

2019 Consumer Services Report

Homebuyer Services

Foreclosure Advising



Homebuyer Services

18,539 Households Served



3,120
Classroom



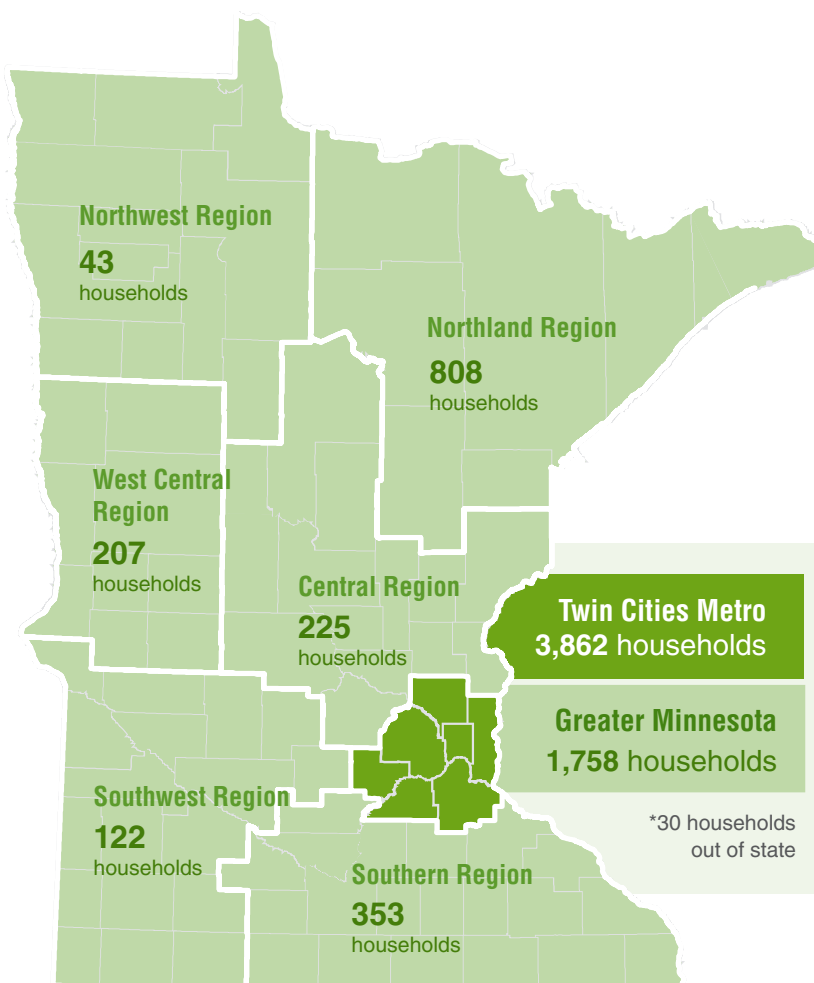
1,074 Homebuyer Advising
1,456 Financial Wellness Advising



12,889
Online¹

Households Across Minnesota

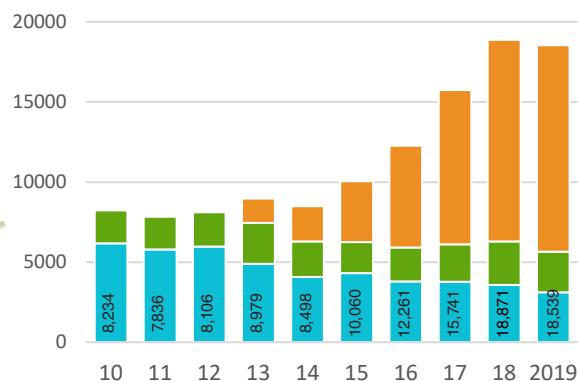
Participated in Classroom and One-on-One Homebuyer & Financial Wellness Advising



