City of Houston Employees

April 13, 2023





CITY OF HOUSTON
HOUSING AND COMMUNITY DEVELOPMENT DEPARTMENT



Today's Agenda

1

New Homes for Houston Initiative

2

Homebuyer **Prequalification**



New Homes for Houston

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?







NEIGHBORHOOD



BEDROOM COUNT



PROXIMITY TO WORK & SCHOOL



BACKYARD

WHAT IS YOUR BIGGEST OBSTACLE TOWARDS HOMEOWNERSHIP TODAY?



SALES PRICE



DOWN PAYMENT



CREDIT SCORES



New Homes For Houston Initiative

- Invest in our neighborhoods
- 3,000 affordable, disaster-resilient, energyefficient homes
- Affordable Homes <u>reserved</u> for Program Qualified Homebuyers
- Investment based on Affordable Homebuyer
- Additional Developer Program Requirements MAY APPLY





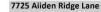


Towne Park Village

Towne Park Village - Affordable Luxury Living



EXCLUSIVE FAMILY RESIDENCE **FOR SALE**



PROPERTY DETAILS



3 BEDS

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

1 STORY

- · Privacy fenced back yard
- Fully sodded front yard and 5 feet around sides and rear

Plans and elevations are artist's renderings only, may not accurately represent the actual condition of a home as constructed. Burghli Homes reserves

www.burghlihomes.com

- Landscaping package to include shrubs and trees
- 2 Car garage

CHARACTERISTICS OF ENERGY EFFICIENT HOMES

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

SMART HOME FIXTURES

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



2 BATHS

1332 SQ FT

the right to make changes to its floor plans, specifications, dimensions, designs and elevations without notice 4615 N.Freeway Suite 212 info@burghlihomes.net CONTACT INFORMATION 713-691-3948

Towne Park Village - Affordable Luxury Living



EXCLUSIVE FAMILY RESIDENCE **FOR SALE**

7723 Aiiden Ridge Lane

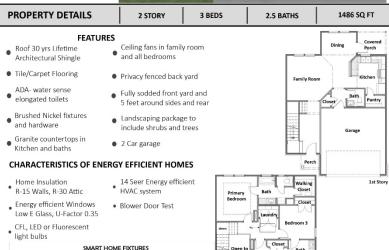
* Alexa (Smart Speaker)

* Ring Video Doorbell

CONTACT INFORMATION

* Smart Thermostat (Energy Star)





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

*Ring Alarm

*SmartCode Deadbolt

info@burghlihomes.net 713-691-3948 www.burghlihomes.com

4615 N.Freeway Suite 212 Houston Tx 77022

Houston Tx 77022

Towne Park Village - Affordable Luxury Living



EXCLUSIVE FAMILY RESIDENCE **FOR SALE**

7731 Aiiden Ridge Lane

PROPERTY DETAILS

* Ring Video Doorbell



2.5 BATHS

FEATURES Dining Covered Roof 30 yrs Lifetime Ceiling fans in family room Architectural Shingle and all bedrooms Tile/Carpet Flooring **Family Room** Kitchen Privacy fenced back yard ADA- water sense Fully sodded front yard and elongated toilets 5 feet around sides and rea Brushed Nickel fixtures Landscaping package to and hardware include shrubs and trees Garage Granite countertops in • 2 Car garage Kitchen and baths **CHARACTERISTICS OF ENERGY EFFICIENT HOMES** 14 Seer Energy efficient Home Insulation R-15 Walls, R-30 Attic HVAC system Energy efficient Windows · Blower Door Test Low E Glass, U-Factor 0.35 CFL, LED or Fluorescent light bulbs SMART HOME FIXTURES * Alexa (Smart Speaker) *Ring Alarm * Smart Thermostat (Energy Star) *SmartCode Deadbolt

