



Housing Counseling Services, Inc.

2410 17th St., N.W. • Suite 100 • Adams Alley • Washington, D.C. 20009

202-667-7006 • www.housingetc.org

Fair Housing/Pre-Purchase Orientation

Agenda

Welcome & Introductions

Are You Ready to Buy?

Home Purchase Financing

- Government Insured Loans (FHA & VA)
- Conventional Loans
- DC Open Doors
- DHCD assistance programs (HPAP/EAHP/NEAHP)

Finding a Home

- Working with a Real Estate Agent
- Affordable Purchase Options (ADU and IZ programs)

Submitting an Offer

Home Inspections

Settlement Process

Consumer Protection

- Predatory Lending/Subprime Loans
- Mortgage Rescue Scams/Loan Fraud
- Reporting Housing Discrimination

Your Next Steps

- Are you ready to start your HPAP/EAHP/NEAHP application today?
- Setting up an appointment to meet with an HCS Counselor

Next Steps in the Home Purchase Process—Schedule a counseling appointment at HCS

- **HPAP/EAHP/NEAHP Application Appointment:** If you meet all HPAP, EAHP and/or NEAHP qualifications and are planning to buy in the next 3-4 months, schedule an appointment to complete an application for the program.
- **Credit Workshop:** If you need help understanding how credit works, understanding your credit report, help clearing up credit issues, etc. then you may want to attend one of our Credit Workshops where you will learn how to better understand credit and credit reports and then briefly meet with a counselor to go over your personal credit report.
- **Pre-Purchase Counseling Appointment:** If your credit and savings are in good order, but you are not ready to buy in the next 3-4 months, schedule a Pre-Purchase Counseling Session. A counselor will talk to you about your home buying options.
- **Fair Housing/Predatory Lending:** If you believe you have been the victim of housing discrimination or predatory lending practices schedule an appointment with a counselor to discuss your options.



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Are You Ready to Buy?

- **Savings:** Do you have enough in savings?
- **Employment:** Do you have stable employment?
- **Credit:** Do you have acceptable credit?
- **Debt:** What is your debt to income ratio?
- **Responsibility:** Are you ready for the responsibility of owning and maintaining a home?
- **Stability/Commitment:** Is your household ready to commit to homeownership for the long-term?

***An HCS Housing Counselor can help!**



Savings

DO YOU HAVE MONEY IN THE BANK TO PAY FOR...

- Down Payment (3.5%-20% of purchase price)
- Closing Costs (3%-4% of purchase price)
- POCs (Paid Outside of Closing Costs):
 - Appraisal (\$500-\$700)
 - Home Inspection (s) (\$200-\$600)
 - Insurance (\$200-\$1,200)
- Maintenance Funds: Leaky Roof, Dead Water Heater, Rent/Mortgage
- Emergency Funds: Set aside savings in case of job loss or major unexpected expense.



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Credit

Equifax

P.O. Box 740241
Atlanta, GA 30374-0241
1-800-685-1111

www.equifax.com

TransUnion

PO Box 2000
Chester, PA 19022
1-800-916-8800
1-800-888-4213 (automated)

www.transunion.com

Experian

PO Box 2002
Allen, TX 75013-0036
1-888-397-3742

www.experian.com

Annual Credit Report Request Service*

P.O. Box 105281
Atlanta, GA 30348-5281
877-322-8228

www.annualcreditreport.com

*The Federal Fair Credit Reporting Act (FCRA) requires each of the nationwide consumer credit reporting companies to provide you with a free copy of your credit report, at your request, once every 12 months, from Annual Credit Report Request Service.

Boosting your Credit Score

- ❖ Pay your bills on time
- ❖ OR contact the creditor
- ❖ Keep balances low on credit cards
- ❖ Pay off debt rather than moving it between credit cards
- ❖ Get current on any missed payments
- ❖ Apply for and open new credit accounts
ONLY when needed (limit credit inquiries)





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Financing Options—1st Trust Loans

GOVERNMENT-INSURED LOANS

EXAMPLES

- **FHA (Federal Housing Admin)**
(\$625,500 limit)
- **VA (Veterans Admin.)**

Description

- **Gov't Insured**
- **3.5% downpayment (FHA)**
- **No downpayment (VA)**
- **Mortgage insurance premiums**

Advantages

- **Lower downpayment**
- **Acceptable Credit O.K.!**

CONVENTIONAL LOANS

EXAMPLES

- **Various (\$417,000 limit)**

Description

- **Private Investors**
- **Stricter credit requirements**

Advantages

- **Higher downpayment = lower loan amount = less interest**
- **Depending on loan to value ratio you may not need to pay mortgage insurance**

AFFORDABLE MORTGAGES

ONE EXAMPLE IS DC OPEN DOORS...