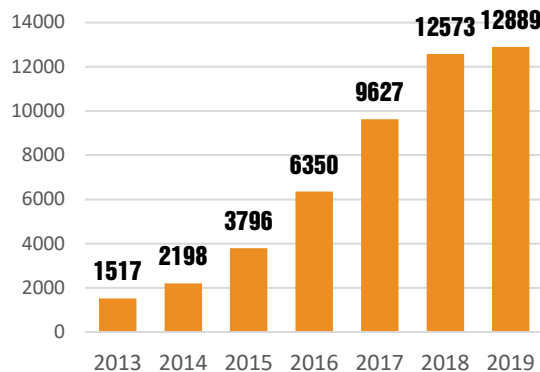
Program Participants

from 2010 - 2019

Classroom One-on-one Online



Online Education Growth Continues with Framework®



¹ Number includes Framework Use in Minnesota only.

Profile of Homebuyer Services Participants

89% 1st time homebuyers

20% 1st generation homebuyers



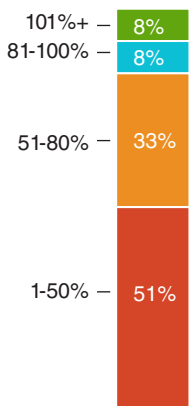
Working with Low Income Families to Achieve Homeownership

Area Median Income

\$40,699

Median Participant Household Income

Classroom Education (n=2964)



84% at or below 80% AMI

Homebuyer Advising (n=1061)



78% at or below 80% AMI

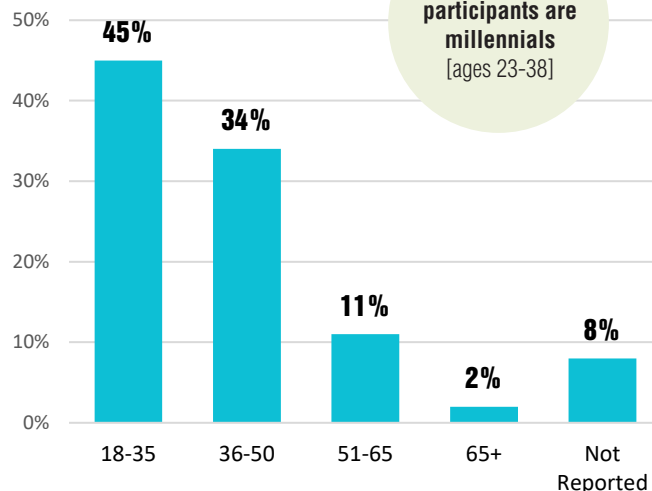
Financial Wellness Advising (n=1209)



85% at or below 80% AMI

Reaching More Millennials

Participant Age

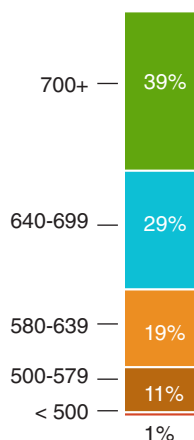


56% participants are millennials [ages 23-38]

Homebuyers Need Help Improving Credit

Participant Credit Score

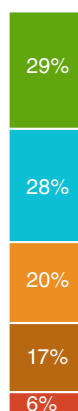
Homebuyer Advising (n=303)



674 Median Credit Score

32% Have Credit Scores Below 640

Financial Wellness Advising (n=617)

