

**FLORIDA HOUSING FINANCE CORPORATION**  
**Board Meeting**  
**October 28, 2022**  
**Information Items**



## ASSET MANAGEMENT

### Information

#### I. ASSET MANAGEMENT

##### A. Hilltop Village Apartments

<b>DEVELOPMENT NAME (“Development”):</b>	<b>Hilltop Village Apartments</b>
<b>DEVELOPER/PRINCIPAL (“Applicant”):</b>	<b>SP Hilltop Village LP/SP Hilltop Village GP, Inc./Southport Financial Services, Inc./J. David Page, individually</b>
<b>NUMBER OF UNITS:</b>	<b>200</b>
<b>LOCATION (“County”):</b>	<b>Duval</b>
<b>TYPE (Rental, Homeownership):</b>	<b>Rental/Family (Multifamily Mortgage Revenue Bond (“MMRB”)/Low Income Housing Tax Credits (“HC”))</b>
<b>SET ASIDE:</b>	<b>85% @ 60% (MMRB) 100% @ 60% (HC) 25% @ 40% (SAIL) 25% @ 45% (SAIL) 50% @ 50% (SAIL)</b>
<b>ALLOCATED AMOUNT:</b>	<b>\$7,000,000 of Tax Exempt Bonds \$504,385 4% HC allocation and \$1,503,237 SAIL Loan Extension</b>

#### 1. Background

- a) Prior to the IRS suspension of compliance monitoring due to COVID, Florida Housing’s contracted monitor First Housing Development Corporation (“First Housing”) visited the Hilltop Village property on 12/9/2019. The property received an unsatisfactory physical inspection primarily due to missing tub and sink stoppers in 7 units. One unit was found to have a deteriorated seal and a faulty lock on a bathroom door. Two units had soiled AC filters. The 2019 review was successfully closed out on 2/21/20.
- b) Florida Housing became aware of a news article on May 5, 2021, regarding code enforcement and the rodent infestation. We immediately reached out to ownership and management of Hilltop Village for their response and action plan. We were able to discern from Southport's response that they received local government code violations on 9/5/2020 and 9/10/2020 citing required repairs as well as "extermination needed". A code enforcement hearing was held 1/25/21 where Southport stated all violations were cleared except for the rodent issue. Southport signed their first contract with Massey Services for vermin exclusion on 4/21/21..
- c) On 5/18/21, Sen. Rubio wrote HUD's Secretary Fudge with his concerns regarding HUD's lack of oversight of Hilltop Village as HUD had not inspected the development since December 2015. HUD had already scheduled a REAC inspection of 100% of the units for 5/11/21. The REAC inspection resulted with a score of 61c/100. (The “c” indicates potentially life-threatening conditions were witnessed during the inspection.) The 61 in the score is considered passing (below 60 is failing). The REAC inspection found while the structural integrity of Hilltop Village meets federal standards, the deductions

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come from health and safety issues, namely the pest and rodent infestations, chronic mold, and disrepair of the units. Four units were declared uninhabitable, and ownership and management were subjected to more than \$160,000 in civil fines. In August, Sen. Rubio wrote Sec. Fudge again asking for affected residents to be relocated.

- d) The Department of Business and Professional Regulation (DBPR) inspected Hilltop on 5/20/21. DBPR has jurisdiction over safety and sanitation for apartments and hotels, among other industries. Hilltop met DBPR's inspection standards during that visit.
- e) First Housing visited the property on 6/3/21, 7/19/21, 8/27/21 and most recently 12/6/21.
- f) On 8/13/21, after viewing another News4jax report, we requested an updated action plan and timeline to remedy the problems since it was apparent the initial plan was not sufficient. Southport engaged another vendor to assist with exclusion of the vermin.
- g) Due to these ongoing issues, in September 2021, the following closing condition was added to Southport's three upcoming new construction transactions:

All repairs have been made to resolve outstanding noncompliance issues identified by monitor(s) in their monitoring reports by closing and rodent infestation has been resolved prior to Cambridge Management, Inc. leasing any units in the development. If unresolved prior to leasing, we will require replacement of Cambridge Management, Inc. with an alternate management company, pursuant to requirements of 67-53, F.A.C., that does not share any common Principals, executive directors, board members, officers, guarantors or employees of the Applicant entity or Cambridge Management, Inc.

- h) At the December 2021 Board meeting, the Executive Director informed the Board that staff would review the facts and circumstances relating to the management of Hilltop Village, along with the 12/6/2021 compliance review and determine whether further administrative action should be pursued in accordance with Florida Statutes.
- i) On 12/6/2021, First Housing performed their compliance review and inspected 26 units. All 26 failed the inspection for a variety of reasons. There were towel bars broken off, holes in the walls, and sink and tub stoppers missing. Southport's management agent timely submitted their response. All noncompliance issues cited in the 12/6/2021 compliance review have now been rectified and cured with the exception of the following:
- j) Two units remain in noncompliance due to resident housekeeping issues. The units were not cleaned upon Management's re-inspection. Management had scheduled follow-up inspections; however, the inspections were postponed until COVID quarantine restrictions were lifted. Once the quarantine restrictions were lifted, management would conduct follow-up inspections. If the units were not cleaned, Management stated they would initiate eviction procedures.

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- k) While the monitor did not observe any rodents, there continues to be a rodent problem. On the day of the monitoring visit, Terminix, who is now the current rodent pest control company under contract, trapped 35 mice. Property management reported Terminix is on site daily, except for weekends. Based on this, there continues to be a rodent problem.
- l) Staff informed the Board a follow up review would be scheduled to assess the progress on eradication of the rodent issue.
- m) On February 16, 2022, Jacksonville city councilwoman Ju'Coby Pittman met with José Alvarez, HUD Regional Administrator for the Southeast, representatives from Cambridge Management and residents of Hilltop Village apartments to hear their concerns regarding the ongoing rodent problem.
- n) Florida Housing requested an updated action plan. Southport's representatives responded that they are down to 10 units with code violations that have been remedied and are awaiting reinspection. Additionally, Southport has represented that they have been doing weekly contracts with Terminix and will continue until they have met Terminix's definition of eradication.
- o) Florida Housing requested an updated action plan. Southport's representatives responded that they are down to 10 units with code violations that have been remedied and are awaiting reinspection. Additionally, Southport has represented that they have been doing weekly contracts with Terminix and will continue until they have met Terminix's definition of eradication.
- p) First Housing conducted a follow up review on 4/5/2022 to reinspect units with prior noncompliance issues and assess progress on eradication of the rodent issue. The report is currently in draft form and will be finalized and issued by the first week of May. Preliminarily, noncompliance issues were found in 14 of the 31 units inspected ranging from broken door locks, inoperable appliances and moldlike substances, however, none of the units showed signs of rodent infestation. Southport management advised that the unit was not able to be inspected on 4/5 due to the resident changing the locks without permission. Since that time, Arco Management, the new management company for Hilltop Village, gained access to the unit, noted open items from the 12/6/21 review and has committed to curing the open issues for this unit by 5/2/2022. In addition, management reported they had experienced their first week, beginning April 11<sup>th</sup>, without any rodent captures.
- q) On 5/4/2022, First Housing issued the report of their 4/5/2022 follow-up inspection. Noncompliance issues were found in 14 of the 31 units inspected. The units selected for inspection included 21 that had deficiencies noted during the 12/6/21 review. Of those, 9 units still had not been corrected. Noncompliance issues ranged from broken door locks, inoperable appliances and moldlike substances, however, none of the units showed signs of rodent infestation. Roaches were observed in one unit. In addition, the laundry facility had 3 damaged windows, an inoperable washer and was in need of housekeeping. All buildings were in need of power washing, excess litter was present throughout the property, the trash collection area was overflowing and not properly maintained. Since the 4/5 review, Arco Management, the new

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management company for Hilltop Village, noted the open items from the 12/6/21 review and committed to curing the open issues.

