

**TRIP, NeighborWorks®
HomeOwnership Center
&
Rensselaer County Housing
Resources**



**Information for First
Time Home Buyers
2015**

Our History

Troy Rehabilitation & Improvement Program (TRIP), Inc...

... was established in 1968 by local citizens who were concerned about the lack of affordable housing in the community and decided to develop a home ownership program. They formed a not-for-profit, 501(c)(3) organization that has a board of directors comprised of local residents and business leaders that works in partnership with the private and public sectors -- as well as community residents -- to meet its mission of creating safe affordable housing opportunities, facilitating capital reinvestment, and strengthening resident leadership.

In 1993, TRIP was awarded designation as a NeighborWorks® organization by Neighborhood Reinvestment Corporation, a public nonprofit corporation funded primarily by congressional funds to “revitalize older urban neighborhoods”. Neighborhood Reinvestment (NR) creates and strengthens resident-led partnership of lenders, other business people and local government officials. NR provides funding, financing mechanisms training, technical assistance and program oversight to keep its network of NeighborWorks® organizations strong and viable.

1997 brought the expansion of our services countywide through a merger with another non-profit corporation, Rensselaer County Housing Resources.

TRIP NeighborWorks® HomeOwnership Center...

... opened in 2001 to provide affordable housing opportunities for first-time homebuyers throughout Rensselaer County. We operate as a “one-stop” shop for homebuyers and homeowners, where our homeownership advisors are certified by NeighborWorks America and HUD to provide an array of programs and services.

Counseling/Programs

Budget/Credit Counseling:

Personalized, confidential sessions with TRIP HomeOwnership Center staff to advise individuals on budgeting and improving/repairing credit in order to achieve their financial goals.

Pre-Purchase Advisement:

Personalized, confidential sessions with TRIP HomeOwnership Center staff which typically integrates Budget/Credit Counseling with the desire to purchase a home. TRIP staff specializes in educating potential homebuyers about the realities of the home buying process. This includes, but is not limited to: maintaining good credit; mortgage affordability; working with realtors, lenders, and attorneys; the mortgage application process; and available grant programs.

Post Purchase & Refinance Advisement:

Homebuyers can access ongoing financial counseling after achieving homeownership. Counseling provides methods to maintain homeownership, setting financial goals, considerations when refinancing, and planning for home repairs and renovations.

Default & Foreclosure Counseling:

Default and Foreclosure counseling provides assistance for homeowners that have fallen behind on their mortgage payments. Assistance includes help to identify the cause for the default or delinquency, assessment of the available resources and ability to resolve the issue. Further support provided in arranging a reinstatement plan, completing a family budget assuring adequate provisions for housing needs, help with money management, and referrals to alternate community resources to obtain additional assistance. The counselor shall discuss mortgage held escrow funds, foreclosures and alternatives to foreclosure including the sale of the property or, deed-in-lieu.

Education/Group Workshops

Homebuyer Orientations:

A one and a half hour program that gives potential homebuyers a feel for the advantages & disadvantages of homeownership, costs the will incur, and an introduction to mortgage qualifying. Information regarding available TRIP/RCHR programs, grant opportunities and their requirements are also on the agenda. Sessions held monthly except August & December in the evening.

No fee to attend.

Homebuyer Education:

An eight hour program that enables participants to gain the knowledge necessary to buy a home. Allows participants to work with other home buyers and learn the integral process of home buying and what is required of homeowners after purchase. Participants are led through the home buying paperwork maze step-by-step. Emphasis on methods to avoid foreclosures and other homeowner problems.

Pre-Requisite: at least 1 individual counseling session at TRIP to assess mortgage readiness.

Typically held in Weeknight sessions or Saturday Fast Track format- 8 hour total class time.

This workshop is also now available in an online format at anytime, but the participant must come in to review content before they receive a certificate of completion.

Fee is \$50 per household. \$20 for Workbook to Keep.

Financial Education- Spend Smart:

A six hour program that offers education in the area of finances to potential homebuyers. Understanding personal finances plays a key role in being a successful homeowner.

Topics include Setting Financial Goals, Spending Plans, Savings, Borrowing, & Credit.

Held in 2 Weeknight sessions- 6 hour total class time. Classes are held 8-10 times a year.

No fee to attend.

Home Owner Education- Home Smart:

A two hour program that offers education to those who already own a home.

Topics covered: Budgeting, record keeping, planning for expected & unexpected home maintenance, home improvements, refinance, foreclosure prevention, and more!

Held in 1 Weeknight session. Class is held 2 times a year.

No Fee to attend.

Home Maintenance Training:

Participants will learn hands-on basic home repair by TRIP's Rehab Specialist with guest appearances from local contractors. Each individual workshop lasts 1 ½ hours. Different Topics Covered Each week such as: Home Maintenance 101, Plumbing Basics, Electrical Basics, Sheetrocking, Flooring & Tiling, Painting, Weatherization.

