

Osceola County  
Neighborhood Stabilization Program  
Homeownership Program  
Business Orientation



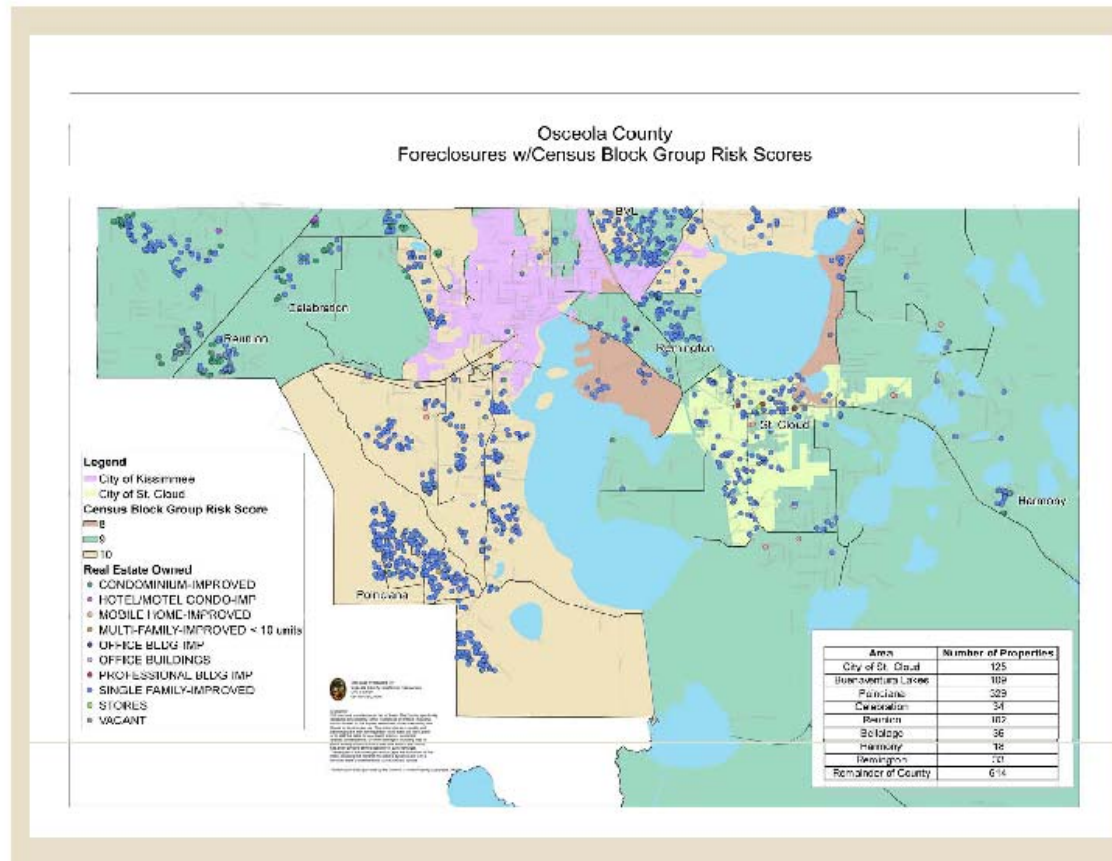
Osceola County Human Services Department  
&  
Guardian Community Resource Management Inc



# Homeownership Activities

- Homeownership assistance: buyer, repair, resell
- Buy down, 50% down payment, closing
- Foreclosed properties as HUD/State defines
- County provides financing and oversight
- Area(s) of Greatest Need (AGN) (generally BVL, Poinciana, St Cloud) Not within the limits of Kissimmee
- Energy efficient/green features when feasible
- Incomes at or below 120% Area Median Income/(LMMI)
- Qualify applicants, units and implementation
- 40 units at average \$150,000 under contract July 2010
- More units with program income until funds expended

# Osceola County Areas of Greatest Needs



The Map is a graphic description of the Areas of Greatest Needs utilizing HUD's Foreclosure and Abandonment Risk Scoring System.

