STRONG NEIGHBORHOODS HOUSING FUND

BRIDGING THE GAP

Administered by

Delaware State Housing Authority

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Program guidelines, application materials and forms may be accessed by going to Destatehousing.com

If you need language assistance to understand this document and/or any other DSHA housing assistance program, please call 302-739-4263.

Si usted necesita asistencia en español para entender este documento, o algún otro programa de asistencia de vivienda de DSHA, por favor llame al 302-739-4263.

Delaware State Housing Authority
DSHA

18 The Green, Dover, DE 19901

BACKGROUND

Initially created and funded in FY15 through settlement money resulting from the 2008 foreclosure crisis, the Strong Neighborhood Housing Fund (SNHF) was designed to stabilize neighborhoods most severely impacted. The program established SNHF target areas; by 2019, property values had successfully stabilized and increased in several target areas, so DSHA expanded the target areas and added Qualified Census Tracks (QCTs) to the eligible target areas.

Prior to 2021, SNHF supported the redevelopment of approximately 200 properties with $10MM in construction grant funding, The program was inactive from 2021 and 2025 due to COVID and COVID response American Rescue Plan (ARPA) funded programming. DSHA's relaunch of the SNHF includes significant changes to better support the current needs of the state and development climate, offering more robust support for the creation of single-family homeownership opportunities for households at or below 120% AMI and expanding target areas to better support a more comprehensive community growth strategy. This is achieved by creating separate program tracks utilizing the SNHF dollars to address multiple aspects of the single-family housing development process.

PROGRAM DETAILS

Bridging The Gap will provide sales gap subsidy funding to support developers who are working in eligible target areas when the cost of development exceeds the resale value of the property.

Eligible Applicant/Developer Criteria

Applicants or Developers choosing this option must be in business for the sole purpose of developing affordable housing and will be required to provide entity formation documents as part of the application requirements. NOTE: The term "Applicant" and "Developer" may be used interchangeably for purposes of these guidelines.

- Eligible Applicants: 501(C)(3) non-profit housing developers and for-profit developers able to self-fund or secure construction financing. Applicants may be a corporate entity, partner, or individual.
- Applicants must demonstrate:
    - 3 years of relevant experience in new construction and/or renovation of single-family homes; and
    - successful completion of at least **10** development projects.
- Priority will be given to Applicants:
    - with experience working in the neighborhoods where the project is proposed; and
    - committing to hiring local labor.

- Applicants must demonstrate ability to either:
    - Fully self-fund the construction of the project; or
    - Secure independent construction financing without reliance on DSHA funding.

Applicant is responsible for initiating and controlling a real estate development project. This includes overseeing all phases of the development process including acquisition, design, construction, and final sale to an eligible homeowner.

Eligible Project Criteria

- New construction of single-family homes intended for sale to eligible homeowners.
- Renovation/Rehabilitation of existing single-family homes to improve habitability, safety, and market readiness for sale to eligible homeowners.
- Acquisition, demolition, and new construction of blighted or substandard housing that is made available for sale to eligible homeowners.
- Projects cannot be more than 15% commenced at the time of application. If construction has commence at time of application, applicant must document estimated percentage completion as part of the application submission. DSHA reserves the right to determine eligibility.

Eligible Property Criteria

Properties located in QCTs and Downtown Development Districts (DDDs) are eligible to participate. DSHA may, at its sole discretion, consider applications outside of these target areas in highly distressed neighborhoods suffering from high levels of vacancy and abandonment where strategies should be focused on stabilizing neighborhoods through reducing vacancy and promoting increased homeownership.

Properties must:

- Show clear evidence of vacancy or abandonment, such as utility shut-offs, code violations, or lack of active use and/or have been unoccupied for a minimum of one year as the date of application submission.
- Be located on its own individual parcel (i.e., no condos, duplexes, etc.).

Priority will be given to applications that aggregate multiple properties in geographic proximity and contribute to a broader neighborhood revitalization.

Eligible Homebuyer Criteria

Properties renovated through this program will be offered exclusively for purchase by owner-occupants. Eligible homebuyers must have household incomes at or below 120% of the Area Median Income (AMI).

Eligible homebuyers will execute a Grant Restriction Agreement (GRA) at the time of settlement equal to the total amount of the sales gap subsidy and mortgage subsidy assistance. The GRA will be for a period of 5-years. Each year of compliance will reduce the outstanding obligation proportionally. At the end of the term, provided all compliance requirements have been met, the full amount will be forgiven and the GRA released.

