



Homeownership Center

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February 22, 2010

Alderman Joe Davis, Sr., Chair
Community and Economic Development Committee
City Hall, Room 205
200 E. Wells Street
Milwaukee, WI 53202

Dear Alderman Davis:

It was a pleasure to address the Community Economic Development Committee at today's meeting. I am appreciative of the time allowed to provide information on Housing Resources, Inc.'s 2009 Homebuyer/Homeownership programming and outcomes. Housing Resources, Inc. was founded in 1991 and has been HUD approved since 1998. HRI is a NeighborWorks® America chartered affiliate member. Our comprehensive services help buyers understand the purchase process, how to use credit responsibly, save and budget for homeownership, and provides them the critical skills they need to manage home equity. As you requested, following are the statistics mentioned in our presentation today:

2009 CDBG	Goals	Actual
Loans Closed	79	86
Education Seminars	24	23
Credit Counseled	156	175
New Clients Counseled	300	313

Total Homebuyer Education Seminar graduates: 652
Clients who received one-on-one counseling: 511

Families who purchased homes in the City of Milwaukee: 141
Total investment into Milwaukee neighborhoods: \$13,372,461
(investment of over \$12 million in loans, over \$732,000 in grant assistance and nearly \$513,000 in homebuyer's investment)

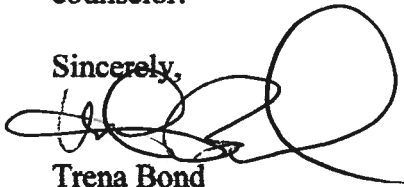
Included in our closed loans were 40 REOs that were purchased for loans totaling over \$2.7 million dollars, homebuyers' investment of over \$121,000 and grant assistance provided to these buyers in the amount of nearly \$307,000 (including NSP funds). This brought \$3,173,994 investment back into the neighborhoods by these REOs (purchased by owner-occupants) being put back into the tax base.

Other efforts leveraged from the CDBG homebuyer education allocation to HRI include the Healthy Neighborhood Tour of Homes (now an annual event). Partners in this collaborative effort include the Greater Milwaukee Foundation and lead agency/community based organizations for each of Milwaukee's 9 Healthy Neighborhoods. In 2009, 425 buyers participated in the Tour of Homes that occurred in Milwaukee's designated Healthy Neighborhoods. Of the 53 homes toured, 13 were sold to owner-occupants; 17 REOs were purchased by owner-occupants; and 18 on-the-market homes were sold to owner-occupants. Eighty-eight percent of Tour of Homes participants felt that the Healthy Neighborhoods they toured would be an excellent choice for home buyers and that the neighborhood was "nicer" than they thought it would be compared to pre-tour perception ratings of only 36% thinking the neighborhood would be an excellent choice for homebuyers.

HRI also worked one-on-one with 370 homeowners who needed assistance to avoid foreclosure. Ninety-nine percent of families that HRI assisted had not received homebuyer education prior to purchasing their home. Others facing foreclosure who did receive homebuyer education prior to the purchase of their homes were in foreclosure due to loss of a job or other income.

HRI's client base is: 88% LMI; 63% African-American; 23% Hispanic; 1% Asian; and 1% Native American. We continue to expand our market by conducting community outreach. This year we have expanded our reach to include the Asian home purchase market by hiring a counselor.

Sincerely,

A handwritten signature in black ink, appearing to read 'Trena Bond', with a large circular flourish at the end.

Trena Bond
Executive Director

c: Alderman Willie Wade