Homeownership and Opportunity are two words that go hand in hand. Owning a home is one of the best means of improving a household financially, hedging against increases in housing costs and building net worth via home equity. For many families in our community, this opportunity is just out of reach. For those without a family history of owning a home, the task of buying may seem daunting. For households with low or moderate income, accumulating a down payment can take years. That’s why we exist: as a full-service homeownership center, we provide the keys that unlock the mystery and open doors to homeownership.

2016 was a year of growth and new opportunities for NeighborWorks Home Partners. With the support of our partners and stakeholders we were able to help over 250 families achieve the dream of homeownership. This past year saw the launch of two significant down payment assistance programs: Community Keys, which helps families buy a home in the neighborhoods of Frogtown, Rondo and the North End of St. Paul, and Wells Fargo NeighborhoodLIFT, which provides $4,000,000 that will help over 450 low- to moderate-income families buy homes in Saint Paul and Minneapolis with assistance of up to $7,500.

We expanded our Community Land Trust to reduce the costs of buying a home while keeping the properties affordable in neighborhoods facing rapid property value increases – preserving opportunity for future generations. We also created partnerships with other non-profits and governmental agencies to offer our counseling and education programs in more locations, improving access for clients in Minneapolis and Saint Paul.

While helping families achieve their dream of homeownership, we continued to provide our vital services that help preserve that investment. This past year, we helped 37 families keep their homes through foreclosure mitigation, and our home improvement lending program invested nearly $1 million in safer, more efficient, and more comfortable housing.

Generous investments from both public and private sources allowed us to stabilize and revitalize more communities within the Twin Cities. The culmination of this work was over $47 million dollars of direct investment into the Twin Cities community, which would not have been possible without you. From the Board, staff, and clients of NeighborWorks Home Partners, we thank you.

Best Regards,

Jason Peterson, Executive Director

Our mission is revitalizing neighborhoods by creating and supporting successful homeownership.
2016 by the numbers

- 438 homebuyer education workshop graduates
- 273 pre-purchase counseling clients
- 51 financial capabilities clients
- 51 foreclosure/refinance counseling clients
- 58 home improvement loans
- $919,022 total home improvement funds
- 123 down payment clients
- $939,280 total down payment assistance
- 10 homes built or rehabbed for purchase
- $47,348,058 total production in your community

254 homeowners created

Who we serve

Ethnicity
Minorities make up 54% of client base

- American Indian: 1%
- Hispanic: 20%
- African American: 29%
- White: 4%
- Asian: 46%

Income
88% are below Area Median Income

- below 30% AMI: 13%
- 30%-49% AMI: 30%
- 50%-79% AMI: 33%
- 89%-100% AMI: 12%
- above 100% AMI: 12%

88% of adults surveyed said that owning their own home is an important element of their “American Dream.”
“Right from our very first interaction, we felt like we made the right connection. We learned about the home buying process, where to look for homes, mortgages, and most importantly, we learned about programs that helped first time home buyers. NW Home Partners introduced me to two down payment and closing cost assistance programs that helped us to buy our first home.”
Touger Thao, homebuyer

Down payment assistance can be the key assistance that unlocks homeownership. NeighborWorks Home Partners participated in the Wells Fargo NeighborhoodLIFT down payment program in 2016, our second award of this valuable resource. 142 families were able to achieve homeownership with these funds.

We also launched our Community Keys down payment program that targets underserved neighborhoods in Saint Paul. Families who purchase in Frogtown, Rondo, or the North End may be able to combine these funds with LIFT funds to make their home even more affordable.

Another tool for providing access and maintaining affordability is our Community Land Trust. Participants in this program reduce the cost of purchasing a home by placing the land it sits on into a trust. The land trust also offers assistance to make homeownership affordable by lowering the purchase price, and provides funds for health and safety renovations.

We improve the quality and value of our community’s housing in two ways: development and home improvement financing. Our development work restores vacant properties, either rehabilitating existing structures or building new homes on vacant land. These properties are built with energy savings and low ongoing maintenance costs in mind.