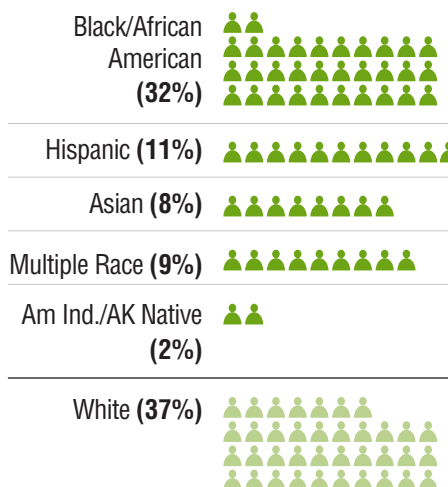


654 Median Credit Score

43% Have Credit Scores Below 640

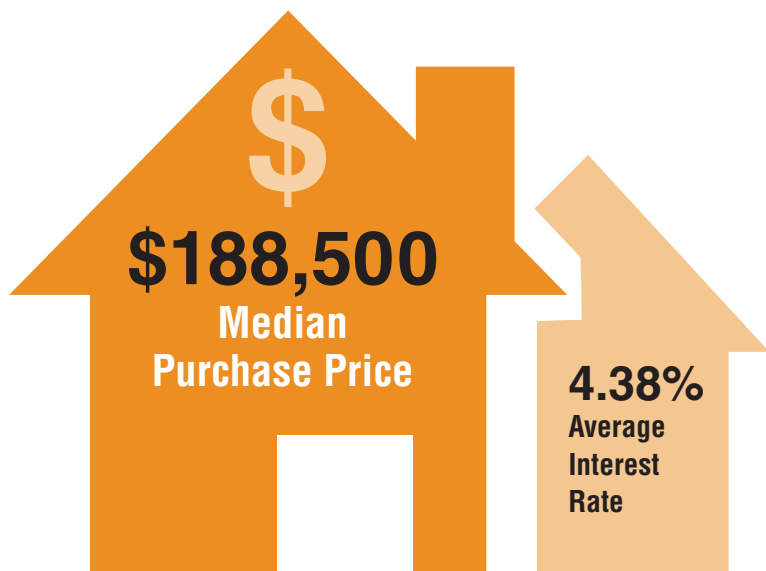
Reaching Diverse Communities to Advance Homeownership

Participant Households of Color



63% of participating households were households of color

Classroom Education Stats & Comments



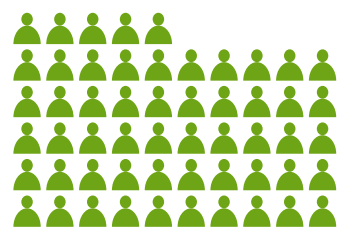
"I thought the workshop was really wonderful. Even though I attended because it was required for down payment assistance, I thought the information really made the whole process much more digestible and I felt I had a much better understanding of the loan process, building credit and home maintenance."

"The workshop was great! There were very knowledgeable people that came to speak on all the things that go into purchasing!"

"It was a great course! The activity where we estimated what we could afford per month for a mortgage was particularly useful."

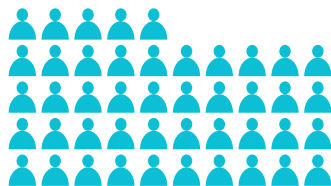
"Prior to taking the workshop, we looked at homes but were never confident. After, we felt prepared and ready to buy a home. We put in an offer on the second house that we saw and I don't think we would have been confident enough to do that without the class."

