



1830 N Main St  
Jacksonville, Florida 32206  
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# MAKING HOME OWNERSHIP AFFORDABLE



REBUILD. RENEW. REVITALIZE.

**[ONH DEVELOPMENT]**

*Rebuilding Lives. Restoring Communities. Renewing Hope.*

# THE HOME BUYING PROCESS

1. APPLY – Turn in a completed application, along with \$25 fee (\$35 with co-applicant), at which time a tri-merge credit report will be pulled.
2. CREDIT ASSESSMENT – Personally conducted by one of Operation New Hope’s Certified Housing Counselors.
3. TYPICAL MORTGAGE PREQUALIFICATIONS
  - Minimum 1 year consecutive employment
  - Minimum credit score of 620
  - Debt to income ratio of 45% or lower
  - Within Area Median Income of the corresponding county
4. LENDER – qualified applicants are paired with a city-approved lender; unqualified applicants are enrolled in Operation New Hope’s credit repair program.
5. PRE APPROVAL – A letter is issued by the city-approved lender indicating the qualified mortgage amount for the applicant.
6. SELECT A HOME – Set up an appointment to view any available properties or new construction lots.
7. CONTRACT – A \$500.00 deposit is required to secure a 60 day contract for a home. During this time, a home inspection and walk through will take place. Also, a quote for homeowner’s insurance will be requested.
8. HOME BUYER COURSE – Enroll and complete an 8-hour home buyer course through one of the designated providers (cost for the course: \$50).
9. CLOSE – Congratulations

*\*Process will vary for those working directly with a realtor or lender.*

# SUBSIDIES

Operation New Hope assists individuals through its access to low interest financing and grant money, as well as subsidies available to first-time home buyers and those falling within the Area Median Income range.

## **THE HEAD START TO HOMEOWNERSHIP PROGRAM (H2H)**

- Total household income cannot exceed 80% the Area Median Income
- Up to \$20,000 interest-free, subsidized second mortgage, where after 15 years of owner-occupancy the debt is forgiven, however repayment is required in full if the dwelling is sold within the 15 year timeframe.
- \$500 down payment
- Mandatory 8-hour homebuyer information course

## **FLORIDA ASSIST**

- Zero percent interest, non-amortizing second mortgage = no monthly payments
- Provides up to \$7,500 for down payment/closing cost assistance
- Must be at or below 100% Area Median Income
- Repayment is required
- Mandatory 8-hour homebuyer information course

## **HOMEOWNERSHIP ASSISTANCE FOR MODERATE INCOME (HAMI) PROGRAM**

- Qualification is based on income not exceeding 120% the Florida Assist Program
- Provides up to \$5,000 for down payment/closing cost assistance
- Interest rate of 5%; repayment is amortized over 10 years
- Mandatory 8-hour homebuyer information course

## **COMMUNITY HOUSING DEVELOPMENT ORGANIZATION (CHDO)**

Community Housing Development Organizations are neighborhood-based non-profit organizations that assist individuals with purchasing affordable housing. By teaming with lenders and homebuyer counseling organizations, CHDO's help potential income-eligible buyers qualify for down payment and closing cost assistance. As a registered CHDO, Operation New Hope is eligible for up to \$30,000 in assistance, per home, from the City of Jacksonville.

## **FEDERAL HOME LOAN BANK (FHLB)**

- Provides matching funds to qualified first-time homebuyers; A maximum contribution of \$7,500 with a ratio of 5 to 1.
- Mandatory 8-hour homebuyer information course
- Contribute a cash contribution of \$500, minimum
- Must be a first-time homebuyer
- Must retain owner-occupancy for no-less than five years

# PROGRAM INCOME LIMITS

## DUVAL COUNTY AREA MEDIAN INCOME LIMITS

HOUSEHOLD SIZE	50% OF MEDIAN	60% OF MEDIAN	70% OF MEDIAN	80% OF MEDIAN	100% OF MEDIAN	120% OF MEDIAN
1 PERSON	23,050	27,660	32,270	36,900	46,100	55,320
2 PERSONS	26,350	31,620	36,890	42,150	52,700	63,240
3 PERSONS	29,650	35,580	41,510	47,400	59,300	71,160
4 PERSONS	32,900	39,480	46,060	52,650	65,800	78,960
5 PERSONS	35,550	42,660	49,770	56,900	71,100	85,320
6 PERSONS	38,200	45,840	53,480	61,100	76,400	91,680
7 PERSONS	40,800	48,960	57,120	65,300	81,600	97,920
8 PERSONS	43,450	52,140	60,830	69,500	86,900	104,280

