**HPN Homeownership Member Virtual Meeting Notes May 26, 2020**

**Discussions Starters:**

* Matt Warner, Hello Housing (MidPen)
* Trevor Meeks/Rob Evans, Indianapolis Housing Partnership

**Highlights:**

* Matt Warner (Hello Housing)- based in SF area. Home Stewardship program. Market is starting to recover, volume didn’t really dip much. There are provisions now where homeowners can tour homes by appointment only. Large part of business line is developers who are subject to exclusionary zoning policies and affordable housing construction was allowed to continue. Major employers in area are not requiring employees to return to work, so interested in how that will affect market. Refinancing very high. AMI going up by 7% every year, moderate income is now bordering market rent. Labor got better for affordable projects because other construction stopped. Funds being diverted to rental assistance that would have otherwise been for development of capital. Had a goal of deploying $10 million in downpayment assistance, expect to only do half that amount.
* Eden Spencer (Greater Minnesota)- challenges: Market values going up very quickly because of shortage of properties. Lack of DPA greater than $10k for borrowers below 80%. Challenges getting bids back so have been granted construction extensions. Have a lot of showings on properties, with guidelines in place, but most properties are new construction so easier to show. Expecting some rebids back next week, so interested to see where construction prices end up.
* Danielle Rosen (NJ Community Capital)- large demand on NJ suburbs as people from closer to NY want less density. Seeing this on the rental side, trying to get out of large multifamily buildings.
* Mark Vanderlinden (Homewise)- Starting to hear about flight to lower density areas. Current inventory really low with average price $540k. Realtors have already hit quotas for month.
* Danielle Rosen- eliminates risk for some properties that wouldn’t otherwise take on because so much interest in lower density areas. Will have more flexibility underwriting properties on the front end.
* Donna VanNess (Housing Channel)- Sales traffic decreased/stopped during shelter in place. Haven’t seen any long term changes on sales, mainly because demand for inventory at the affordable price points of their properties is relatively high.
* Trevor Meeks (INHP)- layered program with counseling included in approach. Work with 10 lender partners- 8 of 10 have tightened requirements. Some have suspended affordable products all together. Follow Fannie’s guide for forbearance options. Seen increase in median sales price—up 17% since January. Median is $178k. Average day on the market is 32 days. Lending pipeline is more than 100 potential buyers, when usually it’s about 70. Made process changes to assess risk prior closing- credit monitoring prior to closing, re-verifying employment, but not changing any requirements. Looking at adding new counseling services as well. On lending side developed loan liquidity program for other housing nonprofits- set aside $2.5 million to fund other projects. On single-family side-introducing product called market expander and piloting a differed second mortgage at 0% interest and is differed until year 21. Would be step down in expense after year 20. Seeing shift of clients switching aspiration of homeownership to a long-term goal. For those seeking forbearance- have been made up of expected income change/loss, experienced income change/loss, loss of income due to illness.
* Chris Laurent (Cinnaire)- promoting a strategy of using single family to prevent gentrification/displacement of communities, using this especially with funders.
* Mark Vanderlinden- reaching out to Fannie and providing examples of applicants who were no longer qualified months into the process due to standards changing. Low interest rates working in people’s favor, having access to DPA.
* Chris Laurent- Asking contractors for fresh pricing because seeing pricing stabilizing.
* Eden Spencer- Seen price for materials go up by 5% for materials, are projecting cost for labor to go up.
* Jay Perlmutter (ANDP)- seeing fewer opportunities due to competition, but also looking at rental.