

Delaware State Housing Authority



Foreclosure Prevention Tools

*Presented by:
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Presentation Agenda

- Foreclosure Prevention Programs Overview
- Results
- Challenges
- Opportunities
- Next Steps
- Question & Answers



HGAP

- Home Ownership Grant Assistance Program (HGAP)
 - Released February 2010
 - Program Objective & Overview
 - \$5,000 maximum grant
 - Specific foreclosure crisis beyond one's control
 - Address imminent foreclosure/ imminent homelessness
 - Income Qualifications
 - Dependent child in the home
 - Demonstrate imminent recovery and sustainability



HGAP

- Applications taken at DSHA (Wilmington and Dover)
 - Referral Sources:
 - Foreclosure web-site
 - Housing Counseling Agencies
 - Delaware Helpline and #211
 - Community Centers
- Program funding expires September 30, 2010
- May combine with other resources, such as DEMAP
- DEMAP applications reviewed for HGAP eligibility



DEMAP

- Delaware Emergency Mortgage Assistance Program
 - Released November 2007
 - Program Objective & Overview
 - \$15,000 maximum loan
 - Terms:
 - 3% Simple Interest
 - Payments deferred
 - Loan is mortgage lien – 1st, 2nd, or 3rd position.
 - Continuing: Pay arrears and ongoing payments
 - Non – Continuing: Pay arrears



DEMAP

- Program Objective & Overview (Continued)
 - Address imminent foreclosure
 - Specific foreclosure crisis beyond one's control
 - Income qualifications
 - Credit and debt qualifications
 - Demonstrate imminent recovery and sustainability
- Application Process:
 - Applications accepted through Delaware's network of U.S. Department of Housing & Urban Development (HUD) -approved Housing Counseling Agencies.

HGAP



- Results
 - 102 Homeowners assisted
 - Approval rate 67⁰%
 - 7 of these home owners utilized DEMAP



HGAP

- Challenges
 - Housing Counselors' capacity
 - No one program fits all
 - e.g.: Senior Citizens
 - Emotionally taxing on frontline staff
- Opportunity
 - New funding source
 - Community need for "DEMAP -Lite"
 - Internal capacities
- Next steps
 - Survey home owners
 - Replicate successes and apply lessons to DEMAP, where appropriate.



DEMAP

- Results
 - 196 Homeowners assisted
 - Approval rate 35%
 - Non- Continuing: 40%
 - 7 of these home owners resulted in property disposition, regardless.



DEMAP

- Challenges
 - Income = recovery and sustainability
 - Loan: DTI, credit history, risk
- Opportunities
 - Learn from HGAP
- Next Steps
 - Routine assessment of program guidelines
 - Identify and partner with stakeholders



DEMAP

- Next Steps
 - Outreach
 - Target those ZIP codes hit hardest.
 - Identify natural partners and market:
 - Government service providers
 - Top employers and unions
 - Hospitals and health care providers
 - Support partners and services located here.
 - Market to churches, schools, and community centers here.

Questions



Thank you

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