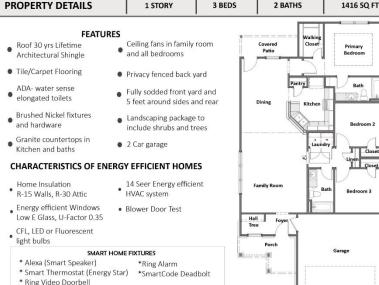
Towne Park Village - Affordable Luxury Living



EXCLUSIVE FAMILY RESIDENCE **FORSALE**

7729 Aiiden Ridge Lane





CONTACT INFORMATION

Plans and elevations are artist's renderings only, may not accurately represent the actual condition of a home as constructed. Burghli Homes reserves

713-691-3948

info@burghlihomes.net www.burghlihomes.com 4615 N.Freeway Suite 212 Houston Tx 77022

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

CONTACT INFORMATION 713-691-3948

info@burghlihomes.net www.burghlihomes.com 4615 N.Freeway Suite 212

Houston Tx 77022

Summary

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





New Homes for Acres Homes



W Tidwell

47 HOMES
Projected Affordable Units: 15
Projected Pre-Sell Date: Now!

Mansfield

101 HOMES

Projected Affordable Units: 73

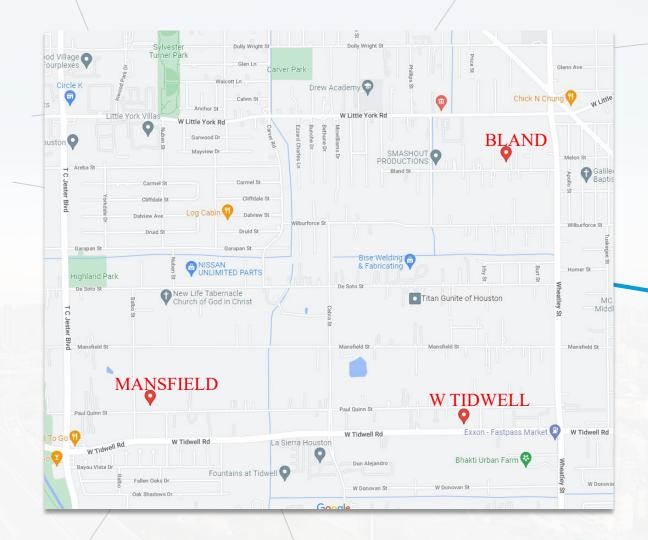
Projected Pre-Sell Date: Spring 2023

Bland

41 HOMES

Projected Affordable Units: 29

Projected Pre-Sell Date: Summer 2023



January 2023







February 2023





March 2023





March 2023

















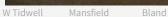
April 2023





April 2023









Elevations & Floor Plans

47 TOTAL HOMES

- 2 & 3 Story Homes
- 3 Bedrooms

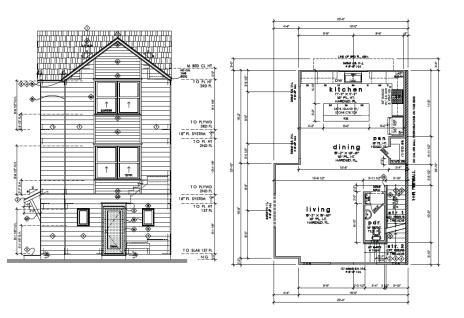
PROJECTED MARKET PRICING:

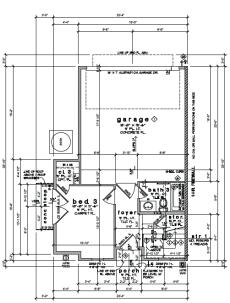
\$299k - \$369k*

3 FLOOR PLANS:

- Plan A 1733 sq ft
- Plan B 1549 sq ft
- Plan C 1441 sq ft

Plan A







Elevations & Floor Plans

47 TOTAL HOMES

- 2 & 3 Story Homes
- 3 Bedrooms

PROJECTED MARKET PRICING:

