

New Homes for Houston Virtual Homebuyer Fair

September 27, 2023



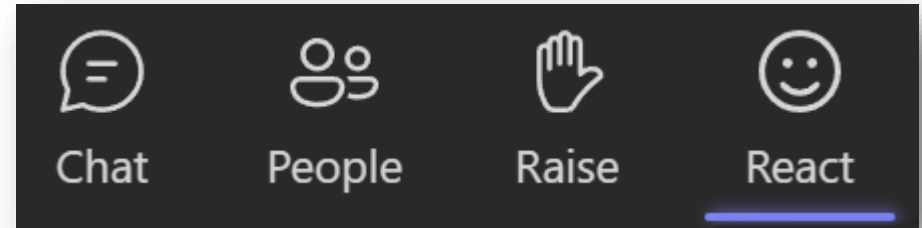
CITY OF HOUSTON
HOUSING AND COMMUNITY DEVELOPMENT DEPARTMENT



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

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: LISC Houston

Informational Only

LISC Programs Overview

New Homes for Houston webinar
September 27, 2023

LISC HOUSTON





Ellary Makuch
Program Officer, Economic
Development



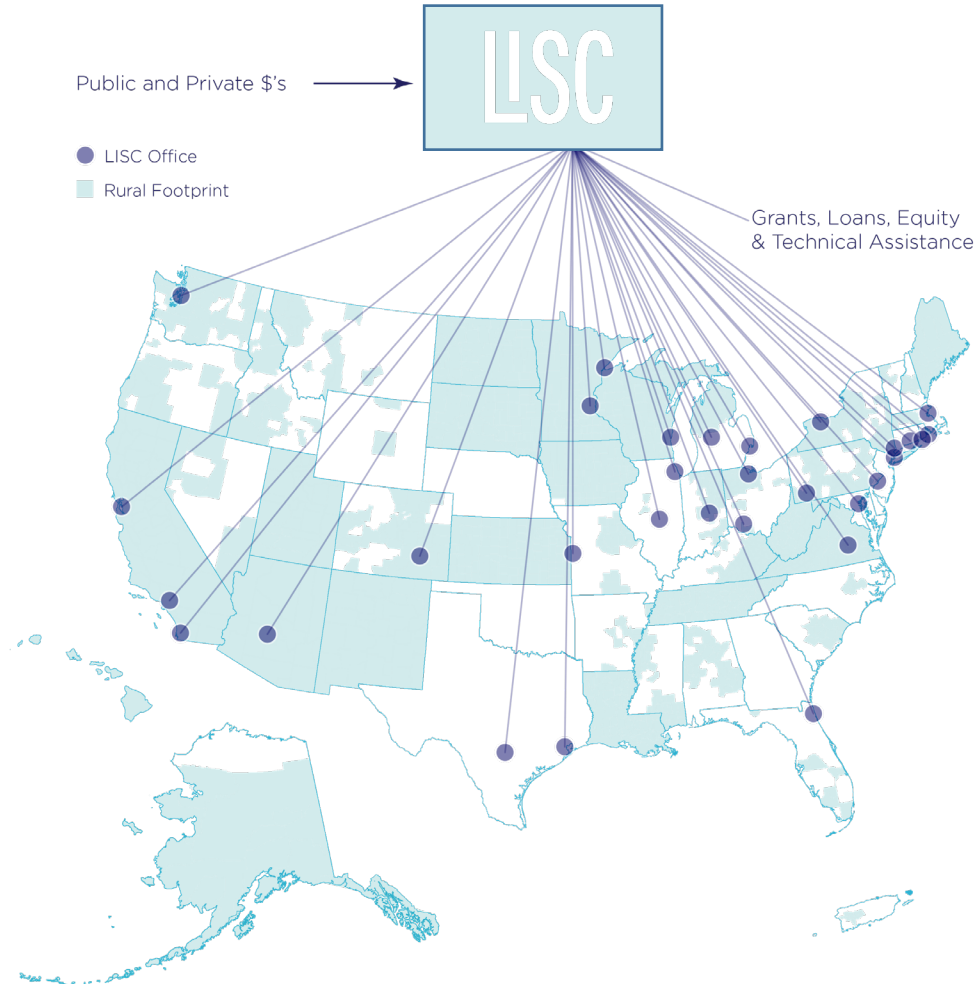
Yvonne Dotie,
Program Officer, Wealth
Opportunity Restored Through
Homeownership

ONE LISC

There's an infrastructure of over three dozen team members outside of Houston's amazing staff to help manage the process of applications, contracts, disbursements, etc.

We serve as an intermediary and build bridges between the community and our partner organizations, funders, local offices & government entities.

LISC HOUSTON



Houston LISC: Since 1989

\$502 million invested



\$1.4 billion leveraged

More than 10,000 homes

Affordable homes built and/or preserved including:

- Multifamily rental
- Supportive housing for special populations such as chronically homeless, LGBTQ, seniors and veterans
- Affordable homeownership

We also emphasize sustainability through green, healthy housing and transit oriented development.

2 million square feet

Square feet of commercial, retail and community space, including:

- Early childhood centers
- Schools
- Fields/recreational spaces
- Healthcare centers
- Food Bank
- Financial Opportunity Centers

With residents and partners,
LISC forges resilient and inclusive
communities of opportunity
across America—great places to
live, work, visit, do business and
raise families.

LISC HOUSTON

A woman with short dark hair, wearing sunglasses, a dark blue short-sleeved top, light-colored pants, and dark sandals, is sitting on a wooden swing bench. The bench is suspended by blue chains and has a red cylindrical base. She is on a concrete porch of a modern building. The building features grey horizontal siding and large windows. A stone pillar is visible to the left of the woman. In the foreground, there are tall green grasses and a gravel bed.

FINANCIAL OPPORTUNITY CENTER

LSC HOUSTON

DO YOU HAVE THE SAVINGS?



Down Payment

Closing Costs

House Maintenance

Taxes

Home Owners Insurance



DO YOU KNOW YOUR SCORE?

HOW IS CREDIT USED?

Credit Card

Car
Insurance

Home &
Renter
Insurance

Cell Phone

Utilities

Loans (car,
business,
personal)

Employment



Pre-Approval & Loan
Approval for Home
Purchase

INCREASE YOUR INCOME!