Our home improvement lending helps homeowners preserve and improve their investment with affordable rates, adaptable terms, and underwriting guidelines that meet the needs of low and moderate income homeowners. We also provide construction management to support homeowners through the process and verify work is done correctly.

We also administer the Ramsey County Lead Abatement program, replacing lead-containing windows in homes where young children live to reduce their exposure to harmful toxins.

Home improvement loans provided by NeighborWorks Home Partners have a lower delinquency rate than in the private market.
Buying a home is the largest single investment most people will make during their lifetime. Even when everything goes smoothly it can be a daunting experience. When Megan Huff was preparing to buy a home, she had many people offering advice but still found there was a lot she could learn.

Megan worked with a community bank and found a mortgage product that was a good fit for her. Homebuyer education was a required component for the loan, and that’s when she came to NWHP. She met with a housing counselor for pre-purchase education and attended a Homestretch workshop. What she learned helped her build confidence as she went through the homebuying process, and she knew she was receiving unbiased, expert advice.

When her homebuyer inspection revealed potential problems with the house the sale could have fallen apart had not Megan had also learned about home improvement financing options offered through NWHP. She reached out again to learn more about ways we could help, got referrals for a contractor to take a look at the house. Armed with information and support, she was able to confidently move forward into homeownership.

Set for Success: Homebuyers who complete pre-purchase homebuyer education have a substantially lower risk of entering foreclosure.
Key: Healthy, Connected Communities

We work to improve access to homeownership because we believe it builds stronger communities. Improving our communities also extends to making them better places to live, with safer housing, connections between neighbors, and access to green space and healthy food. Our partnerships in 2016 supported this work in our communities.

Our third and final year of our partnership with Blue Cross Blue Shield Foundation, Dangerous Productions, and Frogtown Neighborhood Association culminated in a series of videos produced to raise awareness of lead hazards, and teach children how they can protect themselves from lead poisoning. The videos were supported by activities and education at community events, block parties, and partnering with other programs working with youth in the community.

We continued to welcome Youth Farm as we hosted one of their urban garden sites. Programming included gardening instruction for children as well as a partnership with HAP that brought recent immigrants to learn gardening at our Frogtown office. We provided our youth financial literacy education to their participants at our site.

“Our partnership with NeighborWorks Home Partners has been an anchor in building our neighborhood centered programming in Frogtown over the years.”
Sarah Sarzoza, Youth Farm

We were the headquarters for the annual Frogtown Garden Tour in partnership with Frogtown Green. This year also included an art fair, pairing community artists with local gardeners to complement each other’s handiwork. This popular event showcases the beauty in the neighborhood and while demonstrating opportunities for urban gardening, creation of green spaces, and producing fresh, healthy, and local food.

According to the Federal Reserve Survey of Consumer Finances, homeowners have a net worth 36 times greater than that of renters.
Our board of directors and staff come from all walks of life to support our common goal of supporting successful and sustainable homeownership. Thank you for your leadership, dedication, and determination to improve our communities.

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Amanda Welliver, Communications & Outreach
Nick Yang, Housing Counselor/Hmong Programs

Revenue, FY 2016 - $4,566,564

Expenses, FY 2016 - $3,603,186

Funds utilized by NeighborWorks Home Partners are leveraged to result in a total estimated annual investment in the community of over $47,000,000.
Thank you to the following individuals and organizations for their financial contributions in support of NeighborWorks Home Partners:

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Twin Cities Local Initiatives Support Corporation
U.S. Green Building Council
Valspar Foundation
Wells Fargo
Amanda Welliver
Eduardo Wolle

You can open doors to homeownership.

The need is growing. Please help unlock barriers and open doors to homeownership for more families in the Twin Cities. Your gift will help provide access to homebuyer education, affordable home improvement, property development, down payment assistance, and our complete kit of tools to make the dream of homeownership accessible. Send your gift to 35 Water Street W, Saint Paul MN 55107 or give online by visiting http://nwhomepartners.org/donate