



nhs

Neighborhood Housing Services
of Los Angeles County

Home Matters

Neighborhood Housing Services of Los Angeles County • Summer 2012

A Message from Our President



Welcome to Your Community Update from NHS. In this issue, you can learn more about how NHS can make your affordable homeownership dreams a reality. We continue to experience phenomenal opportunities and growth; we are expanding into the San Gabriel Valley and East County of Los Angeles! Join us as a client, volunteer, donor or partner to help us continue our service to communities. Please feel free to call on us to improve your neighborhood and to make Los Angeles County a better place to live.

We continue to offer a "help and hope" message during the economic crises. We all know someone who is experiencing a financial challenge, has lost their job, home or business. We are always grateful at NHS to be able to help families to face their financial future by taking appropriate steps to plan, budget, save and grow their assets. At the same time, NHS is excited to provide hope to families who are ready to purchase a home. It's the summer season and a great time to purchase a home. Home prices are at the lowest they have been in years, almost 40 percent lower since the high peak in the real estate market. Here at NHS, we are "Providing a Ray of HOPE" for homebuyers ready to purchase a home. There are endless affordable housing opportunities available throughout Los Angeles County. We encourage those who qualify to take advantage of these programs.

NHS remains committed to our families and veterans to rebuild, restore and revitalize our communities, one house and one family at a time. We are back in the neighborhoods! Our neighborhood coordinators are in the community planning monthly events throughout the County. These include Neighborhood Pride Day, Open House and HOPE Workshops. We thank every partner and volunteer who has helped us continue to serve during these challenging times and look forward to our joint efforts in the days ahead. Please tell your friends, coworkers and neighbors that NHS is ready to make a difference in all of our communities.

Looking forward,

Lori Gay

"Planning to purchase a home? You need to be ready because it's a big deal. Don't be scared!"

—JOSE NAVARRO



Jose Navarro and his wife Yadira Mendez proudly standing in front of their new home.

NHS Providing a "Ray of Hope" to Families

Economists say we are emerging from the recession, but our families are still suffering from the worst economic downturn since the Great Depression. We are told by many that the need for our services has never been greater.

At the same time, the drop in housing prices is creating an unprecedented opportunity for families who are ready to become homeowners. While continuing to provide help to families in danger of losing their homes, NHS is also providing a "Ray of Hope" to families, who until now, could not afford to buy their own home.

For the Navarro family, buying a home was something they had been planning and preparing for over a year and in mid April 2012, they became proud homeowners of a beautiful 4 bedroom, 2 bathroom home in Norwalk, CA. Jose Navarro knew purchasing a home wasn't easy. He knew he and his family would have to sacrifice a few things in order to save money for a down payment but the sacrifice would soon pay off once they owned their home. The home he was saving for was an investment for his wife and child, an investment for the whole family to benefit.

With an action plan in place, the Navarros' felt they were ready to start looking for the house they would one day call home at the beginning

of the year. They were home shopping in the East County and just after a few weeks came across a lovely house for sale in Norwalk that NHS had previously purchased, rehabbed and was now selling at an affordable price. They called NHS to see if they qualified to purchase this home and they did. Not wanting to pass up on the opportunity, the Navarro family submitted an offer and in less than two months they were closing the deal and receiving the keys to their new home.

Now as a homeowner he encourages those interested in homeownership to do it if they are ready. It's the best time to purchase a home because they are at the lowest they've been in years and interest rates are great too. The Navarro family's monthly mortgage payment is what some families are paying in rent for a smaller apartment in Los Angeles County. NHS also encourages potential homebuyers to attend a pre-purchase financial literacy and homeownership education class to ensure new buyers have a strong foundation in order to strengthen their financial future and sustain their home.

If you or someone you know is like Jose and is now ready to take the next step towards homeownership, then call NHS. We can help you find your home.

Ready to purchase your home?

To get more information on our lending products or to make an appointment with one of our real estate agents

Call NHS 888-895-2NHS(647).

Se habla Español



What Are Our Homebuyers Saying?

NHS offers a comprehensive range of services designed to promote asset building, protect homeowners from foreclosure and revitalize and stabilize neighborhoods. We asked a few of our homebuyer clients what they thought about our services and this is what they had to say....



"Check them out because NHS does good work."

—Katie Sakuta



"NHS met all my needs; they did more than what I asked for."