MEET WITH YOUR FINANCIAL COACH!



JOBS

Career Coaching
Vocational Training
Job Placement
Career Advancement

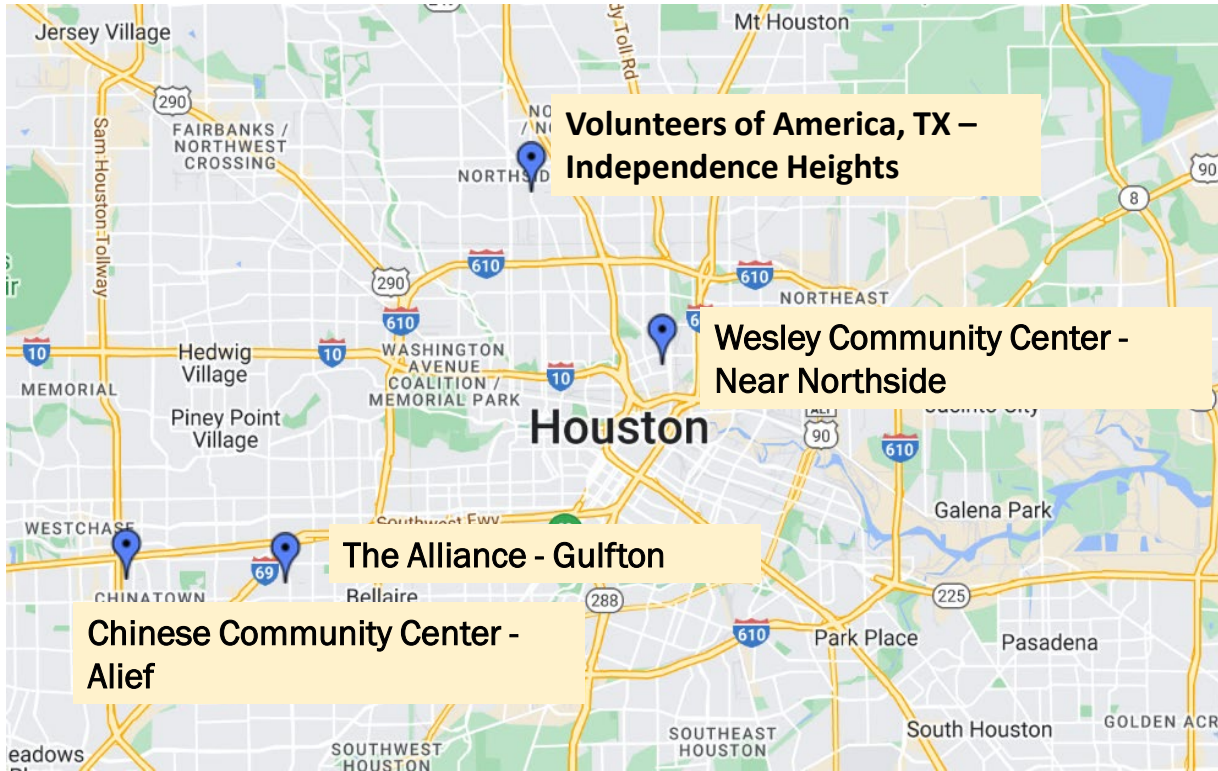
FINANCES

Matched Savings
Building / Fixing Credit
Budget
Reducing Debt
Collections



OTHER SERVICES: transportation, childcare, computer skills, financial supports, and more

Financial Opportunity Centers



SERVICES

JOBS

- Career Coaching
- Vocational Training
- Job Placement
- Career Advancement

FINANCES

- Matched Savings
- Building / Fixing Credit
- Budget
- Reducing Debt
- Collections

OTHER SERVICES: transportation, childcare, computer skills, financial supports, and more

Our Financial Opportunity Center® Approach

3 Core Services

- Work Readiness & Placement
- Digital Skilling
- Tailored Career Training & Credentials
- Strong Employer Partnerships
- Career Retention & Advancement

- Stabilize Household Needs
- Food Access
- Rent & Utility Support
- Health Insurance
- Childcare Support



- Financial Skills & Know How
- Household Budgeting
- Individual Goal Setting
- Credit Building
- Savings & Asset Building

Financial Opportunity Centers – 2022 IMPACT



1,692

employment services

315

jobs placed



1,017

increased credit score



1,128

additional income supports



793

increased net income

LISC HOUSTON



Gulfton



The Alliance



New Job
Increased Income
Emergency Savings IDA program
Credit Building



Portrait of SUCCESS

“

Thank you to The Alliance for all their support in what is only the beginning.”

-- Archana and her family (husband, young child)



WEALTH OPPORTUNITIES RESTORED THROUGH
HOMEOWNERSHIP [WORTH]

LSC HOUSTON

Wealth Opportunities Restored Through Homeownership (WORTH)



LISC-led collaborative effort of

10 community agencies

working together to create

5,000 new homeowners

in communities of color

by the end of 2025



AVENUE



tsahc



connective

LISC HOUSTON

HOMEBUYER SERVICES

SERVICES

- Homebuyer Education and Counseling Classes (pre/post)
- Understanding different types of homes
- Disaster Relocation
- Foreclosure Prevention
- Deferred Maintenance
- Home Repair
- Tangled Title & Deed Issues