- r) Management submitted their response to the 4/5/2022 review on 6/2/2022, however, First Housing was still following up on outstanding issues related to 10 units, the laundry facility and trash collection. First Housing received and evaluated management's response and documentation regarding the outstanding noncompliance issues. All issues noted in the management reviews have been cured, with the exception of one unit. The household has vacated the unit and management has engaged a contractor to make repairs to the unit so that it is ready for occupancy.

## 2. Present Situation

- a) First Housing performed a follow-up review on 8/17/2022 and inspected 12 units. The report was issued 9/14/2022. The issued report noted noncompliance in 8 units, with comments regarding other issues in 3 units. One unit was reported as vacant and being turned. The noncompliance included, but was not limited to, broken faucets, missing sink stopper, blocked egress, damaged electrical outlet covers, damaged light switch covers, missing screens, missing and broken bedroom door, damaged baseboards, mold-like substances and verified mold, missing/inoperable smoke detectors, missing fire alarm, missing refrigerator door handle, peeling paint, missing/damaged window blinds, etc. Noncompliance with respect to exterior items included, corroded stair stringers, treads and handrails, damaged/missing downspouts, broken and boarded up windows, damaged access lighting, missing/damaged dryer vents, etc. First Housing received management's response by the 10/14/22 due date. First Housing is following up on the outstanding items.

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**B. Silver Oaks**

<b>DEVELOPMENT NAME (“Development”):</b>	<b>Silver Oaks</b>
<b>DEVELOPER/PRINCIPAL (“Applicant”):</b>	<b>SP Johnson Kenneth Court LP/SP Johnson Kenneth Court GP, Inc./Southport Financial Services, Inc./J. David Page, individually</b>
<b>NUMBER OF UNITS:</b>	<b>200</b>
<b>LOCATION (“County”):</b>	<b>Hillsborough</b>
<b>TYPE (Rental, Homeownership):</b>	<b>Rental/Family (Low Income Housing Tax Credits (“HC”) Tax Credit Exchange Program (“TCEP”))</b>
<b>SET ASIDE:</b>	<b>20% @ 25% (HC) 80% @ 60% (HC) 20% @ 35% (TCEP) 80% @ 60% (TCEP)</b>
<b>ALLOCATED AMOUNT:</b>	<b>\$1,734,259 9% HC allocation and \$6,650,000 TCEP allocation</b>

**1. Background**

- a) Prior to the IRS suspension of compliance monitoring due to COVID, Florida Housing’s contracted monitor First Housing Development Corporation (“First Housing”) visited the Silver Oaks on 8/25/2017. The property failed its records and physical reviews, but all items were subsequently cured. The 2020 review was cancelled due to COVID.
- b) Florida Housing became aware of a news article describing residents’ concerns alleging black mold and a “rodent nightmare.” We immediately reached out to ownership and management of Silver Oaks for their response, action plan and timetable for remediation. First Housing will be on-site to conduct a review of Silver Oaks on 5/3/2021.
- c) Southport’s initial response addressed the actions that have been taken thus far to address sewage leaks and sewer/sanitary backups. Management has reported that all residential building sanitary lines have been scoped and jetted over the last few months. This process identified some areas with foreign objects in the pipes and some areas with sagging pipes and tree root intrusion. Management solicited bids and reports that repair work is in progress.
- d) Management also advised that Cambridge Management had been performing quarterly housekeeping inspections until they were suspended due to COVID. Their first inspection this year was noticed 4/15/2022 and would occur 4/19 – 4/21. Southport’s response did not address remediation for the reported “mold” and rodent issues. Florida Housing requested clarification regarding Cambridge’s policy to only inspect units quarterly, rather than monthly. In addition, Florida Housing requested Southport address plans for mold remediation/air quality as well as their plan for vermin exclusion.
- e) In Southport’s subsequent response received 4/21/2022, management shared:

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“Cambridge has two pest control companies working on inspections, and bids for preventative maintenance/measures. Preventative measures would include building exclusion if needed, exterior bait stations, and additional interior treatments if recommended. Pest control will be doing a full spread for insects next week with a clean out. Additionally, tree and shrub work will commence immediately to trim trees and other vegetation away from the buildings.

During the inspections units are also being inspected for organic growth. Organic growth that appears to be more than surface are immediately inspected, verify all leaks or moisture sources are remedied prior to repairing the area. Once repairs are made management will inspect after to ensure repairs holding and there are no further moisture issues. We will initiate an air quality control test if we feel we cannot remedy the situation in household. If a resident requests an air quality control test after the repair is remedied, we will request one from a certified vendor. However, we advise the resident that if there are no findings, they are responsible for the cost of the test. If any adverse findings are reported in the test results, management will pay for the test. Many times, if surface mildew or organic growth are found it can be remedied with a clean up using authorized mildew/growth cleaners. (Clorox wipes, etc.) Some may be a resident issue, and some may be a unit issue. We review and determine how to handle each issue based on the situation itself. For surface issues for example, are the residents running the HVAC, oven vent fan while cooking, exhaust fan during and after showering, running HVAC while windows and doors are open. Residents are counseled on best practices, including insuring they know how to operate thermostats, vents, etc. Residents are encouraged to report any organic growth concerns immediately to management. Organic growth concerns and reports are deemed immediate needs and processed as fast as possible. Each property is governed by a MMP (moisture management plan). The property staff abide by that as well as Cambridge Management policies and procedures on remediation.”

