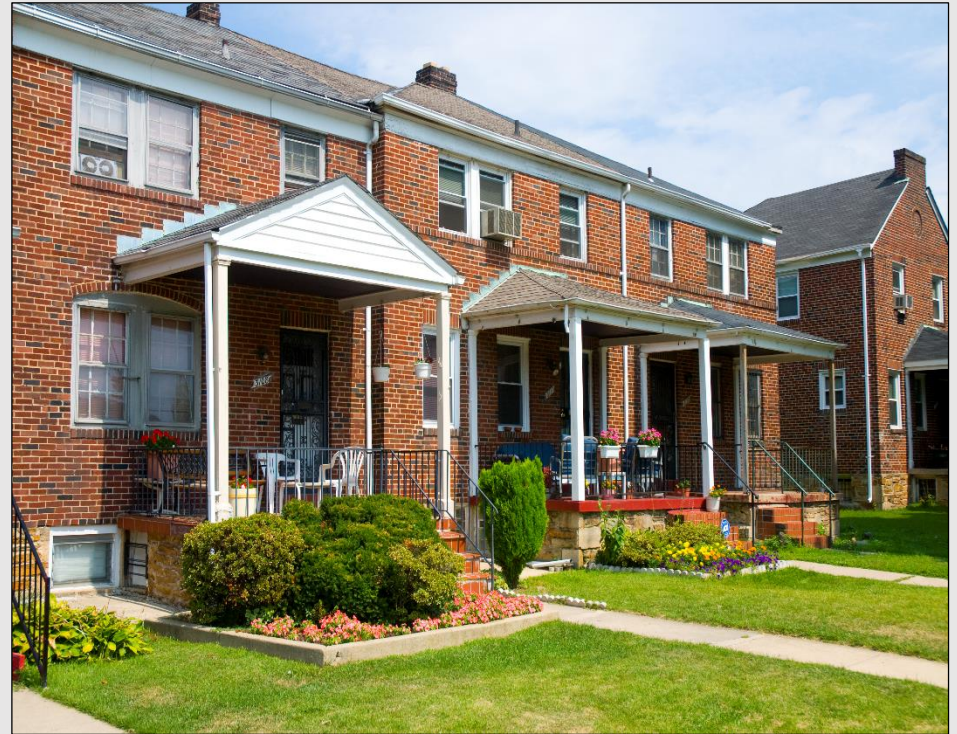




HEALTHY NEIGHBORHOODS
HELPS STRONG BUT
UNDERVALUED NEIGHBORHOODS
INCREASE HOME VALUES,
MARKET THEIR COMMUNITIES,
CREATE HIGH STANDARDS FOR
PROPERTY IMPROVEMENT AND
FORGE STRONG CONNECTIONS
AMONG NEIGHBORS.

2004-2018





14 GUIDING PRINCIPLES OF HEALTHY NEIGHBORHOODS

- Strategies are based upon the strengths and assets of neighborhoods.
- Neighborhoods compete for new residents.
- Appreciation of property (building assets) is a good thing.
- Encourage and support visible positive neighborhood action.
- Neighbors must be engaged in positive marketing and action (if you complain too much, no one will come).
- Healthy Neighborhoods programs are not income restricted.
- Value is built by over improving property.
- Seek private capital which meets program goals and offers modest subsidy.
- Build a community oriented system to mitigate risk.
- Start on strongest blocks first.
- Demand measurable results.
- An active “leadership board.”
- Use capacity for other community development activities.
- CRA enforcement and local empowered management matter.



