ANDP HOME SOUTH DEKALB

Year 1 Recap: Development Activity

- 16 Homes Sold (Avg. Sales Price $158k)
- 2 Homes Under Homebuyer Contract
- 11 Available / Listed
- 7 Under Renovation
- 1 Rented

37 Homes Impacted in Year 1 of 3
Year 1 Recap: Welcome Home, Angel

ANGEL
Meadow Lane, Decatur, GA 30032

- Purchased home for $129,900
- African American
- Single-mother
- First-time homeowner
- HR representative in tech industry
Year 1 Recap: Community Capital Conversation

ANDP convened developers, real estate professionals, lenders, and other affordable housing stakeholders for a conversation about available capital from:

- ANDP Loan Fund
- Reinvestment Fund
- Access to Capital for Entrepreneurs
ANDP HOME SOUTH DEKALB

Year 1 Recap: Sharing Our Local Model with the Nation

Reclaiming Vacant Properties Conference

- ANDP
- ARCHI
- National Association of Real Estate Brokers
- Kendeda Fund
- DeKalb County Board of Commissioners
Year 1 Recap: Closing the Homeownership Gap

Summit on Black Homeownership

- DeKalb County CEO
- Local and State Housing Stakeholders
- NAREB
- NeighborWorks America
- Urban Institute
- National Fair Housing Alliance
- Brookings Institution
- Georgia State University
- City of Atlanta
- National Housing Conference
- And More!
Year 1 Recap: Community Engagement

- Institutional Member – FHLBank Atlanta
  - Down Payment Assistance
  - Additional Low-cost, long-term capital for affordable housing development

- Mary Gude, South DeKalb Community Leaders and ANDP CLI Team Member named to ANDP Board of Directors

- Commissioner Lorraine Cochran-Johnson attended a weekend coffee conversation with ANDP’s Community Leadership Institute team to discuss community issues and affordable housing.
DEKALB YOUTH PROSPERITY INITIATIVE (DYPI):

- **Holistic partnership** of service providers, community organizations, educational institutions, government agencies, and residents in DeKalb County that aims to deploy resources to achieve greater impact for individuals and families.

- Focus on **violence prevention** with a special emphasis on interventions that are likely to have broad health impacts on adolescent development.

- Leverages an **integrated service delivery model** to achieve greater impact through optimizing services, resources, and navigation.
CORE PARTNERS
Goals

1. Use real time data to identify children and families with potential needs
2. Rapidly deploy supports to children and families experiencing vulnerabilities
3. Invest in youth development to ensure that all children in DeKalb county thrive
4. Measure results across services and sectors
**Phase 1: Co-design**

Identify the communities of focus, enlist the support of key partners, engage community members to inform project design, and arrange a project kick-off. Collaboratively select interventions and associated metrics.

**Phase 2: Launch**

Operationalize the plan completed in phase 1. Initiate data sharing protocols and direct delivery of services and supports to children and families in the county. Monthly and quarterly evaluations will be used to refine the model during the first year.

- Establish a comprehensive, cross-sector partnership
- Target school clusters in DeKalb communities
- Use education data to trigger assessment and investment
- Assess impact in students and families through CWB indicators
- Use data to refine model and identify new areas of focus

**Phase 3: Implementation**

Deliver the refined model with sustained funding over 3 years. This will include opportunities to bring the model to other locations in the county and expanded opportunities to leverage external resources. Annual evaluations will inform the overall project and culminate in a final assessment at the end of Year 4.
Peachcrest Elementary School
*School Counselor, Student Engagement Coach, Teachers, Parents, etc.
WE ARE ON OUR WAY!!

02.03.2020!
CALL TO ACTION FOR ARC

Communities across the region are struggling to understand if the housing they have will meet the needs of residents, both now and in the future.

