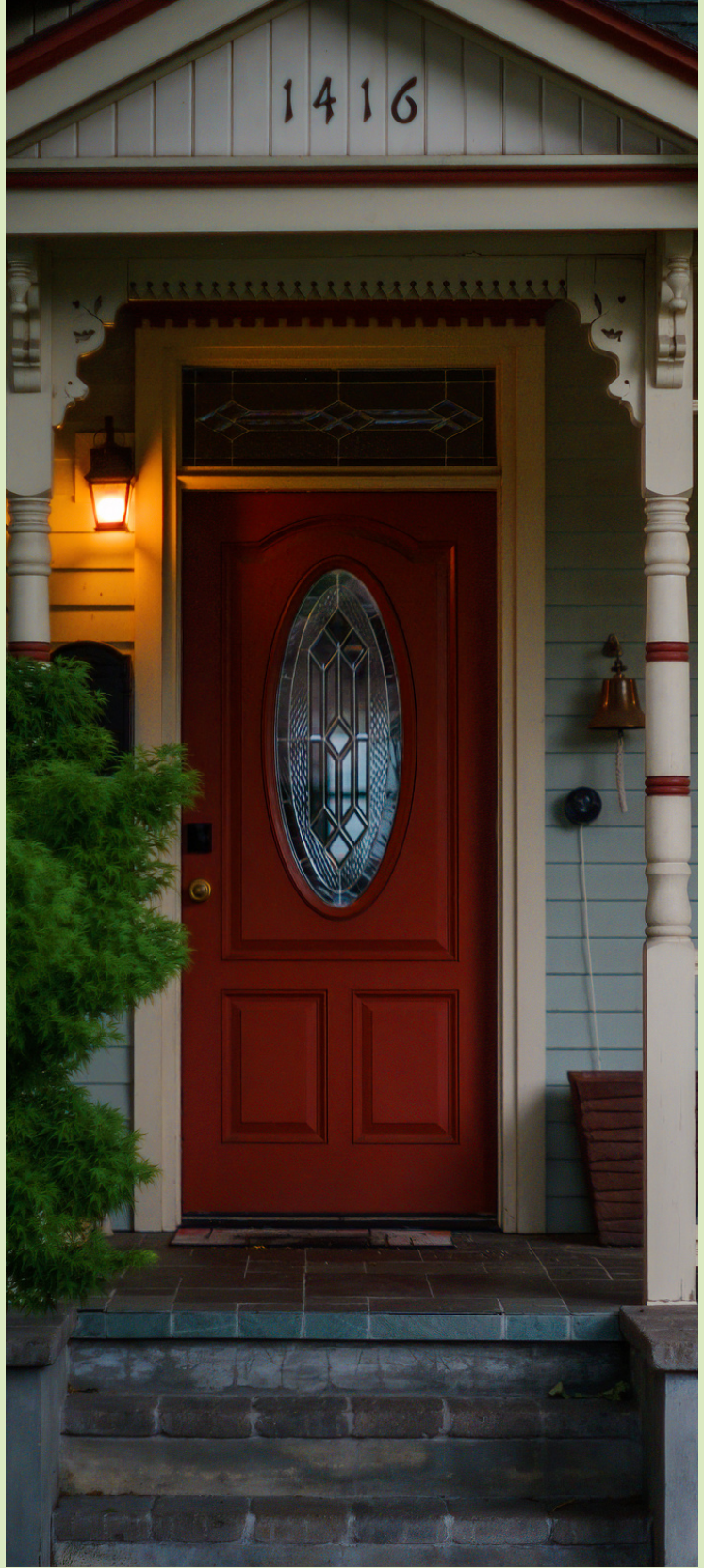


# **AFFORDABLE HOMEOWNERSHIP RESOURCES**



**HOMEOWNERSHIP IS  
POSSIBLE**

# TABLE OF CONTENTS

1

WHY HOMEOWNERSHIP MATTERS WITH  
TONY MONTGOMERY

2-11

HOMEOWNERSHIP LOANS, DOWN  
PAYMENT, AND CLOSING COST  
ASSISTANCE PROGRAMS

12

DEPARTMENT OF HOUSING AND URBAN  
DEVELOPEMENT 'S HOUSE PARTY  
INFORMATIONAL WEBINAR

13

CONTACT INFORMATION AND  
ADDITIONAL RESOURCES



# WHY HOMEOWNERSHIP MATTERS



**TONY MONTGOMERY**  
EXECUTIVE DIRECTOR, HOME, INC.

---

**OWNING A HOME IS THE PRIMARY WAY THAT AMERICAN FAMILIES ARE ABLE TO BUILD WEALTH AND ACHIEVE FINANCIAL STABILITY. WHILE HOMEOWNERSHIP HAS EXPANDED TO MANY; NOT ENOUGH HAS BEEN DONE TO CLOSE THE HOMEOWNERSHIP GAP FOR MILLIONS OF AMERICANS.**