- f) On 5/25/2022, First Housing issued the report of their 5/3/2022 special site inspection requested by Florida Housing. Noncompliance issues were found in all 16 of the occupied units inspected and 3 of the 4 vacant units inspected. Unit noncompliance included inoperable and/or missing smoke detectors, drywall damage and holes in walls, missing stove drip pan, missing stove knobs, broken blinds, broken closet, missing or broken cabinet doors, toilet in need of repair, fire extinguishers expired or missing, refrigerator not working properly, inoperable dishwasher, dishwasher needing repairs, lights not working properly, broken door locks, broken door frames, boarded windows, ripped screens, roaches observed in one unit, poor housekeeping observed in 3 units as well as other issues. Management’s response was due no later than 6/24/2022.
- g) Management reported they had contracted with a pest control company for rodent control throughout the exterior of the property. Rodent baits and exclusions were reportedly completed on 4/25/2022. In addition, management reported that a cleanout pest control service for all residential units occurred on April 26-29, 2022, and would be continued with a routine bi-monthly service. Management also reported they had contracted with a plumbing company to drain and clean drain lines in 7 buildings and in specific units to restore proper

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flow. The plumbing contractor was working to replace the drain in Building D's breezeway on the day of the review. Management estimated the plumbing project would take a few weeks to complete.

- h) First Housing received and evaluated management's response and documentation regarding the outstanding noncompliance issues and has noted that the only remaining issue is the work that is continuing the drain lines to restore proper flow. This work is being conducted on a building-by-building basis. Management reported that half of the repairs/building have been completed and the other half would start the first week of August. Management estimated this project will be complete by the end of September.

## 2. Present Situation

- a) First Housing performed a follow-up review on 8/31/2022 and inspected 20 units (16 occupied and 4 vacant). The report was issued 9/26/2022. The issued report noted noncompliance in 17 units. Three of the four vacant units were reported as down due to mold, missing appliances, and strong odors. The unit noncompliance included, but was not limited to, exposed electrical outlets, pest infestation (German and American cockroaches) missing window covering, cabinet doors, damage to walls, door knobs missing, blocked egress, inoperable stove range, missing smoke detectors, organic substance present, damaged appliances, drawers and doors, soiled a/c filters, missing/expired fire extinguishers, inoperable bathroom exhaust fans, black substance in bathrooms, broken toilet lid, missing light globes, missing sink stoppers, missing blinds, etc. Noncompliance with respect to exterior items included, graffiti and peeling paint, exterior doors in need of paint throughout property, stairs throughout property are in need of pressure washing, broken blinds throughout the property, and exposed wires on 2 buildings' exteriors. Management's response was not due until 10/26/22, after the deadline for October's board package.



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#### C. Florida Housing Multifamily Rental Portfolio Compliance Dashboard

##### 1. Background/Present Situation

- a) Florida Housing's Management Review and Physical Inspection (MRPI) includes a review of records such as application for residency, tenant income certification/recertification and income verification documents, leases, rent rolls and regulatory agreements (Land Use Restriction Agreement and/or Extended Low-Income Housing Agreement). Physical Inspections include the interior/exterior of residential building and common areas, and a review of general site conditions- landscape, sidewalks, and pave areas.
- b) To arrive at the information presented below, data on all reviews conducted from 1/1/2018 through 9/30/2022 was analyzed. It is important to note, that from 4/1/2020 to 9/30/2021, Florida Housing conducted no on-site, physical inspections due health and safety risks associated with COVID-19; only desk-top reviews of tenant files were completed during this period.
- During the study period, Florida Housing conducted, 3,454 MRPI Reports of 1,396 different developments.
  - 88% of all MRPIs conducted during the study period were successfully closed
  - Of the 424, or 12%, of the reviews that are open from the study period, 52% of developments and 51% of owners have unsatisfactory ratings for examination of records.
  - Of the 424, or 12%, of the reviews that are open from the study period, 56% of developments and 43% of owners have unsatisfactory rating(s) regarding physical condition of the development
  - Of the 424, or 12%, of the reviews that are open from the study period, 29% of owners have deficiencies in both the examination of record and physical inspection categories.

**FISCAL**  
***Information***

**I. FISCAL**

**A. Operating Budget Analysis for August 31, 2022.**

**1. Background/Present Situation**

- a) The Financial Analysis for August 31, 2022, is attached as [Exhibit A](#).
- b) The Operating Budget for the period ending August 31, 2022, is attached as [Exhibit B](#).

# GUARANTEE PROGRAM

## Information

### I. GUARANTEE PROGRAM

#### A. Status of the Guarantee Program portfolio

##### 1. Background/Present Situation

- a) Since the implementation of the Guarantee Program in 1993, 120 transactions facilitating the construction of over 28,000 housing units in Florida were guaranteed. In November 1994, the Guarantee Program entered into an agreement with HUD to participate in the Risk-Sharing Program; characterized by a 50/50 sharing of default risk in connection with the mortgage guarantee. As of 9/30/22, one (1) multifamily development remains in the Guarantee Program portfolio.
- b) Between November 2008 and April 2010, eight (8) multifamily claims were filed on the Guarantee Program portfolio, representing the total (and only) multifamily claims incurred in its 24-year history. The Guarantee Program experienced a strong 87% foreclosure recovery rate, compared to the 64% national average at that time.<sup>1</sup> Currently, there are no foreclosures in inventory and no developments in monetary default in the portfolio.

#### B. Corpus and Portfolio Risk Exposure

##### 1. Background/Present Situation

- a) The global liquidity crisis of 2008 collapsed the market for the variable rate bonds capitalizing the Guarantee Program corpus, ultimately leading staff to restructure the debt, paying off approximately \$89 million and refinancing the remaining \$156.2 million in variable rate bonds to a 5-year term loan with Citibank, closing on December 31, 2009.
- b) At that time, the Guarantee Program's total risk exposure was \$754.5 million. Since then, in keeping with the Board's mandate to cede risk from the portfolio, total risk exposure has been reduced over 99%, as reflected below:

Portfolio Risk Exposure

As of 9/30/22	12/31/21	12/31/20	12/31/19	12/31/18	12/31/17	12/31/16	12/31/15	12/31/14	12/31/13	12/31/12
\$4.9M	\$5.0M	\$5.1M	\$5.2M	\$19.9M	\$20.4	\$30.9M	\$59.4M	\$158.9M	\$306.5M	\$468.5M

- c) The continued low interest rate environment has prompted many Developers to refinance their properties, paying-off their guaranteed mortgages and removing them from the Guarantee Program portfolio, representing the primary driver behind the reduction in Total Commitments reflected above. Refinancing activity is reflected in the following chart:

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<sup>1</sup> Real Capital Analytics, April 2011

## GUARANTEE PROGRAM

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#### Refinancing Activity

	As of 9/30/22	2021		2020	2019	2018	2017	2016	2015	2014	2013	2012
<b>Loans (#):</b>	0	0		0	2	0	1	5	17	22	22	9
<b>Risk ceded (\$):</b>	n/a	n/a		n/a	\$14.4M	n/a	\$10.2M	\$27.6M	\$100M	\$136.8M	\$149.4M	\$84M

- d) Contributing to the reduction in Total Commitments was approximately \$115 million in partial prepayments (of mortgages) from SAIL ELI proceeds, funded prior to or at the time of closing, helping facilitate refinancing activity.
- e) Furthermore, Management aggressively reduced the Guarantee Program capitalizing debt, paying off \$90.2 million on April 20, 2011, another \$15 million on July 29, 2011, and the remaining \$51.0 million on December 21, 2012, reducing the Guarantee Fund's capitalizing debt to zero (\$0).
- f) The Guarantee Fund corpus contains approximately \$144 million in capital invested in the Florida Treasury, Special Purpose Investment Account (SPIA), rated "AA-f" by Standard & Poor's as of March 31, 2022.

