

BOSTON COMMUNITY CAPITAL'S SUN Initiative Program

Jennifer Angarita
Strategic Initiatives Manager

Linda Diianni
Outreach Manager



SUN is an initiative of Boston Community Capital (BCC). For more information contact info@sunhomehelp.org or 855-604-4663 (855-604-HOME). Mortgage loans are made by BCC affiliate Aura Mortgage Advisors a licensed mortgage lender (MA Licensed Lender: MC23467; NMLS # 23467). BCC is an Equal Opportunity Lender, Provider, and Employer.

Boston Community Capital since 1985

- **Community Development Financial Institution and Non-Profit**
- **Mission:** Build healthy communities where low-income individuals live and work
- Capital under management: **\$1 Billion**
- Operating Units:
 - **Commercial Loan Fund:** affordable housing; charter schools; healthcare facilities; commercial real estate; community facilities
 - **Venture Fund:** social, environment and financial returns
 - **New Market Tax Credits Program**
 - **Sustainability Initiatives:** BCC solar projects
 - **SUN Initiative Foreclosure Prevention Program:** Stabilized over 900 families facing foreclosure.



SUN is an initiative of Boston Community Capital (BCC). For more information contact info@sunhomehelp.org or 855-604-4663 (855-604-HOME) Mortgage loans are made by BCC affiliate Aura Mortgage Advisors a licensed mortgage lender (MA Licensed Lender: MC23467; NMLS # 23467). BCC is an Equal Opportunity Lender, Provider, and Employer.

Foreclosure Trends Since the Great Recession

- Foreclosures ravage communities, lower neighborhood home prices and can devastate the broader economy
- Uneven foreclosure recovery
 - Latino and African-American communities hardest hit by foreclosures
 - Federal and state funding for foreclosure prevention and housing counseling is evaporating



SUN is an initiative of Boston Community Capital (BCC). For more information contact info@sunhomehelp.org or 855-604-4663 (855-604-HOME). Mortgage loans are made by BCC affiliate Aura Mortgage Advisors a licensed mortgage lender (MA Licensed Lender: MC23467; NMLS # 23467). BCC is an Equal Opportunity Lender, Provider, and Employer.

SUN Goals

- Stabilize individuals and families that have experienced a financial hardship
 - Align mortgage with current home value
- Provide an affordable fixed rate mortgage
- Help borrowers rebuild their credit by making on-time payments
- Enable homeowners to reenter the Conventional lending market
 - > 100 borrowers have refinanced further reducing mortgage payments.



SUN is an initiative of Boston Community Capital (BCC). For more information contact info@sunhomehelp.org or 855-604-4663 (855-604-HOME) Mortgage loans are made by BCC affiliate Aura Mortgage Advisors a licensed mortgage lender (MA Licensed Lender: MC23467; NMLS # 23467). BCC is an Equal Opportunity Lender, Provider, and Employer.



SUN Program Overview

- Work with homeowners facing foreclosure or eviction
- **Buyback program:** Buy home from lenders and resell back to homeowner providing an affordable fixed-rate mortgage
- Reduces monthly mortgage payments and principal mortgage balances by **35%**, on average
- Can also **refinance** homeowners who are not underwater with at least 20% equity in their current home. (Based on current market value)
- **80/20 Program** option: Available for borrowers in our negotiations process where an agreement can not be reached with the bank on their current home, but borrowers have 20% in liquid funds to put down towards the purchase a different home.



SUN is an initiative of Boston Community Capital (BCC). For more information contact info@sunhomehelp.org or 855-604-4663 (855-604-HOME). Mortgage loans are made by BCC affiliate Aura Mortgage Advisors a licensed mortgage lender (MA Licensed Lender: MC23467; NMLS # 23467). BCC is an Equal Opportunity Lender, Provider, and Employer.

30-Year Fixed-Rate Mortgage

- Buy at Distressed Values and Resell at Fair Market Value
- Manual Underwriting
- Optional Bi-weekly payments: mortgage payments coincide with direct deposit of pay
- Reserve (Savings) Account for emergencies/home repairs
- Shared appreciation second mortgage (0%, zero amortizing), payable on re-sale or refinance– incentive to refinance



SUN is an initiative of Boston Community Capital (BCC). For more information contact info@sunhomehelp.org or 855-604-4663 (855-604-HOME) Mortgage loans are made by BCC affiliate Aura Mortgage Advisors a licensed mortgage lender (MA Licensed Lender: MC23467; NMLS # 23467). BCC is an Equal Opportunity Lender, Provider, and Employer.

