



QUARTERLY

REPORT

California Housing Finance Agency

Quarterly Report JAN 1 – MAR 31, 2023

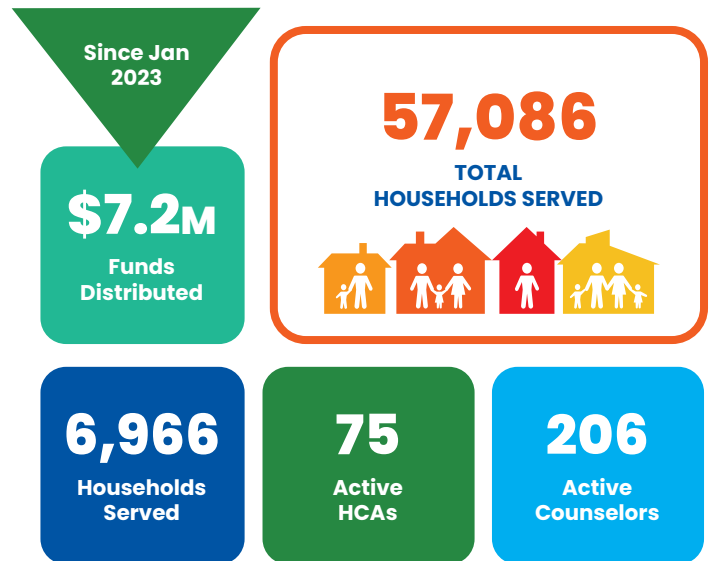


Introduction

California’s Fiscal Year 2020-21 State Budget directed \$300 million in National Mortgage Settlement (NMS) funds to the California Housing Finance Agency (CalHFA) for housing counseling and mortgage assistance. Through its NMS Housing Counseling Program, CalHFA has allocated \$91.5 million for HUD-certified housing counselors throughout the state to provide free, confidential counseling services to California residents who are in danger of eviction or foreclosure.

NMS Housing Counseling Program Details

CalHFA allocates NMS funds to participating housing counseling agencies (HCAs) through three HUD-approved Intermediaries: UnidosUS, HomeFree USA, and BALANCE. The HCAs are reimbursed \$750 for a client’s first one-on-one counseling session, or up to \$750 worth of legal services. An additional \$750 will be allowed if the same client returns for a second one-on-one session or a more in-depth level of counseling is needed (i.e. loan modification assistance). The maximum per household limit is \$1,500.

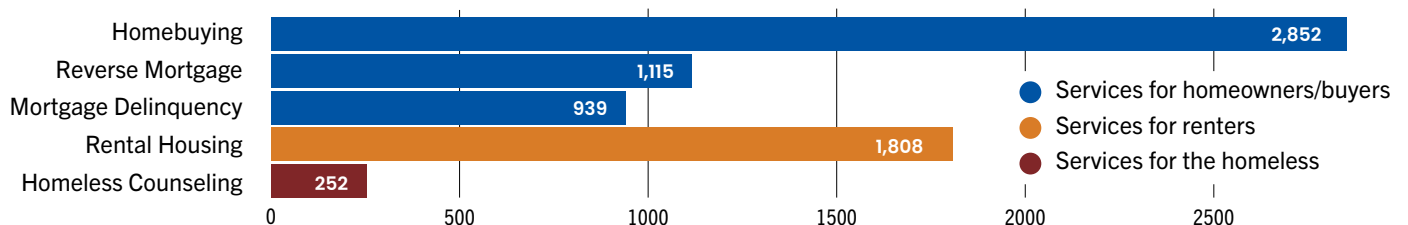


Intermediaries and HCAs also received funds upfront to be used for oversight, program support and capacity building. The upfront investment into building capacity was designed to improve and extend the life of the counseling services by ensuring that agencies can modernize their technology to accommodate more virtual meetings, have adequate staffing with updated training to improve customer service and expand the availability of languages offered.

