



Antioch Home Ownership Program

Homebuyer Information



What is AHOP?

AHOP Launch Event | March 24th, 2018



The primary objective of the Antioch Home Ownership Program (AHOP) is to expand homeownership in the City of Antioch. AHOP achieves this objective by providing homebuyers guidance, support, and access to resources and services to become a homeowner. AHOP will assist homebuyers to:

- Secure financial and homebuyer know-how to get on track to purchase a home;
- Obtain one on one homebuyer education and financial counseling;
- Determine the ability to access up to \$45,000 in homebuyer downpayment assistance subsidies;
- Connect homebuyers to a dedicated specialized real estate loan officer that will help them get through the loan approval process. This officer can help homebuyers take advantage of any and all of the subsidies that homebuyers may be eligible to receive; and
- Connect homebuyers with dedicated real estate agents that will help them find and purchase a home.

Elements that Help AHOP Succeed

Key elements that help assure the advancement and success of AHOP include:

- **Support and Collaboration of the Community** – AHOP has a strong level of positive and enthusiastic support from a multitude of sectors in the Antioch community, including:
 - **The City of Antioch** – which has funded the cost of structuring and implementing AHOP;
 - **Non-profit Agencies and Organizations** – including supporters and partners such as BALANCE, Fannie Mae, and the Federal Home Loan Bank;
 - **Employers** – due to the support and participation of employers, AHOP is receiving a flow of inquiries from the Antioch workforce;
 - **Civic Organizations** – AHOP has received inquiries directly from civic leaders who would like to personally participate in AHOP and have their affiliates participate in AHOP as well;
 - **AHOP Partners** – we have established a platform of partners that are contributing key resources and services to assure success in implementing AHOP; and

- **Real Estate Professionals** – the real estate community has demonstrated support and is providing resources to assist homebuyers to purchase their home. In addition real estate agents are committed to advocate for AHOP buyers in their purchase transactions.

➤ **The Market** – The City of Antioch is in a unique and ideal situation to implement AHOP. There were a total of 1,152 single-family residences (one to four bedroom size) sold in Antioch in 2017. The median price of all these homes was \$418,000. Close to 90% of the inventory sold was accessible to low income households (80% Area Median Income – see chart on page 3). Accessibility to the majority



of the homes sold by low income households represents one of the essential cornerstones of AHOP. Close to 65% of the homes sold were purchased by investors. AHOP is committed and working with investor/owners to secure their support and participation to expand the number of homes purchased and occupied by Antioch residents and workforce.

What Financial Subsidies May Be Available for Homebuyers?



The purpose of homebuyer financial subsidies is to increase the homebuyers purchase price and/or to lower monthly ownership costs. Some of these subsidies may be combined with each other to expand the amount of financial benefits that homebuyers can receive. AHOP participants may be able to receive a mix of the following homebuyer assistance subsidies:

- **Forgivable down payment assistance loan(s)** of up to \$45,000 for households who make 80% or less of the Area Median Income (AMI) for Contra Costa County; and up to \$30,000 for households who make more than 80% and less than or equal to 120% of the Contra Costa County AMI (see table on page 3). These loans become a grant after five years of owning and living in the home. Eligible buyers may also receive up to \$5,000 in closing cost assistance.
- **Access to a County Program** that provides homebuyers a huge tax break. The dollars you save from your tax break can be applied to help with housing payments.
- **Low to zero percent down payment programs** that may allow homebuyers to purchase a home with a stable fixed interest rate loan.
- Allow financially eligible and qualified **Section 8 voucher holders** to apply their payment subsidies to homeownership.

The table below provides the 80% and 120% Area Median Income limits for Contra Costa County based on household size. These are the maximum incomes:

Household Size:	1	2	3	4	5	6
80% AMI:	\$56,300	\$64,350	\$72,400	\$80,400	\$86,850	\$93,300
120% AMI:	\$81,850	\$93,500	\$105,200	\$116,900	\$126,250	\$135,600

Who Are Some of the Partners Involved with AHOP?