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DC Open Doors Product Highlights

Mortgage Loan Product	FHA w/out Down Payment Assistance	FHA Plus w/ Down Payment Assistance	HFA Preferred HFA Advantage w/out Down Payment Assistance (Fannie Mae / Freddie Mac)	HFA Preferred HFA Advantage w/ Down Payment Assistance (Fannie Mae / Freddie Mac)
Product LTV	96.5%	96.5%	97%	97%
Down Payment Assistance*	None	3.50% Subordinate Loan	None	3.00% Subordinate Loan
Funds Available	Unlimited	Unlimited	Unlimited	Unlimited
DCHFA Requirements	Maximum borrower income of \$131,040	Maximum borrower income of \$131,040	Maximum borrower income of \$131,040	Maximum borrower income of \$131,040
Minimum Credit Score**	640	640	680 ≥ 95% 640 ≤ 95%	680 ≥ 95% 640 ≤ 95%
Maximum Debt to Income	45%	45%	45%	45%
Pre-purchase Homebuyer Education	Not Required	Not Required	Required for 1 st time homebuyers	Required for 1 st time homebuyers
Additional Product Requirements	All FHA/Investor underwriting requirements imposed	All FHA/Investor underwriting requirements imposed	DU Approve/Eligible or LP Accept Findings & adhere to all Investor underwriting requirements	DU Approve/Eligible or LP Accept Findings & adhere to all Investor underwriting requirements

*DCHFA's down payment assistance is a 0%, non-amortizing, subordinate loan due upon sale, refinance or the borrower no longer occupying the property as a primary residence within the 1st five years.

**For HFA Preferred/Advantage products see Fannie Mae / Freddie Mac Training Presentation for automated underwriting guidance.

For more information visit, www.dcopendoors.com

DC Open Doors is a mortgage program of the District of Columbia Housing Finance Agency.



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DC Open Doors Down Payment Assistance Loan Highlights – June 2016

Mortgage Loan Product	Down Payment Loan
Loan Amount	3.50% for FHA Plus / 3.00% for HFA Preferred/Advantage (Sales Price/Acquisition)
CLTV	See Investor/Insurer Guidelines
Interest Rate	0%
Term	5 Year Forgivable (20% Forgiveness Annually)
Amortization	Non-Amortizing
Repayment	Repayable only if borrower sells, refinances or no longer occupies the property within the first 5 years.
DCHFAs Requirements	Maximum borrower income of \$131,040
Pre-purchase Homebuyer Education	See FHA Plus /HFA Preferred/HFA Advantage Parameters
Additional Product Requirements	Follow FHA/ Fannie Mae/Freddie Mac/ Investor Guidelines



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DC's MCCs (Mortgage Credit Certificate)

Here's another great reason to purchase a home in the District of Columbia, DC's MCCs! A Mortgage Credit Certificate provides qualified borrowers the ability to claim a Federal Tax Credit of 20% of the mortgage interest paid during each calendar year.

MCC Loan Options

- Option #1- DC's MCC may be used with a Conventional, VA, FHA 30 Year Fixed Rate Mortgage or an FHA Adjustable Rate 1st Trust Mortgage***
- Option #2- DC's MCC may be combined with a DC Open Doors 1st Trust Mortgage Product. If this option is utilized, the lender must follow the stricter of the program requirements

***** Must apply for your 1st Trust loan through a DCHFA Lender Partner participating in the MCC Program**

MCC Borrower Qualifications

- Borrower must be a first-time homebuyer – 3 year rule (except for residences purchased in Targeted Area or Veteran's utilizing a one-time exception)
- Must include household income in maximum income limits (see guide for inclusions/exclusions)
- Income limits and maximum sales price varies based upon household size and location of property
- Single Family residences only (no 2-4 unit or co-op – see guide for additional information)



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Department of Housing and Community Development



HOME PURCHASE ASSISTANCE PROGRAM (HPAP)

Effective for HPAP Loans Closed after July 14, 2017

Below is the HPAP Homebuyer Assistance Table. Please note that closing cost assistance for all eligible households will be up to \$4,000.

