

**CHAMPLAIN
HOUSING TRUST**



Providing Permanently
Affordable Housing in
Northwestern Vermont

Manufactured Housing Downpayment Assistance



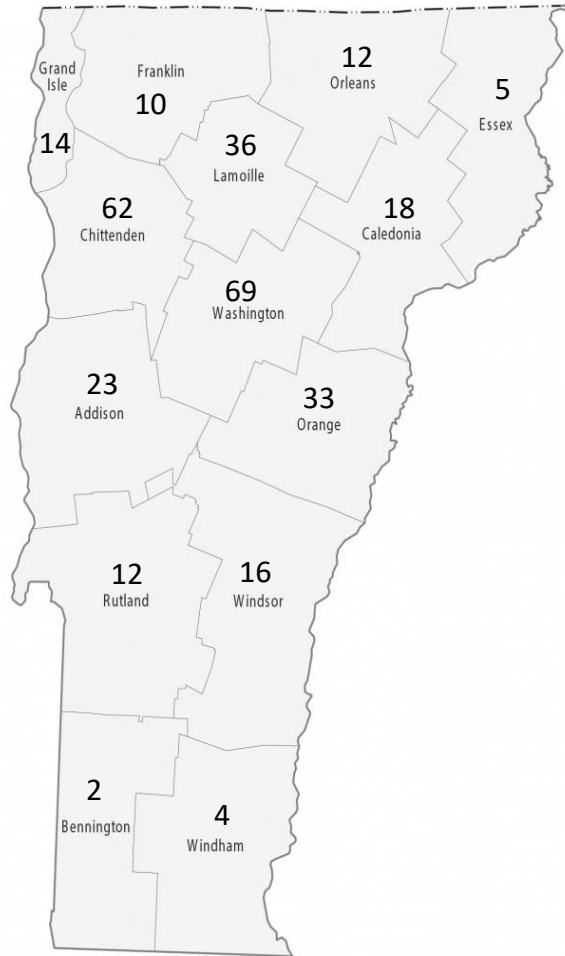
MHDP Product Overview

- **Loan Amounts:**
 - \$30,000 for Energy Star MH in a park or on leased land
 - \$40,000 for Energy Star MH on owned land
 - \$40,000 for approved Zero Energy Modular (ZEM) in a park, or 1:1 replacement on owned land
 - *Results in ~20% of Purchase Price*
- **Loan Terms:** 0% Interest / Deferred
- **Max LTV:** 100% combined with 1st mortgage
- **Home Types:** NEW Energy Star rated single wide, double wide, or ZEM
 - Also - Zero Energy Ready (ZER) to be included in 2024
- **Geographic spread:** Statewide
- **Repayments:** Required upon property transfer. Retained as program funds for future lending

MHDP Product Overview

- **Prepurchase Education:** Home buyer education is required through local Home Ownership Center. Must be completed prior to application.
- **Assumable:** Qualifying home buyers may assume existing MHDP loan.
- **Refinance:** 1st mortgage refinances are allowed so long as the borrower's financial position is not negatively impacted.
- **Borrower Eligibility:**
 - Max household AMI of 120%
 - Approved 1st mortgage
 - Debt limits of 33% (Housing); 42% (Total)
 - Limited late payments or collections
 - Exceptions may be approved on case-by-case basis

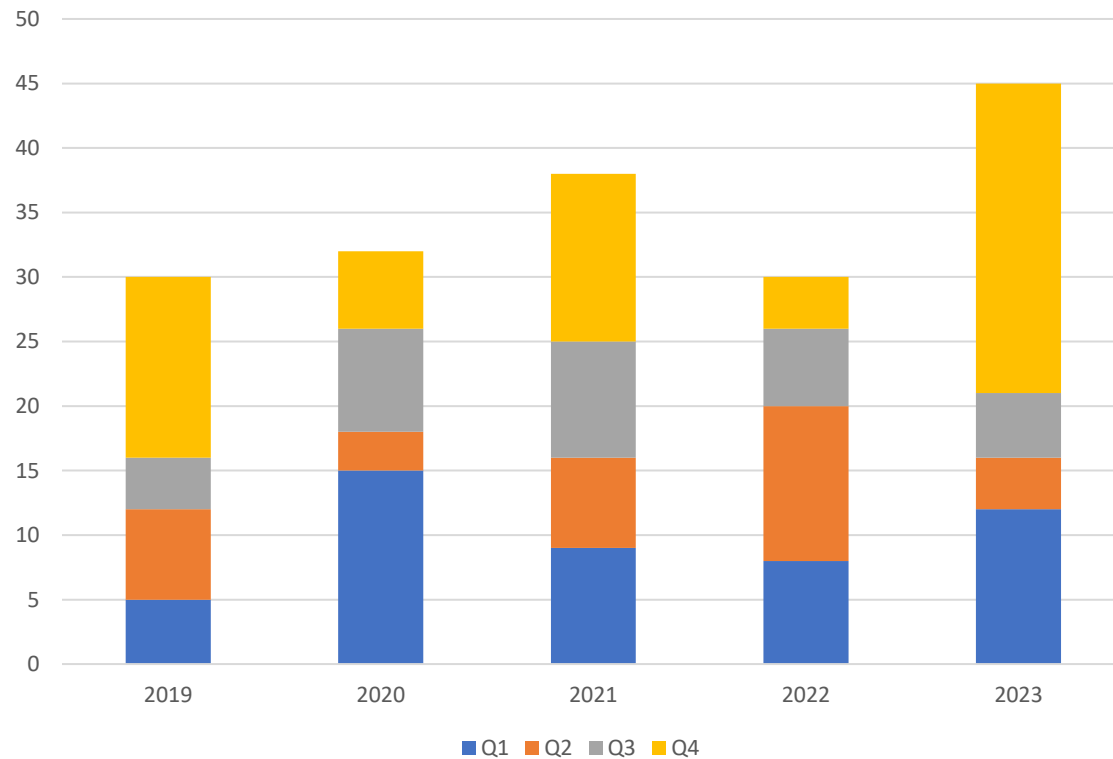
MHDP Program History



- Program began in 2013
- Loans closed in every county in VT
- \$49,105 average household income
- 142 households (45%) earned less than \$45,000
- 6 homeowners assisted after 2023 Flooding