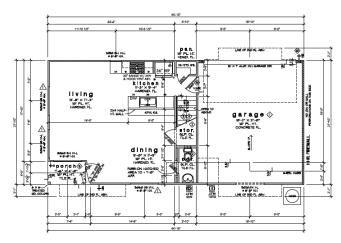
\$299k - \$369k*

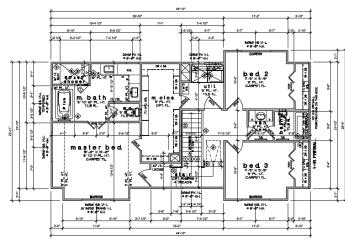
3 FLOOR PLANS:

- Plan A 1733 sq ft
- Plan B 1549 sq ft
- Plan C 1441 sq ft

Plan B







*Projected Market Pricing is for marketrace homes. Pricing for Affordable W Homebuyers Will differ. Bland



Elevations & Floor Plans

47 TOTAL HOMES

- 2 & 3 Story Homes
- 3 Bedrooms

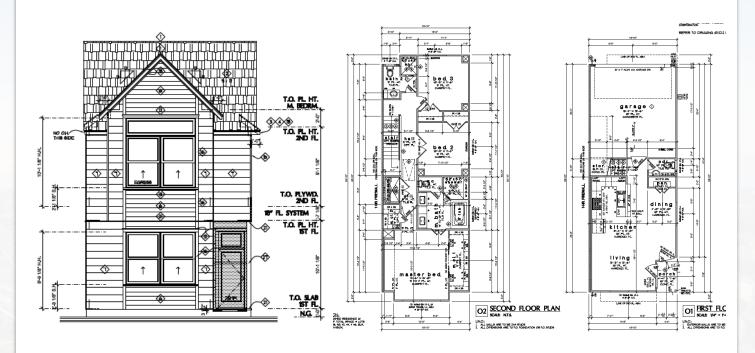
PROJECTED MARKET PRICING:

\$299k - \$369k*

3 FLOOR PLANS:

- Plan A 1733 sq ft
- Plan B 1549 sq ft
- Plan C 1441 sq ft

Plan C



**Tojected Market Pricing is for market-Wrate flomes. Pricing for Affordable Homebuyers will differ.

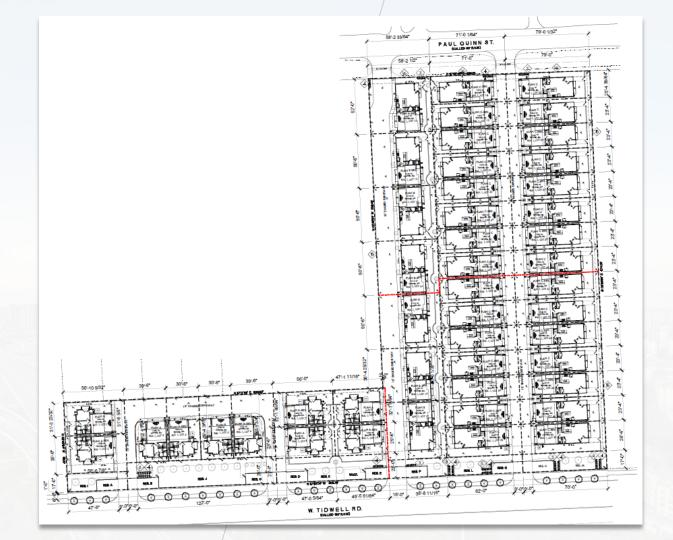


Site Plan

AMENITIES

- Gated Community
- Extra Parking for Guests
- Walkways and Green Spaces Throughout
- Backyards and
 Side words and





Summary

- Market Rate Price Range: \$ 299,000 -\$369,000*
- Presale Status: NOW
- Projected move-in: Spring 2023
- Developer Contact Info
 - 832-649-5600
 - oracle@rzinc.net
 - www.oraclecityhomes.com