There are a few key barriers that prevent families from becoming homeowners:

- Inadequate supply of affordable housing
- Lack of capital for down payment and closing costs
- Inability to access credit products and poor credit history
- Lack of understanding and education about the homebuying process
- Local regulatory requirements that make affordable housing difficult

While much work has been done in this area, the barriers remain largely unchanged over the past 20 years. We must continue to work to increase homeownership as a key strategy to combat historic housing policies that have precluded minority, low-income, and moderate-income communities from purchasing a home.

The good news is that we have the tools available to provide equitable homeownership opportunities for all people:

- Prioritize and expand funding for existing affordable housing programs and advocate for creative opportunities to fund the creation of new housing
- Expand access to housing counseling and education so that homebuyers understand the process, and access credit products, and are financially prepared to be successful homeowners
- Connect homebuyers to down payment and closing cost assistance products that enable them to get their foot into the door of homeownership
- Influence the leaders of our local governments to review and revise local regulations to remove unnecessary barriers to building housing and to promote the creation of unique and more affordable housing options

The economic impacts of COVID-19 and the current inflationary environment have made homeownership more difficult than it has been in a generation. The impact has disproportionately landed on minority, low-income, and moderate-income households. Information is one of the most powerful tools we have to help expand homeownership in Des Moines and the materials contained in this booklet are a great way to take the first step towards achieving housing stability.

# HOME, INC. HOUSING SERVICES

---



**WE MEET INDIVIDUALS AND FAMILIES WHERE THEY ARE IN THEIR HOUSING JOURNEY.**

## RENTAL HOUSING COUNSELING & EDUCATION

- Confidential free information, education, and counseling
- Helps tenants and landlords throughout Iowa understand their housing rights and responsibilities through counseling and educational services
- Informational and referrals for housing services

## HOMEOWNERSHIP COUNSELING AND SUPPORTIVE SERVICES

- Helps prospective homeowners determine their readiness to purchase and develop an action plan
- Sells new and rehabbed affordable homes to low/moderate income households

## HOMEBUYER EDUCATION

- Classes regarding homeownership responsibilities: are you ready to buy, managing your money, understanding credit, getting a mortgage loan, shopping for a home, keeping your home.



Download our free rental handbook at [www.homeincdsm.org](http://www.homeincdsm.org) or scan above.

## INCOME GUIDELINES FOR HOMEOWNERSHIP

Minimum Income of \$35,000 a Year

<u>Family Size</u>	<u>Maximum Income</u>
Family of 3	\$64,250
Family of 4	\$71,350
Family of 5	\$77,100
Family of 6	\$82,800



(515) 243-1277  
[WWW.HOMEINCDSTM.ORG](http://WWW.HOMEINCDSTM.ORG)

# NFC'S JOURNEY TO HOMEOWNERSHIP (J2H) PROGRAM

---



The Journey to Homeownership Program (J2H) is an affirmative asset initiative for eligible homebuyers in the NFC lending areas. The program focuses on overcoming the systemic barriers for African Americans in homeownership by providing down payment and closing cost assistance, combined with the intention of addressing other barriers through community partnerships

## PROGRAM GUIDELINES AND ELIGIBILITY

- A down payment deferred loan program to purchase a 1-2 family owner-occupied home
- \$10,500 (.08% APR) in the regular NFC lending areas and a \$15,500 (.056% APR) in Core Neighborhoods. The deferred loan has a 0% interest rate that will have no payments. It is due on sale or with a cash-out refinance
- The homebuyer's first mortgage loan can be from NFC or an approved participating lender
- Household income must be below 100% of the Area Median Income

Learn more about Journey to Homeownership by attending a J2H class or qualifying event. Visit the Neighborhood Finance Corporation J2H webpage at [neighborhoodfinance.org/journey-to-homeownership](https://neighborhoodfinance.org/journey-to-homeownership)



