



ATLANTA
NEIGHBORHOOD
DEVELOPMENT
PARTNERSHIP, INC.

Building the region's future,
neighborhood by neighborhood

ANDP Home Purchase & DPA Programs

February 5 & 6, 2025

Presented by

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HOUSEKEEPING & OTHER NOTES

- Slides will be available at www.ANDPHomes.org/dpa
- Session is being recorded and will be posted at link above.

TODAY'S TOPICS

ANDP Overview

Quick Stats on Production & Sales

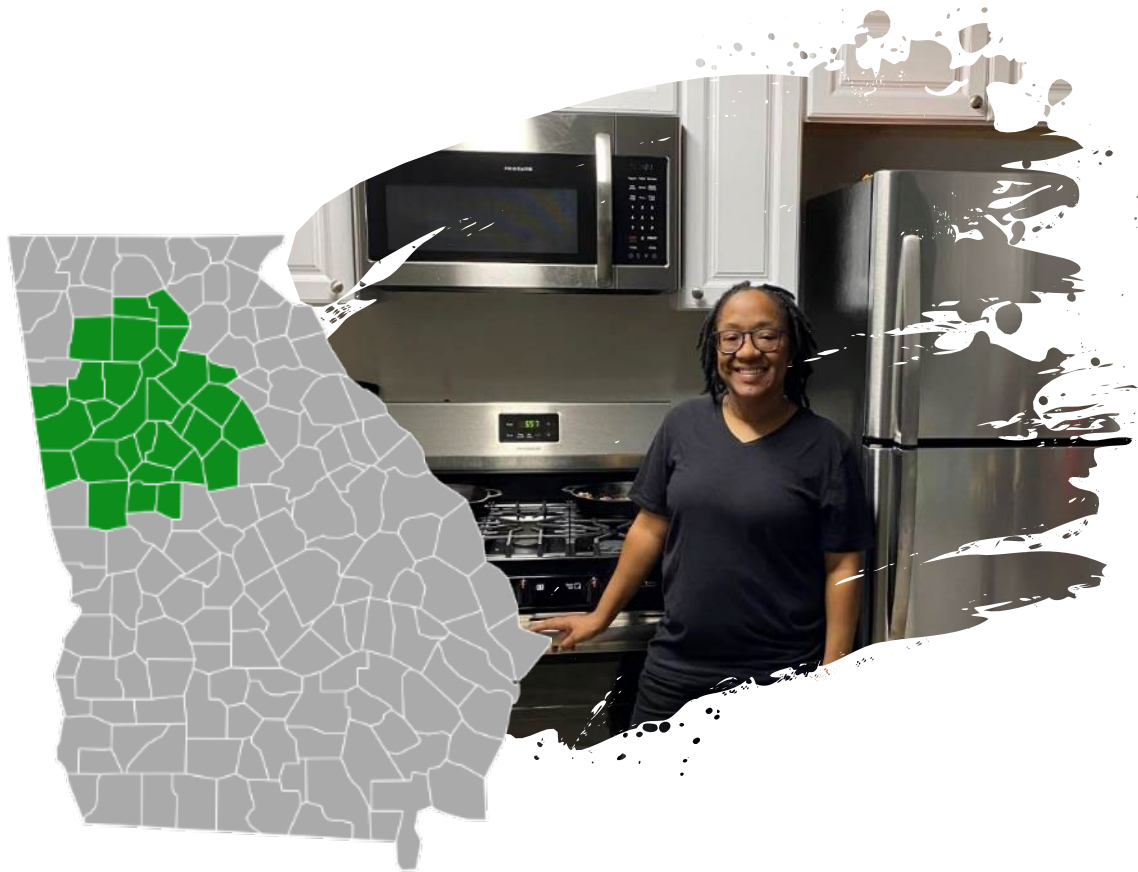
Home Purchase & Homebuyer Assistance Programs

Down Payment Assistance Programs

Quick Review of www.ANDPHomes.org

About ANDP

ANDP develops, finances and advocates for affordable housing at scale that promotes racial equity and healthy communities where families thrive.



