



HOMEOWNERSHIP

2024 CONFERENCE

March 26, 2024



Thanks to Our Sponsors



Capital Markets



America's Most Convenient Bank®

NHHousing.org





We promote, finance, and support housing solutions for the people of NH.

- Financed 2,000 units of multifamily rental housing in FY23
- Monitored operations of thousands of units of rental housing financed by NH Housing
- Administered federally funded rental assistance for 9,000 households statewide
- Helped 875 families purchase a home in CY23

HOW MUCH HOUSING DOES NH NEED?

Based on estimated population growth:

- Almost **60,000 new units** between 2020 and 2030
- Nearly **90,000 new units** between 2020 and 2040
- **To meet production needs, building permit activity must increase by 36% statewide over recent levels.** This is achievable through a combination of local and state action.

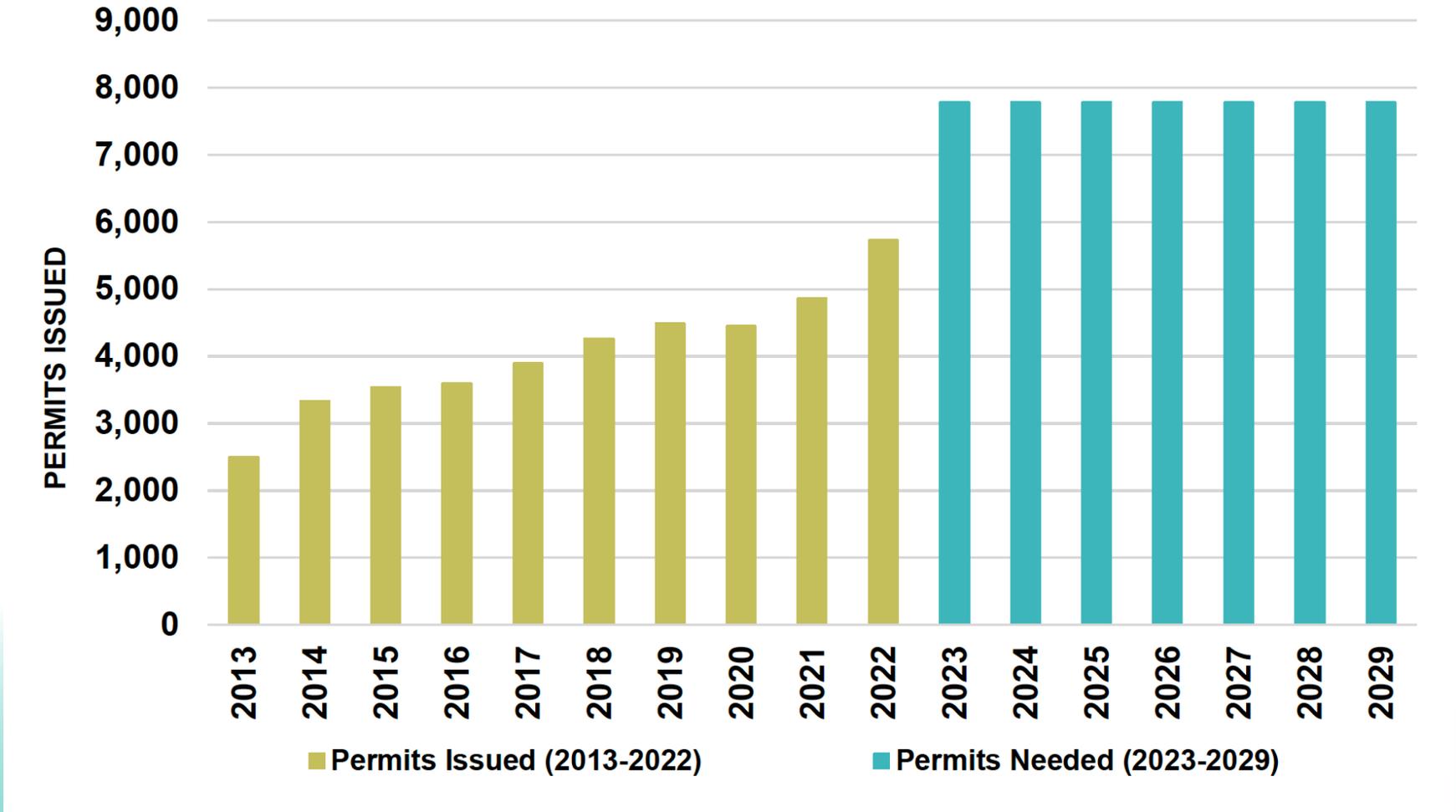
ESTIMATED NUMBER OF HOUSING UNITS NEEDED