The per client gap-financing assistance will cap at \$80,000. The closing cost assistance is distinct from, and in addition to, gap financing assistance, which is shown below.

Maximum Assistance	Household Size							
	1	2	3	4	5	6	7	8
Per household income less than or equal to:								
Very low income households								
\$80,000	\$38,600	\$44,100	\$49,650	\$55,150	\$59,550	\$63,950	\$68,400	\$72,800
Low income households								
\$64,000	\$49,500	\$56,550	\$63,650	\$70,700	\$75,100	\$79,550	\$83,950	\$88,400
\$56,000	\$53,050	\$60,600	\$68,200	\$75,750	\$80,500	\$85,200	\$89,950	\$94,700
\$40,000	\$61,750	\$70,600	\$79,400	\$88,250	\$93,750	\$99,250	\$104,750	\$110,300
Moderate income households								
\$32,000	\$75,650	\$86,450	\$97,250	\$108,100	\$114,850	\$114,850	\$114,850	\$114,850
\$16,000	\$84,900	\$97,050	\$109,200	\$121,300	\$128,900	\$128,900	\$128,900	\$128,900



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Home Purchase Assistance Program (HPAP)

DHCD's Home Purchase Assistance Program (HPAP) helps low-to-moderate income residents purchase a home in the District. Qualified applicants can receive financial assistance for down payment and closing costs to purchase single-family houses, condominiums or cooperative units.

Am I eligible?

To be eligible for HPAP assistance, you must meet the following criteria:

1. Be the head of the household and a first-time homebuyer.
2. Be a very low-to-moderate income resident, based on the Department's standards.
3. Cannot have had ownership interest in any residential real estate within the three years prior to application.
4. The purchased home must be the borrower's primary residence and must be located within the District of Columbia.
5. Possess a good credit rating.

How much assistance is available?

The total amount of financial assistance for down payment provided to very low-, low-, and moderate-income eligible households shall not exceed \$80,000 based upon household income, need, and the availability of funds.

How much assistance is available?

Closing cost assistance is provided separately and will be calculated for eligible households to be 4% of the home purchase price or \$4,000, whichever is less.



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HPAP (continued)

How much will I need to contribute to qualify?

HPAP recipients contribute \$500 or 50% of liquid assets greater than \$3,000, whichever is greater.

How is the loan repaid?

Payments on loans made to *very low and low income-eligible* households are deferred while owner-occupied and equity has not been taken out of the home via refinancing.

Payments on loans made to *moderate income-eligible households* are deferred for the first five years. Monthly principal-only payments begin at the start of the sixth year of the loan, amortized over a 40-year period. The entire amount of *any* HPAP/EAHP loan is immediately due and payable if the borrower:

- sells or transfers the property
- refinances the property to withdraw equity (“cash out”)
- primarily resides in another property



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Employer Assisted Housing Program (EAHP)

The Employer Assisted Housing Program (EAHP) provides assistance to employees of the District of Columbia Government who are first-time homebuyers in the District. Eligible DC Government employees can receive a matching grant up to \$5,000 and a deferred loan of up to \$20,000.

DC Government employees must be employed and in good standing for one year to qualify (**with the exception of public school and public charter school teachers, police officers, fire fighters, and emergency medical technicians-all of whom are eligible from the date of hire**). Applicants can receive funding from both HPAP and EAHP as long as the eligibility requirements for both programs are met.

Maximum Loan: \$20,000

- **For: Down payment and closing costs**

Maximum Grant: \$5,000 toward closing costs

- **\$1,000 grant for every \$2,500 contributed by you**
- **Grant is for down payment and closing costs**

Repayment deferred while owner occupied

- **WITHIN 1st 5 YEARS** it is repayable with interest rate matching that of your 1st trust loan
- **If AFTER 5 YEARS** home ceases to be primary residence, or loan is refinanced to take “cash out” or property ceases to be primary residence then you pay *60 monthly installments of principal only*



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First Responders

Provides assistance to first responders (**police officers, firefighters, paramedics, emergency medical technicians and corrections officers**) of the District of Columbia Government who are first-time homebuyers in the District. Eligible DC Government employees can receive a matching grant up to \$15,000 and a deferred loan of up to \$10,000.

