



Delegation  
**Municipality of Kincardine**



*We create opportunity for people to thrive through innovative housing solutions.*

# Purpose

Introduce Council to Habitat for Humanity Grey Bruce  
Our Mission, Model & Work

Propose Affordable Housing  
Partnership Options



*We create opportunity for people to **thrive** through  
innovative housing solutions.*

# What We Do

At Habitat Grey Bruce we build more than just a house for families.

Through our unique affordable homeownership program, we offer families a **hand up**, empowering them to build a solid foundation upon which they can ***THRIVE.***



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# What We Do



We bridge the gap to open access to those priced out from attaining an affordable home.

# What We Do

## Build Houses

Designed to meet families needs; energy-efficient & carbon free

## Engage & Empower People

Homeownership workshops, skilled trades training & volunteer engagement

## Provide Financing

For the purchase of homes with affordable mortgages



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# How Our Model Works

## STEP 1 Families are selected based on 3 criteria

1. Need for affordable housing
2. Ability to pay a mortgage
3. Willingness to partner with Habitat

## STEP 2 Approved applicants purchase their home

At fair market value with **no down payment, zero interest, 20-year term mortgage** held by Habitat



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# How Our Model Works

## STEP 3 **Mortgage & property tax payments**

Are calculated so families pay only **25% of their income** so housings costs are affordable

## STEP 4 **As part of their partnership with Habitat families contribute 500 volunteer hours**

Building their home and other Habitat homes alongside our team and volunteers



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# How Our Model Works

**STEP 5 Families attend Homeowner Education workshops**

Budgeting, estate planning & home maintenance

**STEP 6 Mortgage principal payments are invested into our homebuilding program**

To build more homes in the future



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# How Our Model Works

- Habitat retains **first right of refusal** to buyback a home; this ensures homes are kept in the affordable housing sector for at least **20 years**
- **Shared Equity**  
Market appreciation is shared between Habitat and homeowners; this avoids homeowners taking advantage of a fast rising market for quick financial gain

# Our Impact

- Families are **freed from the struggles & indignities** of living in inadequate housing
- Children **do better** in school
- Social housing units made available to those waiting for subsidized rental housing
- Families **reduce their dependence on social assistance** & contribute to their communities by **paying property taxes** – a win for families & a win for municipalities

# Quick Facts About Habitat Grey Bruce

- **76 homes built** since 1987 serving **85 families** including **205 children**
- Currently **30 families** have a 0% Habitat mortgage
- **Model of Hope Partnership** est. in 2016 with Saugeen Ojibway Nation – 35 homes built on First Nation territory
- Our **3 ReStores** operate as a social enterprise with net income covering 100% of our administrative expenses



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# Partnership Options

## Option 1: Municipality & Habitat

Surplus land donated to Habitat

Habitat builds affordable housing units:  
singles, semis, towns

Sells units to qualifying families at FMV

Houses affordable for at least 20 years



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# Partnership Options

## Option 2: Public-Private Partnership: Municipality, Developer & Habitat

Town property sold or donated to a developer to build entry-level, **below market housing** (rental & ownership)

Habitat purchases a % of the units built from the developer at a **reduced price** for Habitat to sell to qualifying families financed with a Habitat mortgage



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# Partnership Options

## Option 2: Public-Private Partnership: Municipality, Developer & Habitat

All ownership units remain affordable in perpetuity through tools such as an **Option Agreement** registered on title

All units sold **must** be the **principal residence** of the purchaser (condition of sale) - ***no units sold to investors***



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# A WIN for Each Partner

- Town surplus land is used for attainable, lower-priced housing built **FAST**
- Developer has reduced costs (land, fees and expedited approval) able to sell to Habitat & the market at a **LOWER PRICE**
- Habitat able to **SERVE MORE FAMILIES**



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# Thank you!



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