**BRIDGETT ROBINSON**  
BROBINSON@NEIGHBORHOODFINANCE.ORG  
(515) 273-1373

# HOMEOWNERSHIP PATHWAYS WITH HABITAT FOR HUMANITY

---



## GDM HABITAT'S NEW MORTGAGE READINESS MODEL PROVIDES A CLEAR PATH TO HOMEOWNERSHIP TO APPLICANTS:

### HOMEOWNERSHIP PATHWAYS:

- Habitat Traditional – Homebuyers purchase a home built or renovated by GDM Habitat using a Habitat-originated affordable mortgage
- Habitat Direct – Homebuyers purchase a home they find on the open market using a Habitat-originated affordable mortgage
- Trusted Partner (coming soon!) – Habitat serves as a resource for education, guidance, and mortgage lender referrals for open-market homebuyers

### OWN YOUR HOME WITH AN AFFORDABLE MORTGAGE:

- Qualified households – serving households that earn 30%–80% of the Area Media Income (AMI) for the family size
- Affordable mortgage – monthly payment never exceeds 30% of your monthly income at time of purchase
- Training and guidance – our team of experts guides you through the process and helps you understand everything from home maintenance to property taxes
- Track record of proven success – more than 400 affordable homes sold

Feel like owning a home is out of reach? Habitat can help make it possible! Learn more and apply at [www.gdmhabitat.org/apply](http://www.gdmhabitat.org/apply) or call (515) 471-8686.



(515) 471-8686  
[WWW.GDMHABITAT.ORG/APPLY](http://WWW.GDMHABITAT.ORG/APPLY)

# IOWA FINANCE AUTHORITY HOMEOWNERSHIP PROGRAMS

---



## MORTGAGE PROGRAMS

**FirstHome Program** – Specifically designed to assist first-time homebuyers.

**Homes For Iowans Program** – No matter how many homes you've purchased; any home-buying decision is a big one. The Homes for Iowans Program will make moving on easier.

## DOWN PAYMENT AND CLOSING COST ASSISTANCE

When you use one of our down payment and closing cost assistance programs in conjunction with our FirstHome or Homes for Iowans mortgage, homebuying is affordable and easy.

**Grant** – Provides homebuyers with a \$2,500 grant to assist with down payment and closing costs.

**OR**

**2nd Loan** – Offers a loan of up to 5% of the home's sale price or \$5,000 (whichever is less) and is repayable at time of sale, refinance, or when the first mortgage is paid in full. No monthly payments required.

**Military Homeownership Assistance Program** – Provides a \$5,000 grant to eligible service members and veterans for down payment assistance and closing costs on qualifying homes.

## Eligibility Quick-Check

Check out our quick check tool at [www.iowafinance.com/eligibility](http://www.iowafinance.com/eligibility) to determine if you may be eligible for IFA's mortgage or down payment and closing costs assistance.

## Next Steps

As a homebuyer, you will apply directly with one of our lending partners to access these programs. To learn more about our homeownership programs or to find a lender in your area, visit [iowafinance.com](http://iowafinance.com).



(515) 452-0400  
[WWW.IOWAFINANCE.COM](http://WWW.IOWAFINANCE.COM)

# BANKERS TRUST COMMUNITY LENDING HOME MORTGAGE



Community is a Core Value at Bankers Trust, and we invest in the communities we serve by supporting growth, stability and volunteering our time. We strive to meet our communities' lending and financial services needs with products and services that fit any budget. We offer several mortgage products, including down payment assistance programs, to help first-time homebuyers and low- to moderate-income households fulfill the dream of homeownership.

The Bankers Trust Community Lending Home Mortgage was specifically developed to better serve low- to moderate-income borrowers and neighborhoods by offering flexible underwriting options. Some of these include:

- Lower down payment options, including gifted funds and down payment assistance.
- Consideration of non-traditional credit, including rental, utility, insurance, and cell phone payment history, for borrowers with limited or no credit history.
- No Private Mortgage Insurance (PMI), making your monthly payments more affordable.

Bankers Trust mortgage loan originators will assist in building a loan that fits your current financial situation. Start your mortgage loan prequalification online or contact one of our mortgage loan originators to get started.



