



Creating Pathways to Homeownership

For more than 45 years, NeighborWorks America has helped families realize their dream of owning a home. Affordable and sustainable homeownership is a critical pathway to building wealth and long-term financial security. 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 and households of color.

- **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.

Compared to the general marketplace, NeighborWorks network organizations far exceed the national rates of outreach and service to households of color – with low- to moderate-income households of color making up more than half of network-assisted homebuyers.

Our Work in Action

When Akidda Goppy 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, Goppy 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."



Promoting Equity through Minority Homeownership

NeighborWorks America is committed to intentional, comprehensive action to close the racial homeownership and wealth gaps created by legacies of discrimination and systematic exclusion from credit access that have created decades of obstacles for communities of color.

To overcome these obstacles, NeighborWorks is actively engaged with several multi-sector coalitions striving to create homeownership opportunities for underserved households.

"We must, as a country, keep the pathways of property ownership and homeownership open," says NeighborWorks America's President & CEO Marietta Rodriguez.

Working in partnership with minority communities, NeighborWorks network organizations have developed 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 minority homebuyers.

In recognition of the need to scale up efforts in this area, NeighborWorks launched the Accelerating Homeownership for People of Color grant program to facilitate engagement between peer organizations and to identify replicable models, tools and best practices. This grant program is just one example of the way NeighborWorks and the network are leading the charge to meaningfully expand homeownership opportunities for people of color.

NeighborWorks® America

How We Built Strong Communities in FY2023

82,500

homes repaired

12,000

families and individuals assisted in preserving homeownership

111,600

families and individuals counseled and educated on housing issues

16,300

families and individuals assisted in purchasing a home