Per Unit Maximum Award

Properties must be sold to households at or below 120% of AMI. Up to $100,000 is available to bridge the gap between construction costs and market sales price of each homeownership unit. Additionally, eligible households may receive additional mortgage subsidies based on their income level:

Household Income (AMI)	Mortgage Subsidy Amount
81-100% of AMI	Up to $10,000
< 80% of AMI	Up to $20,000

Final sales gap subsidy amounts will be determined based on demonstrated final eligible construction expenditures and sales price. Final mortgage subsidy amount will be determined based on demonstrated household income.

In the event sales price exceeds construction costs, final sales price calculation will be based off the lower of the appraisal or sales price.

Eligible Program Costs

Each property selected for renovation or construction must have clearly defined scope of work that aligns with the standards outlined in Appendix A: Minimum Construction and Energy Standards. The scope must ensure:

- Compliance with all renovation and construction benchmarks necessary to deliver a safe, durable, and energy-efficient home.
- Budget alignment that is sufficient to fully execute the identified scope without compromising quality or standard.
- Homeownership viability, meaning the completed property will offer a sustainable, high-quality opportunity for long-term homeownership.

Eligible costs include:

- Costs typically referred to as “hard costs” or “brick-and-mortar costs” directly related to the physical construction or rehabilitation of a building’s structure (building envelope and interior).
- Costs associated with residential appliances/equipment.
- Costs associated with site improvements.
- Demolition of a primary building when replaced with a new building. This may include costs to secure the site while working through the acquisition process such as temporary fencing or boarding up properties; demolition costs associated with the removal of the eligible property; and remediation and disposal activities (such as lead and asbestos testing and remediation, dust suppression, etc.) are eligible, but all activities must be fully detailed and estimated by a qualified environmental firm and completed by licensed remediation contractors.
- Costs typically referred to as “soft costs” indirectly related to the physical construction of a building.

- Closing costs (capped at 5%).
- Broker's fee (capped at the lesser of 4% or the amount on the settlement statement).
- Developer fee is permitted under the program. The fee must not exceed the lesser of:
    - 15% of total development costs, or
    - $15,000 per property

Ineligible costs include:

- Costs generally chargeable to furniture, fixtures and equipment (FF&E).
- Costs paid or to be paid by an insurance claim up to the amount of the claim.
- General maintenance, repairs and service calls.
- Purchase of tools and construction equipment and rental of small tools.
- Computer network installation and related equipment. ***Excludes*** permanent wiring installed within walls or ceiling structures.
- Playground equipment and swimming pools.
- Site work and site improvements, unless otherwise defined as eligible.
- Outstanding fees due and payable to the municipality including, but not limited to, water, sewer, taxes, and/or vacancy fees.
- Any work completed by unlicensed contractors.

Please refer to the Subsidy Calculation Worksheet for additional information on eligible costs.

APPLICATION INFORMATION

DSHA will begin accepting reservation applications on **July 15, 2026**.

- DSHA will accept reservation applications on a rolling basis beginning on July 15 of each calendar year through May 30 of the following calendar year (e.g. July 15, 2026 – May 30, 2027) as long as funding is available.
- Applicants must submit a completed application along with the required attachments to DSHA. See Appendix B for additional information.
- Application submissions are limited to 5 properties. Properties must be in proximity to one another (e.g. contiguous parcels or properties located on the same block).
- Application must include:
    - A scope which outlines the minimum construction standards and eligible/ineligible costs as identified in Appendix A.
    - Completed application and supporting documentation as identified in Appendix B.
    - Subsidy Calculation Worksheet.
    - Project timeline. Total construction completion and sale period cannot exceed 18 months.
- DSHA will evaluate submitted project applications for compliance with program standards and financial feasibility requirements prior to funding approval.
- DSHA will review funding requests and issue an award reservation for the estimated amount of the sales-gap subsidy up to $100,000. This will serve as a preliminary commitment of funding.

- Applicants are responsible for advertising homes for sale and securing a homebuyer to receive the sales gap subsidy.
- Applicants are responsible for determining the market sales price of the house and must be approved by DSHA for sales gap subsidy calculation.

Subsidy Award

DSHA must approve and issue sales gap subsidy reservations prior to the start of construction. Disbursement of the subsidy will occur at homebuyer closing, contingent upon full compliance with all program requirements and the sale of the home to an eligible homebuyer.