- Communities and partners wrestling with housing issues turned to ARC for data, planning, and technical assistance.
- ARC creates housing working groups to provide a space for collaborations and partnerships.
- The Regional Economic Development strategy CATLYST identifies “healthy & housed” as a priority.
- ARC adopts ULI’s Affordable Atlanta framework and begins developing the Regional Housing Strategy.
A COLLABORATIVE PROCESS

The Metro Atlanta Housing Strategy is the result of extensive outreach and discussions with a broad audience of policy makers, local government officials, business and nonprofit leaders, and other important partners.
COLLECTIVE IMPACT STRATEGY

Strategic Framework:
- Increase Supply
- Preserve Affordable Supply
- Reduce Housing & Transportation Costs
- Expand Capital Resources
- Promote Housing Stability
- Develop Leadership
26.7%  
Units with Rent Below $800 (2012)

18.2%  
Units with Rent Below $800 (2017)

Source: Neighborhood Nexus, SOCDS
HOUSING TRENDS

Affordable vs Actual Rent
Atlanta MSA | 2013 to 2018

- Median MF Rent
- Median SF Rent

Affordable Rent*

* 30% of median monthly household income among renters
识别阿特兰大地区子市场的住房市场，这些子市场是……

- **GRANULAR ENOUGH**，有助于识别和优先考虑住房可负担性政策和策略，适用于当地和市政层面
- **GENERAL ENOUGH**，适用于区域性应用
- **EASILY UNDERSTANDABLE**，适用于各种利益相关者，包括社区成员、政府工作人员和当选官员
Housing Market Subareas

- Subarea 1
- Subarea 2
- Subarea 3
- Subarea 4
- Subarea 5
- Subarea 6
- Subarea 7
- Subarea 8
- Subarea 9
- Subarea 10
A Guide to Help Local Governments Understand Their Housing Challenges
and Explore Solutions through Actionable Strategies

Search by County or City

i.e., Cherokee or Sandy Springs

The approach:
The Metro Atlanta Housing Strategy provides detailed information and data about the region's housing market and offers a set of actionable steps that local communities can consider taking to address their housing issues.

The goal is to foster a greater mix of housing options in the region, reflective of each community's specific housing needs. Learn more

6 Primary Strategies
Each submarket is matched with strategies and related tactics that present options for local governments seeking to address their housing challenges. The strategies include:

- Increase housing supply
- Preserve affordable supply
Search by County or City

- **SUBMARKET 1**
  Higher-priced core neighborhoods
  Learn more

- **SUBMARKET 2**
  Higher-priced near core and employment corridor neighborhoods
  Learn more

- **SUBMARKET 3**
  Rapidly changing core neighborhoods experiencing the greatest increase in housing costs regionally
  Learn more

- **SUBMARKET 4**
  Lower-priced core neighborhoods vulnerable to increasing housing costs
  Learn more
DeKalb County

- **20% SUBMARKET 7**
  Suburban neighborhoods with lower-to-moderate-priced housing, biggest increase in renters [Learn more]

- **19% SUBMARKET 1**
  Higher-priced core neighborhoods [Learn more]

- **15% SUBMARKET 4**
  Lower-priced core neighborhoods vulnerable to increasing housing costs [Learn more]

- **15% SUBMARKET 8**
  Suburban neighborhoods with lowest-priced single-family homes, mix of renters and owners [Learn more]

- **13% SUBMARKET 2**
  Higher-priced near core and employment corridor neighborhoods [Learn more]

- **7% SUBMARKET 9**
  Lower-priced rural areas [Learn more]

- **5% SUBMARKET 6**
  Suburban neighborhoods with moderate-to-higher-priced housing [Learn more]
CITY SNAPSHOT

Median Home Sale Price (2018) $118,208
Change in Median Home Sale Price (2013-18) +70.80%
Home Sale Price Per Sq Ft (2018) $70.41 sq ft
Percent Change in Home Sale Price Per Sq Ft (2013-18) +66.60%
Median Building Area of Home Sales (2018) 1,626 sq ft

Data source: ARC analysis of Zillow’s ZTRAX home sale transactions, 2013 & 2018. Explore this data further in the DATA EXPLORER.
Submarket 7

Lower-priced suburban neighborhoods with both single-family owners and a large, rapidly-increasing number of single-family renters.

