



ATLANTA
NEIGHBORHOOD
DEVELOPMENT
PARTNERSHIP, INC.

Building the region's future,
neighborhood by neighborhood

Foreclosure Response: Lease Purchase Program

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Foreclosure Response



- 2008:** Foreclosure Response in Development, Lending, Convening and Advocacy
- 2009:** 6-Home Pre-NSP Pilot (1 Sold, 5 Lease Purchase)
- 2010:** Sold 50 NSP Homes
Provided 2nd Mortgage Financing to 27 NSP Homebuyers
- 2011:** Sold 65 NSP Homes (Total 115 as of 12/31/11)
Added 1 Non-NSP Lease Purchase Pilot Home
- 2012:** Projecting Additional 65 NSP Home sales
Projecting addition of 12 NSP 15 year Rental Homes with Long Term Lease Purchase Conversion
Applying for 50 Unit Single Family Detached LIHTC with 15 year Lease Purchase Conversion
Projecting an additional 25 Non-NSP Rental & Lease Purchase Homes

Elements of ANDP Lease Purchase Program

- Property Acquisition Model
- Private Rehab Contractor Partnerships
- Self-Help Venture Fund 30 year Financing
- 3rd Party Property management
- Counseling Partnerships
- Realtors & Marketing
- Green Features to Reduce Utility Costs
- Property Taxes
- Success & Lessons Learned



It's All About the Financing



- **Neighborhood Stabilization Program**
- **Rehab Mortgage Products (203k, 203k Streamline, HomePath, HomeStyle)**
- **Lack of Bank Debt Products**
- **Economic Modeling Heavily Relies on Debt Costs**
- **Philanthropic Support**
- **Success is Market & Neighborhood & Family Dependent**



Going Forward



- **Determine Your Model at Front End**
- **Flexible Tenure Approach**
- **Lower Maintenance Development Model**
- **Matching NSP to Lease Purchase**
- **Property Management at Scale**
- **Concentration in Acquisition**