Based on Population Growth

2020-2030		BY HOUSEHOLD TYPE	
TOTAL HOUSEHOLDS ADDED		OWNER HOUSEHOLDS ADDED	RENTER HOUSEHOLDS ADDED
52,501		37,380	15,121
TOTAL UNITS NEEDED		UNITS NEEDED	UNITS NEEDED
59,934		40,319	19,615

2020-2040		BY HOUSEHOLD TYPE	
TOTAL HOUSEHOLDS ADDED		OWNER HOUSEHOLDS ADDED	RENTER HOUSEHOLDS ADDED
74,437		52,998	21,440
TOTAL UNITS NEEDED		UNITS NEEDED	UNITS NEEDED
88,395		58,432	29,963

HOW DO WE CLOSE A 60,000 UNIT GAP?



NH BUILDING PERMITS ISSUED 1980 - 2022

■ Single- Family Units

■ Units in 2-Unit Structures

■ Units in 3- and 4-Unit MF Structures

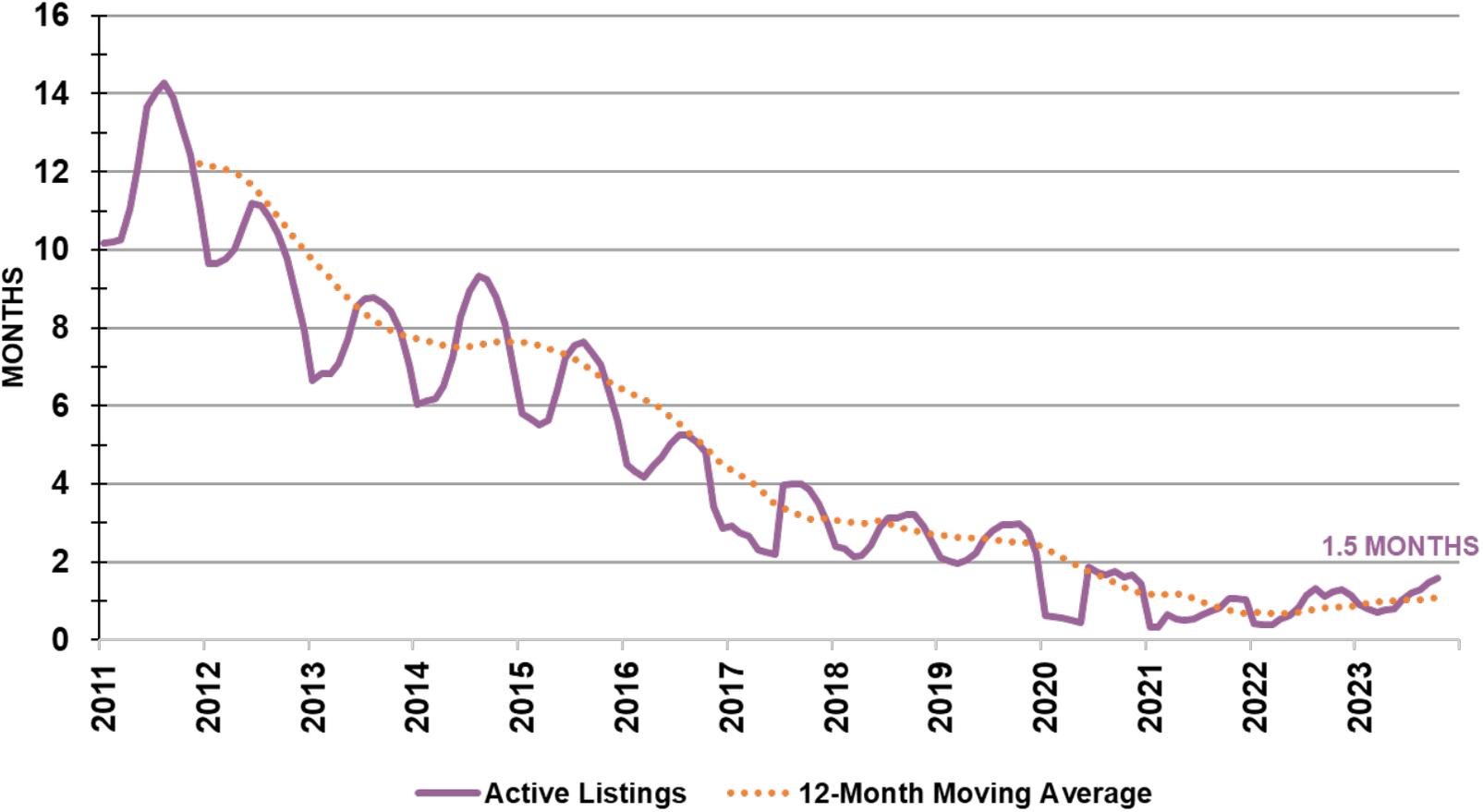
■ Units in 5+ Unit MF Structures

2016
2017
2018
2019
2020
2021
2022

Source: U.S. Census Bureau, Construction Statistics Division (12-month moving average of actual permits issued)

