

ADVOCACY

to Build Strong Communities



**AFFORDABLE HOUSING
CENTERS OF PENNSYLVANIA**

Every Family Deserves a Chance at the American Dream

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2018 was a year where we focused on serving as advocates for our clients

Welcome to AHCOPA's 2018 Annual Report. This is a time where I like to pause and reflect on our journey as an organization. In what direction are we heading? How far have we grown? Who was impacted by our work? In what ways did we provide insight and thoughtful leadership in the housing counseling industry? Who can we partner with to provide our clients with a more wholistic experience as we help them achieve their housing goals? 2018 was a year where we focused on serving as advocates for our clients and our annual report exhibits that work.

Working with our clients has given us the opportunity to bear witness to joyful moments and sad, dishonorable experiences. A notable experience was a Philadelphia Police Officer that fell behind on his mortgage payments following a serious injury. He first contacted a mortgage relief company based in California and paid them more than \$9,000 for intervention services that they never initiated on his behalf. Through AHCOPA's foreclosure prevention program he obtained a modification with his lender. In this report, you will read more about a diverse group of clients who generously shared similar stories of their hardships and triumphs.

I want to express our appreciation for the support of the institutions that back us, strengthening our capacity to serve more people in a consistent and admirable manner. The City of Philadelphia's Division of Housing and Community Development and the Pennsylvania Housing Finance Agency are our largest supporters. They deserve special recognition for their commitment to making provisions for the housing counseling industry and respecting its ability to create stable opportunities for homeownership. I am also very grateful for our private funders, particularly our first time supporters, which include TD Bank Foundation, Allstate Insurance Foundation, Vanguard Foundation, Farmers Insurance, Ocwen Financial Services and the M&T Bank Charitable Foundation.

Our notable results are the fruit of the hard work put forth by the AHCOPA Staff, volunteers and partners from the non-profit, lending and real estate communities. It was great to see many of you this past fall at our celebration commemorating the legacy of Mildred Brown, our retired President of the Board of Directors.

We look forward to an exciting 2019!

Kenneth Bigos



In November 2018, AHCOPA honored the inspiring work and legacy of Mildred Brown, our Former Board President, during our annual party. For three decades Mildred committed herself to helping improve the lives of her neighbors by serving ACORN and the Affordable Housing Centers of Pennsylvania. She demonstrated the high regard of her peers during her tenure as the National President of ACORN and managing the ACORN Leadership School.

As the Legislative Representative for ACORN, Mildred tirelessly advocated for a range of significant social issues, including a raise of the minimum wage rate; access to homeownership in urban communities; and immigration reform.

Her most enduring achievement may be the vision of creating AHCOPA to ensure that housing counseling services remain a valuable resource and option for those who need guidance in achieving their housing goals.

*Mildred, we will miss you.
Thank you for your many
years of service!*



Continued Service in NORTHEAST PHILADELPHIA

In October 2017, AHCOPA expanded our operations with the opening of a second office in Northeast Philadelphia. This area of the city previously lacked the vital resources of a housing advisory agency - despite significant increases in foreclosure rates and declining or stagnant property values.

Funding for our Northeast Philadelphia operations was made possible by the PHARE grant administered by the Pennsylvania Housing Finance Agency. Our presence in Northeast Philadelphia is further bolstered by our involvement with the North East Services Team, a coalition of non-profit

organizations and churches that are dedicated to improving the quality of life for area residents. Through this coalition, we have been able to mobilize outreach events to assist households impacted by the government shutdown and distribute food, diapers and Thanksgiving food baskets to our clients.

Over the last 15 months, AHCOPA has assisted many households in this area who are appreciative of our varied resources and guidance in helping them purchase their first home or avoid foreclosure.

Northeast Philadelphia Advisory Services Provided



Pre-Purchase
Clients

88



Mortgage Foreclosure
Prevention

167



Real Estate Tax
Foreclosure Prevention

13



Credit
Advising

3



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From No Home to Homeowner

Having a place to call “home” is something that no one should take for granted. Our life circumstances can change from day to day, undermining a level of stability we think that we have secured with our hard work. Such was the case with Ronald Heard. After a divorce settlement, he found himself both disabled and forced to leave the house where he previously resided. From 2013 to 2016, he had no place to call home. He was not yet receiving disability income and relied on the kind support of family members and friends.