- Greatest increase in the proportion of renters of the added renter households since 2010; more than 2/3 were into single-family units
- Greatest decline in net ownership, having lost more than 14 thousand owner-occupied units since 2010
- Home sale price increases in this Submarket area are slightly below the regional average
- Second largest increase in poverty among the Submarkets

Top Strategies for Submarket 7

Increase Supply, Preserve Affordable Supply, Reduce Housing & Transportation Costs, Expand Capital Resources, Promote Housing Stability, Develop Leadership & Collaboration on Affordability

Increase Supply - Reduce Development Cost and Barriers

Address zoning and land use code that shapes development to provide housing options, including land use options, building sizes, building materials, building forms, parking, and more

- Implement zoning to allow for increases in residential density by reducing setbacks and minimum square footage requirements that support smaller lot sizes, duplexes, and triplexes, accessory units, multi-family development and micro-units. Explore further: EPA Report, Smart Growth Best Practices for Urban/Suburban Areas

Preserve Affordable Supply - Address Blight

Identify and address issues that lead to blight of neighborhoods.

- Conduct a recent property condition survey collecting parcel-level data focusing on vacancy status and various problem indicators; often usually physical markers and information. Explore further: Blight & Redevelopment Toolkit offered to members of the Georgia Municipal Association (GMA)

Promote Housing Stability - Promote Home Buying

Provide financial assistance and education to promote home buying.
The Metro Atlanta Housing Strategy features a detailed set of strategies and related tactics designed to improve the region’s housing options.

The strategies listed are not intended to be prescriptive. Rather, it is a guide to help any community grappling with their housing challenges start a conversation, navigate this important and complex issue and provide possible solutions to have thoughtful analysis and discussion about before implementing.

Strategies:

- **Increase Supply**
  Provide the necessary tools for developers to contribute to the supply of a variety of both market-rate and affordable housing units.

- **Preserve Affordable Supply**
  Ensure that housing units remain accessible to low- to moderate-income households.

- **Reduce Housing & Transportation Costs**
  Increase housing options near job centers and advance mobility options throughout the region.

- **Expand Capital Resources**
  Provide financial incentives and mechanisms to foster the creation and preservation of affordable housing units.

- **Promote Housing Stability**
  Strengthen the ability of families and individuals to stay, access, and afford the costs of housing in both ownership and rental.

- **Develop Leadership & Collaboration on Affordability**
  Promote and enable education, communication, and collaboration around housing issues.

Potential tactics:

- REDUCE DEVELOPMENT COST AND BARRIERS
- LEVERAGE PUBLIC LAND
- ESTABLISH POLICIES SUPPORTING AFFORDABLE HOUSING
- REUSE OF BUILDING AND LAND
- PROVIDE FINANCIAL INCENTIVES
- CREATE POLICY INCENTIVES
- COORDINATE ACROSS AGENCIES AND AMONG GOVERNMENTS
- ADDRESS BLIGHT
Strategies:

**Increase Supply**
Provide the necessary tools for developers to contribute to the supply of a variety of both market-rate and affordable housing units.

**Preserve Affordable Supply**
Ensure that housing units remain accessible to low- to moderate-income households.

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Strengthen the ability of families and individuals to stay, access, and afford the costs of housing in both ownership and rental.

**Develop Leadership & Collaboration on Affordability**
Promote and enable education, communication, and collaboration around housing issues.

Potential Tactics:

CREATE AND ATTRACT NEW FINANCING MECHANISMS

New funding mechanisms are needed to promote and incentivize the development and preservation of affordable housing.

- Provide gap funding for 4% LIHTC financing to enable the full utilization of 4% tax credit programs for acquisition and rehab of residential buildings.
- Create development capital program for small developers creating or rehabbing affordable units.
- Operate a collaborative funders table of public, private, and philanthropic partners that come together to swiftly coordinate and solve barriers enabling the environment for pipeline production and promotion of equitable development.
- Partner with property owners to determine financial need to maintain and improve property and cover property tax increases without increasing rental rates.
- Create a state, regional, and local Housing Trust fund with a dedicated revenue source.
- Support efforts to enact a State constitutional amendment to dedicate revenue to state housing trust fund.
- Support or join efforts to enact State enabling legislation that would expand revenue options available for cities, counties, and regions to dedicate to affordable housing programs.
Rapidly changing core neighborhoods experiencing the greatest increase in housing costs regionally.

Data Explorer

Data Mapper
WHAT’S NEXT FOR ARC?

PLANNING

DATA ANALYSIS

CONVENING

REGIONAL HOUSING STRATEGY
How Can You Help?