#### C. Current Ratings (Insurer Financial Strength)

Standard & Poor's: May 2020 A+ / Stable outlook  
 Cited strengths: "Strong state financial support...Strong asset quality...Strong asset management policies"<sup>[1]</sup>

Fitch: March 2018 A+ / Stable outlook  
 Cited strengths: "Low Risk-to-Capital Ratio... Limited State support ...Minimal Multifamily Losses"<sup>[2]</sup>

#### D. Risk-to-Capital Ratio

##### 1. Background/Present Situation

- a) Authorized Maximum Ratio = 5:1. Peaking in 1999 at 4.95:1, subsequent management efforts resulted in a more conservative downward trend to the vastly improved ratio of 0.03:1 as of 9/30/22. Capital not needed to support the outstanding Guarantees has been made available to the SAIL program for use in the 2016-2018 and 2019 competitive solicitations. Specifically, \$40 million was made available to workforce housing and the remaining \$78 million to SAIL.

#### E. Guarantee Program Portfolio ([Exhibit A](#))

<sup>[1]</sup> Standard & Poor's, "Florida Affordable Housing Guarantee Fund", May 21, 2020, [www.standardandpoors.com/ratingsdirect](http://www.standardandpoors.com/ratingsdirect).

<sup>[2]</sup> Fitch Ratings, "Fitch Affirms Florida Housing Finance Corp's Guarantee Fund at 'A+'; Outlook Stable", March 28, 2018, [www.fitchratings.com](http://www.fitchratings.com). Fitch Ratings 2022 surveillance was concluded on July 21, 2022 and resulted in Review-No Action of the rating.

## HOUSING CREDITS

### *Information*

#### I. HOUSING CREDITS

##### A. The developments listed below have requested changes to the Extended Use Agreement

###### 1. Background/Present Situation

- a) Peyton Ridge (2014-100C) is a 9% Housing Credit Development. The Extended Low-Income Housing Agreement (EUA) was recorded in Duval County on December 20, 2016.
- b) On July 20, 2022, staff received a request from the Applicant to amend section G.a. of Exhibit B, of the EUA to replace the Resident Program, Staff On-Site 24 Hours Per Day to 24 Hour Support to Assist Residents in Handling Urgent Issues, which is consistent with current RFA language.
- c) Staff will amend the EUA as appropriate.

##### B. The developments listed below have requested changes to the Extended Use Agreement

###### 1. Background/Present Situation

- a) Jackson Heights (2014-357C) is a 9% Housing Credit Development. The Extended Low-Income Housing Agreement (EUA) was recorded in Hillsborough County on May 16, 2016.
- b) On September 16, 2022, staff received a request from the Applicant to amend Section 2(d) of the EUA to correct a scrivener's error regarding the number of units that must be committed to Special Needs.
- c) Staff will amend the EUA as appropriate.

##### C. The developments listed below have requested changes to the Extended Use Agreement

###### 1. Background/Present Situation

- a) Cathedral Townhouse (2018-071C/2019-426C) is a 9% Housing Credit Development. The Extended Low-Income Housing Agreement (EUA) was recorded in Duval County on June 14, 2022.
- b) On July 28, 2022, staff received a request from the Applicant's counsel that Fannie Mae and their counsel have requested a Subordination Agreement with Florida Housing.
- c) The Subordination Agreement was recorded in Duval County on September 2, 2022.

## MULTIFAMILY PROGRAMS

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#### I. MULTIFAMILY PROGRAMS

##### A. The developments listed below have requested approval to allow one subcontractor to exceed the 20%/31% limitation

###### 1. Background/Present Situation

- a) On March 12, 2021, the Board delegated authority to staff to approve the 20%/31% subcontractor limitation set forth in Rule Chapters 67-48.0072(17)(g) (2017) and 67-21.026(13)(g) and as stated below, respectively:

*(13) The General Contractor must meet the following conditions;*

*(g) Ensure that not more than 20 percent of the construction cost is subcontracted to any one entity, with the exception of a subcontractor contracted to deliver the building shell of a building of at least five (5) stories which may not have more than 31 percent of the construction cost in a subcontract, unless otherwise approved by the Corporation for a specific Development. With regard to said approval, the Corporation shall consider the facts and circumstances of each Applicant's request, inclusive of construction costs and the General Contractor's fees;*

*(13) The General Contractor must meet the following conditions:*

*(g) For Developments with a Development category of Rehabilitation or Substantial Rehabilitation, unless otherwise approved by the Corporation for a specific Development, ensure that not more than 20 percent of the construction cost, not to include the General Contractor fee or pass-through fees paid by the General Contractor, is subcontracted to any one entity or any group of entities that have common ownership or are Affiliates of any other subcontractor, with the exception of a subcontractor (or any group of entities that have common ownership or are Affiliates of any other subcontractor) contracted to perform work on both the HVAC and electrical components of a building of at least seven (7) stories which may not have more than 31 percent of the construction cost in a subcontract, unless otherwise approved by the Corporation for a specific Development. With regard to said approval, the Corporation shall require an analysis from the Credit Underwriter and consider the facts and circumstances of each Applicant's request, inclusive of construction costs and the General Contractor's fees. For purposes of this paragraph, "Affiliate" has the meaning given in subsection 67-21.002(5), F.A.C., except that the term "Applicant" therein shall mean "subcontractor";*

- b) Staff, in conjunction with review by the credit underwriters and construction consultants, and receipt of positive recommendations from the credit underwriters, has approved the below requests to allow one subcontractor to exceed the 20%/31% limitation. In the case of Village View, because FHFC became aware of the excess through the cost certification review, after the work had been completed, no General Contractor Fee or Developer Fee will be

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allowed on the subcontract amounts that surpass the maximum contract amount allowed under Rule 67-48.0072(17)(g), F.A.C. If the General Contractor Fee on this amount has already been paid to the General Contractor, it will be paid out of the Developer's profit and reflected as a subset of the Developer Fee on the Development Final Cost Certification.