The following documents must be provided by the Developer to DSHA no later than 30 days prior to the buyer closing on the property. Failure to provide any one of the following documents may result in the Reservation being rescinded.

- Draft Purchase Contract
- Final Total Development Cost Documents (Final Subsidy Calculation Worksheet)
- Certificate of Occupancy
- Developer's Form W-9

Final release of funding will be contingent on DSHA's receipt of the fully executed GRA.

REVIEWS AND APPROVALS

Inspections

Developers must follow all permit and inspection requirements of the governing jurisdiction to be eligible for grant. Developers should contact the municipality's inspection department for assistance. Developers are responsible for obtaining all necessary approvals prior to commencing any activities (DNREC, DelDOT, SHPO, permits, etc.).

DSHA will perform inspections for our purposes ***only***. A DSHA inspector will perform a physical inspection of the property to determine:

- Parcel location
- Conformity with scope of work submitted at application
- Completion of all municipal, county or governmental agency inspections
- Project completeness
- Verification performed work supports documentation of Subsidy Calculation Worksheet

General Contractor Requirements

The General Contractor (GC) is defined as the entity that contracts for and assumes responsibility for completing a construction project, and hires, supervises and pays all subcontractors. The GC will submit draws to the Developer for reimbursement. A valid written contract or agreement must be in place between the Developer and the GC and made available to DSHA at grant application or upon request.

Licensing Requirements for All Contractors

- Contractors are required to be registered with and hold a business license from Delaware's Division of Revenue and be properly insured and bonded. Additionally, the license must be in effect during the time the work was performed. Licensing requirement inquiries should be addressed to Delaware's Division of Revenue.
- Applicants are required to submit copies of DE business licenses for the general contractor at time of application.
- Labor and materials for work performed by unlicensed contractors or individuals are ineligible for inclusion in the Final Subsidy Calculation Worksheet.

Environment Requirements

Licensed Environmental Professional: Developers must hire a third-party, licensed environmental professional to conduct reviews when necessary. These may include:

- Asbestos analysis
- Lead analysis
- Radon analysis
- Water quality analysis

Developer must complete environmental testing as required. Testing may include:

- **Preliminary Environmental Assessment (PEA) -** Also known as a Transaction Screening (ASTM-1528-22). This is used to determine if a Phase I Environmental Site Assessment (ESA) is needed; if no concerns are found, no further assessment is required. If concerns are found, then a Phase I ESA is required.
- **Phase I ESA:** Follows ASTM E1527-21 standards and provides a more comprehensive investigation of environmental risks.
- DSHA will accept the **HUD Environmental Assessment** under **24 CFR Part 58** as a substitute for the PEA (if applicable). This regulation outlines procedures for entities assuming HUD environmental responsibilities and includes documentation, review processes, and requirements for releasing funds.

Payment Requirements

DSHA may request proof of payment for eligible program costs.

- Cash payments for eligible activities are **not** permitted.
- All payments must be made within 15 days following the issuance of the final Certificate of Occupancy (CO) or final Certificate of Compliance (C of C) issued by the municipality to be included in Final Subsidy Calculation Worksheet.

OTHER PROGRAM REQUIREMENTS

Exclusions of the Program

While DSHA encourages the use of ***Bridging the Gap*** in the DDDs, the DDD program **cannot** be layered with the program or other programming tracks under the SNHF.

- Applicants are ineligible if they possess an Identity of Interest (IOI) ownership (as defined by DSHA) in projects that are funded in whole or in part with DSHA-controlled financing and are in non-compliance with DSHA program guidelines.
    - DSHA defines IOI as it relates to the QRPI as an affiliate and/or related party that: (i) has a spousal or family relationship, parent-subsidiary relationship, or where owners, officers, directors, partners, stockholders or members of one business entity have a five percent (5%) or more interest in the other business entity; or (ii) where a substantial relationship exists between the parties directly or indirectly through (a) common family, (b) common general partners or members, (c) common control of the entities, or (d) the person or entity is otherwise controlled in whole, or in part, by the other person or entity.
- Properties are ineligible if they have been funded in whole or in part with DSHA-controlled financing within the last 7 years and/or have an active recorded affordability restriction.

Fair Housing

Applicants agree to affirmatively further fair housing and comply with the provisions of all applicable federal, state and local law prohibiting discrimination including, but not limited to, Title VI of the Civil Rights Act of 1964 as amended.