**Olga Dobbins Oliver**  
NMLS ID 571175  
ODobbinsOliver@BankersTrust.com  
(515) 222-2009  
West Des Moines



**Phyllis Fevold**  
NMLS ID 406020  
PFevold@BankersTrust.com  
(515) 598-4323  
Ames



**Lori Slings**  
NMLS ID 406021  
LSlings@BankersTrust.com  
(515) 245-5624  
Altoona

*Loans are subject to appraisal and additional underwriting requirements. Offer of credit is subject to credit approval. Minimum credit score of 680 or qualified non-traditional credit history when no credit score. Property must be located in Polk, Dallas, Story, or Warren County, Iowa. Property must be owner-occupied. Duplexes and multi-family properties not eligible. Borrower(s) income restricted to 80% or less of the area's median family income or 120% or less if property is located in a low- or moderate-income geography. Contact a mortgage loan originator for more details.*





# COMMUNITY STATE BANK PROGRAMS

---



## OPPORTUNITY TO OWN

### Community Sunrise Home Loan Program

- As little as 3% down
- Minimum credit score of 650
- First-time homebuyer education class required
- Fixed, competitive rate
- No mortgage insurance required

## SAVE FOR YOUR HOME

**First Time Homebuyer Savings Account** – Earn interest and get tax benefits when saving for your home.

## BUILD OR IMPROVE CREDIT

**Secured Credit Card** – Build credit history or rebuild your credit score.

**Credit Sense** – Monitor your credit, credit score assistance, and more.



FOR MORE INFORMATION CONTACT:



**Julie Rees**  
Mortgage Lender  
jrees@bankcsb.com  
515.252.1261  
WWW.BANKCSB.COM

# IOWA STATE BANK COMMUNITY REINVESTMENT HOME LOAN PROGRAM

---



Iowa State Bank developed the Community Reinvestment Home Loan Program to assist with affordable housing credit needs within our communities to revitalize neighborhoods and promote home ownership.

## LOANS

We are pleased to offer to low-to-moderate income households and middle-income households:

- Fixed rate mortgage loans up to \$180,000:
  - Purchase or combined purchase/rehabilitation of owner-occupied residential dwellings
  - Home improvement loans for existing owner-occupied dwellings
- Higher loan-to-value loans with a maximum LTV of 97% for purchase loans
- Down payment assistance may be available

## ELIGIBILITY

- Income – applicant's income is 80% or less of area median income or
- Home is located in a designated Low-to-Moderate (LMI) census tract area
- Flexible underwriting—considers all sources of family income (including self-employment, social security, and public assistance) and non-traditional credit (i.e. rental history) to determine an applicant's ability to repay the loan.



**DARLENE ACKLEY-RAYMOND**  
VICE PRESIDENT - MORTGAGE LOAN OFFICER  
NMLS #2421055  
(515) 288-0111  
[WWW.IOWASTATEBANKS.COM](http://WWW.IOWASTATEBANKS.COM)

# LUANA SAVINGS BANK AFFORDABLE MORTGAGE PRODUCTS



## FIRST-TIME HOMEBUYER PROGRAM

For a new purchase if you have not owned within the last 3 years

- Only 3% down payment
- Potential for lower monthly payment than a fixed-rate option
- Fully amortized for up to 30 years

## LOW-TO-MODERATE INCOME HOME LOANS

Available for low-to-moderate income borrowers

- Only 3% down payment
- Income requirements must be met
- No Private Mortgage Insurance (PMI)
- More flexible underwriting guidelines
- Grant option available

## FHLB HOMESTART DOWN PAYMENT ASSISTANCE PROGRAM

For first-time homebuyers on a new home purchase if you have not owned within the last 3 years

- Up to \$7,500 towards down payment or closing costs
- Income eligibility approved by FHLB

Home mortgage products are subject to credit approval. Offers, programs, and products may change at any time and without notice. Contact us for full terms and conditions.



[LuanaSavingsBank.com](http://LuanaSavingsBank.com)

### Polk City

855 W. Bridge Road  
Polk City, IA 50226  
P: 515-984-7100

### Clive

16390 Holcomb Court  
Clive, IA 50325  
P: 515-987-2116

### Norwalk

9321 Market Pl. Dr.  
Norwalk, IA 50211  
P: 515-410-9800

### Luana

100 Harvest Drive  
Luana, IA 52156  
P: 563-539-2166

### Ossian

123 E. Main Street  
Ossian, IA 52161  
P: 563-532-7022

### New Hampton

22 W. Main Street  
New Hampton, IA 50659  
P: 641-394-2116



# VERIDIAN INDIVIDUAL DEVELOPMENT ACCOUNT (IDA)

---



Put money in an IDA to have it matched dollar for dollar as you work toward owning a home. Your savings will be matched up to \$2,000. There is a limit of one IDA per household.