ACCOMPLISHMENTS:

- 39 neighborhoods
- \$155 million invested
- 665 homes improved
- Increased home values
- 113 community facilities rehabbed with energy improvements (community centers, schools, housing for homeless families, drug treatment center)
- 201 vacant properties rehabbed and sold
- Improved neighborhood infrastructure
- Marketing strategies in each neighborhood
- New practice and philosophy for community development building upon neighborhood assets, encouraging property appreciation and neighborhood self-management

NEIGHBORHOOD CAPITAL AND MARKETING GRANTS:

- \$1.6 million in grants
- 272 block and capital projects – neighborhood signs, playground equipment, public art, park improvements, tree planting, porch lights and flags, lawn lamps
- 105 marketing activities – websites, marketing materials (neighborhood, schools, loan pool), neighborhood tours, Spanish language homeownership materials
- \$40,000 annual grant to each neighborhood group for community marketing





HEALTHY NEIGHBORHOODS LOAN POOL

- Acquisition/rehab, refinance/rehab, home improvement
- 110% LTV, 1% below market, never less than 4%
- No PMI payments
- Free architectural advice
- No upper income limits
- Up to \$10,000 matching grants for rehab
- 278 matching rehab grants made totaling \$2.5 million



HEALTHY NEIGHBORHOODS LOAN POOL 1

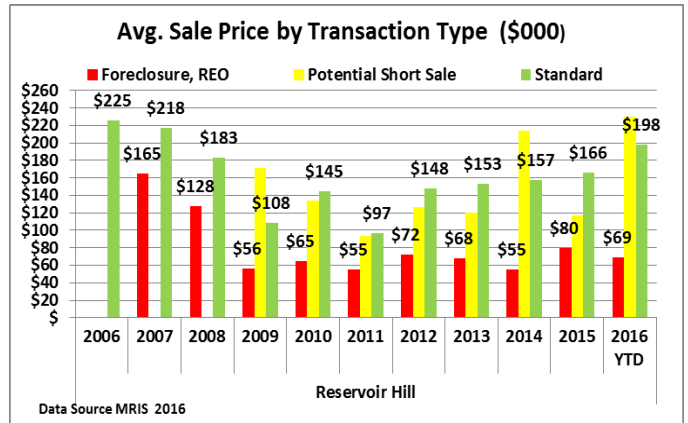
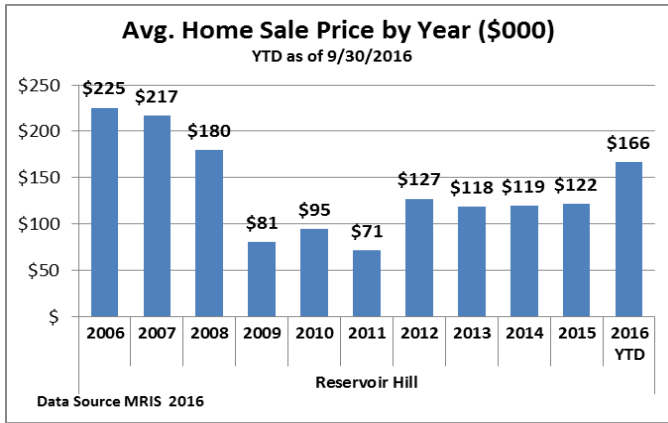
- 239 loans made totaling \$38.9 million
- 151 loans remaining totaling \$21.1 million

HEALTHY NEIGHBORHOODS LOAN POOL 2

- \$30.5 million raised
- 189 loans made totaling \$24.2 million
- \$6.3 million remaining
- No foreclosures