COMMUNITY AGENCIES

Avenue CDC

Connective

Fifth Ward CRC

Houston Habitat for Humanity

Tejano Center for Community
Concerns

TSAHC

LISC

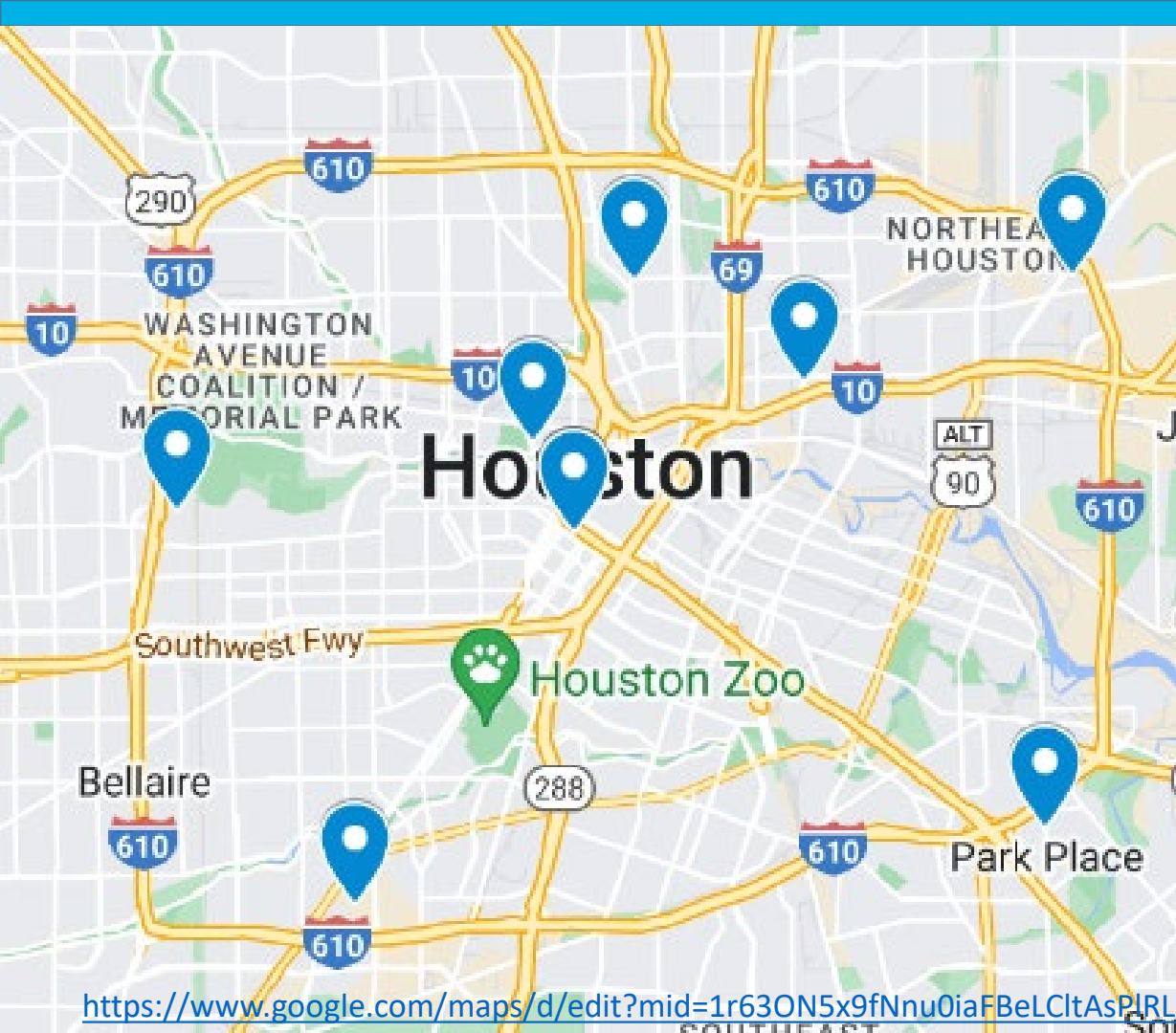
HOMEBUYER FINANCIAL PRODUCTS & SERVICES

FINANCIAL PRODUCTS & SERVICES

- Match Funds savings program
- Lease-Option program
- ITIN mortgage guidance
- Lending products for BIPOC members with lower credit scores
- Down Payment Assistance Programs

COMMUNITY AGENCIES

Avenue CDC
City of Houston
Connective
Fifth Ward CRC
Harris County Housing and Community
Development
Houston Community Land Trust
Houston Habitat for Humanity
Tejano Center for Community Concerns
TSAHC
LISC Houston



WORTH Partners

- Avenue CDC
- City of Houston (HCDD)
- Connective
- Houston Community Land Trust
- Fifth Ward Community Redevelopment Corporation
- Harris County Housing and Community Development
- Houston Habitat for Humanity
- Tejano Center for Community Concerns
- Texas State Affordable Housing Corporation
- Local Initiatives Support Corporation-Houston

WORTH - 2023 IMPACT



1,126

NEW HOMEOWNERS



103

PRESERVED HOMES

LSC HOUSTON

Portraits of SUCCESS



Houston, TX



Fifth Ward Community
Redevelopment Corporation



Housing Counseling
Matched Savings
Houston Community Land Trust –
Homebuyer Choice Program



“ I love that they have kept in touch with me and didn't just walk away after I signed the papers at closing.”
- - Corisha Rogers



**WILL YOU BE
OUR NEXT
SUCCESS
STORY?**

CONTACT US



Ellary Makuch
Program Officer, Family Income & Wealth
Building
emakuch@lisc.org

LISC HOUSTON



Yvonne Dotie,
Program Officer, Wealth Opportunities
Restored Through Homeownership
ydotie@lisc.org

Homebuyer Assistance Program

Homebuyer Assistance Program

- Up to \$50,000 for program-qualified Houstonians*
- No-interest forgivable loan, secured by a lien.
- Forgiven if lived in the home for five years
- Single-Family, condominium, townhouse, co-op unit, or manufactured home on foundation



*Subject to program funding & review



Subsidy Layering

- **Subsidy layered in this order:**
 - Reduce interest rate by at least 2-3 points, depending on market
 - Provide half of required down payment
 - Principle mortgage reduction at closing
 - Reasonable closing costs (including pre-pays)
- **HCD will provide grant allocation to lender**

