

COBI YE2021 Homeownership Program Narrative – Prepared January 27, 2022 by Marta Holt

1. *Summarize the activities undertaken in providing the scope of services described in Attachment A.*

HRB's Homeownership Program provides a comprehensive A-Z scope of services beginning with inquiries about the community land trust model and HRB's homeownership application and qualifications process, helping applicants become homebuyer ready and managing a waitlist of qualified buyers, writing purchase and sale agreements and stewarding homebuyers through to closing, providing ongoing support by working with CLT HOAs and providing, individual homeowners with resources and support in the maintenance of their homes, maintaining a healthy mortgage, refinancing, and coming back full circle to selling their CLT home to another qualified buyer.

2. *Reference the project objectives identified in Attachment A. Were those objectives achieved? Why or why not? Were there any unexpected positive outcomes or challenges?*

Objectives of the program have and are being achieved successfully.

3. *Reference the specific measurable results identified in Attachment A. Were they achieved? If not, what challenges prevented the achievement of the anticipated results? How many Bainbridge Island residents were served? Are the conditions for those residents generally improving or worsening?*

There were four (4) existing home sales at Ferncliff Village during 2021, all proceeding through purchase and sale and closing successfully with qualified buyers. One (1) CLT resale at the Sparrows Condo was purchased by HRB for rehab and will be sold to a qualified buyer in 2022.

HRB and two qualified buyers entered into Purchase and Sale agreements with Central Highlands Incorporated to purchase two townhomes at their Wallace Cottages development. This project has had significant delays due to supply chain and labor issues and one of the buyers has withdrawn from the purchase as they were unable to find a month to month rental while waiting for the construction to be completed. While the other buyer has stayed the course, HRB is currently looking to qualify another buyer for the second townhome.

Several homeowners refinanced their homes with their lenders in 2021. At least one homeowner entered into a mortgage forbearance agreement with their lender under federal COVID guidelines and are due to resume payment in 2022.

HOA management is an ongoing stewardship activity. The Ferncliff Village Assn has full board participation and meets at least once a month to conduct HOA business with various subcommittees meeting throughout the month. Several homeowners at Ferncliff Village phase 1 painted the exterior of their homes in 2021 and were able to make use of their repair reserves held by HRB.

4. *Describe the involvement of any partners identified in Attachment A, as well as any unexpected cooperative relationships that developed through implementation of the project. Did the City funding help the Service Provider attract additional funding or other types of support?*

HRB Homeownership Program manager worked closely with mortgage lenders at HomeStreet Bank, Guild Mortgage, and Community Frameworks as well as numerous contractors and builders.

5. *Reference the project budget specified in Attachment A. Provide an analysis of actual expenses and income in relation to the projected budget.*

The COBI Grant supports a portion of the overall costs of HRB's Homeownership Program. The balance of program specific operations are paid from HRB's general operating budget.

6. *Provide a short description of how the City fundhig has helped the Service Provider or helped the community, including any quotes or stories related to this support.*

COBI funding helps ensure sustainable homeownership opportunities for low and moderate income members of the Bainbridge Island community. CLT homeowners work on Bainbridge, have children invested in the Bainbridge Island School District, have family on Bainbridge and/or are themselves long-time residents of Bainbridge Island.

7. *Provide recommendations, if any, that the Service Provider may have regarding future funding cycles.*

COBI funding of HRB's Homeownership Program is critical for our ability to fully staff and operate this essential program.

COBI - HRB Homeownership Program - 2021 DEMOGRAPHICS

Q1 Homebuyer Inquiry, Application, Waitlist, Education, Purchase and Sale

Q1	All Inquiries	Application Requested	Application Submitted	Waitlist /Qualified	from Waitlist	Total on Waitlist	yer Ready	New PSA	Closed on Home
Total	33	13	3	3	Not track	27	4	4	2
Bainbridge Island	na	4	1	1		20	4	4	2
Kitsap County	na	0	0	0		3	0	0	0
Greater Seattle	na	5	2	2		2	0	0	0
Other/Unknown	na	4	0	0		2	0	0	0

Notes: Two Ferncliff Village homes were resold, and 2 PSA for new const at Wallaces Cottages entered into during Q1 2021

Q1 Homeowner Stewardship

Q1	Total Units	HOA Mtgs	Ind Homeowner	Re-sales
Ferncliff Village	40	3	6	2
Sparrows	2	1	0	0
Wallace Cottages	2	0	0	0
Total	44	4	6	2

Notes: * Homeowner Support Svcs includes refinancing and other mortgage wellness and personal services to support individual homeowners with maintenance and repairs as well as selling their home when ready.

Two Ferncliff Village homes resold during Q1.