—Lorena De La O



"We saved for over one year for our home, we were tired of living in an apartment and NHS helped us get our home."

—Jorge Barba & Yadira Perez along with grandson Jace Benjamin Guzman



"Los servicios que ofrece NHS son buenos y ayudan a la comunidad. The services offered by NHS are good and they help the community."

—Judy Jimenez and Alberto Mojca



"Smiles and laughter! NHS is making dreams of homeownership a reality."

—LaKrystal Simmons



"Our children now have their own park—our backyard! It feels good to be a homeowner, thank you NHS."

— Jesus and Elvira Vela



"Muchas gracias, thank you very much."

—Abel Morales along with wife Margarita Garcia and daughter Briana Morales

NHS Out & About



Teresa Taylor, NHS Director of Real Estate; Tyler Perry, Actor and Lori Gay NHS President and CEO at, "The Entrepreneurial Mind" presented by American Express.



Senator Curren D. Price, 26th Senate District and Lori Gay at the California Black Legislative Caucus "Homeowners Bill of Rights" event.



Zeeda Daniele, Fannie Mae Senior Business Manager and NHS Board Member; Tom Syta, Assistant Regional Director Federal Trade Commission; Sgt. Dana McCants, Los Angeles Sheriff's Department; Lori Gay, NHS President and CEO and Rigoberto Reyes, Department of Consumer Affairs Chief Investigator at the Mortgage Fraud Summit hosted by U.S. Department of Justice and the U.S. Attorney's office.

Top 5 Tips for Becoming a Homeowner

Thinking of purchasing a home soon? We can help you through the process. Below are some tips to prepare yourself for homeownership.

1 EVALUATE JOB SECURITY. In this economic environment, it is difficult to gauge how secure your job is with the downsizing, cost-cutting and furlough strategies being used by employers. However, if you are thriving and not just surviving in the job market, you can be confident you have job security! Before entering into a significant mortgage loan, ask yourself, "Am I flourishing at work or could I be laid off at any moment?"

2 HAVE AT LEAST \$10,000 IN A SAVINGS ACCOUNT. While you may be able to qualify for a loan which requires a down payment as small as 3% of the purchase price, you need to maintain a cash reserve. The cash reserve may be used for a variety of things - pay closing costs, buy furniture, make minor home repairs or survive a rainy day in the future.

3 MAINTAIN A STRONG CREDIT RATING. One of the first things a lender will do is evaluate your credit score. Lenders find borrowers with credit scores of 620 or better are the most likely to pay their loan back while those with a 620 or less are the least likely to honor their obligation.

4 KNOW WHAT YOU CAN AFFORD. The number of foreclosures in the market are a result of families buying homes they could not afford or pulling out too much money when refinancing. While foreclosure is scary, learn from the mistakes of others.



Your ability to qualify for a mortgage depends on two things: your **Housing Expense Ratio** and **Debt to Income Ratio**. The Housing Expense Ratio is the percentage of your gross monthly income that goes to pay monthly housing expenses. These expenses should be less than 33% of your monthly gross income. The Debt to Income Ratio is the percentage of your gross income that goes toward your total monthly debt (loans, credit card balances, etc.) plus housing costs. Your debt to income ratio should not exceed 38%.

5 UNDERSTAND THE HIDDEN COSTS OF OWNING A HOME. Keep in mind that in addition to your mortgage payment, taxes, insurance and utilities, there are other costs involved with owning a home. You'll need money to pay for home repairs, garbage pickup and landscaping. If you are thinking about purchasing a condominium; though you do not have to pay separate costs for maintenance, you do have to pay monthly association fees which often can exceed \$300 (the more amenities, the larger the fee).

These tips and more can be found in the FastTrack Homebuyers manual given at NHS' 8 hour homebuyer class.

Call us today to attend our Homebuyer FasTrak Class, speak to a lending officer or meet with our real estate staff. 888-895-2NHS(647) www.lanhs.org



Tomiekia De La Cruz, a homeowner on School Street, got a full home make-over. Her house, front fence and entryway steps were painted and flowers planted.



Alberto Rodriguez standing proud in front of his newly painted home along with his wife and daughter. Their home went from a light pink to a dark navy blue in a matter of hours with the help of volunteers.