- *Police Officers, Firefighters, Paramedics, EMTs & Corrections Officers*
- **\$10,000 deferred loan**
- **Forgivable after 5 years under two condition**
 - **Completion of 5 years if service commitment with same agency**
 - **Occupancy as primary residence for first 5 years**
- **If not forgiven (if conditions unmet):**
 - **Remains a deferred loan repayable under same conditions as EAHP**
- **Always combines w/ EAHP; may be combined w/ HPAP**
- **Matching grant of up to \$15,000**
 - **\$1,500 for every \$2,500 contributed**



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Where to apply...

FACILITY NAME	ADDRESS	Contact
Housing Counseling Services, Inc.	2410 – 17th Street, NW Washington, DC 20009	(202) 667-7006 Housingetc.org
Latino Economic Development Center	641 S Street, NW Washington, DC 20001	(202) 588-5102 Ledc.dc.org
Lydia’s House, Inc.	4101 Martin Luther King Jr. Ave., SW Washington, DC 20032	(202) 373-1050 lydiashousendc.org
University Legal Services, Inc.	1800 Martin Luther King Jr. Ave., SE Washington, DC 20020	(202) 889-2196 Uls-dc.org
University Legal Services, Inc.	3939 Benning Road, NE Washington, DC 20019	(202) 650-5631
University Legal Services, Inc.	220 “I” Street, NE # 130 Washington, DC 20002	(202) 547-474

District of Columbia does not discriminate on the basis of actual or perceived: race, color, religion, national origin, sex, age, marital status, personal appearance, sexual orientation, familial status, family responsibilities, matriculation, political affiliation, disability, source of income, or place of residence or business.



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Working with a Buyer's Real Estate Agent

What is a buyer's agent?

- A real estate agent hired by the buyer to represent them in the purchase transaction.

What should a buyer's agent do?

- Help you find a property
- Help you negotiate a contract
- Help you get to settlement

How does a buyer's agent get paid?

- Usually, a buyer's agent gets paid on commission from the seller's closing costs when the sale becomes final. But there are some exceptions!

What should you look for in a buyer's agent?

-References: A good agent should be able to provide you with contact information for information for client's s/he has recently worked with.

-Experience: It is usually best to work with an agent who has experience in the market in which you are looking to purchase and is familiar with the programs (such as HPAP/EAHP) with which you are working.

-Professionalism: Choose an agent who works in real estate full-time and is a true professional. It is much easier to get a real estate license than it is to sell homes!

-Professional Certifications: You may want to hire an agent who is a member of a trade organization such as the National Association of Realtors.

-Comfort: Choose an agent you feel comfortable communicating and working with.

***Make sure you read and understand any contract you sign with a real estate agent! If you want to stop working with an agent make sure you officially break off your relationship in writing and document every transaction.**



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Affordable Dwelling Units

What is an ADU?

Affordable Dwelling Unit is an umbrella term applied to the for-sale and for-rent homes that are locally restricted for occupancy by households whose income falls within a certain range and are generally offered at a below-market rate. ADUs do not include for-sale and for-rent homes that are federally restricted (e.g. HOME, LIHTC, CDBG) or developments funded through HPTF. ADUs are generally produced in exchange for zoning relief, tax incentives, public financing, and/or the right to purchase or lease District-owned land. Specific ADU provisions, such as the affordability period, income limits, and resale restrictions, are set out in deeds, covenants, land disposition agreements, ADU administration plans and other originating documents. These provisions have historically varied from project to project, as each is a result of a unique negotiation or project approval. However, ADU restrictions have recently become more standardized.

I am looking for an ADU to purchase, or rent. Where should I begin my search?

ADUs are often advertised for sale and for rent through traditional real estate marketing channels. In addition, households that seek to purchase or rent an ADU are encouraged to utilize

www.dchousingsearch.org. In fact, many for-sale and for-rent ADUs are required to be listed on this website.

What is an affordability/ADU covenant?

Affordability restrictions such as the length of time a unit remains affordable, the targeted income level for the unit, annual reporting requirements, and the resale restrictions, are typically detailed in a covenant, a document recorded in the District's land records maintained by the Recorder of Deeds. A property may have one or more covenants associated with it, and these documents define the specific rules with which the property must comply. You may order copies of specific covenants from the D.C. Recorder of Deeds.

How are initial ADU prices determined?

Initial ADU sales prices are typically set at the amount that a household at the designated income level can afford, assuming a reasonable mortgage loan interest rate and terms, down payment percentage, insurance costs, and condominium or homeowner's association fees. Subsequent sales prices are generally determined by the methods described in the above FAQ about maximum resale prices.

