



April 29, 2022

RE: Submission Questions for Builders Informational Sessions

The following questions were submitted by HLB Builders during the Builder Informational Sessions that took place on April 19th 2022 and April 22nd 2022:

1. Question: Do the HLB building programs allow for fast-tracking in the permitting process?

Answer: There is a process that is being developed and HLB is creating a numbering system that will aid and facilitate in this.

2. Question: How can we fast-track the Harvey funding process? How can we increase the effectiveness of communication?

Answer: HLB will reach out to those program managers within the Housing Community & Development Department (HCDD) and provide Builder feedback in regard to communication.

3. Question: Has research been conducted on the cost difference to HIGG?

Answer: Yes, but what was found is the higher the price the higher quality.

4. Question: What is being done about the delays with HCDD reviewing files for Down Payment Assistance (DPA)?

Answer: HLB is working with HCDD to get a grasp of timelines.

5. Question: There is an income certification requirement for the 1003 Universal Loan application, but some Lenders will not give that unless loan gets into underwriting, which requires buyers to put down \$500 for appraisal. Buyers do not want to pay until the income certification is approved. This has been a big problem, what is being done?

Answer: HLB was not aware of this, we will investigate this and look to formulate a solution.

6. Question: Does the new sales price tiers apply to the Settegast community?

Answer: No, as of now the max sales price of the home in the Settegast neighborhood will remain at \$180,000.

7. Question: When does the price increase take effect?

Answer: Round 7



8. Question: How can a builder be a part of the decisions regarding the changes being made?

Answer: There is no formal process at the moment, however, HLB welcomes feedback.

9. Question: Is it possible that HCDD can assign individuals to prioritize the eligibility process for homes sold under the HLB Traditional Program?

Answer: This is something HLB is in discussion with the HCDD department and will provide further updates as we hear more from the department.

10. Question: Previously there were 2 sets of different requirements for Buyer's Income certification. First one is for people seeking financial assistance from the City, ie down payment assist. The other one is people already got approved for a loan and they are not seeking financial assistance. Requirements for the First one is very thorough and stringent, which is understanding. Second set was much simpler, pretty much buyers need to show their income level and proof of citizenship. As long as their income is below the required threshold, they are approved. The City changed the requirements and got rid of the second set, which has been very upsetting and challenging for our buyers who are NOT seeking financial assistance from the City. I wonder whether this is even a possibility for them to change back to the old ways, which really makes a lot of sense?

Answer: HLB will present this feedback to the HCDD department and will look to provide an update on those applicants not seeking financial assistance. Some of the new requirements for those seeking financial assistance are derived at the mandated at the Federal level.