## SUBSIDY CHART BY INCOME CATEGORIES

HOUSEHOLD SIZE	#1 50% - 59%	#2 60%-69%	#3 70%-120%
1 PERSONS	\$23,050 - \$27,659	\$27,660 - \$62,269	\$32,270-\$55,320
2 PERSONS	\$26,350 - \$31,619	\$31,620 - \$36,889	\$36,890 - \$63,240
3 PERSONS	\$29,650 - \$35,579	\$35,580 - \$41,509	\$41,510 - \$71,160
4 PERSONS	\$32,900 - \$39,479	\$39,480 - \$46,059	\$46,060 - \$78,960
5 PERSONS	\$35,550 - \$42,659	\$42,660 - \$49,769	\$49,770 - \$85,320
6 PERSONS	\$38,200 - \$45,839	\$45-840 - \$53,479	\$53,480 - \$91,680
7 PERSONS	\$40,800 - \$48,959	\$48,960 - \$57,119	\$57,120 - \$97,920
8 PERSONS	\$43,450 - \$52,139	\$52,140 - \$60,829	\$60,830 - \$104,280

## MAXIMUM SUBSIDY PROVIDED PER CATEGORY

CATEGORY 1	*50% - 59%	= \$15,000 subsidy
CATEGORY 2	60% - 69%	= \$12,500 subsidy
CATEGORY 3	70% - 120%	= \$10,000 subsidy
*lower incomes are allowed if the applicant can meet the lender and program underwriting guidelines.		

# HOUSING CONTACTS

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## CITY APPROVED LENDING INSTITUTIONS

### Bank of America

Tim Dooley Ph. 904.256.2051  
Tom Lemmon Ph. 904.987.8415  
Tina Habegger Ph. 904.349.3480  
Mimi Poindexter Ph. 904.473.1639

### Branch Banking & Trust

Linda Cavallo Sande Liebert  
Ph. 904.215.6064 Ph. 904.317.6107  
[lcavallo@bbandt.com](mailto:lcavallo@bbandt.com) [sliebert@bbandt.com](mailto:sliebert@bbandt.com)

### First Bank Mortgage

Jim Little David Stelbrink  
Ph. 904.962.7227 Ph. 904.993.2388  
[jlittle@fbmtg.com](mailto:jlittle@fbmtg.com) [dstelbrink@fbmtg.com](mailto:dstelbrink@fbmtg.com)

David Mordecai Ashley Stokes  
Ph. 904.993.5521 Ph. 904.607.4668  
[dmordecai@fbmtg.com](mailto:dmordecai@fbmtg.com) [astokes@fbmtg.com](mailto:astokes@fbmtg.com)

### Wells Fargo

Christopher Clemente Ph. 904.945.3929  
Lisa Doherty Ph. 904.779.4250  
Shannon Rachal Ph. 904.465.4510

### EverBank

Jeff Lowry Shirley Ann Ward  
Ph. 904.623.6718 Ph. 904.623.6720  
[jeff.lowry@everbank.com](mailto:jeff.lowry@everbank.com) [shirley.ward@everbank.com](mailto:shirley.ward@everbank.com)

### Watson Mortgage Corp.

Betsy Gordon Ph. 904.421.1791  
Carl Parnell, Jr. Ph. 904.421.1128

### CU Mortgage Connection, Inc.

Marsha Hart Ph. 904.695.1012

### DHI Mortgage

Stephen Audet Ph. 904.421.4632  
Anita Knight Ph. 904.563.5159  
Delroy Parkinson Ph. 904.421.4621

### Urban Trust Bank

John Golio Ph. 904.473.0089

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## HOME BUYING COURSE PROVIDERS AND APPROVED HOUSING COUNSELORS (8 HOUR COURSE)

### CCCS of Jacksonville DBA

Family Foundations of Northeast Florida, Inc.  
1639 Atlantic Blvd  
Jacksonville, Florida 32207  
Ph. 904.396.4846  
[www.familyfoundations.org](http://www.familyfoundations.org)