In 2017, after his disability income was received, he went to AHCOPA to see if homeownership was a possibility. His homeownership advisor provided guidance on improving his credit score saving money for the home purchase. After a year of work his advisor recommended him to proceed with pursuing mortgage pre-qualification.

The pre-qualification process proved a bit challenging - his most viable option was a loan offer of only \$45,000 from Santander. Such a low amount initially discouraged Ronald, however he soon had a rare breakthrough. While searching for homes with his realtor, they happened upon a house where a for sale sign had just been placed on the porch. Not only was it within his budget, but also in good condition. Ronald’s immediate offer on the property was accepted, and he closed on his home in June 2018.

This new house means that he has a place of his own again – a place to call “home”. His seven children and six grandchildren can now visit and stay overnight, filling his home with love and comfort.

Congratulations Ronald.

ADVOCACY

From Just a Dream to Daring Determination



Many people may think of homeownership as a dream that is far out of their reach. Lack of knowledge about the process, imperfect finances or reluctance to make such an important commitment can hold us back from even taking the first step. Shakia Jackson's story is proof of just how far you can go when you decide it is time to move forward.

At the end of 2017, Shakia and her five children were living with her mother. A strong desire for more space and independence prompted her to pursue a change that she had previously believed she could not achieve. She pictured a homeowner as someone with great credit and a large amount of money saved for the down payment. After taking the advice of a family member, Shakia reached out to AHCOPA for assistance in making her dream a reality.

AHCOPA's first time home buyer program equipped Shakia with an understanding of how the credit system works and awareness of grants and other resources to help her along the way toward purchasing a home. After a few months of saving money and improving her credit, Shakia was pre-qualified for a mortgage and found a home in the Olney/Fern Rock section of Philadelphia.

The emotions Shakia had while under contract included anxiety, excitement, impatience and nervousness. However, Shakia's children kept her motivated and she found focus after speaking with her homeownership advisor and realtor.

In July 2018, Shakia received the keys to her first home! She was only required to contribute \$2,000 towards the down payment and closing costs after securing first-time home buyer grants offered by the Federal Home Loan Bank of Pittsburgh, the City of Philadelphia and Fulton Bank. Her journey dispels many of the myths associated with buying a home.

Congratulations Shakia.



ADVOCACY

From Foreclosure to a Secure Future

If you were to ask Patricia Hughes and her son, Christian, to describe living through the potential risk of losing their home to foreclosure, they would use one word – stressful. Thanks to a referral from State Representative Kevin Boyle, they did not have to navigate this process alone after receiving a foreclosure notice on their property. Patricia and Christian arrived at AHCOPA's Northeast Philadelphia office in October 2017, shortly after our grand opening.

The mother and son were very motivated to persevere in the fight to overcome the threat of foreclosure. Their home was a symbol of the legacy that Patricia's mother had left behind after her passing a few years ago. Her mother bought the property in 1966, when Patricia was 11 years old. Today, both Patricia and Christian are disabled and have a limited income. Maintaining possession of the home represented not only their emotional ties

to the property, but also their financial wellbeing. Modifying the delinquent mortgage would be less than a financial burden than a subpar apartment.

For more than a year, AHCOPA worked to resolve a range of issues that came about during the process of resolving their case. Patricia's mother was still the official owner of the property. AHCOPA enlisted the help of Community Legal Services to advocate with the lender regarding their ownership rights to the property. Patricia and Christian were also referred to Philadelphia VIP to receive free legal services to prepare the new deed to the property.

With guidance and expertise from these organizations, Patricia and Christian were eventually able to secure a modification from their mortgage company. AHCOPA is proud to stand by our clients, providing the relief that this mother and son now feel after a long season of doubt.

A Progressive 2019

2018 was an impactful and engaging year for AHCOPA - the result of our continuous focus on improvement by expanding our operations, partnerships and opportunities. Below, we have outlined some exciting initiatives for 2019 to provide our clients with excellent housing advisory services and additional resources to support their homeownership goals.