Types of Services

The HCAs provide counseling services grouped into these categories: services for the homeless, rental housing, mortgage delinquency, reverse mortgage, and homebuying (pre- and post-purchase).

The chart below shows how many clients received counseling in each of these categories during the first quarter of 2023:



Fund Disbursement Summary

ALLOCATED FUNDS	TOTAL FUNDS ALLOCATED	FUNDS DISBURSED 1/1 – 3/31 2023	TOTAL FUNDS DISBURSED
Counseling Services	\$84,725,000	\$7,197,875	\$67,087,903
One-Time Grants	\$600,000	-	\$200,000
Marketing and Coordination Set-Aside	\$2,500,000	-	-
Administrative Fees	\$3,675,000	\$946,625	\$3,675,000
TOTAL	\$91,500,000	\$7,197,875	\$70,962,903

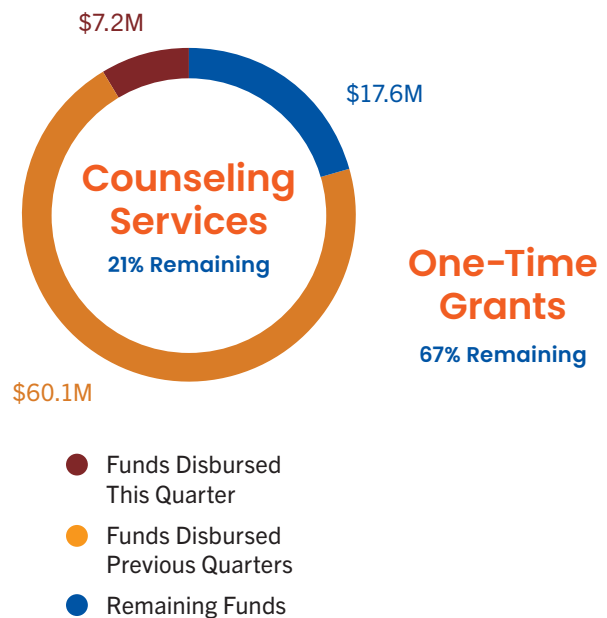
NMS Fund Allocations & Disbursements

In 2020, \$50 million in funds was allocated through the NMS Housing Counseling Program.

Of these funds, 89% has been designated for counseling services, 1% for one-time grants to nonparticipating HCAs, 5% for a Marketing and Coordination Set-Aside to HCAs to expand their ability to reach and serve disadvantaged, underserved, and ethnically diverse communities, and, per legislation, the remaining 5% to CalHFA for program administrative fees.

In October 2021, the CalHFA Board of Directors approved an additional \$23.5 million to be allocated towards the NMS Housing Counseling Program. Of these funds, 95% has been designated for counseling services and, per legislation, the remaining 5% to CalHFA for program administrative fees.

The CalHFA Board of Directors approved an additional \$18 million in July 2022.

