

Mayor's Housing Quality Task Force
Bankers Roundtable

Date: Monday, May 23rd

Time: 2-3:30PM

Location: City Conference Room 5A

Present: Cory Oberst (Spokane Mortgage Lenders Association), Kim McCulley (Wells Fargo Home Mortgage), Damian Fischer (Bank of America), Cara Coon (Umpqua Bank), Ken Plank (Numerica), Darren McNannay (Spokane Teachers Credit Union), Loretta Cael (SNAP), Sandy Williams, Alicia Ayars, Jonathan Mallahan, Heather Trautman, Melissa Wittstruck.

Presentation:

- Housing Quality Task Force Background
Presentation located on the [HQT webpage](#)

Discussion/Notes:

- Wells Fargo has a Renovation Program (loan).
 - One loan to purchase a home and make renovations or repairs.
 - Conventional or FHA 203(K) options.
- Down Payment Assistance Program (Wells Fargo) or NeighborhoodLIFT Program
 - To support sustainable homeownership and advance neighborhood stability, the Wells Fargo LIFT programs look to the future by delivering down payment assistance and financial education to homebuyers in collaboration with NeighborWorks® America and local nonprofit organizations. (Link: <https://www.wellsfargo.com/mortgage/lift/>)
 - The Oregonian, [Wells Fargo offers \\$15,000 down payment assistance grants to Portland homebuyers](#)
 - Tukwila, WA, [Wells Fargo's NeighborhoodLIFT and CityLIFT Programs](#)
- Legislative action needs to happen in order to see change happen. The City can set the annual agenda, items from the task force need to be on the agenda.
- Group recommended that the task force address people not wanting to purchase single-family homes.
- **Community Reinvestment Act (CRA)**
 - Bank size affects the percentage of reinvestment dollars they receive
 - Cara Coon – Contact Umpqua CRA rep on how to create a neighborhood focus in using the CRA funds. How can CRA dollars be utilized?
- Federally-regulated commercial banks and financial institutions hold appraisal dollars in their portfolios.
 - What percentage of dollars can be focused in an area to revitalize in Spokane?
- Pooling funds:
 - Grants/sponsorships – sponsor demolition of homes.
 - Foundation of banks to pool dollars
- What are the laws at the state level that have extended the time that homes are in foreclosure?
- The foreclosure process is different from the perspective of every bank or credit union.
- Identify the top lien holders in Spokane.
- Invite commercial developers to the Real Estate discussion.

RECOMMENDATIONS:

- Demolishing an area or blocks that have several substandard homes with significant structural damages. The homes would have to have enough structural damages to outweigh the cost to demolish. Partner with local commercial developers and financial agencies to rebuild the homes. New homes would then be back on the market. Other qualifications for tenants could be placed around the home, such as, must have a housing voucher, must meet specified income level...etc.
 - Need a program for demolishing the homes. Cost to demolish a home is approximately \$15,000-\$30,000 for a home with asbestos. Tipping costs to dump materials is approx. \$5,000.
 - Need partners for reconstruction and a program for home ownership.
- Neighborhood Revitalization: vehicle for non-profits or municipality to purchase homes or vacant land to rehabilitate
 - Tax Credit Financing – loans to purchase vacant lands for new developments.

Legislative recommendations:

- Legislative: Foreclosure Fairness Act
 - Retention option
 - State/federal codes that deal with foreclosure
- Develop a lease program or agreement that addresses keeping people either in their home or a new home during the foreclosure process so that homes are not vacant. The program could follow something similar to a rental lease.
- Cara Coon – to follow up with Umpqua representative in Portland regarding Portland's Housing project.