The AHCOPA Community Rating Award

We will acknowledge the caring efforts of lenders and realtors who are serving low to moderate income and minority households by creating programs and guidelines that can increase loan activity among those clients.



Spanish Language Workshops

AHCOPA will launch Spanish language homebuyer workshops at our Northeast Philadelphia office to serve the growing population who prefer Spanish as their first language.



AHCOPA Wealth Builders Webinars

This monthly webinar series will feature our partner professionals sharing their expertise on financial topics of interest.



Home Buyer Fairs

We will organize resource fairs with major mortgage lenders like Wells Fargo and Bank of America to provide more insight on the loan products and other services they offer.

AHCOPA NUMBERS

Pre-Purchase Counseling

Pre-Purchase Workshop
Attendees

668

Clients Advised for
First-Time Homeownership

536

2018 Home Closings

148

Clients that Successfully Purchased
their Home

Racial Composition:

7- Asian

28 - White

98 - Black

17 - Hispanic

Leading Zip Codes of Purchase:

Frankford - 19124 (11)

Logan - 19141 (7)

Olney - 19120 (10)

Overbrook - 19151 (6)

Wynnfield - 19131 (8)

Counties of Purchase:

79% of households purchased within the City

9% - Delaware County

12% Other Pennsylvania Counties



\$130,000

Median Home Sale for Clients that
Purchased their Home



\$17.8 million

Mortgage Financing Underwritten for Clients that Purchased their Home



58%

Homebuyers Advised by AHCOPA that Obtained Down Payment Assistance

Top Lender Referral Partners:

- Fulton Bank – 15
- Meridian Bank – 11
- Santander Bank – 10
- Freedom Mortgage – 7
- M&T Bank – 7

Loans that were Underwritten:

