

# **COASTAL** Homebuyer Programs, LLC

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## **STATEMENT OF QUALIFICATIONS**

Coastal Homebuyer Programs, LLC (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 24 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. We have experience 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, and with development size ranging from 1 to 46 units. To date, Coastal has worked on 16 developments and completed 146 homebuyer unit sales.
- ✓ We provide 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 works with Coastal Homebuyer Education, Inc., a CHAPA-approved homebuyer education program in northeast Massachusetts. We benefit from contacts with over 700 income-eligible and housing-ready households, as well as with lenders and affordable financing programs (including Massachusetts Housing Partnership Fund and MassHousing) that assist with financing and broaden the income-eligible market for developers.