Acres Home Sales Center

Location:
5448 Wheatley St
Houston, TX 77091
(Corner of Wheatley and
W Tidwell)

Hours: 7 Days a Week 11 am - 5 pm

*Contact developer for final prices





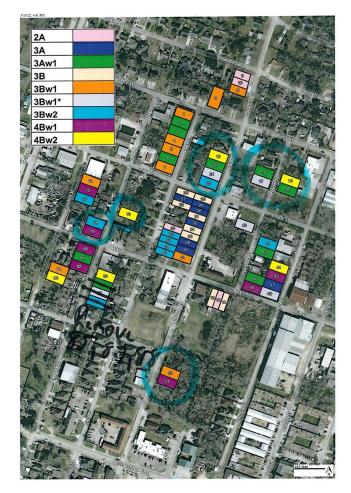
New Homes for OST South Union

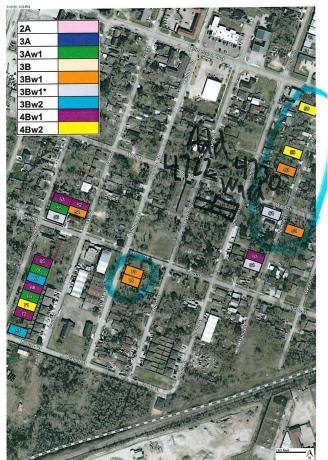


Homes ranging from

839 sq. ft. 2 bedroom 1 bath home 1431 sq. ft. 3 bedroom 2.5 bath home













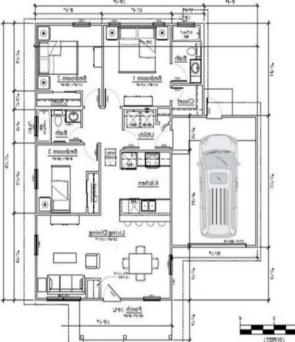






Page 30





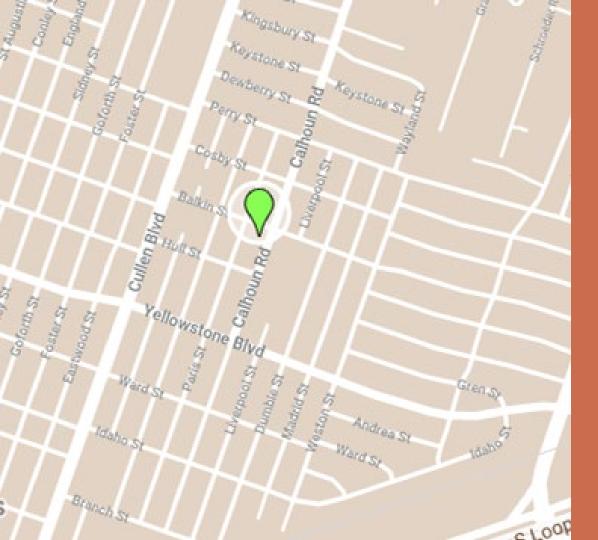
3 BED 2 BATH 1 STORY

1,095 S.F.



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





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



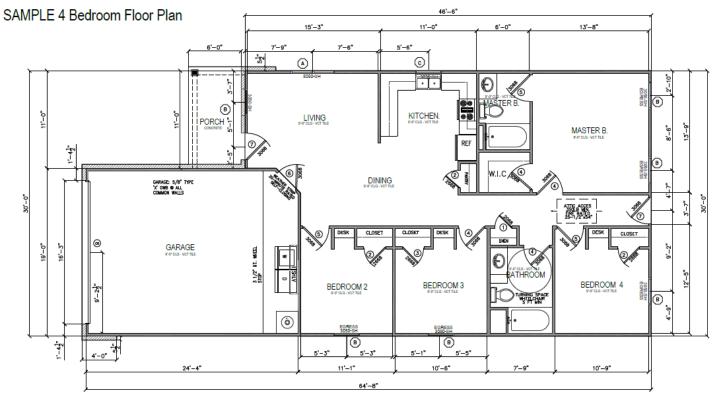


A127-acre, affordable, master-planned community serving low-to-moderate-income families.