54%

FHA Loans

42%

Conventional Loans

4%

VA/USDA Loans

AHCOPA NUMBERS

Foreclosure Prevention Program

Foreclosure Prevention
Clients Served

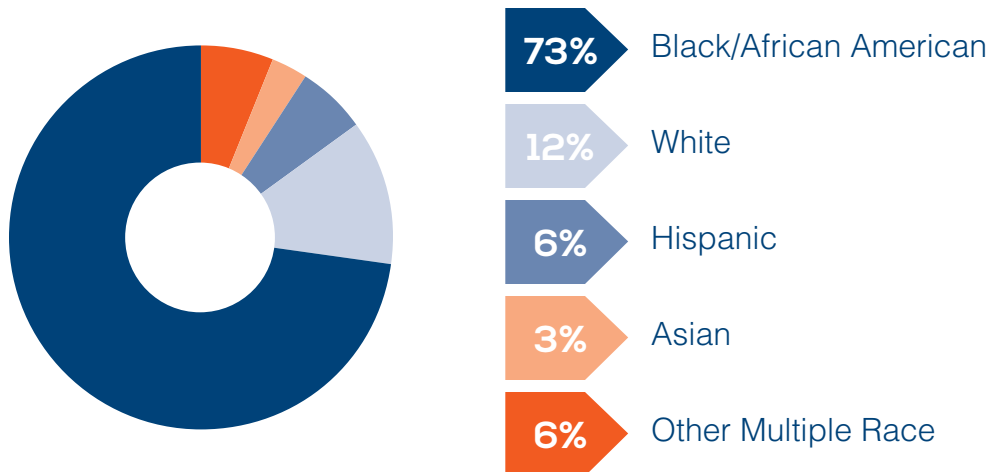
343

Households that Successfully
Avoided Foreclosure

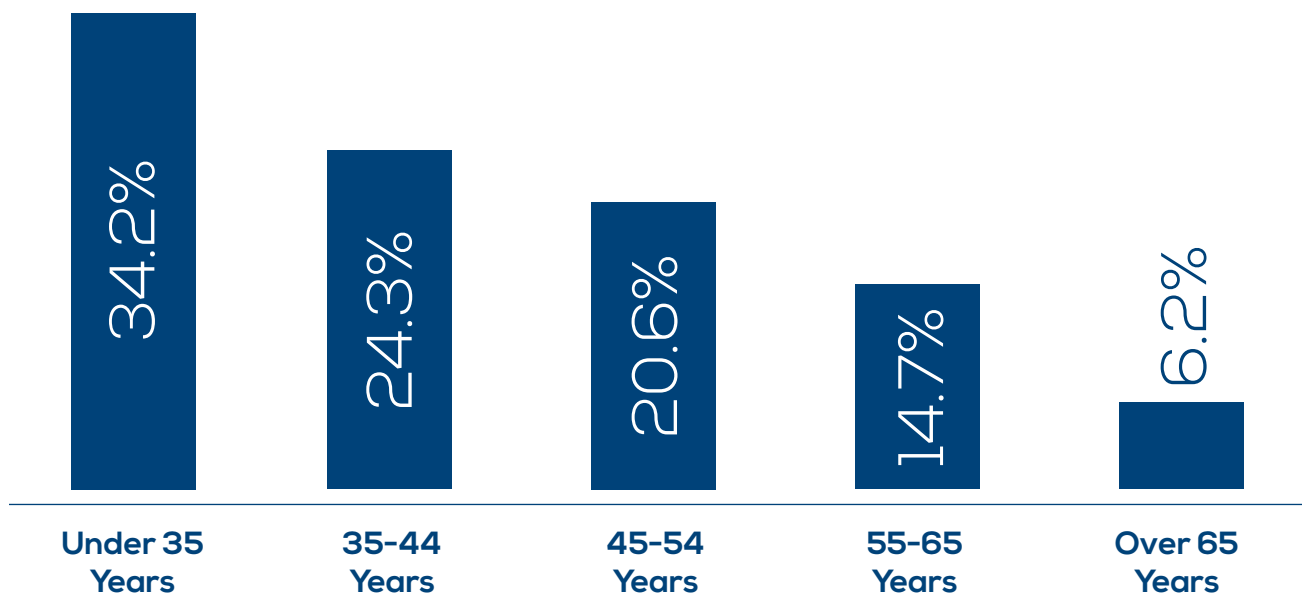
177

CLIENT DEMOGRAPHICS

RACIAL BACKGROUND

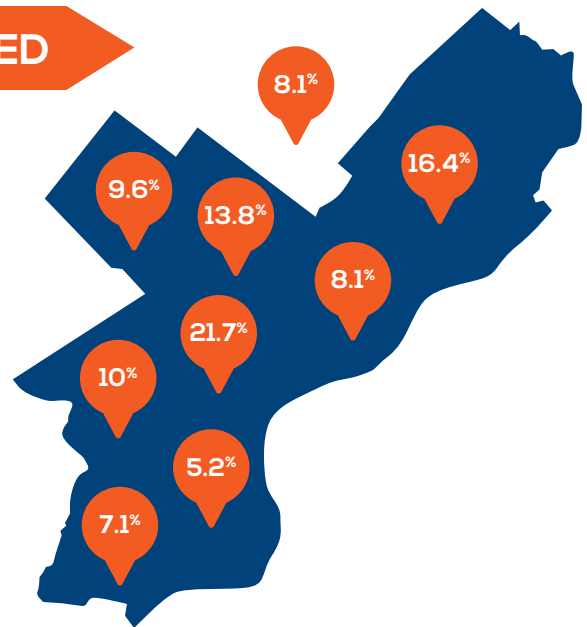


AGE BREAKDOWN

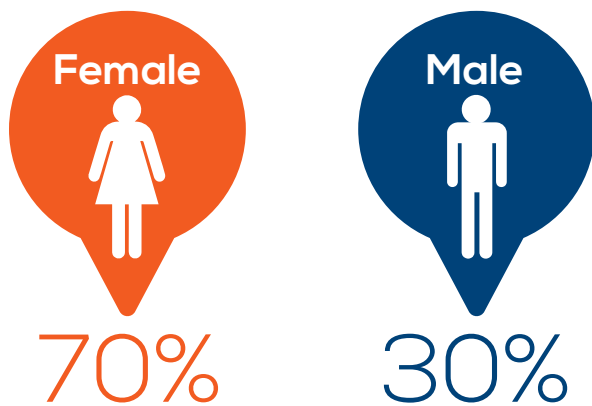


RESIDENCE OF CLIENTS COUNSELED

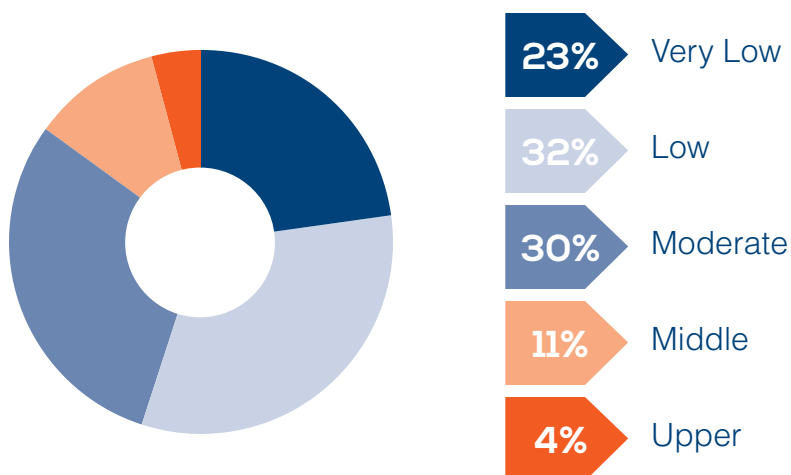
North Philadelphia – 21.7%
Northeast Philadelphia – 16.4%
Olney/Logan – 13.8%
West Philadelphia – 10%
Northwest Philadelphia – 9.6%
Kensington/Fishtown – 8.1%
Outside of the City – 8.1%
Southwest Philadelphia – 7.1%
South Philadelphia/Center City – 5.2%



GENDER STATISTICS



INCOME BREAKDOWN



ADVOCACY in Action

Events and Outreach

AHCOPA Wine & Cheese Celebration



Domain Real Estate Group First Time Home Buyer Fairs



Homeownership Advisor Abraham Reyes Pardo shares information with attendees.

AHCOPA First Time Home Buyer Workshops



Career Coach Michelle Snow motivates attendees to complete their journey toward homeownership.

Fulton Bank Summit



Ken Bigos speaks on a panel to discuss strategies on how the bank can increase their investment and lending relationships among low and moderate-income households.

NCRC Reinvest Philly Summit

AHCOPA's Executive Director Ken Bigos speaks on a panel entitled "Who Can Stop Redlining?": Seated with Ken: Will Gonzalez of CEIBA, Councilman Kenyatta Johnson and Bruce Dorpalen of the National Housing Resource Center.



Office of Councilman Johnson and the Urban Affairs Coalition First Time Homebuyer Lending Fair