HOMEBUYER ASSISTANCE PROGRAM PROPERTY & LENDER DOCUMENT CHECKLIST



REQUIRED DOCUMENTS	SPECIFIC DETAILS
<input type="radio"/> Tri-merged Credit Report	For applicant and co-applicant (must be dated within the last 120 days)
<input type="radio"/> Loan application form 1003	Must include co-applicant, if applicable
<input type="radio"/> Transmittal Summary 1008 or 92900	Provide DU/LP approval, with HbAP funds included
<input type="radio"/> Loan Estimate	Preferably including HbAP funds
<input type="radio"/> Intent to Proceed	Signed and dated by applicant(s)
<input type="radio"/> Property Data Sheet (internal document)	Must include contact information for the builder, seller, or realtor(s)
<input type="radio"/> Sales Contract, including all other addendums	Initialed, signed, and dated by all parties. Must include title company receipt of earnest money and/or option fee funds
<input type="radio"/> Lead Based Paint Acknowledgement, if applicable	Required for all homes built prior to 1978
<input type="radio"/> Uniform Residential Appraisal Report	Must include all pages of the report, including pictures
<input type="radio"/> Certificate of Compliance or Builder's Letter, for new construction only	Obtained from the City of Houston Permitting Center
<input type="radio"/> Loan Disclosure Form (internal document)	Signed and dated by lender
<input type="radio"/> Notice to Seller/Buyer (internal document)	Signed and dated by both the buyer(s) and seller(s)
<input type="radio"/> Seller's Occupancy Form	Required for all properties, must be signed and dated by the seller(s)



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 come, first serve**
- **Plan for a 6-week application period**
- **HCD CANNOT review incomplete applications**
- **Online submission is fastest**
- **NO PHOTOS** of application documents
- **First-time homebuyer (not owned a home in the last 3 years)**



Things To Know

- Do NOT place under contract until receiving Conditional Reservation Letter
- Plan for a 6-week application period
- HAP guidelines override website and presentation
- Check for latest forms
- HCD cannot wire funds during end of the City's fiscal year (late June through mid-July)



Resources

- [Program Guidelines](#)
 - Last Updated April 5, 2023
- [Program Website](#)
 - [Applicant Document Checklist](#)
 - Internal Forms
 - Application Portal
 - FAQs
- [HUD Homebuyer Agencies](#)
- [City of Houston GIS Map](#)

Application and Follow-Up Documents

INTAKE
PROPERTY INSPECTION/UNDERWRITING
FUNDING AND CLOSING

INTAKE

The applicant submits all documents on the [Applicant Document Checklist](#).

Below are links to all of our internal forms:

- [Program Application](#)
- [Affidavit of Child Support: Non-Delinquent](#)
- [Statement and Explanation of Facts \(Form 1010\)](#)
- [First-Time Homebuyer Status and Certification of Property Ownership](#)
- [Conflict of Interest Form](#)
- [Certificate of Zero Income](#)
- [Asset and Income Certification](#)
- [Communication Designee](#)
- [Household Member Composition Form](#)

Before submitting an application, the applicant must call 832.394.6200 to receive their applicant HAP ID number

Incomplete applications cannot be processed. Please be sure that you have collected all the documents on the Applicant Document Checklist before submitting your application.

Once submitted, the City reviews all documentation and will issue a Conditional Reservation Letter to accepted applicants.



Contact Us



Website:

<https://houstontx.gov/housing/hap.html>



Phone (for Questions and Status updates):