- 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









March 2023





March 2023





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







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

Summary

- Price Range: \$155,000 \$195,000*
- Presale Status: N/A, contact Developer ore 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





















Southern Palm



Southern Palm Playground

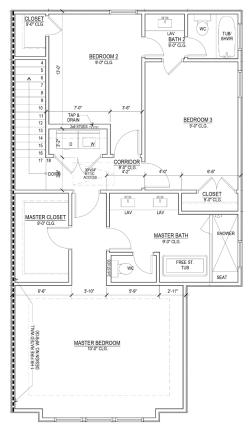






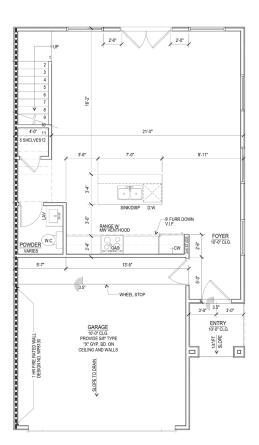


Southern Palm Interior



UNIT 1 SECOND FLOOR PLAN $1,4^{+}=1\cdot0^{\circ}$





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



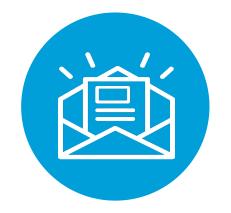


Homebuyer Prequalification

First Steps



Take a HUD-approved 8-hour <u>Homebuyer</u> <u>Education Course</u>



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



Earn up to 120% Area Median Income*



*Future developments may be up to 80% Area Median Income.

Eligibility: Taxable Income

2022 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 | \$49,600 | \$74,400 |
| 2 person | \$56,700 | \$85,050 |
| 3 person | \$63,800 | \$95,700 |
| 4 person | \$70,850 | \$106,300 |
| 5 person | \$76,550 | \$114,850 |
| 6 person | \$82,200 | \$123,350 |
| 7 person | \$87,900 | \$131,850 |
| 8 person | \$93,550 | \$140,350 |

*Household income limits subject to annual changes.





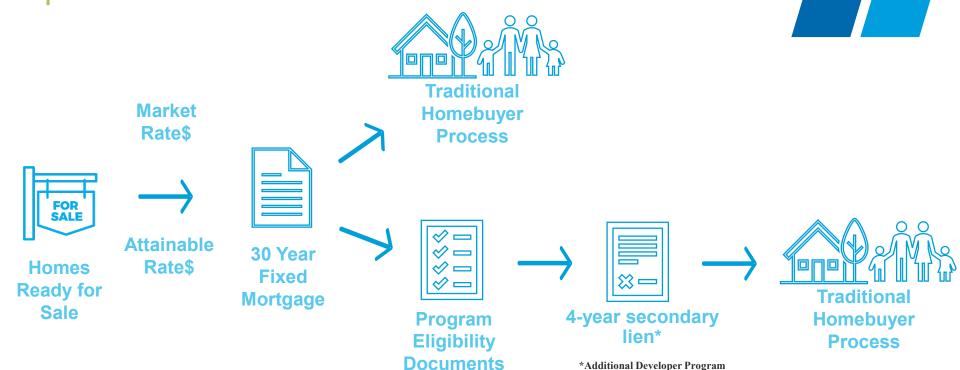








The Homebuyer Process







Requirements May Apply

Required Documents

- Government issued ID
- Most recent tax return (1040)*
- Proof of legal status documents
 - Birth certificate, passport, or permanent resident card
- Homebuyer Education Course Certificate
 - Less than 1 year old
- Lender Pre-Approval Lender
 - Dated within last 120 days
- Child Support Affidavit
- Other applicable documents