Senior Homeownership Advisor Dionne Cerdan with City of Philadelphia Councilman Kenyatta Johnson.

Owner Occupied Payment Agreement (OOPA) Press Conference



City and state leaders joined with nonprofit legal and financial counseling providers to announce new efforts to prevent foreclosures to help economically vulnerable homeowners with past-due property taxes.

Home Free USA 2018 Conference



Senior Homeownership Advisor Dionne Cerdan and Executive Director Ken Bigos with AHCOPA Board President Bridget Pugh.

AHCOPA Staff Appreciation at XIX Nineteen, Hyatt at the Bellevue



Strawberry Mansion Day



Second from left: State Representative Donna Bullock, Councilman Kenyatta Johnson and Council President Darrell L. Clarke address members of the community to kick off a day of fun and information.

NAREB's Community & Wealth Building Day



Feast of Justice Thanksgiving Food Basket Giveaway



Homeownership Advisor Jacquelyn Bell presents a client with a nutritious assortment for the holiday.

OUR 2018 SUPPORTERS

- Allstate Insurance Foundation
- Alston Beech Foundation
- Bank of America
- Beneficial Foundation
- Bryn Mawr Trust Corporation
- Chase Bank
- City of Philadelphia, Division of Housing and Community Development
- Farmers Insurance
- Fulton Bank
- Home Free USA
- M&T Bank Foundation
- Ocwen Financial Services
- Patricia Kind Family Foundation
- Pennsylvania Housing Finance Agency
- PNC Foundation
- Santander Foundation
- State Farm Insurance Foundation
- TD Bank Foundation
- Vanguard Foundation
- Wells Fargo Housing Foundation



**AFFORDABLE HOUSING
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