

COASTAL Homebuyer Programs, LLC

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STATEMENT OF QUALIFICATIONS

Coastal Homebuyer Programs (Coastal) offers its services as **affirmative fair marketing and homebuyer selection agent** for affordable housing developments in Massachusetts. Our experience is based on the following:

- ✓ Coastal staff has over 20 years' experience in developing affordable housing opportunities as homebuyer selection administrator, homebuyer educator, developer and development consultant in Massachusetts, New Hampshire and Maine. We have been conducting lotteries since 2003. Staff includes native English and Spanish speakers.
- ✓ Our experience as homebuyer selection agent includes work in urban, suburban and rural areas across the state. All of our homebuyer selection contracts have been completed on or under budget.
- ✓ Our experience includes work with the New England Fund (NEF), Local Initiative Program (LIP), state DHCD (HOME and HSF) programs, MassHousing, rental, and phased developments. We have worked with over age 55, over 62 and unrestricted developments.
- ✓ Coastal provides assistance in varying amounts to meet our clients' needs, from provision of eligible homebuyer lists to complete homebuyer selection assistance through unit sales, to technical assistance and staff training to assist staff to complete the homebuyer selection process themselves.
- ✓ Coastal is the ONLY homebuyer selection agent who has obtained down payment funds to increase affordability to homebuyers. Current down payment programs are operational with Citizens and Eastern Banks and with the Town of North Andover. Down payment programs have been set up and administered through various municipalities as well as through the Federal Home Loan Bank of Boston. Coastal prides itself on providing the assistance homebuyers need to close the loan and complete the home purchase.
- ✓ Coastal is the first CHAPA-approved homebuyer education program in northeast Massachusetts. Coastal benefits from contacts with over 500 income-eligible and housing-ready households, as well as with lenders and affordable financing programs (Massachusetts Housing Partnership Fund and MassHousing) that assist with financing and broaden the income-eligible market for developers.