Compton Neighborhood Pride Day

On Saturday, May 19th, NHS had its first Neighborhood Pride Day for 2012 in Compton, California. At first glance, Compton looks like any other quaint neighborhood. What makes this community different is that it's located in an area which has been significantly affected by the foreclosure crisis. NHS, along with the City of Compton and over 100 residents and volunteers joined together with paint brushes, brooms and shovels to beautify the School Street block in Compton.

For over 28 years, NHS has hosted Neighborhood Pride Day events throughout Los Angeles County. NHS neighborhood coordinators are coordinating one event per month throughout neighborhoods in the region.



"The foreclosure crisis has made these kinds of events essential to restore the quality of life to neighborhoods that have been weakened by economic hardship," shares Lori Gay, President and CEO of NHS. The work done during Neighborhood Pride Day creates a visible difference in the appearance of the neighborhood. This helps to attract new homeowners and allows existing residents to see that progress is taking place in their community.

Three families received this service for free. The exterior of their homes was painted and the homeowner had the opportunity to choose the new color of their homes. Some homes had flowers planted in the front yard while other homes got new trim.

Mrs. Evans, a Neighborhood Pride Day participant, has lived on School Street since 1958 and loves her city. Her son and grandchildren were among the volunteers helping paint Mrs. Evans home. "This is a blessing sent from above, thank you NHS for making my home look beautiful," shared Mrs. Evans as volunteers wrapped up the day.

A special thank you to the following businesses and individuals who made this Pride Day possible: City Church of Compton, City of Compton, Commissioner Jasper Jackson, Compton Block Club Commission, Compton CRA, Councilmember Janna Zurita, District 1, Councilmember Yvonne Arceneaux, District 3, Deputy Rafer Anthony Owens, Sheriffs' Department, HappySweet Bakery, Kappa Alpha Psi, Michael Antwine, Public Works, The Compton Initiative, The Compton METRO Team, The Compton United, Tonya Herman, Upsilon Pledge Class

If you are interested in volunteering or sponsoring an upcoming Neighborhood Pride Day, please call NHS Community Affairs at 213-381-2862.

"Neighborhood revitalization activities like these have always been critical to the well being of our communities," said Lori Gay, President and CEO of NHS.

AG Mortgage Settlement – \$18 billion for California

NHS is Available to HELP Los Angeles County Residents

At the end of 16 months of negotiations with five major mortgage servicers and the federal government, a settlement of \$25 billion was reached. The result is a record state-federal settlement that will deliver wide relief to U.S. homeowners. The deal, to be spread out over three years, required the banks to cut mortgage debt amounts, helping roughly one million borrowers.

California, the state that has suffered around one third of the country's foreclosures in the last few years, will receive a large portion of the relief. The state will get \$18 billion. The funds are planned to be distributed as follows:

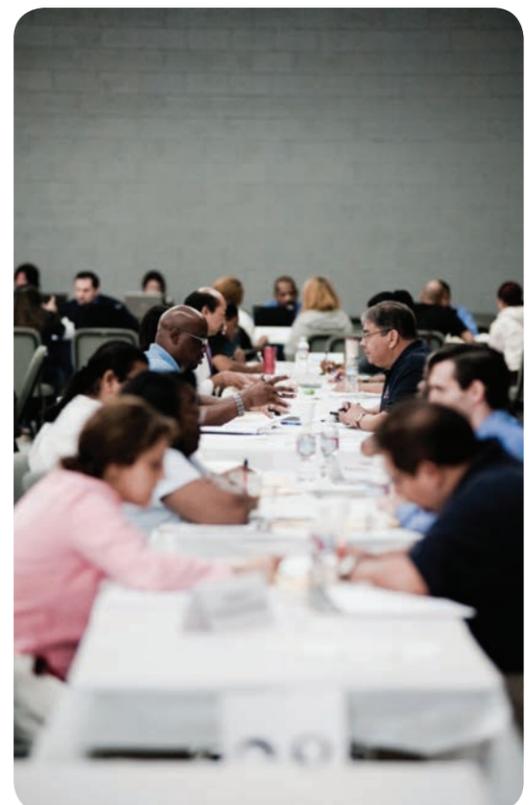
- \$12 billion in principal reduction and other relief for an estimated 250,000 homeowners.
- \$849 million is estimated to be dedicated to refinancing the loans of 28,000 homeowners who are current on their payments but underwater on their loans.
- \$279 million will be dedicated to offering restitution to approximately 140,000 California homeowners who were foreclosed upon

between 2008 and December 31, 2011.