832-393-0550



HAP@houstontx.gov



New Homes for Houston

Affordable Homeownership



New Homes For Houston Initiative

- Invest 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



New Homes for OST South Union



Homes ranging from

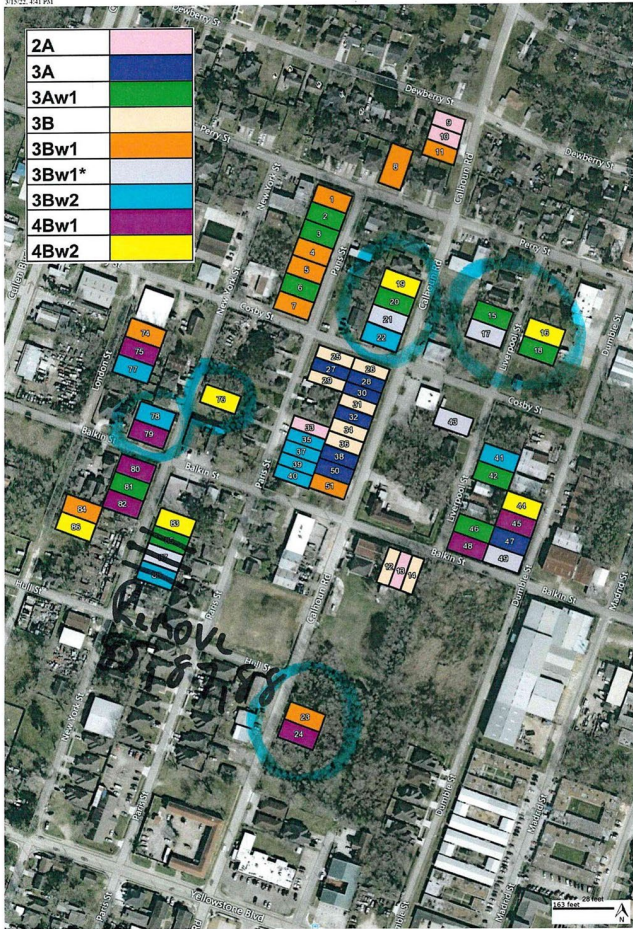
839 sq. ft.
2 bedroom
1 bath home



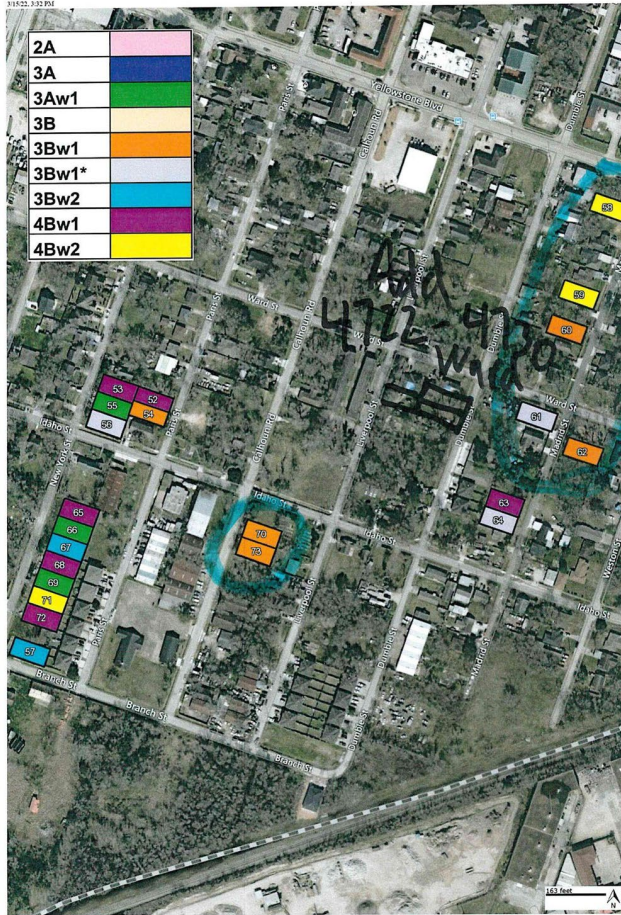
1431 sq. ft.
3 bedroom
2.5 bath home



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



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



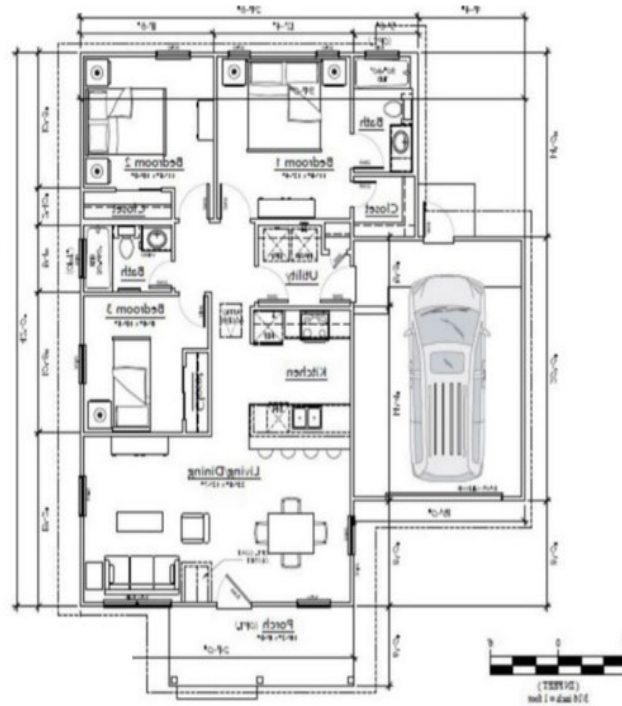






Program Requirements

- 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/>**

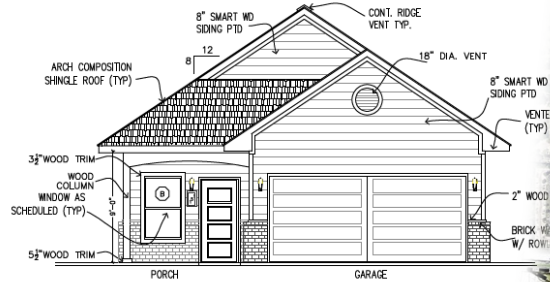
*Contact developer for final prices



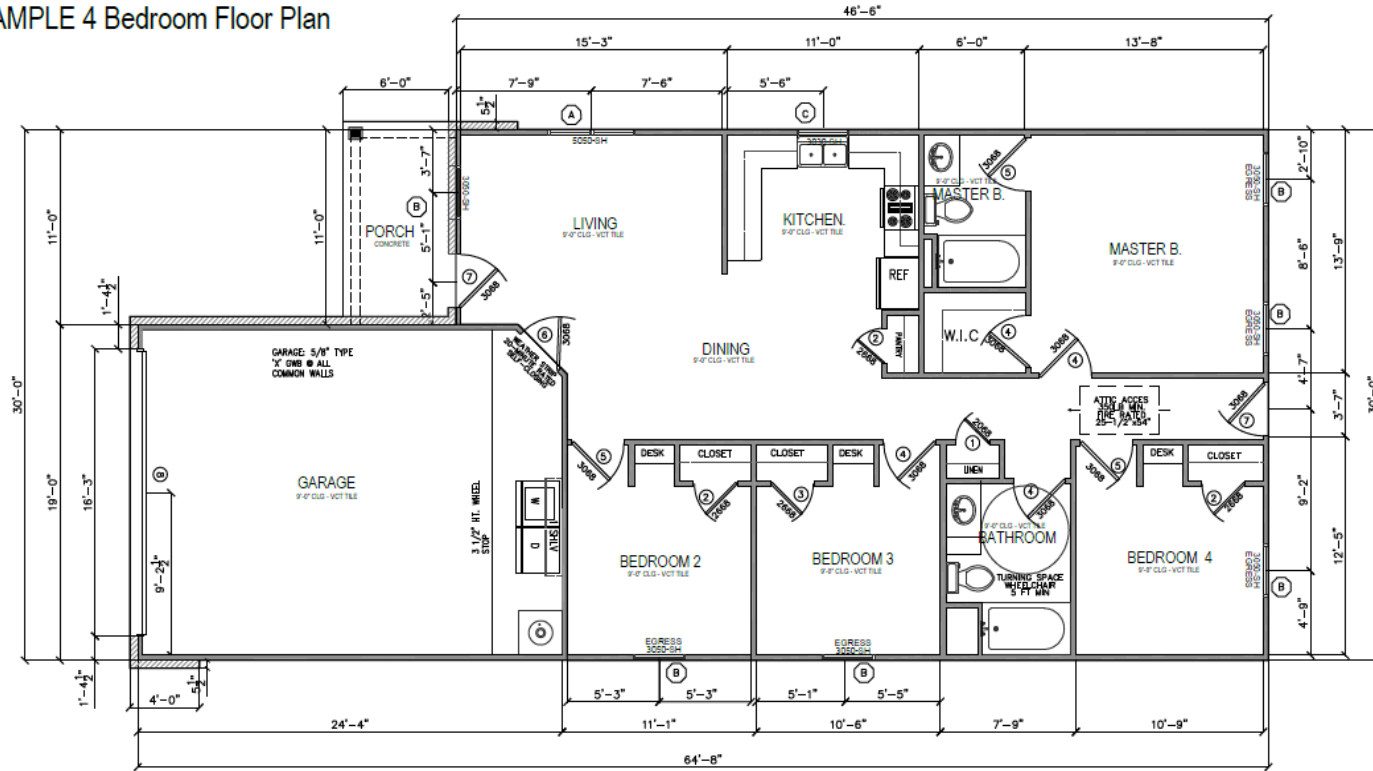
New Homes for Northeast Houston

A127-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

May 2023



CITY OF HOUSTON

June 2023



CITY OF HOUSTON

August 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



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

March 2023



May 2023





