



Aloha,

Nā Hale O Maui is a non-profit organization that provides affordable housing ownership to low and moderate income households. NHOM retains ownership of the underlying land and sells the improvements (house) to the homeowner coupled with a sustainable long-term renewable and inheritable 99 year ground lease. The homeowner must occupy the home and has full exclusive use of the land.

Nā Hale O Maui purchased 12 lots in the Kahoma Residential workforce housing subdivision in Lahaina, Maui in March, 2017. In addition to Nā Hale O Maui's Homebuyer Selection guidelines, families that work and/or live in West Maui and have gross annual income between 80.1% – 120% of the annual median income as determined by the County of Maui, will be given preference to purchase one of these homes. Income limits specific to Kahoma are listed on page 3. Construction on the homes is in full swing with several sales pending. Please visit our website to check for updates at www.nahaleomaui.org **ABOUT > Kahoma** for the Kahoma Residential subdivision.

It is most important that you work on completing our 4 Step Program so that you can be added to our list of qualified homebuyers. Once your name has been added to our qualified homebuyer list and units become available then you will be able to participate in our homebuyer selection process. You must meet the income qualifications for the particular unit you are interested in purchasing.

Nā Hale O Maui 4 Step Program for Affordable Housing includes the following:

1. **Attend Nā Hale O Maui Homebuyer Seminar** - By attending our seminar you have completed the first step. **Next Free Homebuyer Seminar**

TBA

Sign up on our website or be added to a waitlist at www.nahaleomaui.org, or Phone: 244-6110
or Email: info@nahaleomaui.org

2. **Get a pre-qualification or pre-approval letter from your lender** – You may work with any lender you choose for this step, however they may not necessarily be willing to loan on leasehold community land trust property. The following lending institutions have reviewed our ground lease and are willing to provide competitive loans secured by mortgages on leasehold real estate property. We have other lending institutions that are in the process of reviewing our documents and we will make those names available as they are confirmed.

Lenders:

- **American Savings Bank – Lisa Carillo - 872-4991, cell 463-2296**
- **HomeStreet Bank – Carol Takeuchi – (808) 462-5710, cell (808) 561-1119**
- **Loan Depot – Sandy Rice – 283-4856**

Information may be subject to change from time to time. Visit www.nahaleomaui.org for the most current updates.
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- 3. Attend a homebuyer education financial workshop** – Being offered by 2 different organizations. These classes are normally offered in 2 sessions, 4 hours each for a total of 8 hours. In person classes have been canceled or rescheduled due to the COVID 19 virus. Contact them for updates.

You may complete a Homebuyer Educational Financial workshop before you attend our next homebuyer seminar or before obtaining a pre-qualification or pre-approval letter.

➤ **Hale Mahaolu Classes: \$75 per household**

Their in-person Homebuyer Education classes for the month of May have been canceled. Hale Mahaolu still offers a online course through Framework and the Pre-Purchase counseling session can be done over the phone as long as we able to get them two working days before the scheduled appointment.

Here is the Framework link for the online course.

Online registration:

<https://halemahaolu.frameworkhomeownership.org/>

(Requires a one on one counseling session with Hale Mahaolu before a certificate is issued)

Contact information for Hale Mahaolu:

Marlynn Tanji – 242-7027, email mtanji@halemahaolu.org,

OR You May Contact:

- **By Habitat for Humanity, \$55 for a total of 8 hr. HUD approved class.**
Contact Sophie of Habitat for Humanity at 242-1140 for registration and information

**** Offered in 2 sessions**

- 4. Meet with NHOM staff to discuss the ground lease, resale formula and homebuyer selection policy** - This is the final step after you have completed the first 3 steps. Please make sure your pre-qualification or pre-approval letter is still valid then contact our staff to schedule a time to meet.

(see next page for Income Eligible Guidelines)

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2019 Income Guidelines

Prepared by Housing Division, Dept of housing and Human Concerns,
County of Maui. effective date May 1, 2019

Maximum Income: To be considered for selection, a household must have a combined annual income which does not exceed one of the following: 80%, 120% or 140% of the HUD median income of households of equal size residing in Maui County ... as adjusted by the Department of Housing and Human Services. The grant funding agency for the property determines the maximum income limit. The HUD income calculation method also includes income from assets. Listed below are the maximum income guidelines per household size using gross annual income.

| Max AMI | 1 Person | 2 Person | 3 Person | 4 Person | 5 Person | 6 Person |
|---------|----------|----------|-----------|-----------|-----------|-----------|
| 80% | \$46,930 | \$53,630 | \$60,340 | \$67,040 | \$72,400 | \$77,770 |
| 120% | \$70,390 | \$80,450 | \$90,500 | \$100,560 | \$108,600 | \$116,650 |
| 140% | \$82,120 | \$93,860 | \$105,590 | \$117,320 | \$126,710 | \$136,090 |

- **RE: KAHOMA HOMES**, income limits will be based on the previous 2016 guidelines below. Prepared by Housing Division, Dept of housing and Human Concerns, County of Maui. 5/1/2016

Maximum Income: To be considered for selection, a household must have a combined annual income within one of these 2 groups: 80.1% to 100%, and 100.1% to 120%, of the HUD median income of households of equal size residing in Maui County ... as adjusted by the Department of Housing and Human Services. The grant funding agency for the property determines the maximum income limit. The HUD income calculation method also includes income from assets. Listed below are the maximum income guidelines per household size using gross annual income.

| | 1 Person | 2 Person | 3 Person | 4 Person | 5 Person | 6 Person |
|-----------|------------|------------|------------|------------|------------|------------|
| 80.1% to | \$45,686 - | \$52,212 - | \$58,739 - | \$65,265 - | \$70,490 - | \$75,706 - |
| 100% AMI | \$57,050 | \$65,200 | \$73,350 | \$81,500 | \$88,020 | \$94,540 |
| 100.1% to | \$57,107 - | \$65,265 - | \$73,423 - | \$81,582 - | \$88,108 - | \$94,635 - |
| 120% AMI | \$68,460 | \$78,240 | \$88,020 | \$97,800 | \$105,620 | \$113,450 |

- Participants must be a US citizen or registered alien.
- Kahoma Homes selection priority will be given to buyers who live or work on the West Side of Maui
- Owner occupancy required.
- Information may be subject to change from time to time. Visit www.nahaleomaui.org for current updates 5.7.20

