

Mission



NHS serves as a catalyst for local residents, business and government representatives to work together to build stronger neighborhoods, improve the quality of life for families of modest means and to revitalize communities into neighborhoods of choice. NHS strengthens communities through the development and maintenance of quality affordable housing, creation and preservation of affordable homeownership opportunities, support of local leaders, providing financial education and increasing the financial independence of families and people in need.

Our Business

- Financial Education and Literacy
- Affordable Lending Services
- Construction Management Services
- Mission-Driven Real Estate Services
- Neighborhood Revitalization and Advocacy

2013

Milestones



■ **Reinvesting** \$1.07 billion into Los Angeles County neighborhoods by facilitating loans of more than \$392 million to local residents to improve housing conditions, create homeownership opportunities, and prevent foreclosure. We reinvested \$474.3 million through real estate services and more than \$212 million through foreclosure prevention efforts last year;



■ **Assisting** 2,876 families to preserve their homes and prevent foreclosure through aggressive foreclosure prevention fairs, clinics, workshops and other NHS programs;



■ **Helping 410** families to become homeowners through direct loans, brokering activities and financial education classes and assisting 285 families with loan modifications;



■ **Educating** 2,291 families regarding homeownership purchase, budgeting, credit repair, foreclosure prevention, home maintenance, and insurance education;



■ **Completing rehabilitation** of 51 homes to help green and sustain our communities;



■ **Representing** LMI families with an average of \$310,000 in buying power, and closing 153 real estate transactions (acquisitions and homebuyer purchases) totaling over \$474.3 million in value.



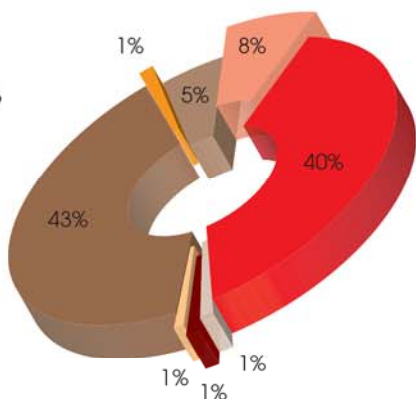
Mr. Alexander and Ling-Lingay Obispo

At one point or another, every teenager initiates the "I need my own room" conversation with their parents. Alexander and Ling-Lingay Obispo have recently found themselves having the same conversation with their fifteen year old son, Joaquin, who will be starting high school in the fall. With their determination to reach their home buying goals, they decided to seek alternative



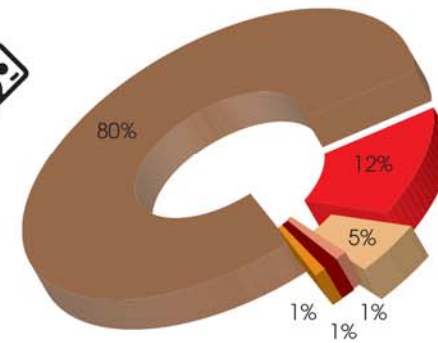
routes that would enable them to purchase the home of their dreams. Alexander had initially come across an NHS property that not only had the garden he and his wife had been seeking, but one that would grant their sons access to a great public school. The team at NHS truly pushed the Obispo's to continue their search for what they wanted and eventually Mr. and Mrs. Obispo found a home that surpassed their expectations entirely. Now Joaquin and his younger brother Andre will begin the new school year at schools with some of the highest test scores in the state of California, and do so with a little more room in their new home.

Total Revenue
\$39,226,565



- Real Estate Sales
- Real Estate Commissions
- Program Costs
- NSP2 Grant
- Lending Fees
- Rental Income
- Contributions
- Other Income

Total Expenses
\$24,438,148



- Cost of Real Estate Sales
- Personnel Costs
- Other Operating Expenses
- Commerical Property Expense
- Interest Expense
- Program Support to Partners



Total Assets
\$55,498,362



Other Assets

Loans Receivable 15,061,142

Total Long-Term Liabilities
\$6,845,391



Long Term Liabilities

Security Deposits	12,235
Lines of Credit	562,867
Certificates of Deposit	450,000
Long-Term Debts	5,820,289

Total Net Assets
\$48,234,277



Net Assets

Net Assets, Unrestricted (Deficit)	3,151,085
Temporarily Restricted Capital	42,430,826
Permanently Restricted Capital	2,652,360

Our Future...

As our communities begin to slowly recover and move towards post-foreclosure neighborhood stabilization, NHS is broadening its focus on the environmental, social, health, and economic impacts of divestment on families in low income neighborhoods throughout Los Angeles County. Guided by the concept of "What Makes Community?", NHS is applying best practices from the last eight years of foreclosure response and community revitalization to help neighborhoods develop tools to achieve greater sustainability and resiliency. As a cornerstone of this new focus, we are launching new Centers for Sustainable Communities and Transit Oriented Development projects.

Los Angeles County Corporate Office & NeighborWorks® Homeownership Center

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