SINGLE-FAMILY HOUSING INVENTORY

Months to absorb active listings at prior 12 months' sales pace

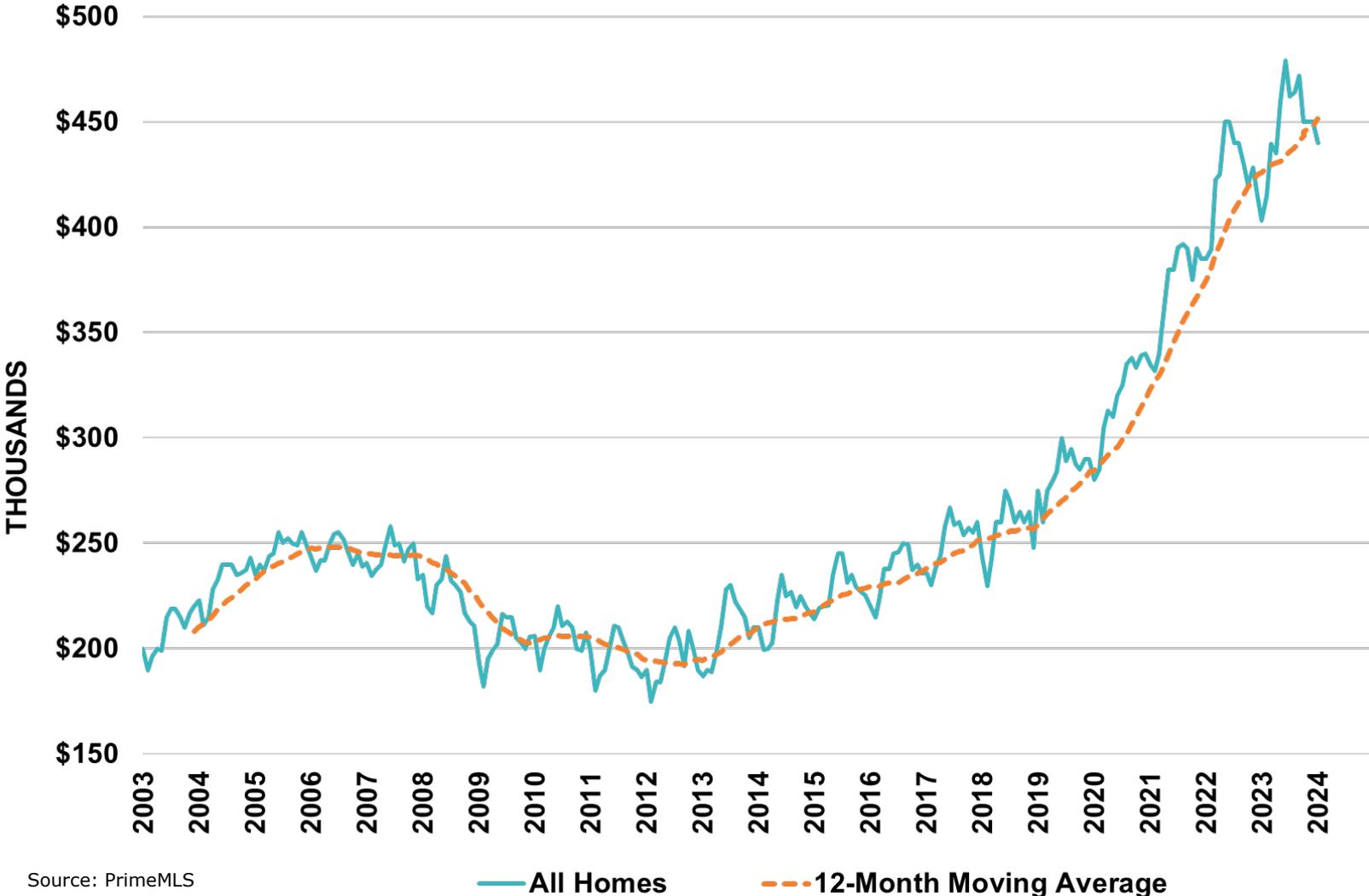


Inventory shortage has the greatest impact at the lower end of the market

Less than 6 months of inventory is a *seller's market*.

Source: PrimeMLS

SINGLE-FAMILY MEDIAN SALES PRICE



Source: PrimeMLS

Jan. 2020 **\$280K**

Jan. 2024 **\$440K**

↑ 57%

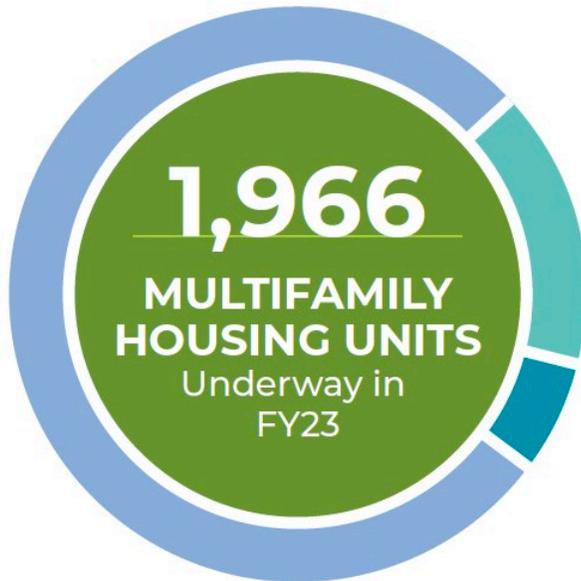
2024 STATE LEGISLATIVE ACTIVITY TO SUPPORT HOUSING SOLUTIONS

- **HB 1065:** No sprinklers required for 3- & 4-unit conversions
- **HB 1291:** Expand rights to create Accessory Dwelling Units
- **SB 538:** Community Toolbox 2.0; science-based lot sizing required
- **SB 392:** \$3M appropriation to Lead Hazard Fund
- **SB 454:** Double annual appropriation from the Real Estate Transfer Tax to the Affordable Housing Fund



MULTIFAMILY HOUSING DIVISION

We finance construction, acquisition and preservation of affordable rental housing for families, individuals of all ages, and people who need supportive housing services (substance use disorders, veterans, transitional)



1,536
General Occupancy
Units

307
Age-Restricted
Units

123
Supportive
Housing Units



MULTIFAMILY FUNDING & DEVELOPER PARTNERS

- **Lebanon:** Twin Pines Housing
- **Bedford Village Manor:** Anagnost Companies
- **Swanzey West:** Avanru Development
- **Nashua Soup Kitchen & Shelter:** Non-Profit, Supportive Housing



