

HOME BUYER EDUCATION FY2021 OVERVIEW



FY2021 HOME BUYER EDUCATION

HPI's Homebuyer Education & Financial Counseling program is nationally recognized for its commitment to excellence, professionalism, and ethical homeownership education. As a NeighborWorks America Home Ownership Center, HPI's HUD-certified counselors provide pre-purchase counseling and one-on-one financial education to residents and buyers of HPI homes, serving approximately 300+ clients annually. In FY2021, HPI expanded its Lease Purchase program, initiated a new Employer Assisted Housing program, and welcomed a total of 153 additional clients to its classroom.

HBE Participation	FY2021*	FY2020*
Total New Clients Created	153	86
Total Hours of Education Attendance	912	412
Clients Completing Education Requirements	151	100
One-on-one Counseling Appointments	317	276
Total New Homeowners Created	71	59

HH Demographics	FY2021*
HH Female	74.6%
HH Male	25.4%
Black or African American	63.1%
White or Caucasian	31.4%
Asian	5.5%

*Based off HPI's HUD FY2021 Reporting.

HBE Income Levels	FY2021*
< 30% AMI	10.3%
30% - 49% AMI	25.4%
50% - 79% AMI	32.9%
80% - 100% AMI	17.1%
> 100% AMI	14.3%

Annually, HPI invites our banking and community partners to provide grants and sponsorships to meet growing demand and increase the program capacity of our Homebuyer Education program. This support provides opportunities to low-income individuals and families seeking financial advancement and homeownership opportunities.