The City of Antioch has provided support and funding to secure and coordinate the main resources and services applied to AHOP. The success of AHOP is fostered through the collaboration and support of members within the community, including businesses, employers, civic organizations, and non-profit agencies. We are especially thankful for and reliant on the following AHOP partners:

BALANCE

Homebuyer education and counseling: Up to four (4) AHOP homebuyer education workshops will be scheduled over the following twelve months. All interested

homebuyers are welcome to attend these FREE educational workshops. AHOP will also provide eligible households who live and/or work in Antioch and have a household income of less than 80% AMI free one on one homebuyer counseling. (See table above for maximum income limits).



Guild Mortgage

Homebuyer financing: Guild is working with AHOP to deliver eligible buyers up to \$45,000 in forgivable down payment assistance subsidies. Homebuyers may also receive an additional \$5,000 subsidy to be applied towards closing costs.



Contra Costa County and Housing Authority

Mortgage Credit Certificates and Section 8 vouchers: Contra Costa County still has access to valuable Mortgage Credit Certificates (MCC). MCC's provide eligible homebuyers up to a 20% tax credits on interest paid during the life of the loan. AHOP is working with the Contra Costa Housing Authority to expand homeownership opportunities for Section 8 homeownership voucher holders.

Delta Association of Realtors

Certified AHOP real estate agents: The Delta Association of Realtors (DAR) will be assisting AHOP to recognize and certify realtors to assist homebuyers through the home purchase process.

What Are My Next Steps?

We recommend that the following steps should be followed closely in the order listed:

- 1. Attend a HUD Certified First Time Homebuyer Class** – In order to gain access to the maximum financial subsidy available through AHOP (up to \$45,000), homebuyers will be required to attend a Department of Housing and Urban Development (HUD) certified homebuyer class. AHOP will schedule four public classes in Antioch over the following 12 months. In addition, civic organizations and employers can work with AHOP to schedule these classes at their facilities.



- 2. Submit an AHOP Application to BAAHA** – Submitting an application to the Bay Area Affordable Homeownership Alliance (BAAHA) allows staff to conduct a preliminary analysis on the positioning and the next steps that the prospective homebuyer will need to take. Outcomes and next steps may include:
 - Determination that the homebuyer needs to secure more stable long term income to start the home purchase process.
 - The homebuyer has stable income and needs financial counseling and assistance to improve their credit situation and/or to save up money to purchase a home (*see: Step 3*).
 - The household has the financial foundation to proceed to purchase a home (*see: Step 4*).
- 3. Financial and Homebuyer Counseling** – Homebuyers that have financial challenges in purchasing a home will be directed to BALANCE. BALANCE is AHOPs HUD certified non-profit financial homebuyer counselor. AHOP covers the cost of counseling for households whose combined income is equal to or less than 80% AMI. BALANCE will work with the household for as long as needed to achieve their financial objectives. Households with incomes higher than 80% AMI will need to work directly with BALANCE to make an arrangement to receive counseling (refer to the AMI table on page 3).

4. Secure Financing and Subsidies to Purchase a Home – Households that have the financial capacity and willingness to purchase a home will be directed to start the loan preapproval process. AHOP is highly focused on making certain that AHOP homebuyers utilize all of the homebuyer subsidies that they are eligible to receive. AHOP's primary sponsoring funding partner Guild Mortgage. Guild has access to up to \$45,000 of subsidies to provide AHOP homebuyers.



5. Work with the Real Estate Community to Close Your Transaction – AHOP is working with the Delta Association of Realtors to structure a list of AHOP Certified Realtors. AHOP plans to have the list of AHOP Certified Realtors available by mid-April of 2018. AHOP Certified Realtors will have a solid understanding of the AHOP program and will have a strong capacity and willingness to represent AHOP buyers.

Need More Information or Assistance?

Visit www.myhomegateway.org/AHOP to learn more about how to access the resources and services that AHOP offers homebuyers, and to view upcoming AHOP HUD certified homebuyer seminars. The most effective way to get answers to your questions is to email us at AHOP@myhomegateway.com. Alternatively, you can call us at (800) 480-9020 x 556.



HOMEOWNERSHIP IN ANTIOCH IS JUST AHOP, SKIP, AND JUMP AWAY!

