / \$7,808 = 44\%$**
- **45% DTI and below IS eligible!**



Resources

- New Homes for Houston
 - <https://houstontx.gov/housing/homes/new.html>
- New Homebuyer Interest Survey
 - <https://bit.ly/HCDNewHomesForSale>
- Contact Us!
 - newhomebuyer@houstontx.gov



CITY OF HOUSTON | HOUSING AND COMMUNITY DEVELOPMENT DEPARTMENT

NEW HOMEBUYER INTEREST SURVEY

NEW HOMES FOR HOUSTON

The City of Houston Housing and Community Development (HCD) Large Tract Division will be building new attainable single-family homes priced up to \$425,000*. We partnered with local Developers to build energy-efficient, disaster-resilient homes throughout the City. Pre-sales will begin in Fall 2022. Complete the New Homebuyer Interest Survey and the City will let you know when new Homes are available for sale.

**Price based on household size and Area Median Income.*

HOW TO PARTICIPATE

- Scan the QR code below to visit the New Homebuyer Interest Survey and learn more about each development!
- Complete the Survey, and the City and our developer partners will contact you when homes are ready for purchase!

SCAN TO TAKE SURVEY!

A square QR code located at the bottom left of the flyer, next to a blue triangle pointing right towards the text "SCAN TO TAKE SURVEY!".The official seal of the City of Houston, featuring a central figure and the text "CITY OF HOUSTON HOUSING AND COMMUNITY DEVELOPMENT" around the perimeter.

Program Summary

	Homebuyer Assistance Program	New Homes for Houston
Assistance Amount	Up to \$50,000 .	Varies dependent on development & affordability gap.
Finding A Home	Shop for a new or previously owned home throughout the City. Home must meet program eligibility requirements.	Choose a new construction home among City financed developments.
AMI% Requirement	Up to 80%.	Up to 120% for most developments, some up to 80%.
DTI Ratio	33% front end; 45% back end.	45% back end.
Secondary Lien	5 years	Standard 4 years, some developments may be longer
Website	https://houstontx.gov/housing/hap.html	https://houstontx.gov/housing/homes/new.html



Additional Resources

Save the Date!

- Virtual Homebuyer Fair
- 5th Ward CDC
- Wednesday, August 11, 11 AM -12 PM



Resources

- Session 1: Credit 101
- Session 2: Building the Perfect Team
- Session 3: Road Rules: What to Expect
- Session 4 Housing Tune-Ups
- Visit

<https://houstontx.gov/housing/outreach/360.html> to learn more.



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360 ROAD TO HOMEOWNERSHIP

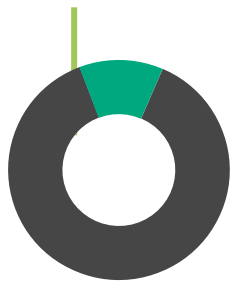
Session Two: Building the Perfect Team

Our newest series: **360 Road to Homeownership**, focuses on preparing to become first-time homeowners.

The four sessions include understanding the importance of building healthy credit and real expectations after homeownership, including maintenance and aftercare. The series runs from March through June 2023.

During the second session, you will learn the importance of building a solid team of business professionals, including real estate agents, brokers, mortgage officers, and inspectors.





Cities for
Financial
Empowerment
Fund



Houston Financial Empowerment Centers

Core Elements of the FEC Model

The Financial Empowerment Center initiative offers professional, one-on-one financial counseling as a free public service for all residents.