Held in 8 Weeknight sessions- 12 hour total class time. Sessions are held 2 times a year.

No fee to attend.

Landlord Training:

An intensive four hour session designed for current and prospective Troy Landlords.

Participants will be given information about marketing, screening tenants, landlord and tenant responsibilities, eviction proceedings, leasing and rental agreements, code enforcement, nuisance abatement ordinance, how to deal with nuisance or possible criminal behaviors. Trainers included representatives from TRIP, Community Police, Code Enforcement, RPI, United Tenants and local neighborhood associations Sessions held 2 times a year in 2 Weeknight Sessions in Troy.

Fee is \$15 per person.

Down Payment Assistance

Capital District I.D.A. Program- First Home Club:

A program that allows individuals to earn \$4 for every \$1 saved toward the purchase of a home. Maximum match by FHLBNY is \$7,500 (Max savings goal of \$1,875).

- ⇒ **Eligibility:** This program is for first time homebuyers. Eligible households must have an annual income under: \$62,640 for a household of 1 or 2, \$72,036 for a household of 3 or more at the time of application. Applicant must be likely to qualify for a mortgage at the end of the savings period.
- ⇒ **Uses:** Down payments, closing costs or prepaid expenses or to make up the difference between the purchase price of the home and a sales price that would be affordable to the homebuyer.
- ⇒ **Requirements:** Savings period is decided by participant- minimum of 10 months, maximum of 24 months. Participant must choose to save at 1 of 9 local institutions (First Niagara, M&T, Pioneer, Sunmark FCU, SEFCU, CapComFCU, Capital Bank, NBT, or Glens Falls National Bank), and at the end of the savings period receive a first mortgage through that institution.
Participants must complete financial education courses during savings period, and complete Homebuyer Education program prior to closing.

Homebuyer Incentive Program (HIP): For the City of Troy.

- ⇒ **Eligibility:** This program is for first time homebuyers. Eligible households must have an annual taxable income under 80% of median at the time of application. (i.e. a household of 4 with an income of \$65,800). Grant amounts are \$15,000 and \$20,000 and will be determined according to the grantee household's percent of area median income. Property must be a Single Family Home or a 2 unit home in the City of Troy.
- ⇒ **Uses:** Down payments, closing costs, or prepaid expenses or to make up the difference between the purchase price of the home and a sales price that would be affordable to the homebuyer.
- ⇒ **Requirements:**
 - Purchaser(s)' household must be used as purchaser's principal household;
 - the property must remain "affordable" for 10 years;
 - purchasers must complete Home Buyer Education (\$50 fee);
 - purchaser must provide a minimum of \$1,500 into the purchase transaction (and must show a balance of \$1,500 in a checking or savings account for 3 months);
 - purchasers must obtain a written bank mortgage loan pre-approval;
 - purchaser may not be delinquent to any creditors at time of application.
 - Mortgage loan monthly payment (including all escrows) may not exceed 33% of monthly income, and with debts may not exceed 42%.
 - All grants are secured by a 10 year note and mortgage and grantees are responsible for securing financing for the balance of acquisition cost.
 - In addition the property needs to meet code compliance and if built before 1978, it must be free of lead based paint hazards.
- ⇒ **Interested applicants should always check for funding availability prior to applying**

Small Cities Program: For Rensselaer County Communities outside of City of Troy.

- ⇒ **Eligibility:** This program is for first time homebuyers. Eligible households must have an annual taxable income under 80% of median at the time of application. (i.e. a household of 4 with an income of \$65,800). Grant amounts are \$15,000 and \$20,000 and will be determined according to the grantee household's percent of area median income. Property must be a 1-4 unit home in Rensselaer County, but not in the City of Troy.
- ⇒ **Uses:** Down payments, closing costs, or prepaid expenses or to make up the difference between the purchase price of the home and a sales price that would be affordable to the homebuyer.
- ⇒ **Requirements:**
 - Purchaser(s)' household must be used as purchaser's principal household;
 - the property must remain "affordable" for 10 years;
 - purchasers must complete Home Buyer Education (\$50 fee);
 - purchaser must provide a minimum of \$1,500 into the purchase transaction (and must show a balance of \$1,500 in a checking or savings account for 3 months);
 - purchasers must obtain a written bank mortgage loan pre-approval;
 - purchaser may not be delinquent to any creditors at time of application.
 - Mortgage loan monthly payment (including all escrows) may not exceed 33% of monthly income, and with debts may not exceed 42%.
 - All grants are secured by a 10 year note and mortgage and grantees are responsible for securing financing for the balance of acquisition cost.
 - In addition the property needs to meet health and safety standards and if built before 1978, it must be free of lead based paint hazards.
- ⇒ **Interested applicants should always check for funding availability prior to applying**