Southern Palm



Southern Palm Playground

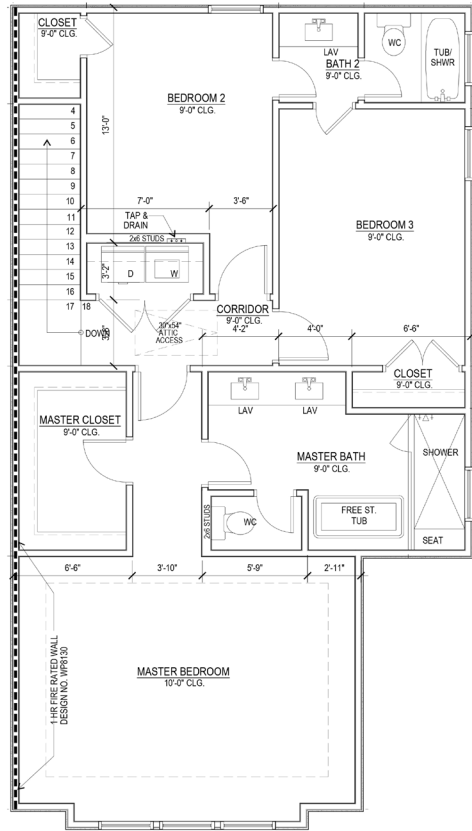


CITY OF HOUSTON ★ HOUSING AND COMMUNITY DEVELOPMENT DEPARTMENT



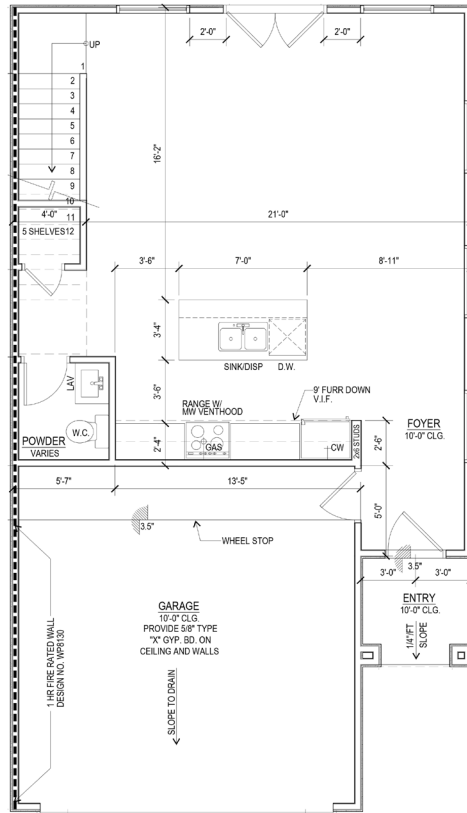


Southern Palm Interior



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/>

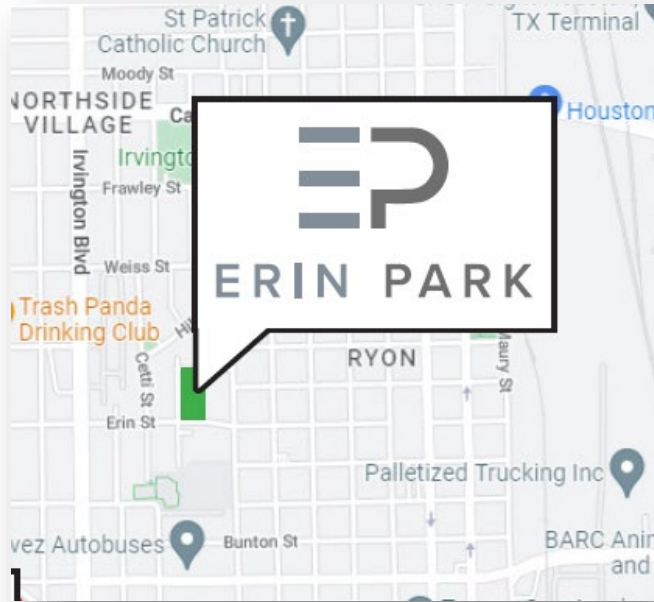


*Contact developer for final prices



New Homes For Northside

Erin Park & Fulton Crossing



Erin Park



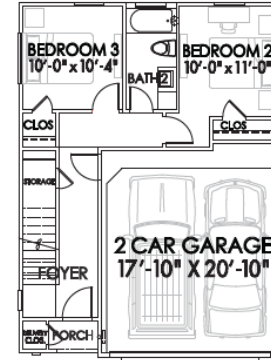
FREE-STANDING HOMES WITH PRIVATE YARDS



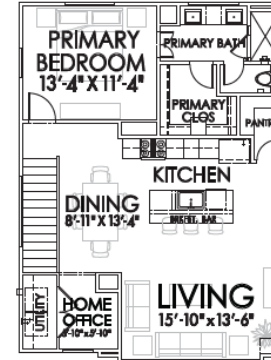
CITY OF HOUSTON
HOUSING AND
COMMUNITY
DEVELOPMENT

CITY OF HOUSTON ★ HOUSING AND COMMUNITY DEVELOPMENT DEPARTMENT

9289 PLAN | 1,396 SQ FT

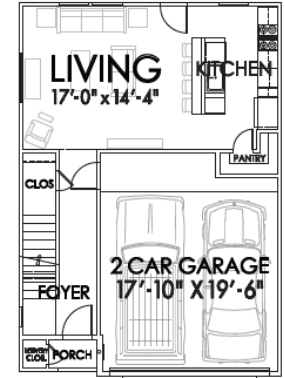


FIRST FLOOR

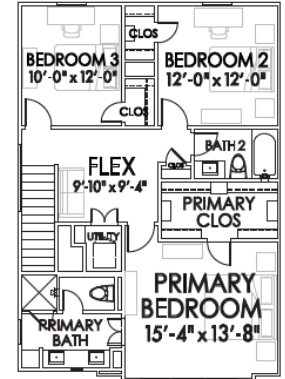


SECOND FLOOR

9215 PLAN | 1,496 SQ FT

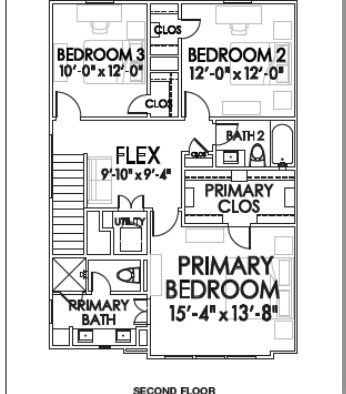
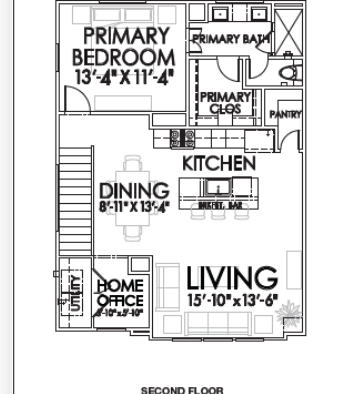
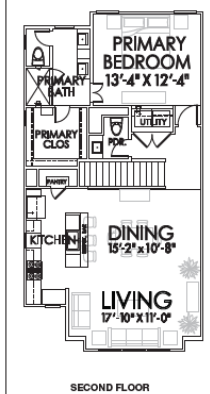
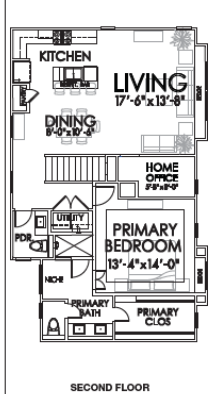
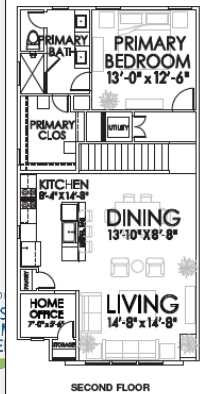
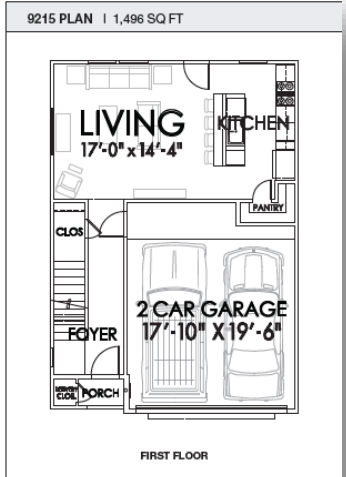