— Homebuyer Education Participants



55%

Voluntarily
participated



45%

Required
by lender to
participate

91%

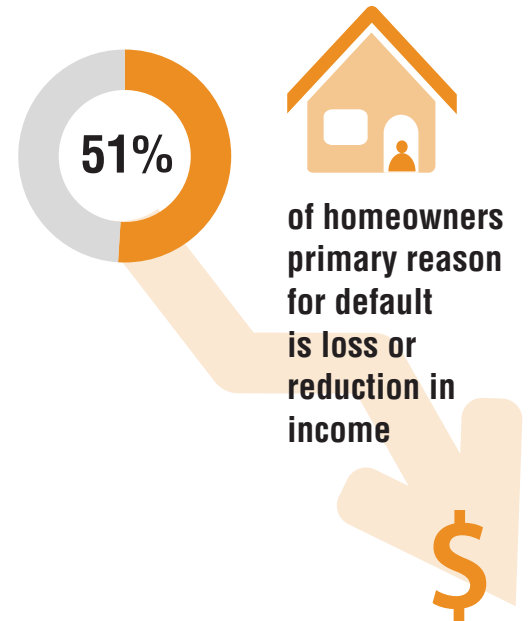
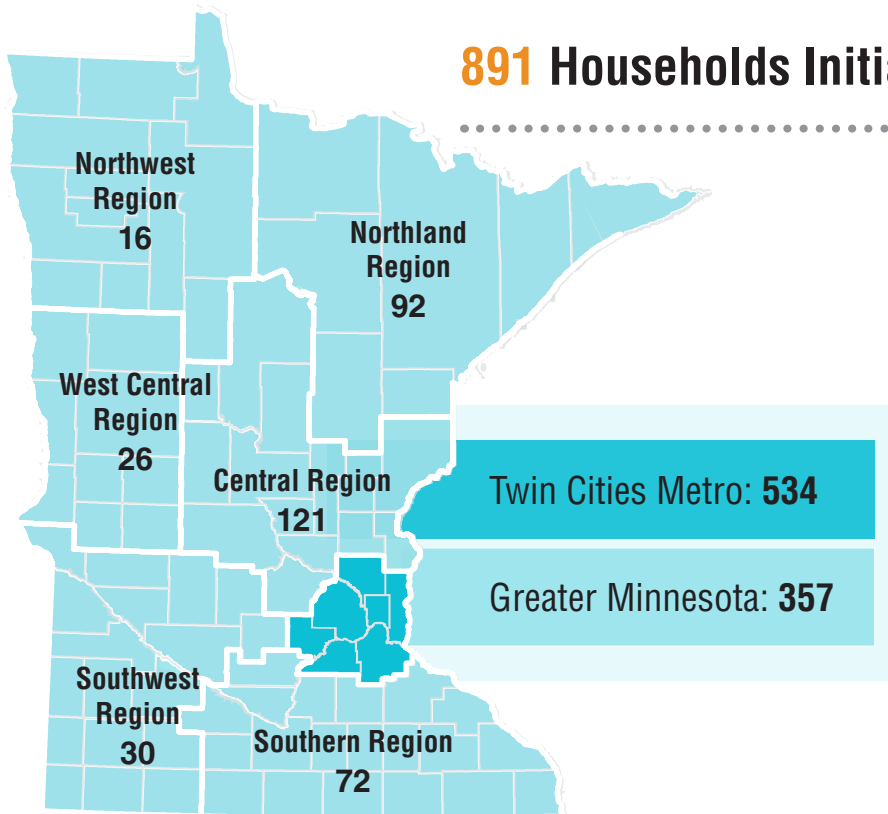
of respondents reported
the course helped to
build confidence in
home buying