For more information on Affordable Dwelling Units, please visit www.dhcd.dc.gov or contact the Department of Housing and Community Development at 202-442-7200

Participating Agencies

<p>Manna, Inc. 828 Evarts St NE Washington, DC 20018 202-832-1845 (T) 202-832-1870 (Fax) www.mannadc.org</p>	<p>Mi Casa, Inc. 6230 3rd St NW Suite 2 Washington, DC 20011 202-722-7423 www.micasa-inc.org</p>	<p>Devel. Corp. of Columbia Heights 3419 14th St NW Washington, DC 20010 202-483-4986 www.dcch.org</p>	<p>Habitat for Humanity 2115 Ward Ct NW #100 Washington, DC 20037 202-882-4600 www.dchabitat.org</p>
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INCLUSIONARY ZONING PROGRAM

What is the Inclusionary Zoning (IZ) Program?

The Inclusionary Zoning program allows income eligible households to purchase or rent housing at below market prices from for-profit developers. DC government provides incentives to developers to set aside units for affordable purchase or rental through the IZ program in order to preserve affordable housing in the city.

Maximum Household Income Limits

Inclusionary units are designated for households that earn at or below 50% or at or below 80% of the Area Median Income (AMI). The Maximum Household Income Limits are based on the Washington Metropolitan Statistical Area 2015 Area Median Income (AMI) of \$108,600 for a family of four as published by the US Department of Housing and Urban Development on March 31st 2016, and are adjusted for household size. (See page 17 for details).

Selection Process

Households are selected for Inclusionary Units through a lottery conducted by DHCD. Households interested in renting or purchasing through the IZ Program must register for the lottery at www.dhcd.dc.gov and attend an Inclusionary Zoning Orientation at Housing Counseling Services, Inc. or another participating organization. While registration for the DHCD lottery is open to anyone those who live and/or work in the District are given priority in the lottery selection.

More Information

More detailed information on the IZ program is available at www.dhcd.dc.gov. To register for the Inclusionary Zoning Orientation, please visit www.housingetc.org and click on “Workshop Registration” on the home page.



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Inclusionary Zoning Program

Income Limits

- **YOUR HOUSEHOLD MUST BE AT OR UNDER THE FOLLOWING INCOME LIMITS***

Household Size	50% MFI Limit	60% MFI Limit	80% MFI Limit
1	\$38,600	\$46,350	\$61,750
2	\$44,100	\$52,950	\$70,600
3	\$49,650	\$59,550	\$79,400
4	\$55,150	\$66,200	\$88,250
5	\$60,650	\$72,800	\$97,050



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Submitting an Offer

- Prices are negotiable!
- What “conveys” with the property?
- Earnest Money Deposit
- Pre-Approval Letter
- Proposed Settlement Date
- Contingencies
 - Financing
 - Appraisal
 - Inspection

Home Inspections

- No licensing for home inspectors in DC!
 - State licensing in MD and voluntary certification in VA
- Professional Certifying Organizations
 - American Society of Home Inspectors (ASHI)
 - National Association of Home Inspectors (NAHI)
 - National Association of Certified Home Inspectors (NACHI)
- IF you use HPAP/EAHP/NEAHP, you will need to choose an inspector from this list:
 - <https://entp.hud.gov/idapp/html/insp1.cfm>
 - <https://entp.hud.gov/idapp/hm/fl7cnsldata.cfm>

Settlement Process

What does a Settlement Agent do?

- Title Search
- Land Survey
- Sell title insurance
- Administer the settlement as a neutral party

What is your roll in the settlement process?

- Choose your Settlement Agent
- Document Review
- Final Walkthrough
- Buy title insurance
- Apply for tax benefits*



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The Lower Income Homeownership Exemption Program

For those homebuyers in DC who fall within the income guidelines provided below, the Tax Exemption program offers the following benefits:

1. A five year real property tax abatement that begins on the 1st day of October after the deed has been recorded.
2. An exemption from paying recordation tax and a possible credit of transfer tax at settlement.

If you qualify, submit an application when you record your deed. The five year period for the Lower Income Home Ownership Tax Abatement begins on October 1, after your deed has been recorded.

The property must be owner-occupied by a first-time homebuyer. The owner must meet the income level requirement; and –The property must be less the \$439,160 in value.

Qualifying income table

<u>Number of Persons in Household</u>	<u>Household Income Limits</u>
1.	\$63,060
2.	\$72,060
3.	\$81,060
4.	\$90,060
5.	\$97,320
6.	\$104,520
7.	\$111,720
8.	\$118,920

Effective October 1, 2017

To see if you are eligible for this program, talk to your settlement agent before settlement.