## YOU ARE ELIGIBLE FOR AN IDA IF YOU:

- Are a Veridian member with all loans here paid current and other Veridian accounts not overdrawn
- Earn 80% or less of the Area Median Income (AMI)
- Have not previously received an IDA match

## YOU CAN USE THE FUNDS IN AN IDA TO:

- Purchase your first home, including a down payment or closing costs
- Pay down debt to decrease your debt-to-income ratio and qualify for a mortgage
- Pay off collections to increase your credit score and qualify for a mortgage

## TO RECEIVE YOUR SAVINGS MATCH, YOU MUST:

- Make a monthly deposit of at least \$25 but no more than \$350
- Save for at least six consecutive months, including the month the account is opened, but for no more than 24 months
- Complete a Veridian-approved homebuyer's financial education program



VERIDIANCU.ORG  
1 (800) 235-3228

# GREENSTATE CREDIT UNION AFFORDABLE HOME LOAN PROGRAM



GreenState is committed to serving all Iowans. In 2021, GreenState Credit Union began a ten-year initiative to help close Iowa's racial homeownership gap, the sixth largest in the nation. Our progress in our first year inspired us to double the commitment and expand our horizons. Now, we plan to achieve funding over \$1 billion in mortgage loans to people of color in all communities we serve. GreenState offers Special Purpose Credit Program to those who qualify. **ITIN holders are eligible for this program.**

## QUALIFICATIONS

- Persons of color – Black or African American, Hispanic or Latino, American Indian, Asian/Pacific Islander. At least one applicant must identify as person of color
- Primary borrower income restricted to 80% of area median income (AMI) where the Borrower is currently living or where subject property (Iowa)

## GUIDELINES

- Minimum credit score 620, compensating factors considered or money down if below 620
- 1-unit principal residence (including condos, PUDs)
- Maximum debt to income 45%
- Does not require Private Mortgage Insurance (PMI)

\*Borrower(s) are eligible for a down payment assistance grant from the GreenState Foundation, up to \$5,000. If receiving down payment assistance from another source, grant can be stacked together BUT cannot exceed total of \$5,000. Grant can also be used towards closing costs. Borrower must complete Home View homeownership education course prior to closing.

For individuals that apply and do not qualify for this program, they are eligible for free credit counseling provided by one of GreenState Credit Union's preferred partners.



**LINDSAY CANNADAY, MBA**  
VP/ BUSINESS DEVELOPMENT DIRECTOR  
515-440-6916  
LINDSAYCANNADAY@GREENSTATE.ORG



¿HABLAS ESPAÑOL? CONTACTO  
**JAVIER VALDEZ**  
BILINGUAL MORTGAGE LOAN OFFICER III  
(515) 608-5964 EXT. 5964  
JAVIERVALDEZ@GREENSTATE.ORG





U.S. Department of Housing and Urban Development  
*presents*  
**“Let’s talk about the  
HOUSE!”**  
*with*  
Secretary  
Marcia L. Fudge  
November 1, 2022  
6:30 P.M. EDT

**“YOU DON'T HAVE TO START BIG,  
YOU JUST HAVE TO START.”**

U.S. Department of Housing and Urban Development (HUD) Secretary Marcia L. Fudge hosted the virtual event “House Party – Let’s Talk About the House” on Tuesday, November 1 to educate Millennials and Generation Z young adults about the government resources available to buy a home.

“This party was about inspiring our future generation of homeowners to take the next step towards purchasing their biggest financial asset, their home,” said Secretary Fudge. “You don’t have to start big, you just have to start. And you must know the resources available to you in order to be successful. I am hopeful that this event will continue to inspire and inform those who are ready to stay ready.”

View the House Party at [www.youtube.com/watch?v=OR4r8aFop7w](https://www.youtube.com/watch?v=OR4r8aFop7w) and visit [www.hud.gov/hudhouseparty](https://www.hud.gov/hudhouseparty) for more resources.