Federal and State Americans with Disabilities Act (ADA) Standards

Applicants are required to comply with ADA Standards. Investment projects that do **not** adhere to these standards may be deemed **ineligible** for rebate. Please contact your state and/or local municipality's Inspection and Planning department to determine if any accessibility improvements are required.

Internal Revenue Services (IRS) Reporting

Applicants are required to complete, sign and submit an IRS Form W-9, Request for Taxpayer Identification Number and Certification, to DSHA when applying for a grant. The W-9 "Name" must match the developer/applicant.

DSHA is required to report payments of $600 or more during a tax year made to developers to the IRS using the information return Form 1099-MISC.

The Delaware Freedom of Information Act (FOIA)
By submitting a ***Bridging the Gap*** Application, the applicant acknowledges and agrees that the Application shall be deemed a “public record” for the purposes of the Delaware Freedom of Information Act (“FOIA”), codified at 29 Del. C. §§ 10001 - 10005.

If information included in an application is exempt from disclosure, such as trade secrets, commercial, or financial information of a privileged or confidential nature, DSHA will protect such information from disclosure to the extent permitted by § 10002(g)(2) of the FOIA. DSHA shall determine in its discretion whether application material is exempt from disclosure. Applicant acknowledges and agrees that any portion of the application which is determined by DSHA to not constitute confidential financial, or trade secret information exempt from disclosure under FOIA shall be subject to public examination and copying.

It is the policy of DSHA not to release to any third party any application materials until after the ranking of projects, and allocation of Reservations funds have been announced, or a grant has been disbursed. DSHA expressly reserves its authority to withhold all such information from third party requests pending the completion of the review and ranking process, to the extent permitted by the FOIA. DSHA will endeavor to respond to FOIA requests for application materials as promptly as possible, and absent unusual circumstances, will release to any requesting party public documents related to application materials within 15 days of a written request. All requests should be made at **DSHA_FOIACoordinator@delaware.gov**.

APPENDIX A – MINIMUM CONSTRUCTION AND ENERGY STANDARDS

OVERVIEW

The Delaware State Housing Authority (DSHA) has established Minimum Construction Standards for the development of homeownership units. DSHA may inspect units during the construction process to ensure that all applicable standards are met. Any deviation from these standards must be pre-approved by DSHA in writing.

MINIMUM CONSTRUCTION STANDARDS

Bathrooms: Exhaust fans shall meet building code air exchange requirements. DSHA suggests the use of Energy Star rated products that have timers that assist in meeting air exchange requirements and single piece bathtub/shower units to eliminate a caulk joint.

Doors: All entry doors shall have a "frame saver" rot-proof door frame and shall meet applicable energy code requirements.

Electrical Fixtures: Fixtures should meet energy star requirements. DSHA suggests the use of LED fixtures, since they generally provide a pay back with annual cost savings.

Energy-Efficiency: Energy Star appliances, products and best practice methods similar to Energy Star Certified Home, as amended, shall be used when applicable in constructing and/or rehabilitating the structure. Consider third-party verification testing to assess the energy-efficiency of the structure (air-sealing).

Environmental Issues: <u>All</u> environmental issues shall be addressed (i.e. asbestos, lead-based paint, radon and mold).

Equipment/Appliances: All appliances shall be ordered "pre-wired" for direct plug-in to outlet. This will eliminate the need to use a Master electrician for appliance installation (i.e. dishwasher, electric stoves, and garbage disposals). Dryer vents shall be exhausted to the exterior per code.

Exterior Surfaces: Maintenance free building materials shall be used for all exterior surfaces.

Insulation: Insulation shall meet local building code requirements.

Interior Finishes: Choice of flooring (i.e. carpet, vinyl flooring, ceramic tile, and pre-engineered flooring products) shall be determined by developer/homebuyer. If using vinyl flooring products, DSHA suggests the use of products labeled "pure vinyl", since some products made outside the USA have been known to use heavy metals in the manufacturing process.

Kitchen: All cabinetry shall be made of solid wood construction (combination of hardwood/plywood allowable, no particle board).

Landscaping: A minimum of $500 per unit shall be spent on landscaping for new construction projects. The use of drought resistant and minimal water consumption landscaping is preferred.

