



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.

NHOM received funding from HUD's Neighborhood Stabilization Program and the County of Maui Affordable Housing Fund. The funds allowed NHOM to acquire, rehabilitate, build and sell homes to qualified homebuyers who have completed the 4 Step program. We recently completed building 12 new affordable homes in the Kahoma Residential Subdivision when sold to income qualified island 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 important that you work on completing our 4 Step Program so that you can be added to our list of qualified homebuyers. As units become available you will be able to participate in our homebuyer selection process. You must meet 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 will complete the first step.

Next Seminar TBA

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

2. **Get a pre-qualification or pre-approval letter from your lender** – Work with any lender of your choice for this step, keep on mind they may not be an approved lender. The following lending institutions reviewed our ground lease and are willing to provide competitive loans secured by mortgages on leasehold real estate.

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. Feb.25, 2021

3. **Attend/Complete a homebuyer education financial workshop** – Being offered by three organizations. Online classes available.

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:**

For full details of Virtual interactive Classes (series of 3 sessions) or the Online Framework Course log on to

<http://halemahaolu.org/program/homeownership-counseling-program/>

Or call Marlynn Tanji at 242-7027

OR

- **Habitat for Humanity, Homeownership course: \$55 per, Series of 2 sessions**

Register by emailing Habitat's Housing Counselor, Sophie, at Sophie@habitat-maui.org

Or call her at 226-7767 for information

<https://www.habitat-maui.org/homeownership-101/>

OR

- **Hawaiian Community Assets: Classes are Free, offered monthly via zoom.**

Interested clients may contact them directly to schedule at 727-8870 or email mauifoc@hawaiiancommunity.net

www.hawaiiancommunity.net > client Intake form

4. **Meet with NHOM staff to discuss the ground lease, resale formula and homebuyer selection policy in detail.** This is the final step after completing 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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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=

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 includes income from assets. Listed below are the maximum income guidelines using gross annual income for a household of 4.

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

- Participants must be a US citizen or registered alien.

- Owner occupancy required.