# CONTACT INFORMATION

## Bankers Trust

1 (800) 362-1688  
service@bankerstrust.com

## Community State Bank

Julie Rees  
(515) 252-1261  
jrees@bankcsb.com

## GreenState Credit Union

Lindsay Cannaday  
(515) 440-6916  
LindsayCannaday@GreenState.org

Javier Valdez  
(515) 608-5964 Ext. 5964  
javiervaldez@greenstate.org

## Habitat for Humanity

(515) 471-8686  
www.gdmhabitat.org/apply

## HOME, Inc.

(515) 243-1277  
www.homeincdsm.org

## Iowa Finance Authority

(515) 452-0400  
www.iowafinance.com

## Iowa State Bank

Darlene Ackley-Raymond  
(515) 288-0111  
www.iowastatebanks.com

## Luana Savings Bank

www.luanasavingsbank.com

## Neighborhood Finance Corporation

Bridgett Robinson  
(515) 273-1373  
brobinson@neighborhoodfinance.org

## Veridian Credit Union

1 (800) 235-3228  
www.veridiancu.org

# ADDITIONAL RESOURCES

## U.S. Department of Housing and Urban Development – Iowa

[www.hud.gov/states/iowa/homeownership](http://www.hud.gov/states/iowa/homeownership)

- Housing Counseling
- Homeownership Assistance Program
- Homeownership Vouchers Programs
- Home Repairs Program
- Resources for Tribal Housing & TDHES
- Office of Native American Programs

## U.S. Department of the Interior, Indian Affairs – Housing Improvement Program

[www.bia.gov/bia/ois/dhs/housing-improvement-program](http://www.bia.gov/bia/ois/dhs/housing-improvement-program)

## USDA Rural Development Program

[www.rd.usda.gov/programs-services/all-programs](http://www.rd.usda.gov/programs-services/all-programs)

- Single Family Housing Direct Loans
- Single Family Housing Direct Home Loans – ARPA
- Single Family Housing Guaranteed Loan Program
- Single Family Housing Repair Loans & Grants Program
- Home Owner Assistance Fund FAQs

## Veterans Affairs Home Loans – Home Loans

<https://www.benefits.va.gov/HOMELOANS/>

- Buying Process
- Native American Direct Loan (NADL) Veteran living on Federal Trust Land Information
- Buyers Guide
- Facts and Information regarding loans, grants, mortgage life insurance, delinquent loans NADL, Farm loans, and Vendee loans

## Iowa State Housing Trust Fund

[www.iowafinance.com/find-a-program/](http://www.iowafinance.com/find-a-program/)

## Black Homeownership Des Moines

<https://blackhomeownershipdsm.org/>

# FROM VAXDSM TO CORINTHIAN CARES INITIATIVE

A MESSAGE FROM  
REVEREND DR. JONATHAN WHITFIELD



---

On August 7, 2021, the Des Moines Register reported Polk County's vaccination rate at 52.5% of the total population. African Americans and the Hispanic/Latinx populations were estimated to be even lower than that. Immediately addressing this need, a collaborative effort was formed between Corinthian Baptist Church, Strategic America, United Way of Central Iowa, AmeriCorps VISTA, Des Moines Public Schools, and MercyOne of Iowa to develop effective health messaging and deliver free vaccines for marginalized groups and vaccine-hesitant populations. As a result, VaxDSM began in September 2021 and offered eleven neighborhood clinics, vaccinating 567 individuals, adults, and children. Thirty-Nine (39) volunteers helped with clinic operations. VaxDSM has since continued its outreach, co-sponsoring vaccination clinics with added partners such as New Dawn Ministries, a Latinx Congregation; the Filipino American Association of Iowa; and Primary Health Care Inc. VaxDSM also partnered with 10 local African American congregations. With this strategy, we assisted Polk County in surpassing its goal of a 70% one-dose vaccination rate. Today, the one-dose rate is 77%. Together, we continue to push beyond vaccine hesitancy and closer to additional health goal achievements.

The Hispanic/Latinx one-dose vaccination rate (69.7%) and African American one-dose vaccination rate (54.4%) are still worrisome. For these reasons, in June of 2022, our 501c3 non-profit, Corinthian Baptist Community Development Corporation (CBCDC) launched the Corinthian C.A.R.E.S. initiative and expanded efforts to provide Community Access to Resources and Essential Services. In this way, Corinthian's Corporation is building sufficient capacity to formalize our work with C.A.R.E.S. and model some of the new outreach processes beyond VAXDSM to other areas including: on-site free clinic services, prison outreach, mental health advocacy, parent education, and affordable home ownership promotion. To God be the Glory, Corinthian is in step with the Urban Core, confronting even more health, social and economic residuals resulting from Covid-19 and its variants.

---

**This booklet brought to you by:**

# #VAXDSM

**To find out more about COVID-19 vaccine information and clinics,  
visit [vaxdsm.org](http://vaxdsm.org)**

This is not an exhaustive list of resources and the inclusion of specific resources is not necessarily an endorsement.