99.6%

of respondents would
recommend the
homebuyer education
course to others

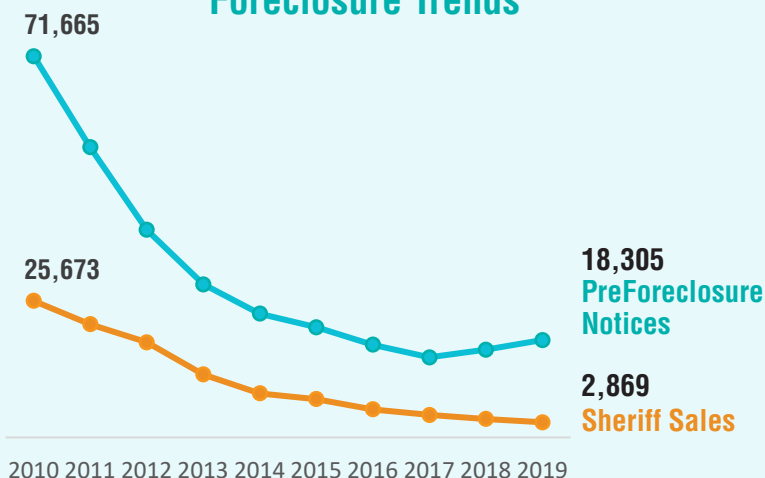
Foreclosure Advising

891 Households Initiated Services in 2019

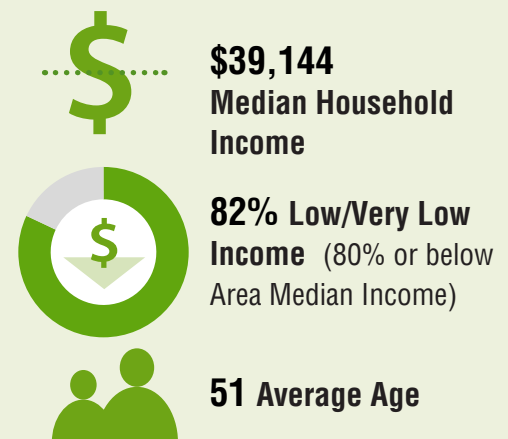


38,015 households avoided foreclosure since 2008

Foreclosure Trends

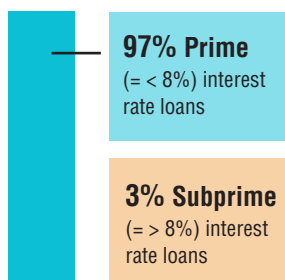


Demographics

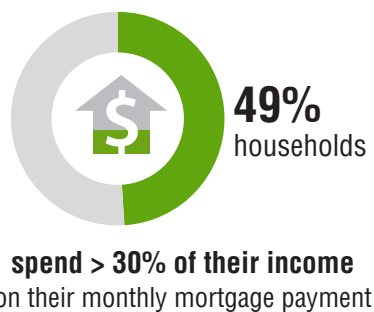


Loans and Affordability