LEBANON – Tracy Community Housing
29 units



SWANZEY – Swanzey West Apts. 84 units



BEDFORD – Village Manor Apts. 93 units



NASHUA Soup Kitchen & Shelter 11 units

ASSISTED HOUSING DIVISION

- **Housing Choice Vouchers**

(Section 8 vouchers)

Direct assistance to low-income households through HUD program



- **Other Assistance Programs**

- Family Self-Sufficiency financial & employment coaching
- Voucher Assisted Mortgage Option
- Veterans Affairs Supportive Housing Vouchers
- Moving to Work Grants
- Landlord Incentives

CY2023 HOUSING CHOICE VOUCHER ASSISTANCE	
<p>\$18,885 Average Income of Participant</p>	<p>\$48 MILLION Provided in Rental Assistance</p>
<p>4,355 Vouchers Allocated to NH Housing and Issued to Households</p>	<p>9,000 Average Number of Household Applications on our Waiting List</p>
<p>113 Average Months on the Program</p>	<p>25 Average Attrition Rate Vouchers Per Month</p>



78%
Seniors & Persons with a disability

22%
Families & Individuals



NEW HAMPSHIRE
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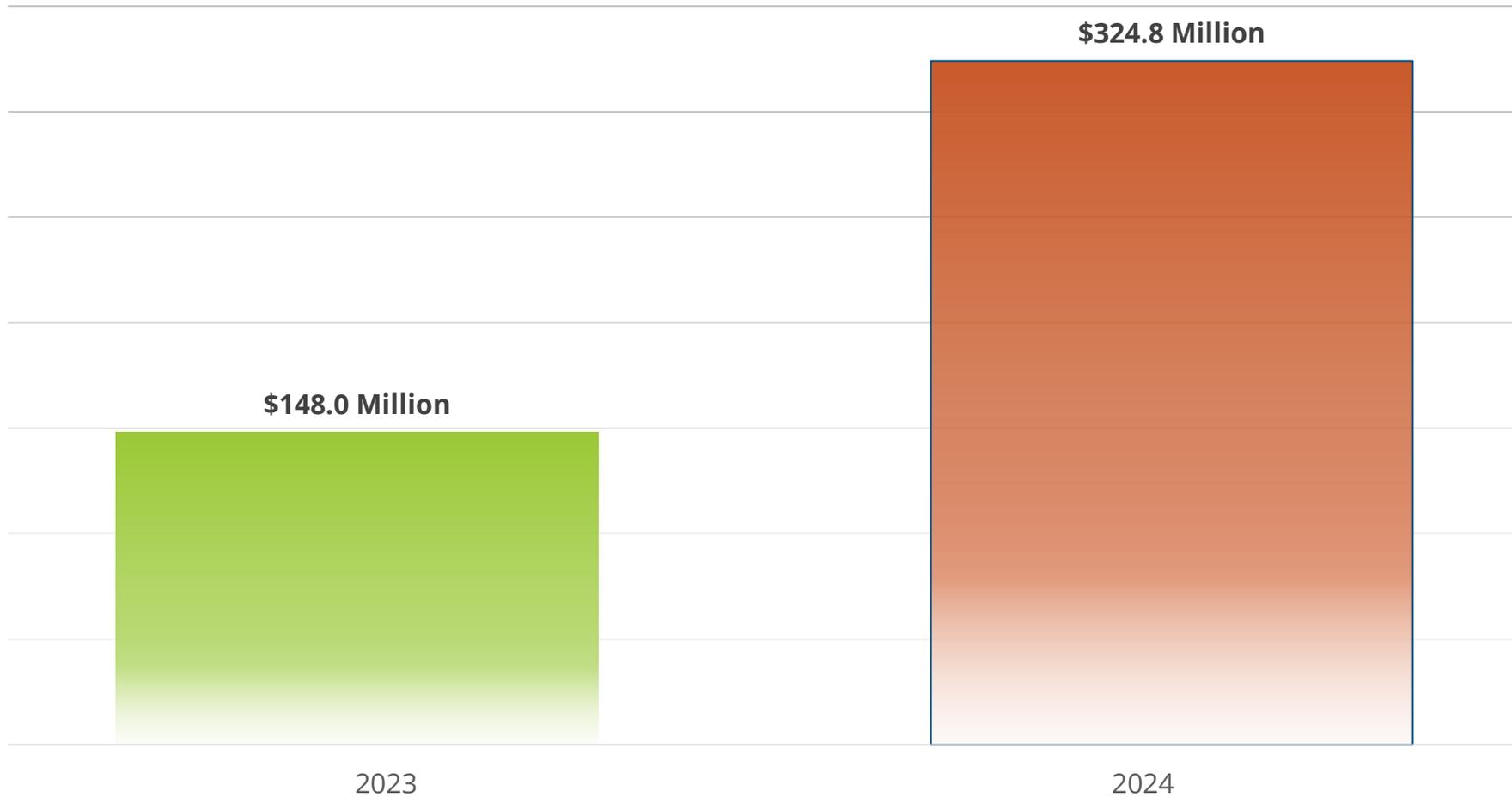
Homeownership Division

