



# NeighborWorks America and the Network: A Housing Supply Pipeline

**For over 45 years**, NeighborWorks America and our network of high-performing nonprofits have played a leading role in expanding the housing supply in rural, urban, suburban and Tribal communities across the nation. Our unwavering commitment to ensuring that every community is a place of opportunity starts with a dedication to building, restoring, and preserving the supply of safe, affordable homes. Stable housing is a platform for family financial wellbeing and a pathway to building wealth, and abundant housing opportunities are critical to a vibrant local economy.

## Rental Development

The NeighborWorks network builds and preserves a range of rental housing, from single-family rentals scattered throughout neighborhoods to mixed-use, high-rise developments that bring neighborhood-serving commercial offerings, resident services and more under one roof.

**The NeighborWorks network operates a rental portfolio of 211,900 units, with an additional 39,000 units in the development pipeline.**

## For-sale development:

In many communities, a scarcity of available homes is the biggest obstacle blocking aspiring buyers from achieving their homeownership dreams. To meet this need, NeighborWorks organizations develop single-family homes, condos, subdivisions and more. Over the last 10 years, the network has developed nearly 14,000 for-sale homes.

**The NeighborWorks network has been named to the Builder 100 list of top homebuilders in the nation.**

## Rehab/Repair

Preserving existing homes is a key component of housing supply. NeighborWorks organizations offer a range of services, from small repairs for health and safety to large-scale renovation and rehabilitation of owner-occupied and rental homes.

## Innovative Construction

NeighborWorks organizations are testing alternative construction techniques for efficiency, savings and performance. These approaches include a range of factory-built modular, panelized and manufactured construction, as well as on-site approaches including 3-D printing.

## Lending

In addition to building, NeighborWorks organizations, as well as our affiliated capital corporations, serve as lenders to developers of housing. By offering flexible, affordable capital to developers, these organizations are an essential piece of the affordable housing development ecosystem. In the last five years, network lenders have invested \$1.9 billion in support of residential real estate development.

**In FY20-FY24**

**449,400**  
Homes kept habitable

**\$29B**  
Total supply-side housing investment

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**Across the country**, a shortage of housing units is holding back families, communities, and economies from thriving. To meet this challenge, NeighborWorks America provides network organizations with strategic support around four pillars for housing excellence: asset management, business practices, capital access and resident services. Through a mix of flexible, catalytic grants, technical assistance, tools, training and capital resources, NeighborWorks increases the technical and business management skills of network organizations and amplifies their impact. Working together, NeighborWorks America and our network of nonprofit organizations are a key component of our nation's affordable housing delivery pipeline.

## Training

NeighborWorks offers a comprehensive suite of professional learning opportunities for real estate developers, construction managers, CFOs and other financial professionals, and others engaged in housing development.

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**In the last five years, NeighborWorks has issued nearly 2,900 certificates in courses related to housing development.**

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## Grants

Affordable housing development frequently requires sophisticated financial transactions. While NeighborWorks funding typically makes up only a small portion of the total package, it plays an outsized role. NeighborWorks' unique enterprise-level funding can serve as risk capital to be used for acquisition, predevelopment and development and can be used to launch projects, attract additional resources and fill gaps.

## Talent Development

Recognizing that staffing capacity is a major limitation on affordable housing developers, NeighborWorks offers a range of initiatives to attract, retain and develop real estate professionals in the network.

## Portfolio Strengthening

NeighborWorks offers a hands-on clinic and grant program to provide network organizations tools and resources to help improve the performance of their portfolios, manage risks and capitalize on opportunities.

## Peer Learning

NeighborWorks offers network organizations the opportunity to participate in facilitated peer cohorts, convenings and other forums to share information, learn from one another and scale successful approaches.

## Access to Capital

Through two affiliated capital corporations, NeighborWorks provides network organizations with access to flexible, low-cost capital to support their real estate development. NeighborWorks also builds the capacity of network organizations certified as Community Development Financial Institutions (CDFIs), which use their status and access to funds to support residential real estate development.