*Other documentation will be required for non-tax filers



NEW HOMES FOR HOUSTON

Homebuyer Checklist Packet

CITY OF HOUSTON

HOUSING AND COMMUNITY
DEVELOPMENT DEPARTMENT

2100 Travis Street | 9th floor | Houston, TX 77002 | 832.394.6200









Conflict of Interest

- Up to 1 week review
- Does NOT require notary public
- Reply ASAP

CITY OF HOUSTON | HOUSING AND COMMUNITY DEVELOPMENT DEPARTMENT HOUSING AND COMMUNITY CONFLICT OF INTEREST DISCLOSURE **HOMEOWNERS & HOMEBUYERS** INFORMATION Co-Applicant Name None Applicant Name Jane Doe (if applicable) Address (fapplicable) 1234 Home St #246, Houston, TX 77002 Program Affordable Home Development Program DISCLOSURE Are you, your immediate family member(s)*, or your business partner(s) currently or within the past year an employee, agent, consultant, officer, elected or appointed official, sub-recipient, or vendor of the City of Houston? Yes (see below) No *Includes, whether by blood, marriage, or adoption: spouse, parent (including a stepparent), child (including a stepchild), sibling (including a step-sibling), grandparent, grandchild, and in-laws. Please indicate the names, positions, and telephone numbers for each person applicable to the above question, including yourself (ifapplicable) Name Position and City Department Telephone Number Jane Doe Administrative Specialist / HCDD 832-346-9311 Please fill out additional forms as needed. **APPLICANT SIGNATURES** Warning: Any person who knowingly makes a false claim or statement to HUD may be subject to civil or criminal penalties under 18 U.S.C. 287, 1001 and 31 U.S.C. 3729. Under penalties of perjury, I/we certify that the information presented above is true and accurate to the best of my/ our knowledge and belief. I/We further understand that providing false representations herein constitutes an act of fraud. False, misleading or incomplete information may result in my ineligibility to participate in this program or any other programs that will accept this document. Title 18, Section 1001 of the U.S. Code states that a person is guilty of a FELONY if he/she knowingly and willfully makes a false statement to any department of the United States Government. I/we understand that this application may be delayed or found ineligible if a conflict of interest is found to exist and no waiver is granted. 4/11/2023 Applicant Signature Co-Applicant Signature (if applicable) Date



HCD Notary Public

- On staff from 8-5 free of charge
- 2100 Travis St, 9th Floor
- Inform receptionist
- Banks/UPS mailboxes are other options







Homebuyer Profile

- Family of four & one grandparent
- **Inspector: \$45,480**
- School Social Worker: \$48,220
- Stay at home grandparent: \$14,000 annual disability (NOT taxable)
- Income Calculation: \$45,480 + 48,220 = \$93,700
- 120% Area Median Income for 5person 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!







Additional Resources

Resources

- New Homes for Houston
 - https://houstontx.gov/housing/h omes/new.html
- **New Homebuyer Interest Survey**
 - https://bit.ly/HCDNewHomesFor Sale
- Contact Us!
 - newhomebuyer@houstontx.gov

















Resources

- Tuesday, April 25
 - 6:00 PM to 7:30 PM
- Lisa Diaz, Licensed Realtor
 - Mitchell Realty
- Ian Okoli, Community Manager
 - Chase Bank
- Click to register or go to
 - https://conta.cc/3YZGkh5
- <u>latasha.smith@houstontx.gov</u>



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?c city=0010f00002VgXRd
- Non-Profit Program Manager: Roberto Howard
- Phone: 281.883.7940
- Email: <u>rhoward@serjobs.org</u>





2100 Travis Street, 9th floor, Houston, TX 77002

832-394-6200 | www.houstontx.gov/housing