Q2 Homebuyer Inquiry, Application, Waitlist, Education, Purchase and Sale

Q2	All Inquiries	Application Requested	Application Submitted	Added to Waitlist /Qualified	Removed from Waitlist	Total on Waitlist	Homebu yer Ready	New PSA	Closed on Home
Total	25	11	2	2	Not track	29	2	2	0
Bainbridge Island	na	5	0	1		21	2	2	0
Kitsap County	na	1	1	1		4	0	0	0
Greater Seattle	na	2	0	0		2	0	0	0
Other/Unknown	na	3	1	0		2	0	0	0

Notes: Two new Purchase & Sale agreements were entered into for Ferncliff Village resales during Q2. Two existing PSA at Wallace Cottages remain under contract, construction has not yet begun.

Q2 Homeowner Stewardship

Q2	Total Units	HOA Mtgs	Ind Homeowner Support Svcs *	Re-sales
Ferncliff Village	40	3	4	0
Sparrows	2	0	0	0
Wallace Cottages	2	0	0	0
Total	44	3	4	0

Notes: * Homeowner Support Svcs includes refinancing and other mortgage wellness and personal services to support individual homeowners with maintenance and repairs as well as selling their home when ready.
Two Ferncliff Village homeowners gave notice to sell and with HRB stewardship entered into PSA

Q3 Homebuyer Inquiry, Application, Waitlist, Education, Purchase and Sale

Q3	All Inquiries	Application Requested	Application Submitted	Added to Waitlist /Qualified	Removed from Waitlist	Total on Waitlist	Homebuyer Ready	New PSA	Closed on Home
Total	45	8	3	2	3	28	2	0	2
Bainbridge Island	na	5	2	1	2	20	2	0	2
Kitsap County	na	0	0	0	1	3	0	0	0
Greater Seattle	na	2	1	1	0	3	0	0	0
Other/Unknown	na	1	0	0	0	2	0	0	0

Notes: One buyer for Wallace Cottages withdrew offer due to lack of progress on construction start. EM was refunded. Only 1 buyer under contract for Wallace Cottages with extended closing of 2/28/22. Seeking another buyer for 2nd unit

Q3 Homeowner Stewardship

Q3	Total Units	HOA Mtgs	Ind Homeowner Support Svcs *	Re-sales
Ferncliff Village	40	3	2	2
Sparrows	2	0	1	0
Wallace Cottages	2	0	1	0
Total	44	3	4	2

Notes: * Homeowner Support Svcs includes refinancing and other mortgage wellness and personal services to support individual homeowners with maintenance and repairs as well as selling their home when ready.
Closed on 2 FV home resales. Sparrows Condo homeowner gave notice to sell HRB seeking qualified buyer.

Q4 Homebuyer Inquiry, Application, Waitlist, Education, Purchase and Sale

Q4	All Inquiries	Application Requested	Application Submitted	Added to Waitlist /Qualified	Removed from Waitlist	Total on Waitlist	Homebuyer Ready	New PSA	Closed on Home
Total	58	11	2	2	0	30	2	0	1
Bainbridge Island	na	2	0	0	0	20	2	0	1
Kitsap County	na	4	2	2	0	5	0	0	0
Greater Seattle	na	1	0	0	0	3	0	0	0
Other/Unknown	na	4	0	0	0	2	0	0	0

Notes:

Q4 Homeowner Stewardship				
Q4	Total Units	HOA Mtgs	Ind Homeowner Support Svcs *	Re-sales
Ferncliff Village	40	3	40	0
Sparrows	2	0	1	1
Wallace Cottages	2	0	2	0
Total	44	3	43	1

Notes: * Homeowner Support Svcs in Q4 included Annual Home Valuation and Repair Reserves Balance letters, and calculation of value of approved improvements and depreciation for Ferncliff Village Association Homeowners

YE 2021 Summary - Homebuyer Inquiry, Application, Waitlist, Education, Purchase and Sale									
YE 2021 Summary	All Inquiries	Application Requested	Application Submitted	Added to Waitlist /Qualified	Removed from Waitlist	YE Waitlist	Homebuyer Ready	YE PSA Under Contract	Closed Home Sales
Total	161	43	10	9	3	30	2	1	5
Bainbridge Island	na	16	3	3	2	20	2	1	5
Kitsap County	na	5	3	3	1	5	0	0	0
Greater Seattle	na	10	3	3	0	3	0	0	0
Other/Unknown	na	12	1	0	0	2	0	0	0

Notes:

YE 2021 Summary - Homeowner Stewardship				
YE 2021 Summary	Total Units	HOA Mtgs	Ind Homeowner Support Svcs *	Re-sales
Ferncliff Village	40	12	52	4

Sparrows	<u>2</u>	<u>1</u>	<u>2</u>	<u>1</u>
Wallace Cottages	<u>2</u>	<u>0</u>	<u>3</u>	<u>0</u>
Total	<u>44</u>	<u>13</u>	<u>57</u>	<u>5</u>

Notes: * Homeowner Support Svcs - All stewardship services provided to individual homeowners (ex. Selling a home is 1