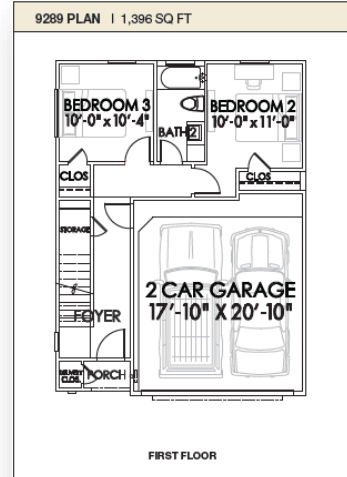
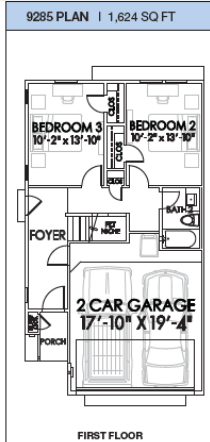
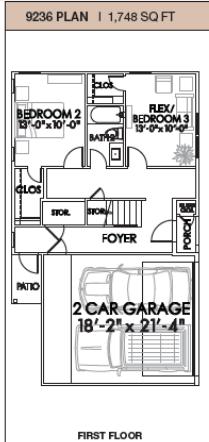
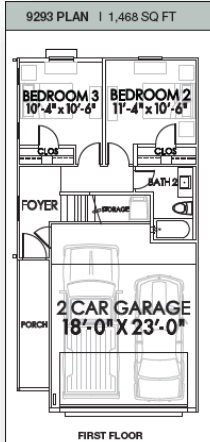


FIRST FLOOR

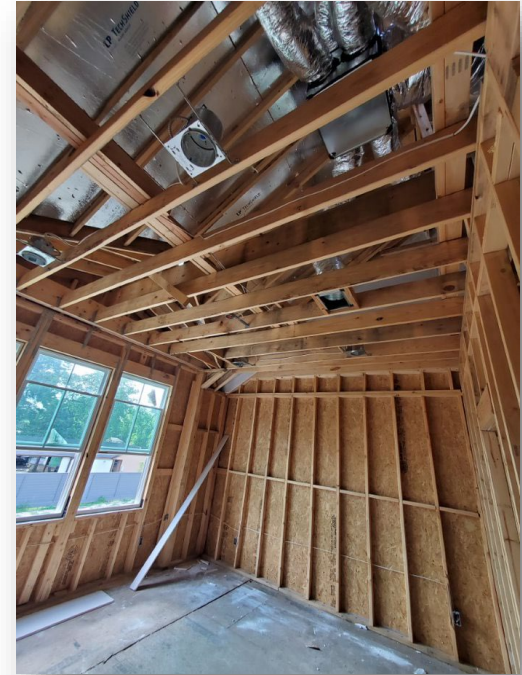


SECOND FLOOR

Fulton Crossing



Fulton Crossing – May 2023



Fulton Crossing



FREE-STANDING HOMES WITH PRIVATE YARDS



FIRST FLOOR LIVING PER PLAN



DESIGNER FINISHES THROUGHOUT



Summary

- **Price Range: Varies per site**
- **Presale Status: Fall 2023**
- **Projected move-in: Winter 2023**
- **Developer Contact Info**
 - <https://citysidehomes.com/>
 - **713-868-7226**



***Contact developer for final prices**



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)
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8 person	\$98,450	\$147,650

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



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 Housing and Community Development department, featuring a circular emblem with a building and the text "CITY OF HOUSTON HOUSING AND COMMUNITY DEVELOPMENT" around the perimeter.