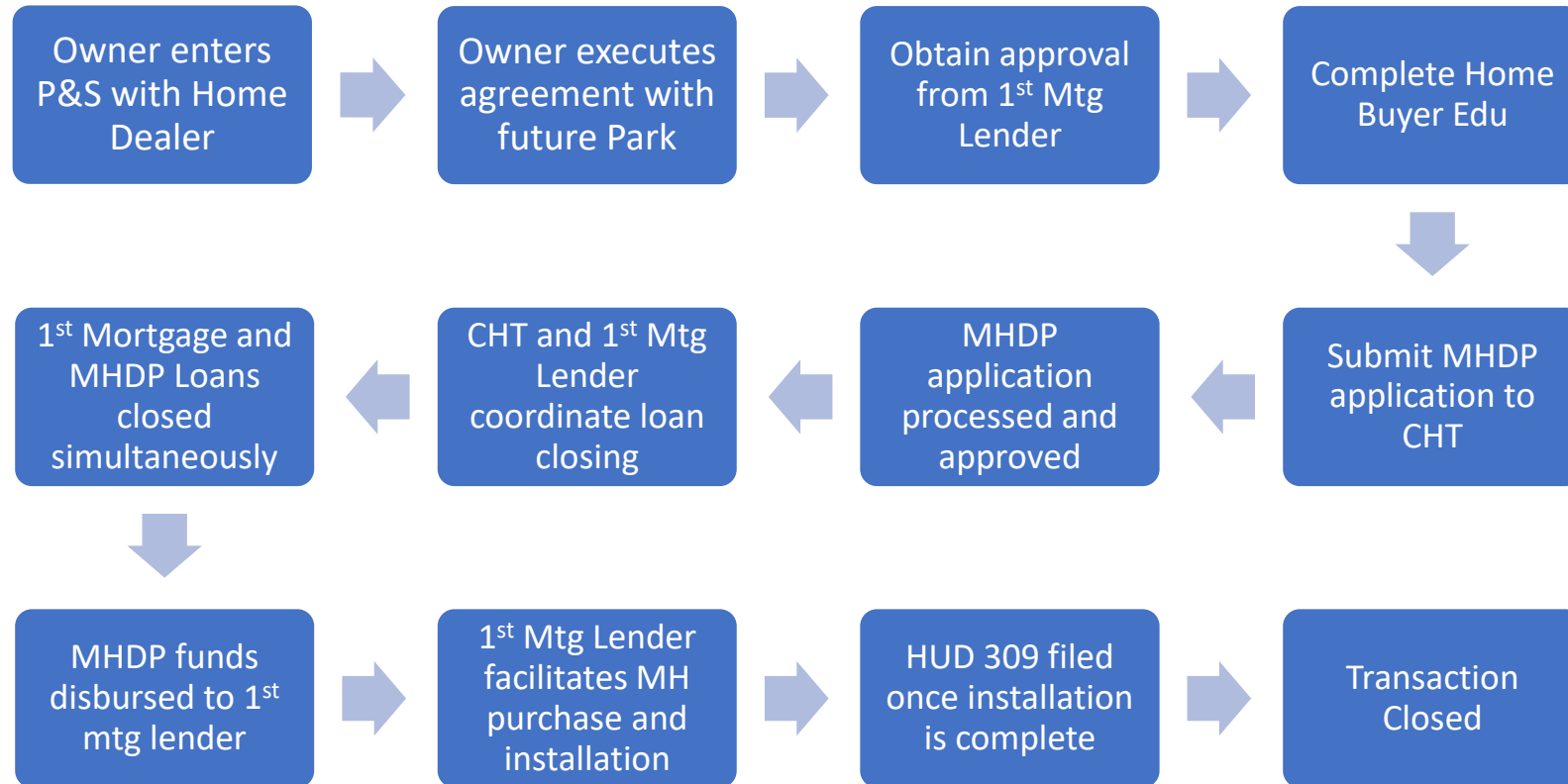
MHDP Program History

MHDP 5yr Lookback (Sept 30 YE)



- 316 households served
- 687 individuals housed
- Steady growth since inception
- **STRONG** demand in 2023

Transaction Process



Common Issues/Complications

- Limited loan opportunities in southern VT.
 - Fewer lenders operating in the region
 - HOCs have less familiarity with MH and/or financing structures
- Lenders utilizing different loan structures/processes/documentation
 - Perm vs Construction loans
 - Formatting closing disclosures
- Home dealers
 - Pushing inferior financing
 - Slow home deliveries
 - Poor underwriting

2024 Outlook/Goals

- Close 37-40 MHDP loans
- Complete outreach and training with Lenders and HOCs
- Increase exposure and loan opportunities in southern VT
- Promote ZER model
- Facilitate additional access to MHIR grants

Thank You!