Office of Tax and Revenue

Real Property Tax Administration
 941 North Capitol Street, NE, 4th Floor
 Washington, DC 20002
 (202) 727-4TAX



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Qualifying income table for Economic Development Zones:

<u>Number of Persons in Household</u>	<u>Household Income Limits</u>
1.	\$84,900
2.	\$97,050
3.	\$109,200
4.	\$121,300
5.	\$128,900
6.	\$128,900
7.	\$128,900
8.	\$128,900

Effective October 1, 2017

To see if you are eligible for this program, talk to your settlement agent before settlement.

Homestead Deduction

This deduction reduces your real property's assessed value by \$72,450 prior to computing the yearly tax liability. The homestead deduction is limited to residential property. To qualify:

1. An application must be on file with the Office of Tax and Revenue;
2. The property must be occupied by the owner/applicant and contain no more than 5 dwelling units (including the unit occupied by the owner);
3. The property must be the **principal residence** (domicile) of the owner/applicant.

If a properly completed and approved application is filed from October 1 to March 31, the property will receive the deduction for the entire tax year (and for all tax years in the future). If a properly completed and approved application is filed from April 1 to September 30, the property will receive one-half of the deduction reflected on the second installment (and full deductions for all tax years in the future).

Office of Tax and Revenue

Real Property Tax Administration
 941 North Capitol Street, NE, 4th Floor
 Washington, DC 20002
 (202) 727-4TAX



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Senior Citizen/Disabled Property Owner Tax Relief

When a property owner turns 65 years of age or older, or when he or she is disabled, he or she may file an application immediately for disabled or senior citizen property tax relief. This benefit reduces a qualified property owner's property tax by 50 percent. If the property owner lives in a cooperative housing association, the cooperative will supply and collect the applications. The following guidelines apply:

1. The senior must own 50 percent or more of the property or cooperative unit;
2. The total adjusted gross income of everyone living in the property or cooperative unit, excluding tenants, must be less than \$128,950 for the prior calendar year; and
3. The same requirements for application, occupancy, ownership, principal residence (domicile), number of dwelling units, cooperative housing associations and revocable trusts apply as in the homestead deduction.

Office of Tax and Revenue

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Protect Yourself from Predatory Lending

- Learn to compare loans and shop around
- Understand and improve your own financial and credit status before applying for a loan
 - o Do a good financial analysis
 - o Check credit report and credit score
 - o Seek counseling (HCS provides!)

Fair Housing

In the District of Columbia, it is illegal to discriminate in the housing market on the basis of:

Race

Color

Sex (Gender or sexual harassment)

National Origin

Religion

Age

Marital Status

Personal Appearance

Sexual orientation

Gender Identity or Expression

Familial Status

Familial Responsibilities

Matriculation

Political Affiliation

Disability

Source of Income

Place of Residence or Business

Victim of Intra-family Offense

(Domestic violence)

OTHER JURISDICTIONS MAY ALSO HAVE LOCALLY PROTECTED CLASSES.

If you believe you have experienced housing discrimination on any of these bases, please contact:

- Housing Counseling Services
(202) 667-7006
- Equal Rights Center
(202) 234-3062
- D.C. Office of Human Rights
(202) 727-4559
www.ohr.dc.gov

- *For discrimination on the basis of race, color, national origin, religion, sex, disability or familial status only, you should also contact:*

U.S. Department of Housing and Urban Development (HUD)

(800) 669-9777 or on the web at: www.hud.gov/complaints/housediscrim.cfm



Housing Counseling Services, Inc.

2410 17th St., N.W. • Suite 100 • Adams Alley • Washington, D.C. 20009

202-667-7006 • www.housingetc.org

Are you READY to apply for HPAP/EAHP?

- **D.C. resident and/or D.C. government employee?**
- **600 credit score or better?**
- **At least 3 credit accounts?**
- **High credit of at least \$1,500?**
- **At least 24 months of credit? Alternative credit?**
- **No open judgments, liens, or collections?**
- **Can you break your lease?**
- **At least \$500 in checking/savings?**
- **Two years of stable income?**
- **Have a LENDER'S credit report less than 30 days old or ready to have credit checked today?**
- **Able to submit an application in the next 10 business days?**

If you are not 100% sure and have questions then you will need to complete the application with the aid of a counselor.