

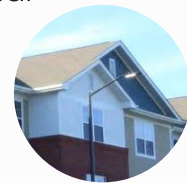
Creating Pathways to Homeownership

For more than 45 years, NeighborWorks America has helped families realize their dream of owning a home, building wealth, and achieving long-term financial security. Affordable, sustainable homeownership offers stability and protection against economic shocks, while also strengthening communities.

Our Approach

NeighborWorks America works to create and maintain homeownership opportunities for families and individuals in urban, suburban and rural communities across the country. A key part of NeighborWorks' strategic approach is working with network organizations to strengthen the continuum of services offered to support the financial health and wealth of low-income households and first-generation homebuyers.

- **Housing and Financial Capability Counseling:** NeighborWorks organizations provide best-in-class education, counseling and coaching to families seeking to build and repair their credit; increase savings; manage debt and access affordable financial products.
- **Lending:** NeighborWorks organizations provide education and counseling and offer down payment and other financial assistance through loans and grants to make homeownership more affordable.
- **Homeownership Preservation:** NeighborWorks organizations assist homeowners by providing post-purchase education, foreclosure mitigation counseling and assistance with refinancing and reverse mortgage financing.
- **Home Rehabilitation:** NeighborWorks organizations help homeowners to maintain, repair and rehabilitate their homes; retrofit them for energy efficiency and increase accessibility through specialized loan products and staff construction specialists who help residents find qualified contractors, write work specifications and oversee property improvements so that work is done correctly and within budget.



16,300

families and individuals
assisted in purchasing
a home in FY 2024

“Owning property gives you a different voice, a different kind of power and a stake in where you live. And it gives you a chance to build wealth that you can then pass on to the next generation,” says NeighborWorks America’s President & CEO Marietta Rodriguez.

Working in partnership with communities, NeighborWorks network organizations develop innovative and impactful strategies to address the barriers homebuyers face. By providing credit counseling, homeownership education, down payment assistance, home rehabilitation and repairs and many other services, NeighborWorks organizations make the dream of ownership a reality for aspiring homebuyers.

When Akidda Gopy became a mother, she set a goal of buying a home in which to raise her family. Knowing she was not yet ready, she looked for help and found the Fast Track program from Neighborhood Housing Services of Baltimore, which provides financial education services to clients who are not yet buyer-ready. Working one-on-one with a dedicated coach, Gopy tackled her financial challenges and cleared her path to homeownership. Speaking at a Fast Track graduation, she shared how much she loves her new home. "Of all the programs we run, this is the one that has the greatest level of appreciation from our clients," said Dan Ellis, NHS of Baltimore Executive Director. "People come back, trust us, know us and stay in a relationship with us. That is the piece that is absolutely critical."



Ashley Hagen and her husband had a small home on the farmland they had purchased in South Dakota. But it wasn't exactly the home of their dreams. "We kept plastic on the windows and even then, you could feel the breeze," Ashley says. "The foundation was crumbling."



Then, they heard about a state-run program offering quality, energy-efficient manufactured homes for buyers with limited incomes. To help them buy the home, GROW South Dakota, a NeighborWorks network organization with a focus on housing, business and community, provided the mortgage. "We are the loan officers and the housing counselors and the budget coordinators and the servicers," explained Lori Moen, GROW South Dakota's chief operating officer. "It's counseling in a deeper form."

Now the Hagens have space for their family — three bedrooms and two bathrooms. There are no drafts coming from the windows or the doors. And they know it is a house they can afford to keep. "We're very happy," Ashley says. Their house has the true feeling of home.

**NeighborWorks®
America**
How We Built
Strong Communities
in FY2024

84,000
homes repaired

12,580
families and
individuals assisted
in preserving
homeownership

105,000
families and individuals
counseled and educated
on housing issues