### Jacksonville Urban League

903 W Union St  
Jacksonville, Florida 32204  
Ph. 904.356.8336

### Second Chance Help Center

1709 Helena Street  
Jacksonville, Florida 32208  
Ph. 904.616.3113

### Wealth Watchers, Inc.

1225 W Beaver Street  
Jacksonville, Florida 32204  
Ph. 904.380.4292  
[www.wealthwatchersfl.com](http://www.wealthwatchersfl.com)

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## HOUSING & URBAN DEVELOPMENT APPROVED FORECLOSURE COUNSELING AGENCIES

**CCCS of Jacksonville DBA  
Family Foundations of Northeast Florida, Inc.**  
1639 Atlantic Blvd  
Jacksonville, Florida 32207  
Ph. 904.396.4846  
[www.familyfoundations.org](http://www.familyfoundations.org)

**Jacksonville Urban League**  
903 W Union St  
Jacksonville, Florida 32204  
Ph. 904.356.8336

**Neighborhood Assistance Corporation of  
America (NACA)**  
5800 Beach Blvd  
Jacksonville, Florida 32207  
Ph. 904.306.9272  
[www.naca.com](http://www.naca.com)

**Wealth Watchers, Inc.**  
1225 W Beaver Street  
Jacksonville, Florida 32204  
Ph. 904.380.4292  
[www.wealthwatchersfl.com](http://www.wealthwatchersfl.com)

**Jacksonville Area Legal Aid, Inc.**  
126 W Adams Street  
Jacksonville, Florida 32209  
Ph. 904.356.8371  
[www.jaxlegalaid.org](http://www.jaxlegalaid.org)

# HOMES

All ONH Development homes are being built as three or four bedroom homes that include Master Suites with walk-in closets; Two full bathrooms or two and a half bathrooms; Energy Star-rated or L.E.E.D. certified; Appliance package included with range, refrigerator, dishwasher, washer and dryer; Pre-wired for security system; Pre-wired for cable and phone; Garage options or off-the-street parking; and Interior and exterior color choices for homes contracted during pre-construction.



# AMENITIES

- Walk-in closets
- Covered porch
- Brushed nickel hardware
- Ceiling fans
- Carpet and/or hardwood
- Six-panel steel entry doors
- Pre-wired security system monitoring & cable/Internet
- Security floodlights
- Ornamental railings/porch columns
- Termite bonding
- Concrete driveway & sidewalks
- Kenmore appliances (refrigerator, dishwasher, range, washer/dryer)
- Energy Star rating (Requires third-party verification by a certified Home Energy Rated)

Set by the Environmental Protection Agency as 20-30 percent more energy efficient than a standard home. Improvements include:

- Effective Insulation systems
- High-performance Windows
- Tight Construction and Ducts
- Efficient Heating and Cooling Equipment
- Energy Star Qualified Lighting and Appliances

# UPGRADES

## FOR HOMES CONTRACTED PRE-CONSTRUCTION

- Interior/exterior color choices
- Counter-top selection
- Flooring selection
- Appliance selection
- Fixture selection
- LEED (Leadership in Energy & Environmental Design) Certified

# MODELS

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## THE ACOSTA

### Features

- 3 bedrooms, 2.5 bathrooms
- 1,678 sq ft (heated)
- Hardwood floors
- Formal dining area
- Master suite
- Large kitchen



## THE GARRARD

### Features

- 4 bedrooms, 2 bathrooms
- 1,375 sq ft (heated)
- 1 car garage
- Master suite
- Large open kitchen with breakfast bar



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## THE GRIFFIN

### Features

- 3 bedrooms, 2.5 bathrooms
- 1,644 sq ft (heated)
- 1 car garage
- Formal dining area
- Master suite
- Large kitchen



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## THE MONTGOMERY

### Features

- 3 bedrooms, 2 bathrooms
- 1,375 sq ft (heated)
- 1 car garage
- Master suite
- Large open kitchen with breakfast bar



# GREEN BUILDING PRACTICES

Committed to improving Jacksonville's neighborhoods, communities and the lives of its residents, Operation New Hope engages in responsible home building practices, as well as community involvement. All homes built by Operation New Hope are:

- Energy Star or LEED Certified Homes
- Equip with energy-efficient Kenmore appliances
- Equip with energy-efficient HVAC systems
- Built with upgraded energy-efficient windows and insulation



*Operation New Hope is the first developer in Florida to provide affordable LEED-certified homes to the community and is a member of the US Green Building Council.*

*As of December 2010, Operation New Hope is responsible for five of the seven LEED certified homes in Jacksonville.*

# COMMUNITY GARDENS

In 2008, Operation New Hope donated a plot of land, located at the corner of Phelps and Spearing Streets, as the site for a community garden. The mission for the garden, dubbed the Eastside Community Garden, is to provide to members of the community access to fresh fruits, vegetables and herbs while engaging them with exercise, recreation, friendship and healthful education. The garden is meant to instill pride in the community and its citizens. And, while having turned the garden over to the community, Operation New Hope continues to showcase support for the garden through promotion of quarterly cleanups and days of beautification.