SUN Mortgage
Single family
Chicago, IL 60629

Owner Benefit

\$ 47,000 (27%) Mortgage reduced

\$ 269 (20%) Monthly payments reduced



Homeowner purchase

\$175,000 Original mortgage

\$254,000 Payoff

\$1,362 Original monthly payment



Family hardship / Bank foreclosure

Husband and wife fell behind on mortgage payments after both lost their jobs.



Home market tumbles/ SUN purchases house

\$128,000 Appraised market value

\$95,000 Distressed market value



2014 SUN sells the house back to the owner at affordable price

\$128,000 New mortgage

\$1,093 New monthly payment



SUN is an initiative of Boston Community Capital (BCC). For more information contact info@sunhomehelp.org or 855-604-4663 (855-604-HOME). Mortgage loans are made by BCC affiliate Aura Mortgage Advisors a licensed mortgage lender (MA Licensed Lender: MC23467; NMLS # 23467). BCC is an Equal Opportunity Lender, Provider, and Employer.

ELIGIBILITY GUIDELINES

- Property located in Illinois, Massachusetts, Maryland, New Jersey, Rhode Island, Pennsylvania, Connecticut
- Late on mortgage payments, facing foreclosure or eviction for buyback program
- Stable income sufficient to support a mortgage at current market values



SUN is an initiative of Boston Community Capital (BCC). For more information contact info@sunhomehelp.org or 855-604-4663 (855-604-HOME). Mortgage loans are made by BCC affiliate Aura Mortgage Advisors a licensed mortgage lender (MA Licensed Lender: MC23467; NMLS # 23467). BCC is an Equal Opportunity Lender, Provider, and Employer.

ELIGIBILITY GUIDELINES

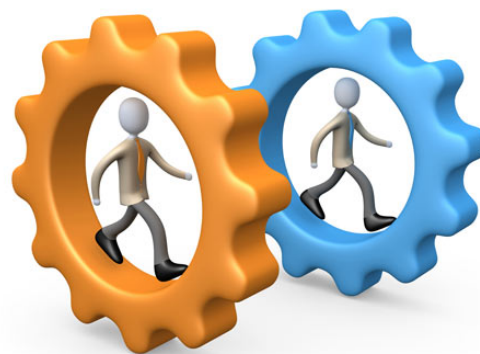
- Individuals may still be eligible for SUN even if they have:
 - Low credit scores
 - Bankruptcy filings
 - Denials from federal modification programs
- There are **no fees / no costs** to apply
- Applicants will be required to provide income and asset documents
 - **Must demonstrate ability to save monthly mortgage payment throughout process**



SUN is an initiative of Boston Community Capital (BCC). For more information contact info@sunhomehelp.org or 855-604-4663 (855-604-HOME). Mortgage loans are made by BCC affiliate Aura Mortgage Advisors a licensed mortgage lender (MA Licensed Lender: MC23467; NMLS # 23467). BCC is an Equal Opportunity Lender, Provider, and Employer.

PROCESS

1. Inquiry (online or phone)
2. Prequalification
3. Application
4. Processing & Underwriting
5. Offer made to bank/investor
6. Property purchased by SUN and resold to client (same day)



Time Frame:

- 4-9 months for buyback program
- 30-60 days for refinance/purchase



SUN is an initiative of Boston Community Capital (BCC). For more information contact info@sunhomehelp.org or 855-604-4663 (855-604-HOME). Mortgage loans are made by BCC affiliate Aura Mortgage Advisors a licensed mortgage lender (MA Licensed Lender: MC23467; NMLS # 23467). BCC is an Equal Opportunity Lender, Provider, and Employer.

Partnering with SUN

- SUN provides
 - Training and Briefing for Staff
 - Outreach Materials
 - Sponsorship of events
 - Updates on Referred clients
 - Referrals to housing counselors

- How you can help
 - Do you know anybody who could benefit from SUN?
 - Are there relevant events or outreach opportunities you recommend?



Q&A

Linda Diianni (SUN Outreach)

Ldiianni@bostoncommunityCapital.org

617/933-5868



SUN is an initiative of Boston Community Capital (BCC). For more information contact info@sunhomehelp.org or 855-604-4663 (855-604-HOME) Mortgage loans are made by BCC affiliate Aura Mortgage Advisors a licensed mortgage lender (MA Licensed Lender: MC23467; NMLS # 23467). BCC is an Equal Opportunity Lender, Provider, and Employer.

How to Refer Clients to SUN

Call SUN's toll-free at

855-604-4663

or apply on-line at

www.sunhomehelp.org



SUN is an initiative of Boston Community Capital (BCC). For more information contact info@sunhomehelp.org or 855-604-4663 (855-604-HOME). Mortgage loans are made by BCC affiliate Aura Mortgage Advisors a licensed mortgage lender (MA Licensed Lender: MC23467; NMLS # 23467). BCC is an Equal Opportunity Lender, Provider, and Employer.