- \$1.1 billion is estimated to be distributed to homeowners for unemployed payment forbearance and transition assistance as well as to communities to repair the blight and devastation left by waves of foreclosures, targeted at 16,000 recent foreclosures.
- \$3.5 billion will be dedicated to relieving 32,000 homeowners of unpaid balances remaining when their homes are foreclosed.
- \$430 million in costs, fees and penalty payments.

County-specific payments are based on the number of homeowners and the depth of the foreclosure crisis. Los Angeles is expected to receive \$3.92 billion of the \$18 billion settlement.

If you or someone you know is in need of foreclosure prevention assistance or feel you were wrongfully foreclosed on, please call us at 213-381-2862. We are available to help at no charge.



NHS Classes and Events

Los Angeles NeighborWorks® Homeownership Center

3926 Wilshire Blvd., Ste 200, Los Angeles, CA 90010

San Fernando Valley NeighborWorks® Homeownership Center

11243 Glenoaks Blvd., #9, Pacoima, CA 91331

■ FasTrack Homebuyer Orientations

10:00am-11:00am (English) or 11:30am-12:30pm (Spanish)

7/7, 7/21, 8/4, 8/18, 9/8, 9/22, 10/6, 10/20, 11/3, 11/17, 12/1 & 12/15/2012

■ FasTrack Homebuyer Classes

Saturdays 9:00am-6:00pm English and Spanish

7/14, 7/28, 8/11, 8/25, 9/15, 9/29, 10/13, 10/27, 11/10, 12/8 & 12/22/2012

■ Foreclosure Prevention Clinics

Tuesdays or Thursdays 6:30pm-8:30pm English and Spanish

7/5, 7/10, 7/19, 7/24, 8/2, 8/7, 8/16, 8/21, 9/6, 9/11, 9/20, 9/25, 10/4, 10/9, 10/18, 10/23, 11/1, 11/13, 11/15, 11/27, 12/6, 12/11, 12/18 & 12/20/2012

■ Debt Management Workshops

Thursdays 6:30pm-7:30pm English

7/19, 8/16, 9/20, 10/18, 11/15 & 12/20/2012

■ Neighborhood Pride Day

Saturdays 8:00am-12:00pm

7/7 SF Valley, 8/4 Compton, 9/8 SF Valley & 10/6 LA Metro

■ Real Estate Open House

Saturdays 1:00pm-4:00pm

7/21 Compton, 8/18 LA Metro, 9/22 SF Valley, 10/20 LA Metro, 11/17 SF Valley & 12/15/2012 LA Metro

■ HOPE Workshops

Saturdays 10:00am-12:30pm

7/14 Compton, 8/11 SF Valley, 9/15 LA Metro, 10/13 Compton, 11/10 SF Valley & 12/8/2012 LA Metro

Se habla Español

*class/event schedule subject to change

Call us to register for a class **888-895-2NHS**
or visit **www.lanhs.org**



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Our Mission

Neighborhood Housing Services of Los Angeles County (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 low to moderate income families 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.

History

NHS is the largest, non-profit, affordable homeownership provider in Southern California. Since 1984, NHS has developed and rehabilitated over 13,000 housing and commercial units, placed 2.47 million families on the road to homeownership, created 175 block clubs, employed 200 neighborhood youth, and invested more than \$2.43 billion back into some of Los Angeles County's toughest neighborhoods.



Ways to Support NHS

Your support will help NHS offer a comprehensive range of services to low-to-moderate income families, designed to promote asset building, protect homeowners from foreclosures, and preserve and stabilize neighborhoods. As more and more families face unemployment, financial insecurity, and foreclosure, your help is needed more than ever. Please consider filling out a donation envelope included in this newsletter.

All donations are tax-deductible 501(c)(3)

Thank you in advance for your consideration and generosity. For more information or to discuss your gift, please contact:
development@lanhs.org
or give us a call at: 213-381-2862.

There are other ways to support NHS:

- Register as a user on GoodSearch.com and specify NHS as your cause! Every time you use GoodSearch to conduct an internet search or shop online, GoodSearch will donate a percentage to NHS.
- If your workplace supports the United Way, please consider designating NHS as the recipient for your gift.
- Federal employees can give to NHS through their workplace payroll by designating NHS through the Combined Federal Campaign.
- Sign up for Ralphs Community Contribution Program and add NHS as your charity, the ID # is 93399. Shop, swipe your card and earn cash for NHS.