<b>Development</b>	<b>Application Number</b>	<b>Dollar Amount of Contract</b>	<b>Percentage of Contract</b>
Village View*	2018-303C/2019-370C /2020-445C	\$6,339,564	33.98%
St. James Residences	2021-503C	\$1,665,314	21.1%

*\*Subcontractor contracted to deliver the building shell of a building of at least five (5) stories*

**B. The developments listed below have requested an approval to increase their hard cost contingency and development type change during credit underwriting**

**1. Background/Present Situation**

a) On April 1, 2022, via a Telephonic Board Meeting, staff recommended and the Board granted staff ability to approve contingency reserve increases upon recommendation by the Credit Underwriter and changes to the Development Type (e.g. Garden Apartments, Townhouses, High-Rise, etc.). This action was ratified by the Board at the April 29, 2022 Board Meeting.

b) Under the rule in place at the time of the below Applications, Rule Chapter 67-48.0072(19), F.A.C. (effective June 23, 2020) stated:

*(19) Contingency reserves which total no more than 5 percent of total actual construction costs (hard costs) and total general development costs (soft costs) for Redevelopment and Developments where 50 percent or more of the units are new construction may be included within the Total Development Cost for Application and underwriting purposes. Contingency reserves which total no more than 15 percent of total actual construction costs (hard costs) and no more than 5 percent of total general development costs (soft costs) for Rehabilitation, Moderate Rehabilitation, Substantial Rehabilitation, and Preservation may be included within the Total Development Cost for Application and underwriting purposes; however, in the event financing is obtained through a federal government rehabilitation program, a contingency reserve up to 20 percent may be utilized if required by the program. Contingency reserves shall not be paid from SAIL or HOME funds.*

c) Under the rule in place at the time of the below Application, Rule Chapter 67-48.004(3)(g), F.A.C. (effective June 23, 2020) stated:

*(3) For the SAIL, HOME and Housing Credit Programs, notwithstanding any other provision of these rules, the following items as identified by the Applicant in the Application must be maintained and cannot be changed by the Applicant after the applicable submission, unless provided otherwise below: (g) Development Type;*

**MULTIFAMILY PROGRAMS**

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- d) The following Developments have made a request to increase their hard cost contingency reserve at the recommendation of the Credit Underwriter and development type change. Staff has reviewed these requests and recommendation and approved the Borrower’s requests.

<b>Development</b>	<b>Application Number</b>	<b>From</b>	<b>To</b>
Alto Tower	2021-294CSN	5%	7.5%
Alto Tower	2021-294CSN	High-Rise (7 stories)	Mid-Rise (6 stories)

**C. The development listed below has requested changes to the Extended Use Agreement**

**1. Background/Present Situation**

- a) Boulevard Tower 2 (2019-019BS/2018-529C) is a SAIL, MMRB, and 4% Housing Credit Development. The SAIL Land Use Restriction Agreement (SAIL LURA) and the MMRB Land Use Restriction Agreement (MMRB LURA) were recorded in Hillsborough county on March 11, 2020. The Extended Low-Income Housing Agreement (EUA) was recorded in Hillsborough County on April 11, 2022.
- b) On August 26, 2022, staff received a letter from the Owner requesting to amend the square footage of seven of the three-bedroom units within the EUA. The unit square footages were not recorded in the SAIL LURA and the MMRB LURA and therefore, no revisions are necessary on these documents.
- c) Staff will amend the EUA as appropriate.

**D. The development listed below has requested changes to the Extended Use Agreement**

**1. Background/Present Situation**

- a) Azure Estates (2016-101B/2016-578C) is a 4% Housing Credit / MMRB Development. The Land Use Restriction Agreement (LURA) was recorded in Palm Beach County on October 30, 2019 and the Extended Low-Income Housing Agreement (EUA) was recorded in Palm Beach County on May 9, 2022.
- b) On September 12, 2022, staff received a letter from the Owner requesting an amendment of the EUA to include a HUD Rider. The HUD Rider was previously already incorporated into the LURA.
- c) Staff will amend the EUA for the Development as appropriate.



## MULTIFAMILY PROGRAMS

### *Information*

#### **E. Southwest Hammocks (RFA 2021-106 / 2021-304CS) has requested an approval to increase their construction loan amount**

##### **1. Background/Present Situation**

a) On April 1, 2022, via a Telephonic Board Meeting, staff recommended and the Board approved to allow staff to approve changes to the development that occur after the Credit Underwriting Report is finalized that would normally require Board approval (such as increasing the principal amount, refinancing, or altering any terms or conditions of any mortgage superior or inferior to a Corporation mortgage). This action was ratified by the Board at the April 29, 2022, Board Meeting.

b) Under the Rule in place at the time of the Application of the above-named development, Rule Chapter 67-48.010(15), F.A.C (effective June 23, 2020), stated:

*(15) After accepting a preliminary commitment, the Applicant shall not refinance, increase the principal amount, or alter any terms or conditions of any mortgage superior or inferior to the SAIL mortgage without prior approval of the Corporation's Board of Directors.*

c) On September 22, 2022, staff received an update to the final credit underwriting report with a positive recommendation to increase the amount of the first mortgage construction loan ([Exhibit A](#)). Staff has reviewed this report and approved the Borrower's request.

#### **F. Changes to Construction Features and Amenities**

##### **1. Background/Present Situation**

a) The following developments have requested, and staff approved, changes to the Construction Features & Amenities and/or Resident Programs in their application since the last Board Meeting:

(1) Brisas del Rio Apartments / RFA 2017-108 / 2018-030BS / 2016-583C – The borrower has requested to replace “Energy star certified roof coating” with “Energy star certified roofing materials (metal, shingles, thermoplastic polyolefin (TPO), or tiles)”. Scoring of the application will remain unaffected.

(2) Staff will amend the Land Use Restriction Agreement(s) and/or Extended Use Agreement(s) for the development as appropriate.

## MULTIFAMILY PROGRAMS

### *Information*

#### **G. The development listed below has requested changes to the Land Use Restriction Agreement**

##### **1. Background/Present Situation**

- a) Boatworks Residences (2019-394CS) is a SAIL and 9% Housing Credit Development. The SAIL Land Use Restriction Agreement (SAIL LURA) was recorded in Monroe County on June 30, 2020. The Extended Use Agreement (EUA) has not been recorded yet.
- b) On August 1, 2022, staff received a letter from the Owner requesting to amend the number of buildings from two residential buildings to one residential building since the Development was issued a single building permit and a single Certificate of Occupancy.
- c) Staff will amend the LURA as appropriate.

#### **H. Fletcher Black (RFA 2019-111 / 2020-069BR) has requested approval for additional subordinate debt and to extend the RRLP/ELI loan terms from 17.5 to 21 years**

##### **1. Background/Present Situation**

- a) On April 1, 2022, via a Telephonic Board Meeting, staff recommended and the Board approved to allow staff to approve changes to the development that occur after the Credit Underwriting Report is finalized that would normally require Board approval (such as increasing the principal amount, refinancing, or altering any terms or conditions of any mortgage superior or inferior to a Corporation mortgage). This action was ratified by the Board at the April 29, 2022 Board Meeting.
- b) Under the RFA in place at the time of the Application of the Development, Exhibit G Part D(18), (effective August 1, 2019), stated:

*(15) After accepting a preliminary commitment, the Applicant shall not refinance, increase the principal amount, or alter any terms or conditions of any mortgage superior or inferior to the RRLP mortgage without prior approval of the Corporation's Board of Directors.*
- c) On October 19, 2022, staff received an update to the final credit underwriting report with a positive recommendation to include additional debt for a State Housing Initiatives Partnership ("SHIP") loan in the amount of \$2,000,000 and to extend the RRLP/ELI loan terms from 17.5 to 21 years ([Exhibit B](#)). Staff has reviewed this report and approved the Borrower's request.

