

STABILIZING DISTRESSED & VACANT PROPERTIES



Community Investment Corporation

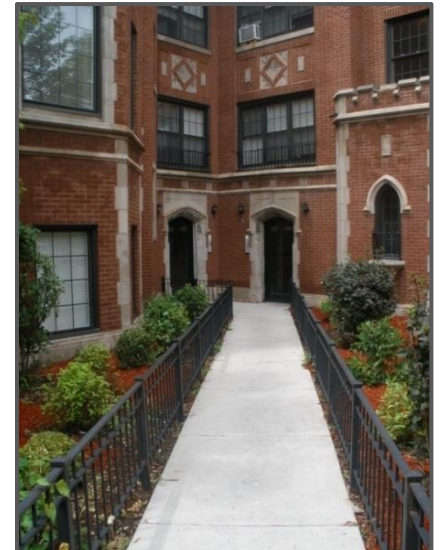
- Chicago's leading multifamily rehab lender
- Mission: To be the leading force in neighborhood revitalization through innovative financial programs
- Preservation of rental housing is the core business of CIC
- CIC is also a Federal Home Loan Bank of Chicago Member & CDFI



Community Investment Corporation

Since 1984

- \$1.2 Billion in multifamily loans
- 2,000 loans
- 55,000 units for 130,000 people
- Current portfolio: \$254 million



CIC Complementary Programs

- **Property Management Training (1998)**
Training for landlords and managers
- **CII Troubled Buildings Initiative (TBI) (2003)**
Targeted enforcement efforts through Receivership
and direct intervention with building owners (CDBG Funds)
- **The Preservation Compact (2007)**
Policy Forum to preserve affordable rental housing
- **Condo Deconversion Program (2010)**
Deconvert distressed condo units for conversion to rental housing
State of Illinois Condominium Property Act
- **Energy Savers (2012)**
Low interest financing to reduce energy costs
- **Acquisition/Disposition of Troubled Properties (2013)**
 - Multifamily Program
 - 1-4 Unit Program - \$26 million loan pool for investor owned 1-4 unit properties

Targeted Community Development

- In 2011 - City of Chicago partnership within 13 targeted micro market community areas throughout city (MMRP)
- Our lead target area is within the Woodlawn Community
- Focused our existing resources to influence change and preserve housing in the community



Woodlawn Community Area

- Woodlawn is a predominately mixed-income African-American community on the south-east side of Chicago
- The community is located on Chicago's lakefront – 8 miles from the city's downtown loop area
- The area has a solid housing stock
- Area has struggled to capitalize on its location and amenities for many years
- Woodlawn has been an area that CIC has focused on for several years, in part due to the area's potential and longstanding community involvement of its residents



Multi-Family Intervention Efforts: Woodlawn




CIC Intervention
 Highlighting 7 properties
 See corresponding
 addresses for brief
 description.


CIC Intervention


CIC Intervention
 Grove Parc
 Redevelopment

Single Family/1- 4 Unit Intervention Efforts: Woodlawn



CIC's role in Renew Woodlawn

- In partnership with the City of Chicago, Cook County, Preservation of Affordable Housing (POAH), National Community Stabilization Trust (NCST) & NHS of Chicago
- CIC is now turning its attention from rental housing to a home ownership initiative with NHS of Chicago
- CIC is responsible for the acquisitions and dispositions of the 1-4 unit properties within the Woodlawn Community
- Consistently monitoring the overall Woodlawn community market
- Acquire 1-4 unit properties that would be ideal for neighborhood stabilization and homeownership

