



BOARD OF  
DIRECTORS

Jennifer Ferris  
*President*

Emily Hinkle  
*Vice President*

Gordon Merklein  
*Secretary*

Ken Reiter  
*Treasurer*

David Brehmer

Cresha Cianciolo

Kathleen Ferguson

Sally Greene

Kelley Gregory

Debra Ives

Michelle Johnson

Jim Merritt

Charles Mills

Penny Rich

Executive Director  
*Robert Dowling*

**Date: April 22, 2016**

To: Mayor Hemminger and the Chapel Hill Town Council

From: Robert Dowling, Executive Director

Re: Quarterly status report for quarter ended March 31, 2016

The third quarter of the 2015-16 fiscal year included the following highlights:

1. We sold two homes, both of which were existing Home Trust homes
2. We worked with numerous sellers, including one developer
3. We increased our mortgage lending options
4. The board began focusing on future growth
5. We assisted one homeowner who was in crisis

**Two homes sold** – The January to March quarter typically starts slowly as folks recover from the holidays. By the end of March, the pace quickens as both sellers and buyers focus on finding new residences. We closed on two of our older townhomes in January using \$31,800 of subsidy, \$19,800 of which came from the NC Housing Finance Agency. One of the homes was sold to a household that earned more than 80% of median income. As of March 31, 2016 there were 242 homes in our inventory, 197 of which are in Chapel Hill; 45 of which are in Carrboro.

**Numerous sellers** – Once March arrived, we began hearing from homeowners who were interested in selling their Home Trust homes. As of this date, we have nine homes for sale, seven of which are under contract. Two of these are newly constructed homes in the Burch Kove neighborhood. The two homes that are not yet under contract will also be new to our inventory. In addition to these nine homes, five other existing Home Trust owners have informed us that they wish to sell their homes.

**Increased lending options** – I am pleased to report that we have added two new lenders to our stable of mortgage providers. The Bank of North Carolina has developed a product for low-income buyers that should be very helpful to Home Trust buyers. In addition, we have begun working with Banc Home Loans based in Irvine, CA. They are very familiar with community land trusts and with Fannie Mae guidelines.

**Future growth** – The Home Trust board retreat was in February. In attendance were Mayors Hemminger and Lavelle and BOCC Chair McKee. The board discussed the future growth of the Home Trust given the slowing of the inclusionary pipeline. It was suggested that we should consider administering inclusionary rental units on behalf of the Towns. The board has already begun investigating that option.

**Homeowner in crisis** - One of our longtime owners found herself in a crisis due to a water leak and resultant mold growth in her home. Since she lacked the financial resources to make the necessary repairs, we took on that responsibility. Extensive repair work on her home was completed today.