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Executive Director
Robert Dowling

Date: January 9, 2018

To: Mayor Pam Hemminger and Members of the Town Council
From: Robert Dowling, Executive Director
Re: Quarterly status report for quarter ended September 30, 2017

The first quarter of the 2017-18 fiscal year included the following highlights:

1. We sold five homes, one of which was new to our inventory
2. We completed our due diligence on the Landings apartment complex and began the legal work necessary to acquire the property
3. We had another clean audit and a successful fundraiser

Five homes sold – The one new home we sold is part of the Northside Neighborhood Initiative. We now have 256 homes in our inventory of affordable homes. One of the five homes was sold to a household earning more than 80% of AMI. Two of the homes required subsidy; a resale in 140 West Franklin required \$10,000 of HOME funds; and the Northside home required \$25,000 of CDBG funds and \$35,000 of NCHFA subsidy. Resales of existing homes have been unusually slow this year. For the 2017 calendar year, only five existing Home Trust homes have resold. We added six homes to our inventory. By comparison, in 2016, we sold 28 homes, 19 of which were resales.

Due diligence on the Landings – We continued the due diligence associated with acquiring the Landings, a 58-unit rental development located within the Winmore community in Carrboro. With the help of facilitators, we hosted three resident meetings during July and August. The purpose of the meetings was to inform residents of the possible acquisition and to solicit their feedback about what needed to be improved at the Landings. Recognizing that the property manager was the source of much discontent, we interviewed several experienced property managers and selected Partnership Property Management to take over once we acquire the property. The Home Trust board formally approved resolutions to acquire the property in early November. We expect to close on the acquisition on December 28th.

Clean audit - Our auditor, Neal, Bradsher & Taylor, P.A. provided the board with a clean audit report for the fiscal year 2016-17. We had a change in net assets of \$24,844 for the year.

Successful fundraiser - Our Opening Doors 2017 fundraiser at the Carolina Inn was another big success. For the first time, event revenues exceeded \$100,000. That includes funds raised at the event for a special homeowner assistance program.