NHHomeownership.com



NH HOUSING LOAN VOLUME

LENDER RATE LOCKS YEAR OVER YEAR



OUR PROGRAMS HELP BORROWERS

Single-Family Mortgage Program



NH Housing Borrower Profile

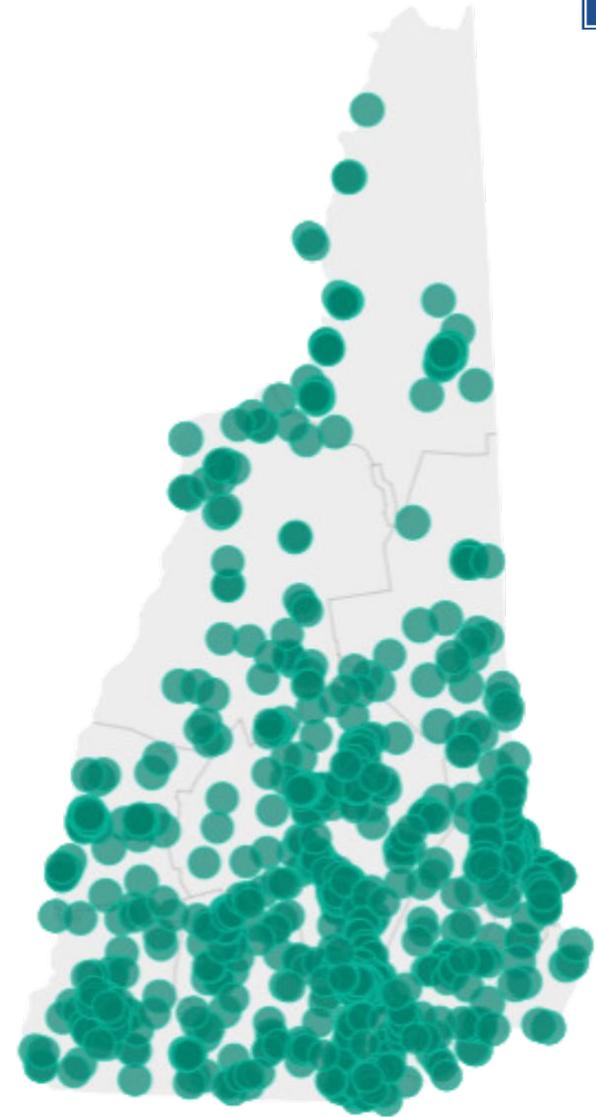


Downpayment Assistance (DPA)



The 2023 NH Housing Coverage Map

In 2023 we closed 875 Mortgage Loans across every county in NH. The map to the right highlights the impact of our program, and how they have made homeownership happen for homebuyers.



**Coverage Map
2023**

DOWNPAYMENT ASSISTANCE



Homeownership
is **\$10,000**
closer than
you think.

 NEW HAMPSHIRE
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Find an approved lender at
NHHomeownership.org

Over
\$3,000,000
In Downpayment Assistance

Since July 2023, we have provided over \$3 million in self-generated funds to homebuyers across New Hampshire!