Roofing: Shingles shall have a minimum of 30-year warranty and meet all applicable wind code requirements. The use of standard or architectural style shingles shall be the developer/homebuyer’s choice. For Rehab projects, old shingles must be removed prior to the installation of new shingles. A second layer of shingle generally voids the new shingle warranty and adds additional weight to the structure.

Vinyl Siding: All siding shall have a minimum thickness of 0.044 inches. The profile style of the siding (Dutch Lap, Carolina Bead, etc.) may be determined by the developer/homebuyer.

Windows: All windows shall be thermal insulated with a minimum “U” value of 0.33 or better. Windows must meet all egress codes.

MINIMUM ENERGY STANDARDS

- ***All appliances will be Energy Star with pre-wired power source.***
- ***Energy Star qualified heat pump, furnace, air conditioning and/or ventilation equipment***
- ***High-efficiency HVAC units with a furnace efficiency of 90% or greater. Minimum SEER 14%.***
- ***High-efficiency air filters for mechanical blower units***
- ***Hot water heating shall have a minimum Energy Factor between 0.82 and 0.91 EF.***
- ***Minimum warranty period 5 years***
- ***Energy Star qualified windows or windows rated by the national Fenestration Rating Council with a UFactor greater than 0.33.***
- ***Slider windows not allowed***
- ***Windows must meet all egress codes***
- ***Insulation shall meet all applicable codes for new construction and rehabilitation.***
- ***Energy Star qualified doors with a U-Factor greater than 0.33.***
- ***Non-mercury programmable thermostats***
- ***Energy Star qualified lighting***
- ***Showerheads rated 2.0 GPM or less***
- ***Faucet aerators rated 0.5 GPM or less***

Documentation must be made available to DSHA upon inspection and/or request.

APPENDIX B – APPLICATION CHECKLIST

BRIDGING THE GAP

Application Checklist

I certify the following:

☐ A copy of our certified Property Condition Report has been submitted with this application

☐ We understand and will comply with DSHA minimum construction standards listed in Appendix A of the guidelines

☐ We understand and will comply with DSHA minimum energy standards listed in Appendix A of the guidelines

☐ We understand that projects in this program will undergo the standard environmental review procedures dictated by the sources of funding used in the project and which apply to the renovation of single-family homes

☐ We understand and agree to affirmatively further fair housing and comply with the provisions of all applicable laws prohibiting discrimination including, but not limited to, Title VI of the Civil Rights Act of 1964 as amended

☐ A copy of the parcel eligibility form has been submitted with this application

☐ The proposed as intended project meets zoning requirements

☐ A copy of our entity formation documents have been submitted with this application

☐ A list of completed development projects from the last 3 years has been submitted with this application

☐ We certify that the organization has a minimum of 3 years' experience developing properties for sale

☐ If the property is in a 100-year flood zone, we agree to disclose the additional insurance requirements to the buyer (Please check the box even if not applicable).

☐ We agree to put forth due diligence in marketing to and obtaining eligible homebuyers for the project(s).

☐ We agree to inform the homebuyer of the 5-year retention period.

Signature: Click or tap here to enter text.

Full Name:Click or tap here to enter text. Date: Click or tap here to enter text.

Please ensure all attachments are included with your electronic application submission. Additional information is provided in each section regarding specific details required. Each document should be clearly labeled with the number referenced below. Condition reports, parcel eligibility forms, photos, maps, and other property specific documents should be included for each property listed in the application.

☐	1. Signed Application Cover Page with Certifications
☐	2. Completed Application (this document)
☐	3. Subsidy Worksheet
☐	4. Certified Property Condition Report
☐	5. Parcel Eligibility Form
☐	6. Photos, schematic drawings, elevation, floor plan, etc.
☐	7. Map of the Property(s)
☐	8. SOW Supporting Documentation
☐	9. Condition, Use, and Zoning Supporting Documentation and Photos
☐	10. Entity Formation Documents
☐	11. List of Completed Development Projects from the Last 5 Years
☐	12. Bio/Resumes of key Management/Board
☐	13. Organizational Chart
☐	14. Financials for most recent 3 years to demonstrate available funds for construction
☐	15. Home Sales Price Supporting Documentation (sales comps info, photos, descriptions)

Applicant Information

Date	Click or tap here to enter text.
Name of Organization	Click or tap here to enter text.
Organization Website	Click or tap here to enter text.
Organization Address	Click or tap here to enter text.
Federal Tax ID/EIN	Click or tap here to enter text.
City	Click or tap here to enter text.
State	Click or tap here to enter text.
Zip Code	Click or tap here to enter text.
Date Incorporated	Click or tap here to enter text.