# MULTIFAMILY PROGRAMS ALLOCATIONS

## Information

### I. MULTIFAMILY PROGRAM ALLOCATIONS

#### A. 2022 Construction Housing Inflation Response Program (CHIRP) Update

##### 1. Background/Present Situation

- a) The Invitation to Participate (ITP) was issued on May 9, 2022. Responses to the ITP must be received by the Corporation no later than July 5, 2022. 67 responses were received.
- b) On August 5, 2022, the Board approved a modification to the CHIRP ITP, allowing Self-Sourced Applicants to apply, with a deadline of September 6, 2022. 4 responses were received.
- c) As of October 19, 2022, 2 Applicants have returned their awards, including the request for CHIRP additional loan funding.
- d) A complete list of the responses received can be found on the ITP Website (accessible [here](#)).
- e) Since the previous Board meeting, the following final Credit Underwriting Reports for CHIRP 9% Housing Credits have been received:

CHIRP APP #	Date CHIRP application Received	Development Name	Original App Award #	Additional Funding Amounts	CUR Status
CHIRP22-2017-002C	5/23/2022	Silver Pointe	2017-002C	\$500,000	Update – <a href="#">Exhibit A</a>
CHIRP22-2021-108C	5/11/2022	Swan Landing	20021-108C	\$500,000	New – <a href="#">Exhibit B</a>
CHIRP22-2021-020C	5/10/2022	Tranquility at Ferry Pass	2021-020C	\$311,324	New – <a href="#">Exhibit C</a>
CHIRP22-2021-013C	5/27/2022	Enclave at Lake Shadow	2021-013C	\$254,378	New – <a href="#">Exhibit D</a>

**MULTIFAMILY PROGRAMS ALLOCATIONS**

*Information*

- f) The following final Credit Underwriting Reports for CHIRP loan programs are included in the Consent Agenda:

<b>CHIRP APP #</b>	<b>Date CHIRP application Received</b>	<b>Development Name</b>	<b>Original App Award #</b>	<b>Additional Funding Amounts</b>	<b>CUR Status</b>
CHIRP22-2021-294CSN	7/5/2022	Alto Tower	2021-294CSN	\$1,146,607 loan	New
CHIRP22-2022-204S	7/1/2022	Captiva Cove III	2022-204C	\$4,300,000 loan	New
CHIRP22-2021-252SN	6/21/2022	Fulham Terrace	2021-252SN	\$3,224,906 loan	New

- g) On August 5, 2022, the Board approved the 2022/2023 Tentative Funding Amounts and Timeline. Staff indicated it would provide a monthly update for funding available in the 2022/2023 RFA Cycle based on the progress of sizing CHIRP awards.
- h) The Board approved an estimated \$172,904,000 in SAIL funding comprised of \$52,904,000 from the 2022 legislative appropriation, and \$120,000,000 in SAIL program income. Of the SAIL program income, staff reserved \$90.3M for the CHIRP program. As of October 19, 2022, \$42,316,354 in CHIRP additional loan funding has been preliminarily allocated to 12 Developments. If the remaining 11 Developments require the maximum amount of funding (\$4,300,000), then a total of \$89,616,352 in 2023 SAIL funding will be utilized for CHIRP. The remaining funding will flow directly to the demographic and geographic splits for SAIL approved by the Board on August 5, 2022.
- i) The Board also approved the tentative 9% Housing Credit funding amounts (estimated at \$57.5M) and staff reserved \$19M in 9% Housing Credits for the CHIRP Program. As of October 19, 2022, \$4,933,326 in additional 9% Housing Credits has been preliminarily allocated to 12 Developments. If the remaining 26 Developments require the maximum amount of funding (\$500,000), then a total of \$17,933,326 of the 2023 Housing Credit Allocation will be utilized for CHIRP. The remaining funding will flow directly to the demographic and geographic splits for 9% Housing Credit allocation approved by the Board on August 5, 2022.
- j) As of October 19, 2022, \$4,799,600 in NHTF funding has been allocated to 2 Developments and \$4,728,600 in HOME-ARP funding has been allocated to 2 Developments.

## MULTIFAMILY PROGRAMS ALLOCATIONS

### *Information*

#### **B. RFA Updates**

##### **1. Background/Present Situation**

- a) A workshop regarding RFA 2022-101 “SAIL Financing for the Preservation of Elderly Developments” was held on October 6, 2022. Staff expects to issue the RFA on November 10, 2022 with an Application Deadline of December 20, 2022.
- b) A workshop regarding RFA 2023-103 “Housing Credit and SAIL Financing to Develop Housing for Homeless Persons” was held on October 11, 2022. Staff expects to issue the RFA on November 1, 2022 with an Application Deadline of January 26, 2023.
- c) A workshop regarding RFA 2023-106 “Financing to Develop Housing for Persons with Disabling Conditions / Developmental Disabilities” was held on October 11, 2022. Staff expects to issue the RFA on November 3, 2022 with an Application Deadline of January 31, 2023.
- d) A workshop regarding the following Housing Credit Geographic RFAs was held on October 12, 2022. Staff expects to issue all three RFAs on November 10, 2022 with Application Deadlines as set forth below:
  - (1) RFA 2022-201 “Housing Credit Financing For Affordable Housing Developments Located In Medium And Small Counties” Application Deadline December 28, 2022.
  - (2) RFA 2022-202 “Housing Credit Financing For Affordable Housing Developments Located In Broward, Duval, Hillsborough, Orange, Palm Beach, And Pinellas Counties” Application Deadline December 29, 2022.
  - (3) RFA 2022-203 “Housing Credit Financing For Affordable Housing Developments Located In Miami-Dade County” Application Deadline December 28, 2022.
- e) A workshop regarding RFA 2022-205 “SAIL Financing Of Affordable Multifamily Housing Developments To Be Used In Conjunction With Tax-Exempt Bonds And Non-Competitive Housing Credits” was held on October 13, 2022. Staff expects to issue the RFA on November 10, 2022 with an Application Deadline of December 29, 2022.