1st GEN HOME NH GRANTS

Provided

\$540,000

In 1stGenNH Grants

Our partners have provided first-generation homebuyers across the state with an additional \$10,000 in downpayment assistance which provided in many cases \$20,000 to help them buy a home.





PLATINUM LENDERS

CMG HOME LOANS


St. Mary's Bank

GOLD LENDERS

 HARBORONE[®]
Mortgage

 FAIRWAY[®]
INDEPENDENT MORTGAGE CORPORATION
SINCE 1973

 Guild
mortgage

 Pinnacle
Mortgage Corp.
"Trusted, Professional & Experienced"

 be
all in!

 Luminate
Home Loans

 MEREDITH
VILLAGE SAVINGS BANK

WOODSVILLE
Guaranty
SAVINGS
Bank

 Waterstone[®]
MORTGAGE

 SUPREME
LENDING

 Mascoma
Bank

 PrimeLending 



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Our Partners Make Homeownership Happen!

Help your clients get \$10,000 in downpayment assistance for their dream home by referring them to a trusted lending partner.

2024 FELLOWS

- **William Cossey**
Blue Water Mortgage
- **Brittany Hodge**
Meredith Village Savings
- **Melissa Lesniak**
Keller Williams Realty
- **Lee Ann Parks**
EXP Realty
- **Kelly Griffin**
Keene Housing Authority
- **Heather McCann**
NH Housing
- **Ron Thompson**
NH Community Loan Fund
- **Nellie Doughty**
Keller Williams Realty
- **John Ross Nettles**
Bangor Savings Bank
- **Beth McCann**
Bay Equity Home Loans



USDA RURAL DEVELOPMENT







Research, Engagement & Policy Resources

NHHousing.org



RESEARCH • ENGAGEMENT • POLICY

- Housing Studies and Reports
- Annual Residential Rental Cost Survey
- Housing Planning Reports (state & federal)
- Conferences focused on housing issues and policies
- InvestNH Municipal Planning & Zoning Grants





HOMEOWNERSHIP
2024 CONFERENCE

March 26 • Concord

NEW HAMPSHIRE HOUSING

New Hampshire Housing

Our mission is to promote, finance, and support housing solutions for the people of New Hampshire.

[LEARN MORE](#)

Rates 

INVESTNH MUNICIPAL PLANNING & ZONING GRANTS



HOUSING ACADEMY is a training program for InvestNH Housing Opportunity Planning (HOP) Grant and Community Housing Grant recipients to help build and further develop local capacity related to housing matters. UNH Cooperative Extension will provide housing education and community engagement training and support grantees as they develop their local community engagement strategies.



- **Community Housing Navigator Grants**
- **Housing Academy**
- **Housing Opportunity Planning (HOP) Grants**
 - Needs Analysis and Planning Grants
 - Regulatory Audit Grants
 - Regulatory Development Grants

INVESTNH MUNICIPAL PLANNING & ZONING GRANTS



CURRENT GRANTEES

- Atkinson
- Barrington
- Bedford
- Berlin
- Bethlehem
- Boscowen
- Brentwood
- Brookline
- Candia
- Canterbury
- Chesterfield (N)
- Colebrook
- Conway
- Deerfield
- Dover (*)
- Dublin
- Durham
- East Kingston
- Enfield
- Exeter
- Farmington (*)
- Fitzwilliam (N)
- Gorham
- Hampton
- Hanover
- Hinsdale (N)
- Hopkinton
- Hudson
- Keene
- Lancaster
- Lebanon
- Lee
- Little Boar's Head Village District
- Madbury
- Meredith
- Nashua
- New Durham (*)
- New London (N)
- Newbury (N)
- Newmarket
- Newport
- Newton
- Northwood
- Ossipee
- Plaistow
- Plymouth
- Portsmouth (*)
- Rochester
- Rye
- Sandwich
- Seabrook
- Somersworth
- Sugar Hill
- Sullivan
- Sutton
- Temple
- Warner
- Warren
- Waterville Valley
- Wilmot (*)
- Wilton
- Winchester (*)
- Windham

(*) HOP Grantee & Community Housing Navigator Grantee

(N) Community Housing Navigator Grantee



NEW HAMPSHIRE
HOUSING



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