



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.

We received funding from HUD's Neighborhood Stabilization Program and the County of Maui Affordable Housing Fund and are in the ongoing process of acquiring foreclosed homes. The funds from these programs allow us to acquire, rehabilitate and sell foreclosed homes to qualified homebuyers who have completed the 4 Step program. We recently completed building 12 new affordable homes in the Kahoma Residential Subdivision and sold them to income qualified buyers.

Na Hale O Maui has 46 Single Family homes in Wailuku, Kahului, Makawao, Kihei and Lahaina that were sold to income qualified households!

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 Homebuyer Seminar TBA**

Sign up on our website or be added to a waitlist at [www.nahaleomaui.org](http://www.nahaleomaui.org), or you may Phone: 244-6110 or Email: [info@nahaleomaui.org](mailto:info@nahaleomaui.org) for more information.

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**

- 3. Attend/Complete a homebuyer education financial workshop** – Being offered by 2 different organizations. In person classes have been canceled or rescheduled due to the COVID 19 virus. Contact them for updates.

You may complete a HUD approved 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 – Please see page 4 for full details of Virtual interactive Classes or Online Classes.**

**OR You May Contact:**

- **Habitat for Humanity, Homeownership course: \$55**  
**Contact Habitat for Humanity at 242-1140 for information**

**Register by emailing Sophie at [Sophie@habitat-maui.org](mailto:Sophie@habitat-maui.org)**

**\*\* 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)**

*Information may be subject to change from time to time. Visit [www.nahaleomaui.org](http://www.nahaleomaui.org) for the most current updates. 1.4.21*

## **2020 Income Guidelines**

Prepared by Housing Division, Dept of housing and Human Concerns,  
County of Maui. effective date May 1, 2020

[www.mauicounty.gov/DocumentCenter/View/121898/2020-Workforce-Housing---Affordable-Sales-Guidelines?bidId=](http://www.mauicounty.gov/DocumentCenter/View/121898/2020-Workforce-Housing---Affordable-Sales-Guidelines?bidId=)

**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 may also include income from assets. Listed below are the maximum income guidelines using gross annual income for a household of 4.

<b>AMI %</b>	<b>80%</b>	<b>100%</b>	<b>120%</b>	<b>140%</b>
<b>Max Income (household of 4)</b>	<b>\$78,000</b>	<b>\$97,500</b>	<b>\$117,000</b>	<b>\$136,500</b>

- **Participants must be a US citizen or registered alien.**
  
- **Owner occupancy required.**

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1.4.21





**HALE MAHAOLU**  
WHERE ALOHA LIVES

# *Homeownership & Housing Counseling Program*

*Cameron Center, 95 Mahalani Street, Suite 28-2A, Wailuku, HI 96793*

*Phone: 808-242-7027 Fax: 1-808-500-6199*

## **HUD Certified Virtual Interactive Homebuyer Education Classes February 2021 – June 2021**

### **Virtual Interactive Classes – Cost \$75.00 per Household**

To register for the Virtual class: <https://halemahaoluhbclass2.eventbrite.com>

\*\* Class dates and times are subject to change.

Classes begin promptly at the designated time and camera must be turned “on” for the class.

	<b>Session 1 Sunday</b>	<b>Session 2 Wednesday</b>	<b>Session 3 Saturday</b>	<b>Pre-Purchase Counseling</b>
	10:00 am – 12:00 pm	5:00 pm – 7:00 pm	10:00 am – 12:00 pm	
February 2021	Feb 21	Feb 24	Feb 27	By appointment
March 2021	Mar 14	Mar 17	Mar 20	By appointment
April 2021	Apr 18	Apr 21	Apr 24	By appointment
May 2021	May 16	May 19	May 22	By appointment
June 2021	Jun 20	Jun 23	Jun 26	By appointment

YOU MUST ATTEND ALL THREE SESSIONS OF THE SERIES **including** the Pre-Purchase counseling appointment to receive a certificate of completion. Class attendance is required. An intake packet and link for the class will be sent to the registration email.

The Homebuyer Education certificate expires after three years; however, the certificate may expire sooner based on the specific policies of the program for which you are applying.



### **Online Course - Cost \$75.00 per Household**

Framework is an online Homebuyer educational course approved by HUD. The online course is comprehensive so you will have all the fact’s you will need to navigate every step of the home buying process. Learning can be done using your computer, tablet, or cell phone at your own pace.

**Online class registration:** <https://halemahaolu.frameworkhomeownership.org/>

**To obtain the Certificate of Completion, successful passing of the online course at 80% and a 1-hour Pre-Purchase counseling session is required.**

**Contact info: Marlynn at 808-242-7027 Monday – Friday or 808-283-2665 on the day of the event.**

