



What *Our House* Homeowners Give & Get

What *Our House* Gives You

1. The opportunity to become a homeowner.

Homeownership can promote positive outcomes for your family by having stability and a financial investment.

2. A much smaller mortgage payment & down payment than if you tried to buy the same home in the market.

Our House invests equity in your home that equals about 25% of the home's value. This means you do not need as large of a mortgage loan or down payment. Plus, you may not need mortgage insurance. Because the *Our House* investment is so large, you can potentially buy more house or a higher quality home, live in a neighborhood that would be difficult to afford, or get a more affordable mortgage.

3. A partner who is invested in your success as a homeowner.

The Housing Fund is your partner. We are invested in your success as a homeowner. We will provide:

a. **Free financial consulting** about obtaining a safe and sound mortgage loan, advice about refinancing or home equity loans, and assistance with budgeting.

b. **Support and services to help you avoid negative outcomes** like defaulting on your mortgage, foreclosing, or losing money if home values decline.

c. **Assistance to sell your home.** We will help you sell your home when you're ready. The Housing Fund will probably buy the home back from you (which means your home will not sit on the market until you find a buyer), or we will market your home and try to find a buyer. This also means that you are less likely to have expensive realtor costs.

4. A partner who is invested in your home.

The Housing Fund has invested in you and your home, so we care that your property is well maintained. To help you keep up with home repairs and maintenance, we plan to offer support for some repairs and maintenance.

5. A chance to pay it forward.

The Housing Fund leaves our investment in the home after you sell to help the next buyer. Your participation helps these homes stay permanently affordable for the community and gives back to future generations.

FREQUENTLY ASKED QUESTIONS

Is this some risky mortgage product?

No. We designed this program in response to the devastating outcomes of predatory lending and the foreclosure crisis. Research has found that programs like these are safer than market homeownership for low-income households.

Are these homes poorer quality?

No. In fact, The Housing Fund or our homebuyers purchase homes in the market and fix them up. Sometimes, we build new energy-efficient homes.

Can I leave my home to my children?

Your children or others may inherit the home or its value.

Can I make capital improvements?

Yes. If you want to do something big and expensive, you will need to check with us.

What *Our House* Asks of You

1. You share the appreciation with The Housing Fund when you sell.

This is in return for owning a home that you would not have been able to afford on your own. This is the moment, where some people say, “Hey, wait a minute, I don’t want to share *my* profit!” But it’s important to realize why this makes sense and why we ask this from you (see box below). Ultimately, sharing the appreciation helps future generations have the same opportunities that *Our House* gave you.

2. You agree to have a quiet, but not a silent, partner.

Like all homeowners, you deserve respect, privacy, and autonomy. We might have to get involved during extreme circumstances, such as disrespecting one’s home or community, being unable to continue to afford one’s home, or hitting financial hardship. We are still your partner—even in tough times—so our goal is to help you find solutions and resolve problems. In order to make sure that we have the same expectations about our partnership, you will sign a legal agreement with The Housing Fund before purchase.

3. You will pay a \$35 monthly program fee.

It takes resources to manage *Our House* homes and help current or prospective homeowners. In return for your fee, you can call upon us for guidance and support during your experience owning the home. We also provide assistance for certain home repairs. If you bought in the private market, you would likely pay for mortgage insurance, but the *Our House* investment makes this expense unnecessary (so the program fee doesn’t really add an expense).

4. You must complete homebuyer education and *Our House* education sessions.

Buying a home is complicated and *Our House* is unique, so we require you to complete 8-hours of homebuyer education and a 2-hour *Our House* education session. We have no interest in selling you an *Our House* home if you do not think that the benefits outweigh the costs. Educational sessions are meant to help you make an educated decision.

WHY ARE YOU ASKING ME TO SHARE THE HOME’S APPRECIATION?

- A. The appreciation isn’t really just *your* profit since *we* also have “skin in the game” (the *Our House* investment).
- B. Since we agree to share some of the risks and costs of homeownership with you, you agree to share some of the gains with us.
- C. We are a non-profit, so we aren’t profiting from our share of appreciation. Instead, we can use it to increase the *Our House* investment we give to the next buyer. That way, as the home increases in value so does the *Our House* investment. This is how we ensure that the home stays affordable for buyer after buyer.

HOW DO WE SHARE THE APPRECIATION?

If you own the home for...	You get this percentage of the appreciation:
0-3 years	25%
3-30 years	50%
30+ years	100%

Interested?

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