- Feedback on website (www.metroatlhousing.org) including identifying the need for more information and tools
- Share with other people interested in this conversation
- Participate in ARC outreach in 2020
Questions?

Erik Woodworth
Principal Data Analyst, Research & Analytics
Atlanta Regional Commission

ewoodworth@atlantaregional.org
Leveraging FHLBank Atlanta as Your Partner in Affordable Housing

ShaDonie Butler,
Community Investment Relationship Manager

February 11, 2020
FHLBanks Play a Key Role in Financial Services

FHLBank System

Provide products and services that help shareholder financial institutions manage their asset-liability and liquidity programs

Increase and expand the availability of funds for residential mortgage and community development lending nationwide
FHLBank System Overview

- FHLBank Atlanta is one of 11 district banks in the Federal Home Loan Bank System
- The FHLBanks are government-sponsored enterprises created by the Federal Home Loan Bank Act of 1932
- FHLBank Atlanta’s district includes Alabama, Florida, Georgia, Maryland, North Carolina, South Carolina, Virginia, and the District of Columbia
FHLBank Atlanta – Financial Highlights
September 30, 2019

- Total Assets: $150.9 billion
- Total Advances (loans): $102.5 billion
- Third Quarter Net Income: $76 million
- Retained Earnings: $2.1 billion
- Third Quarter 2019 Dividend: 6.05%
- Total Membership: 824 institutions
FHLBank Atlanta Shareholders
As of September 30, 2019

824 Total Shareholders

- 483 Commercial Banks
- 230 Credit Unions
- 37 Insurance Companies
- 65 Savings Banks
- 9 CDFIs
A Unique Offering to Shareholders and the Community

- Real estate finance “equity” enables residential development and/or rehabilitation
- Enable shareholders to grow business, reduce transactional risk, and achieve CRA regulatory objectives
- Capitalized via 10 percent of net earnings

AHP Competitive Program
- $760.5 million since 1990
  - 120,436 units
  - Leverage ratio = 1:14

AHP Homeowner Assistance Products
- $214 million since 1997
  - 31,958 units
  - Leverage ratio = 1:23

Data as of April 30, 2019
What are the AHP Homeowner Assistance Products?

- FHLBank Atlanta's Affordable Housing Program (AHP) homeowner assistance products provide matching funds for the purchase or disaster recovery rehabilitation of a home.

  Eligible homebuyers(s)/homeowner(s) include low- and moderate-income households.

  Can be used to reduce principal and assist in down payments, closing costs, and/or rehabilitation costs.

- Funds are provided to participating FHLBank Atlanta shareholders on a first-come, first-served basis.
AHP Homeowner Assistance Products

**Purchase Products**
- First-time Homebuyer Product
- Community Partners Product
- Foreclosure Recovery Product
- Veterans Purchase Product
- Returning Veterans Purchase Product

**Rehabilitation Products**
- Community Rebuild and Restore
First-time Homebuyer Product

Designed for first-time homebuyers

**Product Highlights¹:**

- Maximum subsidy is $5,000 per homebuyer
- The homebuyer contributes at least $1,000

Households must be at 80 percent or below Area Median Income (AMI) to qualify for any of the products listed here.
FHLBank Atlanta’s AHP Homeownership Assistance Products - Community Partners Product

Community Partners Product

Designed to assist those who help others as a profession including current or retired law enforcement officers, educators, healthcare workers, firefighters and other first responders

Product Highlights:
- Maximum subsidy is $7,500 per homebuyer
- The homebuyer contributes at least $1,000
- Available to first-time homebuyers or non-first-time homebuyers

Households must be at 80 percent or below Area Median Income (AMI) to qualify for any of the products listed here.
FHLBank Atlanta’s AHP Homeownership Assistance Products – Veterans Purchase Product

Veterans Purchase Product

Designed to assist those who are currently serving or have served in any branch of the U.S. military, or their surviving spouses

Product Highlights:

• Maximum subsidy is $7,500 per homebuyer
• No homebuyer contribution required

Households must be at 80 percent or below Area Median Income (AMI) to qualify for any of the products listed here.
Returning Veterans Purchase Product (RVPP)