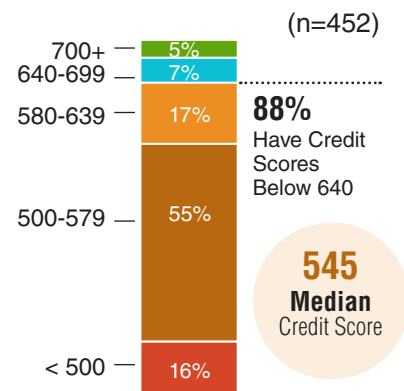
Loan Type



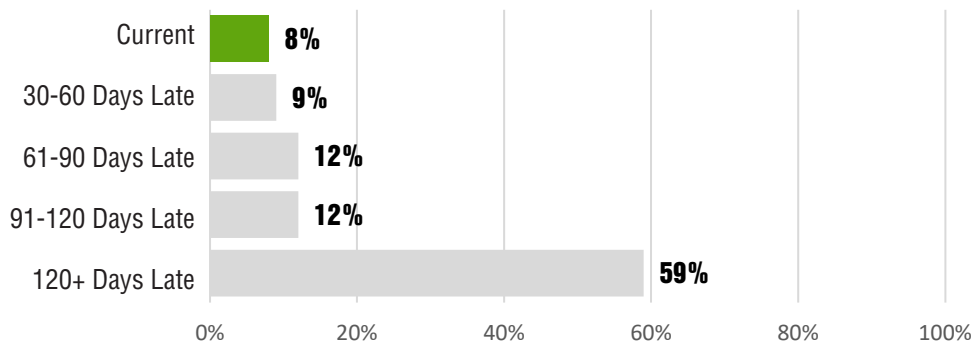
Income Spent on Housing



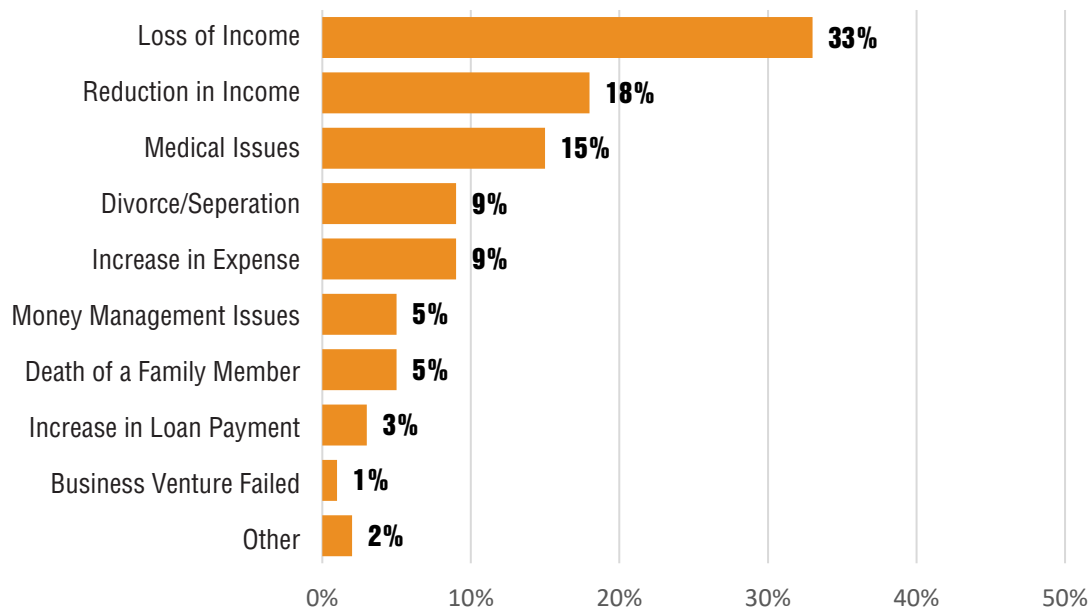
Median Credit Score



Loan Status at Intake

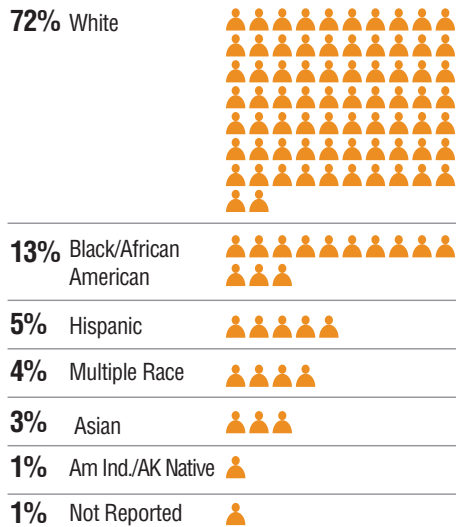


Default Reason

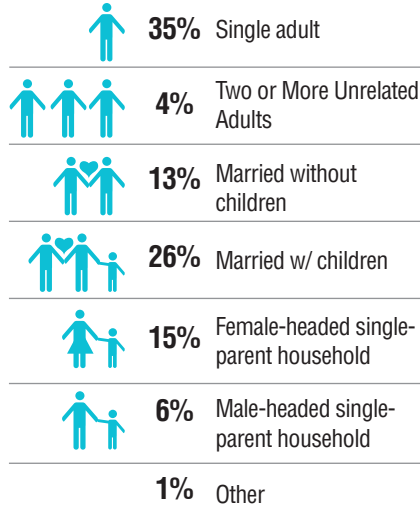


Demographics and Outcomes

Race

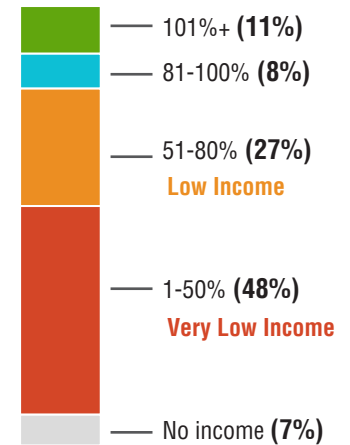


Household Type



Percent Area Median Income

(n=890)