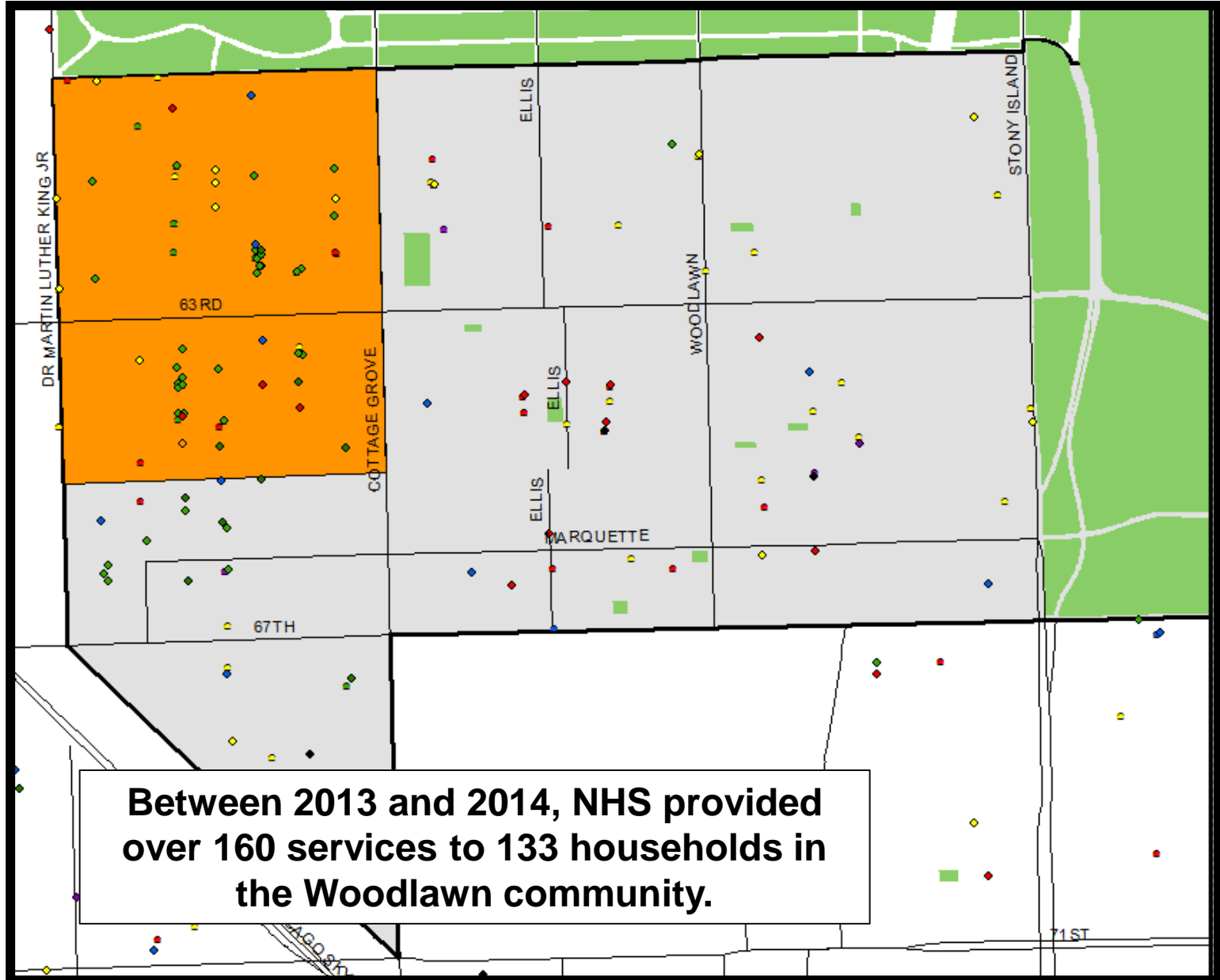


NHS & NLS Mission

- **NHS Mission:** To create opportunities for people to live in affordable homes, improve their lives, and strengthen their neighborhoods.
- **NLS Mission:** The revitalization of targeted neighborhoods through mortgage lending that supports NHS' longstanding mission of neighborhood revitalization.
- **We do this by:**
 - ✓ Educating and preparing new homeowners for success;
 - ✓ Lending to help people buy, fix, and keep their homes;
 - ✓ Sustaining homeownership through foreclosure prevention services;
 - ✓ Preserving, rehabbing, and investing in housing; and
 - ✓ Building powerful and enduring community partnerships.



NHS Impact in Woodlawn



NHS role in Renew Woodlawn

NHS is responsible for the overall implementation and coordination to facilitate the acquisition, rehab and sale of 20 (1-4 unit) properties to owner occupants in the Woodlawn community.

We are:

- ✓ Implementing a community based marketing strategy
- ✓ Developing a pipeline of income qualified buyers
- ✓ Administrating the grant subsidies for owner occupied buyers
- ✓ Developing a pool of responsible local developers and contractors

Outreach and Marketing Strategy

NHS partners include realtors, lenders, community stakeholders, community organizations, and residents all working toward connecting potential buyers to properties in the Woodlawn community

A few key strategies:

- ✓ **Establish and meet monthly with a core group of local residents**
- ✓ **Post available properties on websites, portals, and social media outlets**
- ✓ **Inform potential buyers about the purchase incentives**

Developing A Pipeline of Buyers & Subsidies

We do it by providing:

Education

- ✓ **Full-cycle homeownership education and counseling to support potential buyers to ensure households are prepared to become successful homeowners in Woodlawn.**
- ✓ **Buyers Incentives – CHOICE Buyers Incentive, CHOICE Affordability GAP and CHOICE Appraisal GAP.**
- ✓ **Landlord training for owners that purchase a two –four unit building.**

Developing A Pipeline of Buyers & Subsidies (Continued)

Lending

- ✓ **Income qualification to determine eligibility of potential buyers.**
- ✓ **Offers an affordable loan product that enables buyers to purchase and rehabilitate a vacant property; including access to a team that can coordinate buyer subsidies.**
- ✓ **Construction Specialist help develop a scope of work, secure bids, construction monitoring and payouts.**

First Renew Woodlawn Homeowner

February 26, 2016



6125 South St. Lawrence

Developer Driven Process

Purchase rehab isn't for everyone:

- ✓ Work with the City and CII to qualify developers for the program.
- ✓ Developers select and rehab a 1-4 unit vacant property.
- ✓ Regular monitoring includes construction schedules and ensure developer sales to owner occupant with appropriate deed restriction.
- ✓ Developer sells the rehabbed property to an owner occupant homebuyer.

Thank you



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