Advocacy/Community Engagement

- 1,000+ Neighborhood Leaders Trained
- Participants: Nationally recognized, engaged in policy and community transformation

Lending

- Capital for development of affordable housing and other community development facilities

Down Payment Assistance

- Providing critical resources for low- and moderate-income families to achieve homeownership

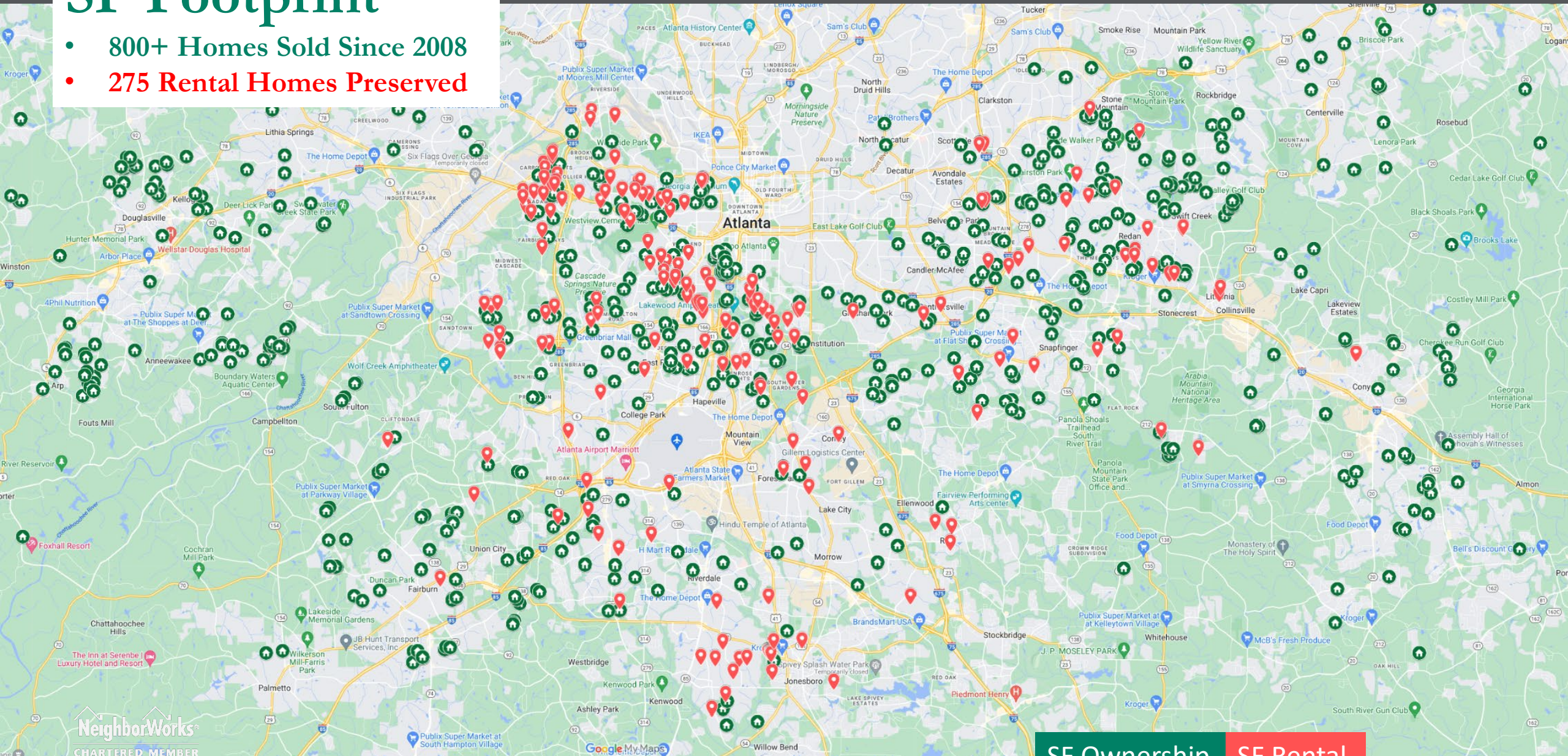
Development of Affordable Housing

- Single-Family
- Multifamily



SF Footprint

- 800+ Homes Sold Since 2008
- 275 Rental Homes Preserved



NeighborWorks
CHARTERED MEMBER

SF Ownership SF Rental

PROGRAM COMPARISON:

Home Purchase & Homebuyer Assistance Programs

- *Home Sales w/o Assistance*
- *Veterans Program*
- *First-Generation Homebuyer Program – Limited Time*

Down Payment Assistance Programs

- *HOME/CHDO Program*
- *ANDP Homebuyer Assistance Program (AHAP)*
- *ANDP FHLBank Atlanta-Affiliated Program (AHP Set-Aside)*

ANDP Production & Sales

ANDP sells between 60-80 homes each year. In 2024...