Membership to the garden is open to Eastside residents only. Registration for membership to the garden takes place from January 1–January 31. Membership is open to the first 12 enrollees, and has an annual fee of \$50.



*Community gardens are thriving throughout the United States and are seen as a means to enrich and beautify neighborhoods. By transforming a parcel of urban land into a green space communities enjoy more than a simple garden. **For more information on the Eastside Community Garden, call 904-354-4673 or visit our website at [www.operationnewhope.com](http://www.operationnewhope.com)***

## **BENEFITS OF A COMMUNITY GARDEN:**

- *Social and family interaction*
- *Community Beautification*
- *Fresh organic produce and improved nutrition*
- *Therapeutic*
- *Recreational benefits*
- *Educational*
- *Decreased crime*
- *Sense of community pride*



# NEIGHBORHOODS

ONH Development works in two primary suburbs of Jacksonville:

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## HISTORIC SPRINGFIELD

The Springfield Historic District is located in northwest Jacksonville and is directly adjacent to downtown. Springfield is one of Jacksonville's oldest neighborhoods, with more than two-thirds of its homes predating 1921. Springfield is also one of only two Jacksonville neighborhoods enjoying local historic designation and protection. Today, Springfield is enjoying a revival and resurgence in population and interest; new housing construction mirrors historic architectural styles found throughout the district, while Main and Eighth Streets are undergoing and embracing new commercial development. Since 1999, we have restored over 50 homes in Historic Springfield.

*Southern Living Magazine listed historic Springfield as one of 'the south's best come back neighborhoods'*



## EAST JACKSONVILLE

The neighborhood of East Jacksonville is seated upon the ground of Jacksonville’s original settlement, Cowford, established in the early 1800s. Located two miles from the heart of Jacksonville’s downtown business district, East Jacksonville is close to Everbank Field, the Veteran’s Memorial Arena, the Jacksonville Fairgrounds and downtown. Since 2006, we have built and sold over 26 homes in East Jacksonville.



# FUTURE COMMUNITY DEVELOPMENT

Operation New Hope intends to continue its efforts of community revitalization throughout Historic Springfield and the Eastside. Efforts to improve the quality of life for the community rest with the ability to provide affordable housing to residents – Operation New Hope is dedicated to this effort.



*Operation New Hope, in conjunction with the City of Jacksonville and several local area CDC's is planning a commercial revitalization and multifamily housing effort for summer, 2011.*

# FAQ

## **Q: HOW DO I APPLY?**

A: There are several ways to apply: Call (904)354-4673 and ask to speak with an ONH housing specialist; or stop by the ONH Development office at 1830 N Main St., Jacksonville, FL 32206.

## **Q: HOW MUCH WILL MY MORTGAGE PAYMENT BE?**

A: Operation New Hope's average homebuyer mortgage, including insurance and property tax, is \$800 per month. However, payments may be higher or lower dependant on the price of the home, amount of subsidy allocated, interest rates and available tax credits or deductions available. Once a home or model is chosen and preapproval is documented, a housing counselor will be able to provide an estimated mortgage payment.

## **Q: WHAT ARE THE CREDIT REQUIREMENTS?**

A: While housing markets and interest rates change daily, credit score requirements often change, too. Operation New Hope's in-house credit counselors work closely with applicants to ensure the best outcome for applicants. Even those with less-than perfect credit can attain homeownership with assistance.

## **Q: DO I MEET THE INCOME CRITERIA?**

A: Working with city, state and federal subsidy programs, Operation New Hope uses mixed income guidelines to secure homebuyers up to \$30,000 for down payment and closing cost assistance. Qualifications vary, dependant on the household size: For example, a family of three, living in Duval County with a yearly income of \$29,650 to \$47,000 qualifies for subsidy assistance, however the amount of assistance allocated is dependant on the total amount available.