## NATURAL DISASTERS UPDATE

### *Information*

#### I. NATURAL DISASTERS UPDATE

##### A. Hurricane Ian Multifamily Rental Portfolio

###### 1. Background/Present Situation

- a) Florida Housing has 1,056 developments with 6,833 buildings comprised of 132,196 units in our portfolio located in the 26 counties declared a major disaster due to Hurricane Ian.
- b) As of October 19, 2022, we received a total of 494 damage reports, with 361 (34.2%) from the 1,056 developments in the 26 FEMA IA-declared counties. Of those, 326 reported no damage, 128 reported limited damage to 285 buildings and 233 units, 32 developments reported moderate damage to 159 buildings and 935 units, with 2 households displaced, 6 developments reported extensive damage to 89 buildings and 328 units, 1 development(s) reported catastrophic damage to 1 building(s) and 16 units, with 15 households displaced.
- c) Potential numbers of displaced households we have become aware of, but have not submitted reports:
  - (1) Daytona Gardens, Daytona Beach (Volusia County) anticipate extensive flood damage to 32 buildings, with potentially 224 households displaced.
  - (2) Lakeside Village Apartments, Daytona Beach (Volusia County) - news reports of first floor flooding to potentially all 11 buildings, however, articles appear to indicate repairs are occurring while households remain in place in the 103 townhomes.
- d) A summary of the status of developments within Florida Housing's portfolio that sustained damage from Hurricane Ian is attached as [Exhibit A](#).

##### B. Hurricane Michael Update

###### 1. Background/Present Situation

- a) Florida Housing had 68 developments comprised of 597 buildings with 6,134 units in its portfolio located in the twelve counties declared a major disaster due to Hurricane Michael.
- b) From the damage assessments, nine developments reported damage extensive enough to require displacement of some or all households. In total, 652 households have been displaced due to direct damage, unhealthy moisture content and/or the discovery of mold in the housing units. An additional 15 properties reported moderate damage, 17 reported limited damage because of the hurricane. Hatton House, a Jackson County development, was able to return

## NATURAL DISASTERS UPDATE

### *Information*

all 76 households to their units once power was restored and the elevator operational.

- c) Reported Hurricane Michael damage at all 41 developments was complete as of May 31, 2022.
- d) The current status of Hurricane Michael related Requests for Applications (RFAs) and developments awarded funding through those RFAs is attached as [Exhibit B](#).

### **C. Hurricane Eta Update**

#### **1. Background/Present Situation**

- a) Damage reports received indicated limited to moderate damage to roofs and windows combined with limited landscape damage. Of the 34 properties that sustained damage, 33 have completed all repair work as of December 31, 2021. Thirty (30) households were displaced due to flooding at Glorieta Gardens in Opa-Locka, Miami-Dade County. As of September 30, 2022, management reported 1 household remained displaced and 16 units remain out of service. A summary of the status of developments within Florida Housing's portfolio that sustained damage from Hurricane ETA is attached as [Exhibit C](#).

## PROFESSIONAL SERVICES SELECTION (PSS)

### *Information*

#### I. PROFESSIONAL SERVICES SELECTION (PSS)

##### A. Emergency Purchase Contracts – Hurricane Ian

###### 1. Background/Present Situation

- a) In an effort to assist Floridians impacted by Hurricane Ian, Florida Housing has entered into two disaster recovery contracts. Both of these agreements have been executed by the Executive Director as permitted by Executive Order Numbers 22-218 and 22-219, and Ch. 67-49.0031, F.A.C.
- b) Our Disaster Intervention Services agreement with Emphasys Computer Solutions, Inc., allows them to mobilize and create a rental housing assessment within designated impacted counties. Using that data, Emphasys' leadership will engage with emergency management agencies, volunteer organizations, disaster response coordinators and "boots on the ground," to use the data collected to further the recovery efforts. Notably, the service will bolster available housing listings on FloridaHousingSearch.org, target affected areas by flagging properties as "damaged" or "under repair" to assist emergency management organizations with planning, and recruit landlords to accept short-term leases using FEMA funds or other subsidies.
- c) Our Disaster Recovery Technical Assistance agreement with the Florida Housing Coalition, Inc., addresses the recovery needs of local governments receiving SHIP Disaster Recovery funds. With this initial allocation, the Coalition will develop three webinars to address current disaster recovery efforts, provide 40 hours of on- and off-site technical assistance, and conduct site visits to some of the hardest hit areas in the state in order to assist local government officials.



## STATE APARTMENT INCENTIVE LOAN PROGRAM (SAIL)

### *Information*

#### I. STATE APARTMENT INCENTIVE LOAN PROGRAM (SAIL)

##### A. Casa Amigos (RFA 2019-108 / 2019-424S) has requested to change the Demographic Commitment

###### 1. Background/Present Situation

- a) On July 26, 2022, staff received a request from the Borrower to change the Demographic designation of Unaccompanied Farmworkers to Farmworkers as defined by Section 420.503, F.S. ([Exhibit A](#)). The modifications are required to better accommodate traditional family occupancy households, due to certain community objectives. Given the rural Immokalee community is one in which persons are engaged in agriculture and is comprised of unaccompanied and accompanied family households, there remains a need for traditional housing units as well as those configured as a shared housing model. The change from Unaccompanied Farmworker to the Farmworker designation would not have had an impact on scoring or funding selection in RFA 2019-108.
- b) Staff has reviewed this request and approved the Borrower's request. The Land Use Restriction Agreement will be amended for the development as appropriate.

# SINGLE FAMILY HOMEBUYER PROGRAMS

## *Information*

### I. SINGLE FAMILY HOMEBUYER PROGRAMS

#### A. Single Family Homebuyer Programs

##### 1. Background/Present Situation

- a) Florida Housing's Homebuyer Loan Programs provide assistance to eligible homebuyers by offering low-cost, 30-year, fixed-rate mortgages together with down payment and closing cost assistance (DPA). Currently, we have four active first mortgage programs; the Florida First Government Loan Program (Government Loan Program), the Fannie Mae HFA Preferred Conventional Loan Program (HFA Preferred), the Freddie Mac HFA Advantage Conventional Loan Program (HFA Advantage), the Florida Hometown Heroes Housing Loan Program (Hometown Heroes).
- b) The Government Loan Program offers borrowers a 30-year, fixed-rate mortgage using all approved government-insured loan types. These include Federal Housing Administration (FHA) loans, U.S. Department of Veteran Affairs (VA) loans, and U.S. Department of Agriculture-Rural Development (RD) loans. This program is funded through both traditional mortgage revenue bond sales as well as by the sale of Mortgage Backed Securities (MBS) into the secondary markets.
- c) The HFA Preferred and HFA Advantage programs offer first mortgage loan products developed specifically for state housing finance agencies. These programs are offered both as bond-financed products as well as forward delivery "To Be Announced" (TBA) products in conjunction with our TBA Program Administrator, Hilltop Securities. Single Family Program Staff sets daily mortgage interest rates for the TBA loans based upon prevailing market rates and predetermined profitability goals. The conventional loans, originated by participating lenders, offer borrowers 30-year, fixed-rate mortgages.
- d) Borrowers at or below 80% of the area median income (AMI) benefit from lower mortgage insurance costs on these loans when compared to other conventional mortgage products, as well as similar government-insured loans such as FHA.
- e) Hometown Heroes was launched June 1, 2022. The Florida Legislature appropriated \$100 million in the 2022 state budget to be used as a revolving source of funds to make homeownership more affordable by providing down payment and closing cost assistance to income-qualified, first-time homebuyers who are frontline community workers. Veterans and active duty military personnel previously assisted with our Salute Our Soldiers Military Loan program are also being included in this new program. Eligible borrowers can receive up to 5% of their first mortgage loan amount (a maximum of \$25,000) in assistance to help them purchase a primary residence in the community in which they work and serve. The 30-year, 0% interest, deferred repayment second mortgage is combined with one of Florida Housing's Homebuyer Loan Program's low interest rate first mortgage loans. It is anticipated that this initial amount of funding will allow us to assist between 5000-6000 borrowers. As of October 14, 2022, we had an active pipeline of 2,325 loans totaling over \$682