Bus Tour

NEW HOMES FOR HOUSTON BUS TOUR

SATURDAY
SEPTEMBER
30
8:30 AM



The City of Houston Housing and Community Development (HCD) department is investing in our neighborhoods by constructing new **AFFORDABLE** energy-efficient, disaster resilient homes. **Join us to tour three locations:**

- New Homes for the Northside
- New Homes for Northeast Houston
- New Homes for OST South Union



Registrants must have a pre-approval letter from a lender and meet program income requirements. Scan to learn more



CITY OF HOUSTON
HOUSING AND
COMMUNITY
DEVELOPMENT



Wealth Building Day

- Saturday, October 7
 - 10 AM – 3 PM
- The Power Center
 - 12401 S. Post Oak Rd,
Houston, TX 77045
- Workshops, youth activities, and more!

THE PREMIER NETWORK OF BLACK REAL ESTATE PROFESSIONALS

Register: hbreaevents.org

NATIONAL ASSOCIATION OF REAL ESTATE BROKERS, INC. **SAVE THE DATE** HOUSTON BLACK REAL ESTATE ASSOCIATION

NAREB BUILDING BLACK WEALTH TOUR
Houston Community Wealth Building Day

NATIONAL BAR ASSOCIATION
AAMA

E3 EMPOWERING OUR MEMBERS
ENRICHING OUR COMMUNITIES
ELEVATING OUR BRAND

WHAT TO EXPECT

- Free Workshops
- Youth Activities
- Food Trucks
- Free Credit Reports
- Housing Counselors onsite
- Give Aways & Door Prizes
- Meet 1 on 1 with an Attorney
- Meet 1 on 1 with a Real Estate Professional
- Meet 1 on 1 with Lenders

WORKSHOPS INCLUDE

- What To Do With Big Mama House?
- Black Men Buy Houses
- Building Good Credit & Leveraging it
- Real Estate Investing
- Explore Careers in Real Estate
- Faith & Civic Leaders Roundtable
- Seller Options in Today's Market
- Where is the Money: Down Payment Sellers & Buyers Assistance Programs

Mayor Sylvester Turner
Honorary Chair

Felicia Gutiry
President, Houston Black Real Estate Association

Dr. Courtney Johnson Rose
President, National Association of Real Estate Brokers

Rodney Ellis
Harris County Commissioner

Martha Castex Tatum
Vice Mayor District

Saturday, October 7, 2023
10:00 AM - 3:00 PM (Doors Open at 9:15 a.m.)

The Power Center
12401 S Post Oak Rd, Houston, TX 77045

WELLS FARGO | stellofBANK | CARDINAL | CADENCE | BANK OF AMERICA | DIS | DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT | PROSPERITY BANK | bank | COVENANT | Commerce Bank



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

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.



CITY OF HOUSTON | HOUSING AND COMMUNITY DEVELOPMENT DEPARTMENT

360 ROAD TO HOMEOWNERSHIP

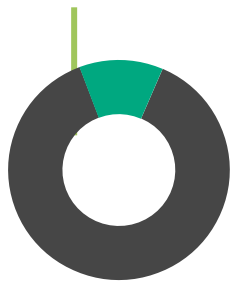
Session Two: Building the Perfect Team

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



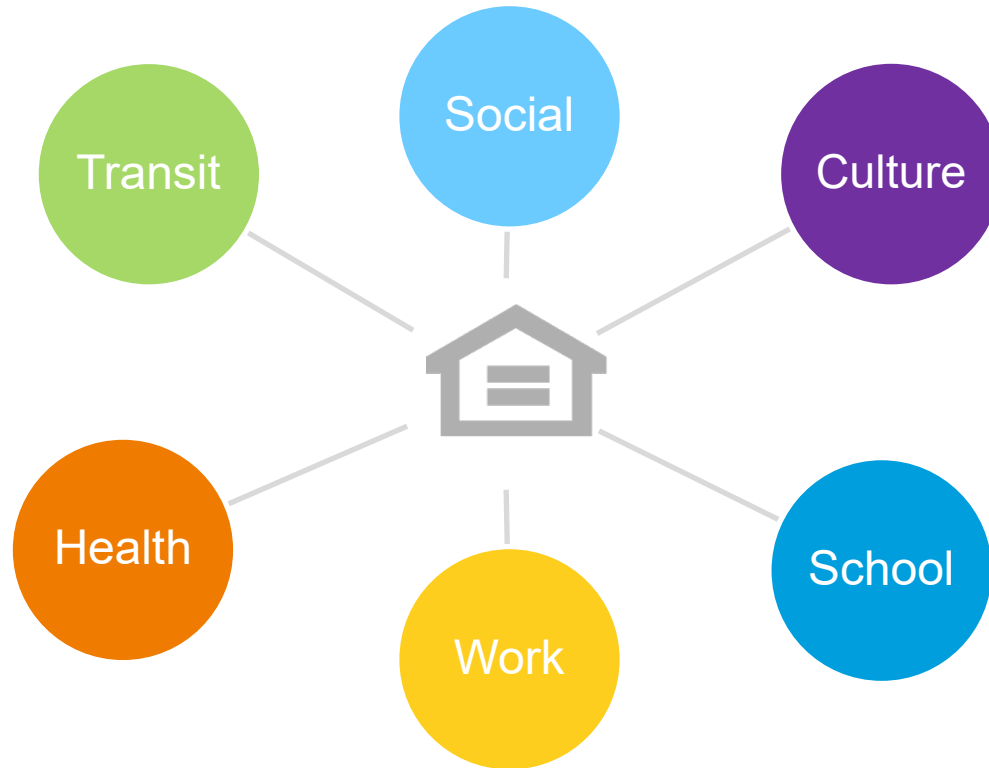
Contact Information

- <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. 1



Fair Housing Education & Outreach
FairHousing@houstontx.gov





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



CITY OF HOUSTON ★ HOUSING AND COMMUNITY DEVELOPMENT DEPARTMENT

@HoustonHCDD