- *Avg sales price \$283,000 (Range \$156K-339K)*
- *Average household income \$71,629 (87% AMI)*
- *46% of buyers were below 80% AMI*
- *80% of buyers were BIPOC households*

Increased focus on down payment assistance

- *\$17M in DPA since 2010*
- *In the last three years, 70% of ANDP buyers rec'd DPA from ANDP, partners or both*
- *2024: ANDP buyers + non-buyers receiving FHLB-affiliated DPA = \$1.4M*

Single-Family Rental Focus

- *Actively moving some ANDP rentals to home sales*
- *Working with two institutional investors to return rentals to homeownership*

Home Sales without Assistance

ANDP and its private sector development partners acquire and renovate or build new homes priced affordably for low- and moderate-income families. Any qualified buyer with household income below 120%AMI can purchase a home from ANDP.

- Not competing with market-rate buyers or investors for purchase of the home.
- Home is new or newly renovated. All ANDP work is warrantied for one year.
- Specific attention is paid to sustainable homeownership, reducing utilities.
- Buyers are provided a free, one-year home warranty. Second and subsequent years is owner's responsibility.
- Homes are priced as affordably as possible.

WHEN AN ANDP APPROVED LENDER IS REQUIRED

Buyers purchasing an ANDP home **MUST** use an approved ANDP lender. (www.ANDPHomes.org/financing)

Buyers **NOT** purchasing an ANDP home but seeking access to ANDP FHLBank Atlanta affiliated DPA program do **NOT** need to use an approved lender. However, their lender will be required to take our FHLB DPA training.

(www.andphomes.org/dpa)

HOMEBUYER ASSISTANCE PROGRAMS

Requirement	Home Sales w/o DPA or Buyer Assistance	Veterans Program	First-Generation Program <i>(Limited Time Offering)</i>
Max Household Income	120% AMI	120% AMI	120% AMI
Qualifying Homes	All ANDP Homes (Excluding HOME/CHDO)	All ANDP Homes	All ANDP Homes
DPA Provided	No	Closing Cost, Principal or Points Reduction	Closing Cost, Principal or Points Reduction
Amount of Assistance	N/A	Up to \$15,000	Up to \$12,000
Assistance Forgiven?	N/A	N/A	N/A
Must Use ANDP Lender? (Credit/Ratios Set by Lender)	Yes	Yes	Yes
First-Time Homebuyer?	No	No	Yes. And parents must also not have been a homebuyer.
8-Hour HBE Required?	Yes	Yes	Yes
Additional HBE?	No	No	No
Buyer Contribution	\$1,000	\$1,000	\$1,000

DOWN PAYMENT ASSISTANCE PROGRAMS - 2025

Requirement	HOME/CHDO Program	AHAP Program	ANDP/FHLBank Atlanta
Max Household Income	80% AMI	80% AMI	80% AMI
Qualifying Homes	Select ANDP Homes	Select ANDP Homes	All ANDP and Non-ANDP Homes
DPA Provided	Yes	Yes	Yes
Amount of Assistance	Variable	Up to \$20,000 (\$30K for Vets)	First-Time Homebuyer: \$17,500 Community Partners: \$20,000 Workforce+ \$15,000
Assistance Forgiven?	Yes	No. Assistance is repaid at the resale or transfer or 40 years, whichever is first.	Yes
Must Use ANDP Lender? (Credit/Ratios Set by Lender)	Yes	Yes	No. But participating lender must complete training
First-Time Homebuyer?	Yes	Yes	First-Time Homebuyer: Yes Community Partners: No
8-Hour HBE Required?	Yes	Yes	Yes
Additional HBE?	No	No	Yes
Buyer Contribution	Varies: \$1,000 or 1-1.5%	\$1,000	\$1,000



AHP Homeownership Set-aside Program Overview



- FHLBank Atlanta's Affordable Housing Program (AHP) Homeownership Set-aside Program provides funds for the purchase or rehabilitation of a home



- Homeownership products are an excellent marketing tool and can help connect you to gatekeepers

Homebuyer Counseling Session

Borrowers must complete homebuyer counseling program provided by an FHLBank Atlanta designated counseling provider

Five-year Retention Period

Purchase products only – borrowers must sign an AHP Homeownership Set-aside Program note and security instrument. The documents must be approved by FHLBank Atlanta prior to initial use.

Failure to own and occupy the property for five years could result in the recapture of funds on a pro rata basis



Website Overview

www.ANDPHomes.org

- Where to find ANDP homes for sale
- Identify which home is associated with which program
- Where to find additional information about DPA programs
- Information on homebuyer education courses (HBE)
- ANDP approved lender list
- Becoming an approved lender
- Where to find additional DPA offerings: www.DownPaymentResource.com



QUESTIONS?

General Program Questions: dpa@andpi.org

**Questions Regarding Specific Home
Offers/Closings: Contact our listing agent**