Outcomes

87%

Avoided Foreclosure



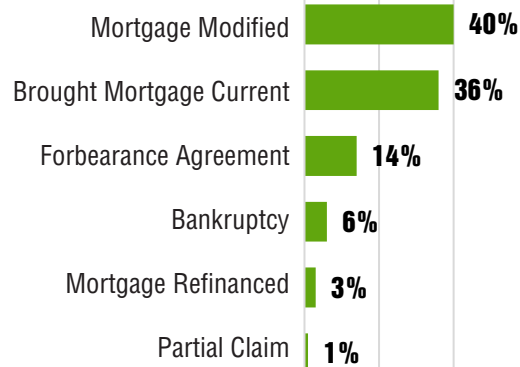
= 596 households

(based on 685 total households completing the process during 2019)

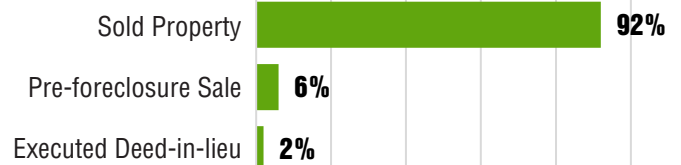
Resolution



Remained in Home = 497 households



Unable to Remain in Home = 99 households



About the Center

The Minnesota Homeownership Center realizes its mission of advancing and promoting affordable, sustainable homeownership in Minnesota by providing the statewide infrastructure for development and delivery of homebuyer education and foreclosure prevention services. The Homeownership Center's centralized approach ensures:

- A method for ensuring consumer service quality and consistency throughout the state.
- A one-stop location for consumers and other stakeholders to access valuable, trustworthy homeownership and financial literacy resources.
- A managed, coordinated approach to raising awareness of homeownership issues and trends through public education and outreach.
- Centralized leadership for the implementation of partnerships with lenders; Realtors®; local, state, and federal governments; and other industry professionals. A key aspect of the Center's work is establishing mutually beneficial working relationships with stakeholders in the homeownership arena and advancing successful homeownership through service alliances, campaigns and other efforts.
- A sustainable base of funding through strong partnerships with government, philanthropic foundations and the lending and real estate industries.
- Research and analysis of program delivery, outcomes, and trends.



About the Network

The Center's members, the Homeownership Advisors Network, provide home buyer and financial wellness services and foreclosure advising.

Members contributing to this report are:

African Development Center
African Economic Development Solutions
Anoka County Community Action Program
Arrowhead Economic Opportunity Agency
Bii Gii Winn
CAPI USA
Carver County Community Development Agency
Catholic Charities of St. Cloud
Central Minnesota Housing Partnership
City of Saint Paul Planning and Economic Development
Community Action Duluth
Community Action Partnership of Hennepin County
Comunidades Latinas Unidas En Servicio (CLUES)
Dakota County Community Development Agency
Headwaters Regional Development Commission
Hmong American Partnership
KOOTASCA Community Action, Inc.
Lakes and Prairies Community Action Partnership
Lao Assistance Center of Minnesota
LSS Financial Counseling
Minneapolis Urban League
Model Cities Community Development Corporation
Neighborhood Development Alliance
NeighborWorks Home Partners (Community NHS)
Olmsted County HRA
One Roof Community Housing
PRG, Inc.
Project for Pride in Living, Inc. (PPL)
Reverse Mortgage Counselors, Inc.
Scott County Community Development Agency
Southeastern Minnesota Multi-County HRA
Southwest Minnesota Housing Partnership
Strickland Associates
Three Rivers Community Action
Twin Cities Habitat for Humanity
Washington County CDA
West Central Minnesota Communities Action
White Earth Investment Initiative - MMCDC
Wright County Community Action, Inc.

