**MVM Summary Homeownership 5.26.20**

1. What are the main recurring themes discussed?

* Loan approval requirements tightening- especially for credit
* High demand for affordable homes starting to see higher demand in low-density areas. Market values going up.
* Higher materials costs affecting construction.
* Concern about what happens in the next 18 months with funds for down payment assistance and to fund projects being diverted to address COVID-related needs.

1. Were there any big surprise(s) in the conversation?

* Increased labor availability for construction projects in Minnesota due to halt of other construction projects.
* Increased demand in low density areas for rental and homeownership.
* The significant increases in home prices

1. What were the top &/or emerging external threats members are identifying? *Highlight specific, illustrative examples by member name and speaker (we can refer to the notes for detail).*

* Matt Warner (Hello Housing) AMI increasing every year so moderate income options are now bordering on market rent.
* Eden Spencer (Greater Minnesota) seeing consistent rise in cost for materials. Also lack of DPA greater than $10k for borrowers below 80%.
* Matt Warner, Eden Spencer, and Mark Vanderlinden (Homewise), and Trevor Meeks (INHP) seeing rise in market values and lower inventory.

1. What were the top &/or emerging internal challenges that members are facing? *Highlight specific, illustrative examples by member name and speaker (we can refer to the notes for detail).*

* Matt Warner (Hello Housing) funds are being diverted to rental assistance in response to COVID that would have been used for development capital, which could impact development projects down the road.
* Mark Vanderlinden- credit tightening for loans- sending examples to Fannie.

1. What innovative opportunities/ solutions did members share? *Highlight specific, illustrative examples by member name and speaker (we can refer to the notes for detail).*

* Trevor Meeks (INHP)- 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.
* Chris Laurent (Cinnaire)- strategy of using single family to prevent gentrification/displacement of communities, using this appeal to funders.

1. Were any strengths of our Network and/or individual members showcased? *Highlight specific, illustrative examples by member name and speaker (we can refer to the notes for detail).*

* Danielle Rosen (NJ Community Capital)- Members in low density areas seeing consistent demand for single family or low density rental properties. Mark Vanderlinden also seeing increased demand for properties, realtors have already met quota for the month.
* Using contacts at Fannie to advocate against credit tightening/other restrictions- Mark Vanderlinden reaching out to Fannie and providing examples of applicants who were no longer qualified months into the process due to standards changing.
* Danielle Rosen (NJ Community Capital)- Members using labor availability to continue development, especially with smaller contractors.

1. List any next steps and/or conclusions

* NMTC application