Designed for homebuyers who are currently serving or have served in an overseas military intervention for any branch of the U.S. military, or their surviving spouses

**Product Highlights:**

- Maximum subsidy is $10,000 per homebuyer
- No homebuyer contribution required
## Community Partners Product

<table>
<thead>
<tr>
<th>Home Sales Price</th>
<th>$200,000</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Without AHP:</strong></td>
<td></td>
</tr>
<tr>
<td>Shareholder First Mortgage</td>
<td>$193,000</td>
</tr>
<tr>
<td>Homebuyer Contribution</td>
<td>$7,000</td>
</tr>
<tr>
<td>Seller Contribution</td>
<td>$6,000</td>
</tr>
<tr>
<td>Closing Costs</td>
<td>$6,000</td>
</tr>
<tr>
<td>Shareholder LTV without AHP (First Mortgage/Sales Price)</td>
<td>96.5%</td>
</tr>
</tbody>
</table>

| **With AHP:** |          |
| Shareholder First Mortgage | $185,500 |
| Homebuyers Matching Funds (4 to 1) | $7,000 |
| Seller Contribution | $6,000 |
| Closing Costs | $6,000 |
| AHP | $7,500 |
| Shareholder LTV with AHP (First Mortgage/Sales Price) | 92.8% |

## Returning Veterans Purchase Product

<table>
<thead>
<tr>
<th>Home Sales Price</th>
<th>$160,000</th>
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</thead>
<tbody>
<tr>
<td><strong>Without AHP:</strong></td>
<td></td>
</tr>
<tr>
<td>Shareholder First Mortgage</td>
<td>$160,000</td>
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<tr>
<td>Homebuyer Contribution</td>
<td>$0</td>
</tr>
<tr>
<td>State Housing Step Up</td>
<td>$4,800</td>
</tr>
<tr>
<td>Closing Costs</td>
<td>$4,800</td>
</tr>
<tr>
<td>Shareholder LTV without AHP (First Mortgage/Sales Price)</td>
<td>100%</td>
</tr>
</tbody>
</table>

| **With AHP:** |          |
| Shareholder First Mortgage | $150,000 |
| Homebuyer Contribution | $0 |
| State Housing Grant | $4,800 |
| Closing Costs | $4,800 |
| AHP | $10,000 |
| Shareholder LTV with AHP (First Mortgage/Sales Price) | 93.8% |

Households must be at 80 percent or below Area Median Income (AMI) to qualify for any of the products listed here.
Income Limits Calculator

Enter Calculation Criteria

Application Year: 2015 - Present
HUD Year: 2019
State: GA
County: DeKalb County
MSA: Atlanta-Sandy Springs-Marietta
Household Size: Please Select
Household Income: [Input field]
Maximum 80% Income: [Input field]
Household AMI%: [Input field]

AHP Income Limits

<table>
<thead>
<tr>
<th>Income Level</th>
<th>1 Person Household</th>
<th>2 Person Household</th>
<th>3 Person Household</th>
<th>4 Person Household</th>
<th>5 Person Household</th>
<th>6 Person Household</th>
<th>7 Person Household</th>
<th>8+ Person Household</th>
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<tbody>
<tr>
<td>80%</td>
<td>$44,650</td>
<td>$51,040</td>
<td>$57,440</td>
<td>$63,860</td>
<td>$70,280</td>
<td>$76,700</td>
<td>$83,120</td>
<td>$89,540</td>
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<tr>
<td>65%</td>
<td>$38,278</td>
<td>$44,700</td>
<td>$51,100</td>
<td>$57,520</td>
<td>$63,940</td>
<td>$70,360</td>
<td>$76,780</td>
<td>$83,200</td>
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<tr>
<td>50%</td>
<td>$31,906</td>
<td>$38,300</td>
<td>$44,700</td>
<td>$51,100</td>
<td>$57,500</td>
<td>$63,900</td>
<td>$70,300</td>
<td>$76,700</td>
</tr>
</tbody>
</table>

https://cis.fhlbatl.com/ahp/utilities.portal
Contact Us

 Relationship Management

 ShaDonte Butler
 AVP, Community Investment Business Development Manager
 404.888.8416
 sbutler@fhlbatl.com

 Contact us for more information
 Visit our website at www.fhlbatl.com