HPN Homeownership Member Virtual Meeting Notes:

**Discussions Starters:** Chris Laurent, Cinnaire Solutions (developer perspective)

Nick Mitchell-Bennett, come dream. come build. (lender/servicer perspective)

**Highlights:**

* SF production/supply/construction:
  + Having conversations with local leaders to make sure that previous verbal agreements for CDBG and HOME funds are still good.
  + Varies by state whether or not construction work can take place, members indicated that quite a few states have categorized construction as “essential” work.
  + For single family, noted it can be easier to do social distancing since there can be fewer people on site.
  + Potential supply chain issues (ex. doors and steel products- constructed or made in China getting caught in customs and increasing price )starting to see it a bit now and worry things will get worse, interest in getting updates from others on supply chain issues they are seeing.
  + Concern about smaller contractors and that if they close, they won’t reopen which will add to existing labor and construction cost issues.
  + Very few owner-occupied properties coming on the market
  + New construction can be easier on construction and inspection side because fewer people on site and no one is home so can do inspections alone.
  + NJCC saw surge in sales at the end of March—people wanted to close and close quickly.
* Mortgage lending/servicing
  + Cdcb closings still happening and still have new homeowners, but seeing a slowdown in process due to mechanics—i.e. title company. Cdcb also does small dollar loans across the country and is starting to see the impact of pandemic as seeing uptick in forbearances for these as people lose jobs
  + Penquis has online intake to screen borrower and have seen an uptick in requests for starting process. Most borrowers are older and on fixed income, so many see an opportunity in market
  + Homewise moving loan application process online; also have investor that used to buy I-10 loans that isn’t so need to keep loans in portfolio.
  + Proactively reaching out to borrowers but think it is too soon to know how much of the portfolio will have an issue with payment; expect to see biggest impact after the 15th.
  + On the servicing side, Homewise is already seeing a huge increase in calls, mostly from borrowers seeking information, trying to understand options available.
  + Tapping home advisors (counselors) to assist with this aspect of the work. One of our mortgage lenders has moved much of its staff to focus on servicing and refinancing requests away from previous focus on new home purchases.
  + Concern about the capacity of servicers and whether they can have the training and capacity to deal with forbearance requests

**Follow-up:**

* Interest in continuing the calls—after 15th when expect to have a better sense of impact. Like having both developers and lenders on the call.
* Would like a way to track and get real-time information on issues like supply chain disruptions.