## SINGLE FAMILY HOMEBUYER PROGRAMS

### *Information*

million in first mortgage loan volume, paired with \$34 million of downpayment and closing cost assistance.

- f) With the launch of Hometown Heroes, the SOS Military Loan Program is now completed. The Program offered our veterans and active duty military service personnel 30-year, fixed-rate first mortgage loans with lower interest rates than our standard loan programs along with several down payment assistance options. We exceeded the original \$8 million dollars of DPA allocated for this program. In total, our lenders originated 1,163 loans totaling over \$297 million in first mortgage loan volume and over \$9.3 million in DPA assistance. This will be our final report for the SOS Military Loan Program.
- g) c With the launch of Hometown Heroes, the SOS Military Loan Program is now completed. The Program offered our veterans and active duty military service personnel 30-year, fixed-rate first mortgage loans with lower interest rates than our standard loan programs along with several down payment assistance options. We exceeded the original \$8 million dollars of DPA allocated for this program. In total, our lenders originated 1,163 loans totaling over \$297 million in first mortgage loan volume and over \$9.3 million in DPA assistance. This will be our final report for the SOS Military Loan Program.
- h) The HFA Preferred PLUS and the HFA Advantage PLUS programs offer 3%, 4% and 5% of the loan amount in DPA as forgivable second mortgage loans. These loans are forgiven 20% annually over a 5-year period unless the home is sold, refinanced, deed transferred, or is no longer the borrower's primary residence. If any of these actions occur prior to the 5-year forgiveness period, any unforgiven balance becomes due and payable.
- i) We also offer an amortizing second mortgage product, the Homebuyer Loan Program (HLP) Second Mortgage. This product is offered across all of our first mortgage programs and provides up to \$10,000 of assistance at a 3% fixed interest rate and is repaid in monthly payments over 15 years.
- j) Single Family Program Staff continually offers a three-hour, Department of Business and Professional Regulation (DBPR)-approved continuing education (CE) course for realtors. This course is coordinated through local realtor boards throughout the state. Realtors who attend these classes receive a general three-hour CE credit while learning about our Homebuyer Loan Programs and other affordable housing programs available to their potential homebuyers. Florida Housing has permanent approval from DBPR to offer the class via webinar (online) format. We have found this format to be highly effective in attracting more realtors to the classes while eliminating travel costs entirely. Some local realtor organizations have expressed an interest in having us offer in-person classes again. Staff has resumed in-person presentations, where feasible, and if the realtor board can guarantee a minimum of 25 realtors for the class. Since September 2, 2022, we have held online classes for the following realtor associations; Osceola County Association of Realtors®, Orlando Regional REALTOR® Association (x2), Pinellas REALTOR® Organization & Central Pasco REALTOR® Organization, Broward, Palm Beaches & St. Lucie Realtors®, Ocala/Marion County Association of REALTORS®, Space Coast Association of REALTORS®, Daytona Beach Area Association of

## SINGLE FAMILY HOMEBUYER PROGRAMS

### *Information*

REALTORS®, Inc. and MIAMI Association of Realtors. Approximately 558 realtors attended these classes.

- k) Beginning October 3, 2022, new loan reservations are going to Lakeview Loan Servicing, LLC (Lakeview), the new Master Servicer for the Homebuyer Loan Program. All loan reservations made prior to this date will continue to be serviced by US Bank NA. We have sent out multiple announcements and conducted multiple lender trainings to make lenders aware of the new partnership and the new procedure for delivering loans.
- l) Single Family Program Staff periodically conducts telephonic and webinar trainings for lender partners throughout the state. Lender trainings generally consist of program requirements and recent updates, system training with our compliance administrator (eHousingPlus) and first mortgage and servicer requirements and updates with our master servicer, Lakeview. Together, Florida Housing, eHousingPlus and Lakeview will provide lenders with information to better assist with the origination, delivery and purchase of first and second mortgages originated through our Homebuyer Loan Program. We have conducted numerous Hometown Heroes lender specific live Webinars with several thousand lender attendees and continue to do so.
- m) Additionally, we partner with other stakeholders such as mortgage insurance (MI) providers and the Government-Sponsored Enterprises (GSEs), Fannie Mae and Freddie Mac, to better educate and inform our Participating Lenders of recent industry changes.

**SINGLE FAMILY HOMEBUYER PROGRAMS**

*Information*

**HOMEBUYER LOAN PROGRAMS SUMMARY**

	2021 HLP Program Totals	2022 HLP Program Totals	2022 HLP Government Loan Programs Totals	2022 HLP Conventional Loan Programs Totals
Average 1 <sup>st</sup> Mortgage Loan Amount	\$196,813	\$241,276	\$247,633	\$228,437
Average Acquisition Price	\$204,282	\$249,778	\$253,031	\$243,207
Average Compliance Income	\$53,192	\$65,612	\$66,360	\$64,101
County Area Median Income %	67%	70%	68%	75%
Total Purchased 1 <sup>st</sup> Mortgage Loan Amounts	\$840,786,523	\$932,501,582	\$639,953,404	\$292,548,178
Total # of Units	4,272	3,874	2,591	1,283

**2022 TOP 10 COUNTIES FOR HOMEBUYER LOAN PROGRAMS ORIGINATIONS**

County	Loan Count	Loan Amount	DPA
Duval	601	\$140,728,703.98	\$6,440,717.00
Polk	234	\$54,029,720.36	\$2,496,602.00
Pasco	220	\$50,569,233.36	\$2,327,289.00
Leon	194	\$36,425,717.40	\$1,945,441.00
Hillsborough	191	\$50,188,299.50	\$2,220,778.00
Okaloosa	157	\$41,915,530.23	\$1,857,224.00
Volusia	147	\$36,344,813.19	\$1,639,502.00
Escambia	146	\$29,416,332.28	\$1,521,985.00
Lee	134	\$34,917,238.63	\$1,585,606.00
Marion	113	\$24,034,188.57	\$1,196,438.00