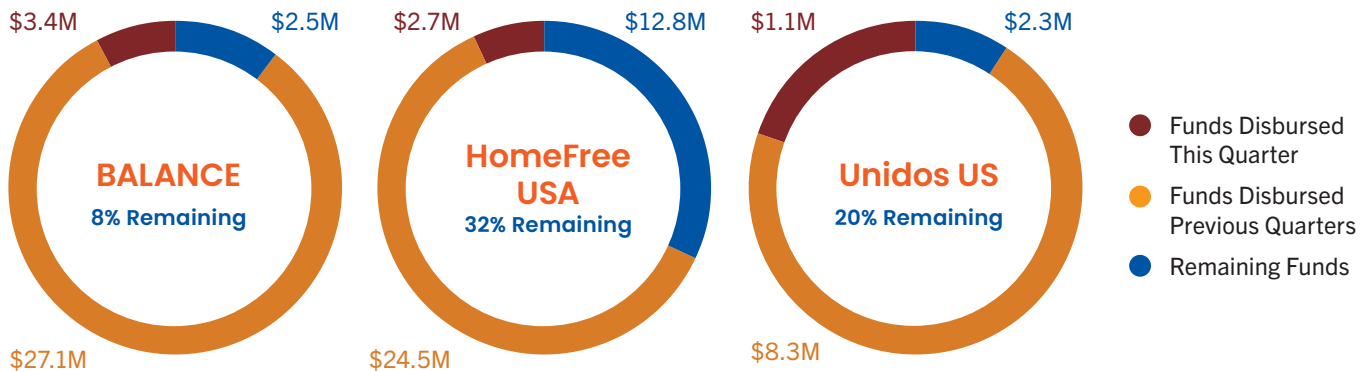


NMS Counseling Services Fund by Intermediary

In the first quarter of 2023, \$7.2 million was distributed among the three Intermediaries for a combination of counseling fees and oversight fees, bringing the total disbursement to \$67.1 million in funds to date as of March 31, 2023.

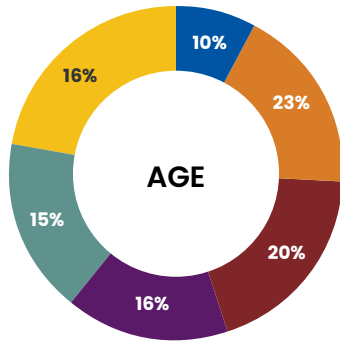
	TOTAL FUNDS ALLOCATED	FUNDS DISBURSED FOR JAN 1 – MAR 31 2023	TOTAL FUNDS DISBURSED
BALANCE			
Counseling Fees	\$23,892,758	\$2,925,000	\$21,861,820
Capacity Building	\$4,943,329	-	\$4,943,329
Oversight Fees	\$4,119,441	\$464,818	\$3,654,623
BALANCE TOTAL	\$32,955,528	\$3,389,818	\$30,459,773
HOMEFREE USA			
Counseling Fees	\$33,951,358	\$2,338,500	\$22,734,750
Capacity Building	\$3,300,281		\$2,009,673
Oversight Fees	\$2,750,234	\$332,332	\$2,417,902
HOMEFREE USA TOTAL	\$40,001,873	\$2,670,832	\$27,162,325
UNIDOS US			
Counseling Fees	\$8,531,509	\$987,750	\$6,808,500
Capacity Building	\$1,765,140		\$1,335,830
Oversight Fees	\$1,470,950	\$149,475	\$1,321,475
UNIDOS US TOTAL	\$11,767,599	\$1,137,225	\$9,465,805
	\$84,725,000	\$7,197,875	\$67,087,903

NOTE: Amounts are rounded to the nearest dollar.

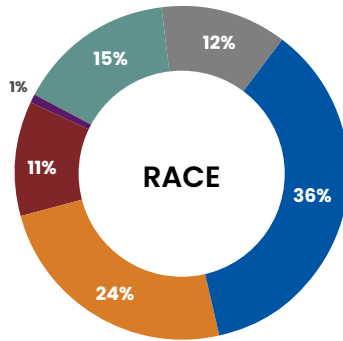


Demographic Data

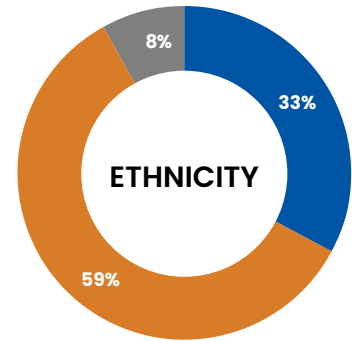
To help CalHFA ensure that assistance is equitable and effective, HCAs are required to track demographic data, income levels, location and household size for each client. The charts below provide data on households that received counseling in the first quarter of 2023:



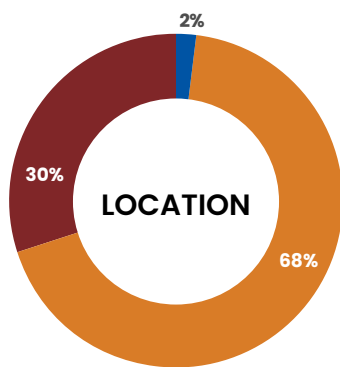
- < 30 Years
- 30-39 Years
- 40-49 Years
- 50-59 Years
- 60-69 Years
- > 69 Years



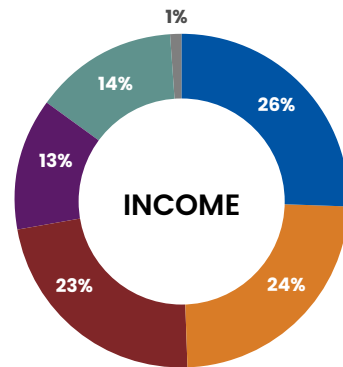
- White (not Hispanic)
- Black/African American
- Asian American/Pacific Islander
- American Indian/Alaskan Native
- Other/Multiple Race
- Chose not to respond



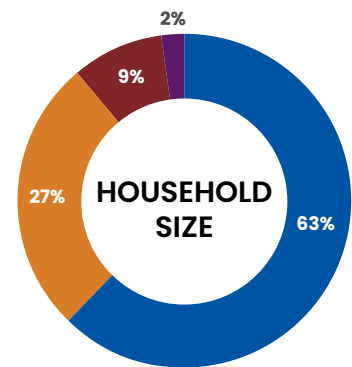
- Hispanic
- Not Hispanic
- Chose not to respond



- Northern CA
- Southern CA
- Central Valley / Bay Area



- < 30% AMI
- 30 - 49% AMI
- 50 - 79% AMI
- 80 - 100% AMI
- > 100% AMI



- 1-2 people per household
- 3-4 people per household
- 5-6 people per household
- 7+ people per household

Note: Charts may not add up to 100% due to rounding.

HCA Recipients of NMS Counseling Funds

In the first quarter of 2023, NMS funds were disbursed to the following HCAs as reimbursement for one-on-one counseling sessions.

A-1 Community Housing Services	Fresno Interdominational Refugee Ministries	Neighborworks Orange County
Asian Incorporated	Greater Sacramento Urban League	New Economics for Women
Asian Law Alliance	Greenpath Financial Wellness	Orange County Community Housing Corporation
Catholic Charities of Santa Rosa	Homeownership Orange County	Project Sentinel
Centro Familiar Nueva Esperanza	Inland Empire Resource Center	Richmond Neighborhood Housing Services Inc.
Coachella Valley Housing Coalition	Inland Fair Housing and Mediation Board	San Francisco Housing Development Corporation
Community Housing Counsel of Fresno	Korean Resource Center	San Francisco LGBT Community Center
Community Housing Development Corporation of North Richmond	Lutheran Social Services of Southern California	Self-Help Enterprises
Consumer Credit Counseling Service of Maryland and Delaware, Inc. (CCCSMD) - West Covina	Mission Economic Development Agency (MEDA)	Shalom Center for TREE of Life
Consumer Credit Counseling Service of San Francisco, DBA Balance	Money Management International	UnidosUS Counseling Connection
Credit.org	Montebello Housing Development Corporation	Union of Pan Asian Communities
CSA San Diego County	Navicore Solutions	Urban League of San Diego County
East LA Community Corporation	Neighborhood Housing Service of the Inland Empire	USA Homeownership Foundation DBA Veterans Association of Real Estate Professionals
ECHO Housing	Neighborhood Housing Services of Los Angeles County	Ventura County Community Development Corporation
Fair Housing Foundation	Neighborhood Partnership Housing Services	Visionary Home Builders of California, Inc.
Faith and Community Empowerment (FACE)	Neighborworks Home Ownership Center Sacramento Region	West Angeles Community Development