Who We Are

At the Center for NYC Neighborhoods our mission is to promote and protect affordable homeownership in New York so that middle- and working-class families are able to build strong, thriving communities.
Homeownership in NYC Matters

- Strategy for intergenerational wealth building
- Provides stability for **families** & for **neighborhoods**
- Anchors families in changing neighborhoods
- **Affordable homeownership is affordable housing:** homeowners provide NYC with affordable rental units
Big Picture: Homeownership in NYC

- **1 million** NYC homeowner households
- **560,000** earn less than **$100,000**
- **270,000** earn less than **$50,000**
- **40%** of homeowners are cost-burdened

Source: American Community Survey 5-Year Estimates
Current Challenges

- Affordability
- Foreclosures
- Home Repair Needs
- Aging Homeowner Population
- Access to Credit
- Scams & Deed Theft
Home Prices Outpacing Incomes

Index of Housing Price Appreciation and Income (Index=100 in 2011)

Sources: DOF, American Community Survey, Furman Center
Home Prices Outpacing Incomes

Sources: NYC DOF, American Community Survey, Furman Center

All 2017 Small Home Sales

- Only a fraction (11%) of small home sales in 2017 were affordable to families making 100% of the area median income.
- Of these homes—sold at prices affordable to a median family—more than a third (38%) were picked up by flippers rather than homeowners.

Sources: DOF, American Community Survey
Foreclosure Rates Still High: NYC Mortgage Distress Twice As High As Pre-Crisis Numbers

Sources: NY Federal Reserve, Property Shark
Big Increase in Foreclosure Auctions

- In 2017, auctions increased **58%** over the previous year.
- **3,306** homes were scheduled for auction in 2017.

Source: Property Shark
Homeowners Affected By The Tax Lien Sale

Source: NYC Department of Finance
Home Repair Needs

1-4 Family Maintenance Deficiencies by Boro

<table>
<thead>
<tr>
<th>Borough</th>
<th>Deficiencies</th>
<th>Household with 3+ Deficiencies</th>
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<td>23,401</td>
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Source: 2014 Housing Vacancy Survey
Aging Homeowner Population

400,000 NYC Seniors are homeowners

Their median income is $44,000
Rise in Reverse Mortgage Foreclosures

“Due and Payable” Notices in New York State

- Reverse Mortgage “Due and Payable” Notices
- Projected Reverse Mortgage “Due and Payable” Notices for the Remainder of 2016

Graph showing the increase in “Due and Payable” notices from FY 2013 to FY 2016, with a projected increase for FY 2016.
Renters Vulnerable to Displacement

• **550,000** renter households live in small, 1-4 family, buildings
• That’s **1.5 million** New Yorkers
• **200,000** renter households live in the same small home as a landlord-homeowner
Vulnerable Homeowners Targeted By Scams

- Deed theft and short sale scams remain prevalent
- Scammers target vulnerable homeowners, including those in foreclosure and seniors
Home Flipping At Highest Level Since 2006
Credit Tight For Families Of Color

Home Purchase Origination and Denial Rates

- White: 69% Home Purchase Origination Rate, 11% Denial Rate
- Asian: 68% Home Purchase Origination Rate, 14% Denial Rate
- Latino: 59% Home Purchase Origination Rate, 17% Denial Rate
- Black or African American: 56% Home Purchase Origination Rate, 19% Denial Rate

Refinance Origination and Denial Rates

- White: 47% Refinance Origination Rate, 23% Denial Rate
- Asian: 38% Refinance Origination Rate, 28% Denial Rate
- Hispanic or Latino: 34% Refinance Origination Rate, 31% Denial Rate
- Black or African American: 31% Refinance Origination Rate, 33% Denial Rate

Source: Home Mortgage Disclosure Act Data 2016
Credit Tight for Homeowners With Low And Moderate Incomes

Lower Income Loan Homeowners are Unlikely to Receive Financing

% of applicants that received financing (2016)
How To Support Affordable Homeownership In NYC?

- Continue to fund **foreclosure prevention** and **homeowner stabilization** assistance
- Promote **Community Land Trusts**
- Streamline and expand **home repair** resources
- Reform City **tax and water delinquency policy**
- Provide **financial incentives** for homeowner/landlords who rent to ELI or formerly-homeless households
- Implement a **Flip Tax** (state initiative, needs home rule authorization)
The Center’s Impact

Since 2008, we have helped 74,000 homeowners across New York.

In 2017:

- We served 17,980 clients.
- We saved 634 homes.
- Annual savings to homeowners: $15,000,000
FY 2018 City Budget Asks:

Mortgage Foreclosure Prevention: $1.25 Million
- Serve 2,000 homeowners
- Conduct outreach to 10,000
- Increase of $250,000 from FY ‘18

Homeowner Tax Help Initiative: $500,000
- Prepare NYC homeowners for new federal tax code
- Keep NYC homeowners off the lien sale list
- Reach 5,000 homeowners
We’re Here For NYC Homeowners At Every Step Of Their Journey

Mortgage Help: We assist homeowners who are at risk of missing mortgage payments.

Foreclosure: We’ve helped thousands of people get out of foreclosure.

Coastal Communities: Learn how rising sea levels and flood insurance costs can affect homeownership.

Scam Prevention: We work to protect homeowners from common scams.

Rehabs and Retrofits: The costs can be a burden — but there are programs that can help.
Serving New York’s Diverse Working- And Middle-Class Families Throughout The City

Our clients are:

- **52%** African-American
- **19%** Hispanic
- **6%** Asian
- **23%** White

Their median income is **$46,600**
Stop by to learn how to

✓ Apply for homeowner benefits
✓ Get financial help for home repairs
✓ Manage your home as a small landlord
✓ Avoid contractor and mortgage scams
✓ Bring mortgage payments under control
Interboro Community Land Trust: A New Model for Homeownership in NYC

- **Permanent affordability**: CLT properties remain affordable across resales
- **Subsidies go further**: CLT resale restrictions and stewardship recycle subsidy
- **CLTs protect their homeowners** from fluctuations in the housing market and diminish the risk of foreclosure

A Partnership between the Center for NYC Neighborhoods, Habitat for Humanity New York City, Mutual Housing Association of NY, Urban Homesteading Assistance Board
Community Restoration Fund

- Allows NYC to acquire distressed mortgages to create **affordable homeownership** and **rental opportunities** for low-to-middle income families.

- Acquired **24 mortgages** in 2016; another **38 homes** purchased in 2018.

- **Main goal:** Keep homeowners in their homes through modifications.
Special Efforts to Serve Seniors

- Specialized intensive services to seniors at risk of losing their home including foreclosure prevention, home repair assistance, reverse mortgage, and estate planning.
- Reached 500 senior homeowners across the city through a series of events.
- Distributed 4,000 City Council co-branded, multilingual brochures on senior homeowner services to outreach partners.

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