Point of Contact

Name	Click or tap here to enter text.
Title	Click or tap here to enter text.
Phone	Click or tap here to enter text.
Email	Click or tap here to enter text.

Financing Need (As reflected in the subsidy worksheet)

Dollar Amount Requested	Click or tap here to enter text.
Total Project Cost	Click or tap here to enter text.
Other funding sources	Click or tap here to enter text.

Project Description

Describe the location of the proposed property(s). Attach a map showing the location of the proposed property(s). For multiple properties, the map should show their relationship to one another.	Click or tap here to enter text.
Include any information about other revitalization work in the target area undertaken by the applicant or other groups.	Click or tap here to enter text.
Please explain how the project fits into the broader community development strategy and how it will have a meaningful impact on the area.	Click or tap here to enter text.

Describe any prior experience working in the neighborhood(s) where project is proposed and any commitment to local hiring.	Click or tap here to enter text.

Project Details

Briefly describe specifics on the scope of work including: • Type of construction (demo, new construction, rehab, etc.) • Materials used for exterior structure • Unit details (# bedrooms, bathrooms, stories, floor plan, etc.) Attach supporting documentation prepared by a building professional.	Click or tap here to enter text.
Description of current condition, use, zoning, etc. Attach supporting documentation prepared by a building professional as well as photographs.	Click or tap here to enter text.
If multiple properties are within the project, provide details on project plan including phases of construction, timeline, priorities, etc.	Click or tap here to enter text.

Describe any energy efficiencies or quality standards to be used as well as the project amenities and how they compare with other housing being developed within the market area.	Click or tap here to enter text.
Anticipated construction start date	Click or tap here to enter text.
Anticipated construction end date	Click or tap here to enter text.
Anticipated sale date	Click or tap here to enter text.
Number of jobs created by developer	Click or tap here to enter text.

Development Team

Developer	Click or tap here to enter text.
Architect	Click or tap here to enter text.
Engineer	Click or tap here to enter text.
General Contractor	Click or tap here to enter text.
Sub-Contractor(s) & specialty	Click or tap here to enter text.
Appraiser	Click or tap here to enter text.
Attorney	Click or tap here to enter text.
Other	Click or tap here to enter text.

Project Addresses (Please attach additional pages as necessary.)

Property 1:

Street	Click or tap here to enter text.
City, State	Click or tap here to enter text.
Zip Code	Click or tap here to enter text.
Census Tract or DSHA Strong Neighborhoods Area*	Click or tap here to enter text.

Property 2:

Street	Click or tap here to enter text.
City, State	Click or tap here to enter text.
Zip Code	Click or tap here to enter text.
Census Tract or DSHA Strong Neighborhoods Area*	Click or tap here to enter text.

Property 3:

Street	Click or tap here to enter text.
City, State	Click or tap here to enter text.
Zip Code	Click or tap here to enter text.
Census Tract or DSHA Strong Neighborhoods Area*	Click or tap here to enter text.

Property 4:

Street	Click or tap here to enter text.
City, State	Click or tap here to enter text.
Zip Code	Click or tap here to enter text.
Census Tract or DDD*	Click or tap here to enter text.

Property 5:

Street	Click or tap here to enter text.
City, State	Click or tap here to enter text.
Zip Code	Click or tap here to enter text.
Census Tract or DSHA Strong Neighborhoods Area*	Click or tap here to enter text.

*Qualified Census Tract (QCT) - A Census tract, as defined in Section 42(d)(5)(C) of the Code and designated by the Secretary of HUD, in which 50% or more of households have an income less than 60% of median gross income or in which there exists a poverty rate of 25% or greater, as shown on this map.
*Property included with a defined Downtown Development District boundary

Home Sales

Describe and provide supporting documentation that the proposed home sale price is supportable in the market for the target neighborhood. Include comparable home sales, if available.	Click or tap here to enter text.
Describe the marketing strategy to find program eligible homebuyers. Identify if you have connected with a HUD-certified homeownership counseling agency partner and/or local realtors. Briefly describe their and/or your experience working in the community. Include contact information and responsibilities of each party. If applicable, include information about your pipeline of homebuyers.	Click or tap here to enter text.
If mortgage will be provided by your organization, please describe your mortgage program, terms and how this information is provided to your prospective homebuyers.	Click or tap here to enter text.