No Cost



One-on-One



Professional



Integrated



Data Driven



Sustainable



Government Led

FEC Locations & Contact Info

Acres Home Multi-Service Center

6719 W. Montgomery Road, Suite 223,
Houston, TX 77091

Sunnyside Multi-Service Center

4410 Reed Road

Houston, TX 77051

Magnolia Multi-Service Center

7037 Capitol Street, Suite A,
Houston, TX 77011

Kashmere Gardens Multi-Service Center

4802 Lockwood Dr.

Houston, TX 77026



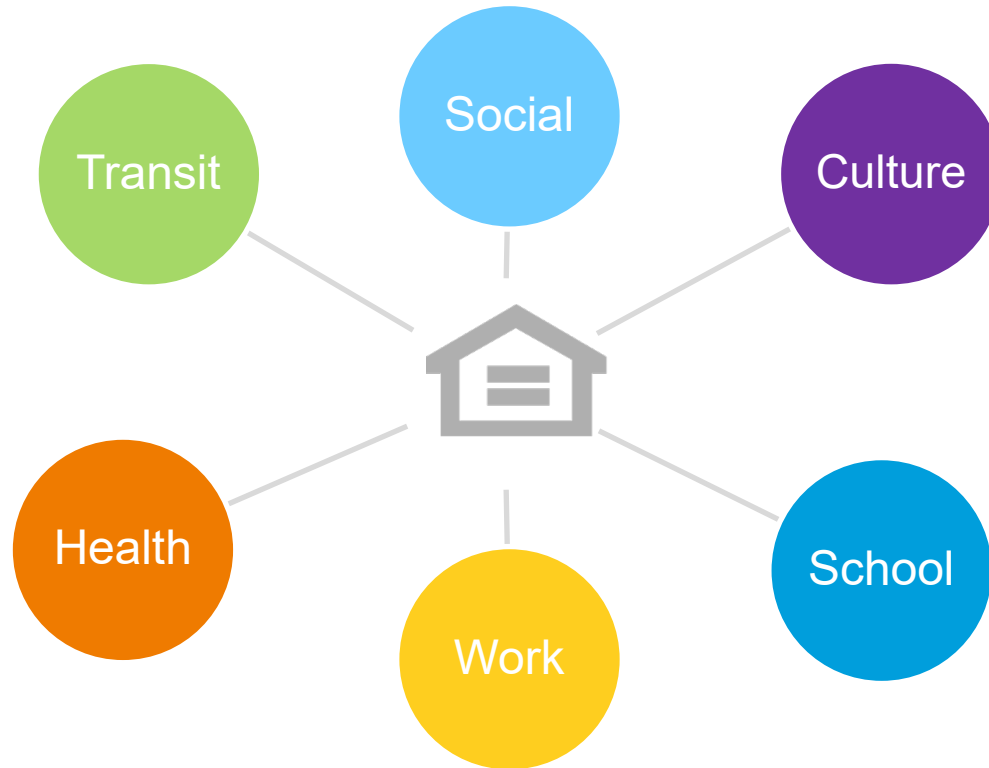
Contact Information

- <https://fecpublic.my.site.com/fecbot/s/referral?city=0010f00002VgXRd>
- Non-Profit Program Manager: Roberto Howard
- Phone: 281.883.7940
- Email: rhoward@serjobs.org



FAIR HOUSING BASICS

Importance of Fair Housing



The Fair Housing Act Covers:

- The rental or sale of housing
 - Housing availability
 - Housing terms/conditions/privileges
- Housing services or facilities
- Advertising
- Lending and insurance
- Reasonable accommodations and modifications
- Harassment
- Retaliation

Protected Classes

The Fair Housing Act prohibits housing discrimination against any of the following protected classes:

- **Race**
- **Color**
- **National Origin**
- **Religion**
- **Sex**
- **Familial Status**
- **Disability**



Filing a Fair Housing Complaint



**U.S. Department of Housing & Urban
Development**

1.800.669.9777 or www.HUD.gov

**Texas Workforce Commission
Civil Rights Division**

1.888.452.4778

Greater Houston Fair Housing Center

713.641.3247

What does housing discrimination look like?



Misrepresentation

Refusal

Inconsistency

Steering

Preferential Advertising

Illegal Inquiries

Denying reasonable accommodations or modifications

Threatening, coercing, intimidating or harassing





- “If I were a single woman like you, I would want to rent in an area where it’s safer.”
- “I don't think you would be happy in this neighborhood.”
- “With young children, would you feel safe living on a busy street like this?”
- “We typically invite families with kids to apply for first-floor units.”



Common Discriminatory Statements

Steering

- Occurs when a real estate agent or landlord attempts to direct a home seeker to a particular area based on their protected class
- To avoid steering realtors should
 - Show all available properties to all homebuyers
 - Allow homebuyers to make decisions about which properties should be viewed or if the property is a good fit for them
 - Direct homebuyers to reliable resources such as the local school district, law enforcement, or Census Bureau to obtain information about neighborhood demographics

Fair Housing Resources



Fair Housing Information & Downloads
<https://bit.ly/HCDD-FairHousing>



Fair Housing & Landlord-Tenant Hotline
832.394.6200 ext. 5



Fair Housing Education & Outreach
FairHousing@houstontx.gov





2100 Travis Street, 9th floor, Houston, TX 77002
832-394-6200 | www.houstontx.gov/housing



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@HoustonHCDD