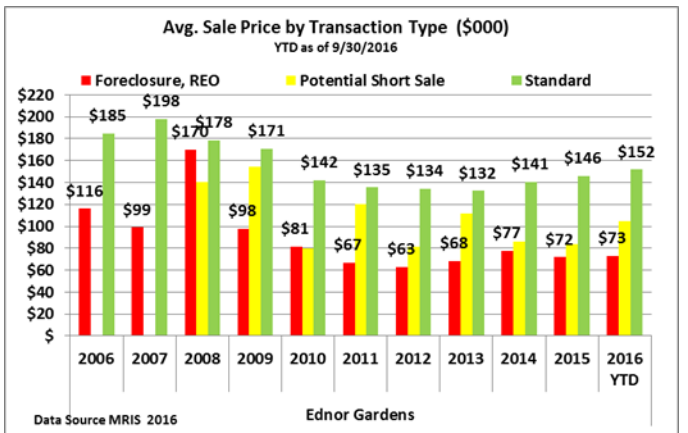
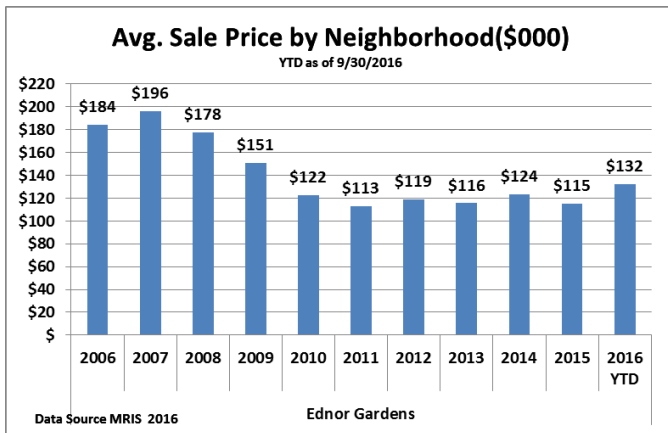
Healthy Neighborhoods Neighborhood Housing Market Profiles 2006-2016

Reservoir Hill



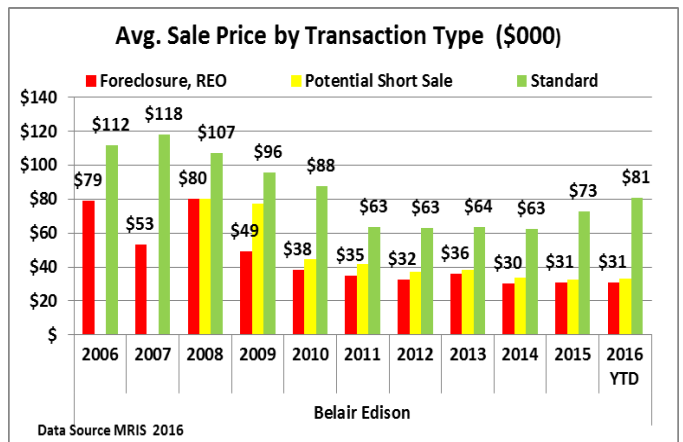
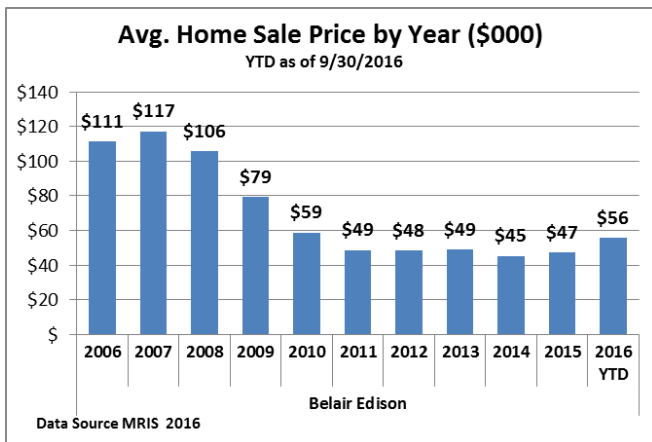
Average sale prices increased significantly in 2016. Underlying the increase in average sale prices, is a steady rise in the average price of standard sales over a number years. Standard sale prices are beginning to approach levels not seen since 2007 and 2008.

Ednor Gardens-Lakeside



Due to an increase in foreclosure sales in 2015 average prices dropped. Standard sales have experienced steady price gains since 2013.

Belair-Edison



As result of the high percentage of foreclosure sales, average sale prices have remained low and are still well below prices at the peak of the market, although in 2016 the neighborhood is seeing a rather robust increase in prices. Also, on the bright side, average prices for standard sales have begun to show significant steady increases.



HOW DO WE KNOW IT'S WORKING?

- Increased home values
- Rising tax base
- Decreased time on market
- Increased equity investments
- Neighborhood organization and activity