See Larger Version of this map located within the handouts provided.

# Eligible Activities

1. 100% developer financing: eligible activities max \$180,000/unit total
2. Homeownership Assistance \$30,000 maximum subsidy to buyer
3. Repairs \$30,000 maximum
4. FINAL SUBSIDY BASED UPON INDIVIDUAL NEED

<i>Activity</i>	<i>Income Level</i>	<i># of Units</i>
<b>Buy/Repair/Resell (+ Purchase assistance- single family) (proposed)</b>	<b>Moderate 80% AMI</b>	<b>10</b>
<b>Buy/Repair/Resell (+ Purchase assistance- single family) (proposed)</b>	<b>Middle 120%AMI</b>	<b>30</b>

# FFY 2009 INCOME LIMITS

2009 FY Income Limits	Median Income		1	2	3	4	5	6	7	8
		50%	\$21,250	\$24,300	\$27,300	\$30,350	\$32,800	\$35,200	\$37,650	\$40,050
Osceola County	\$60,700	80%	\$34,000	\$38,850	\$43,700	\$48,550	\$52,450	\$56,300	\$60,200	\$64,100
		120%	\$49,750	\$56,850	\$63,950	\$71,050	\$76,700	\$82,400	\$88,100	\$93,750

# General Requirements

- a) Buyer must be income qualified for NSP
- b) Buyer must be able to qualify for primary mortgage
- c) New home must be the primary residence
- d) Home must be foreclosed AND in the AGN
- e) No walk away issues; see property criteria
- f) Deed restriction; Soft second mortgage
- g) 8 hours of HUD certified housing counselling
- h) \$1,000 buyer contribution
- i) Comply with all other program requirements
- j) Traditional financing, no ARMs, bubbles, sub primes
- k) 1% discount under appraisal (60 days old or less)
- l) Needs assessment before purchase; \$30,000 max

## Outline of Project Steps

- 1) County solicits potential buyer applicants (ongoing)
- 2) Complete County NSP application (buyers, businesses)
- 3) County looks to developers, real estate professionals and lenders for listings of REO's and pre-screenings
- 4) Qualification by County after application is complete
- 5) Follow County forms and procedures to refer REOs
- 6) Desktop review, needs assessments, recommendations on units to County
- 7) Proposal for property includes your fee proposal;
- 8) Developer fee does not include carrying cost, closing cost, contractor rehab cost
- 9) Approval letter from County on NSP funds
- 10) Draw system (closing 1, repairs complete, closing 2, fee)
- 11) Contracts on homes by July 2010

## Summary List of REO Project Criteria

- 1) Must be in the Area of Greatest Need (AGN)
- 2) Must be 'foreclosed' as HUD defines
- 3) Priority given to minor repairs; \$30,000 max
- 4) Nothing pre 1979 construction (no LBP, no historic)
- 5) Nothing near any hazards (e.g. closed gas stations)
- 6) Nothing in the 100 year flood plain
- 7) Nothing with evidence of 'Chinese' or foreign drywall
- 8) Nothing with a pools, docks
- 9) Nothing with evidence of mold contamination
- 10) No mobile homes
- 11) Green (reference Florida Green Building checklist)
- 12) Displacement issues with occupied units (must be VACANT)
- 13) Maximum total finished unit price of \$180,000\*
- 14) Appraisals 60 days; 1% discounted initial price
- 15) No ARMs, no sub-prime; 80:20 ratios is the goal

# Other NSP Compliance Issues

- Anti Displacement/URA
- Procurement must be open, fair, documented
- Section 3 workers, LMI hired in the area to work on the job
- EEO/MBE/Civil Rights, affects all procurements and selections, EEO policy
- Cannot be debarred/public entity crime
- Environmental review checklist for each site
- Conflicts of Interests
- State Historic Preservation Officer review
- Lead/Asbestos
- Davis Bacon

# Vendor and Business Services

- Lenders
- Title
- Appraisal
- Survey
- Realtors
- Contractors
- Home Inspections
- Mortgage Brokers
- Investor/Developers
- Maintenance/Property Management