

The background features a dark grey line graph with a white grid. Three stylized red house icons with white roofs are positioned across the top half of the image, overlapping the graph lines. The main title is centered in large white font.

# The State of the Market in Massachusetts

Mounzer Aylouche  
Vice President of Homeownership Programs

# MassHousing's Overall Racial Justice Agenda

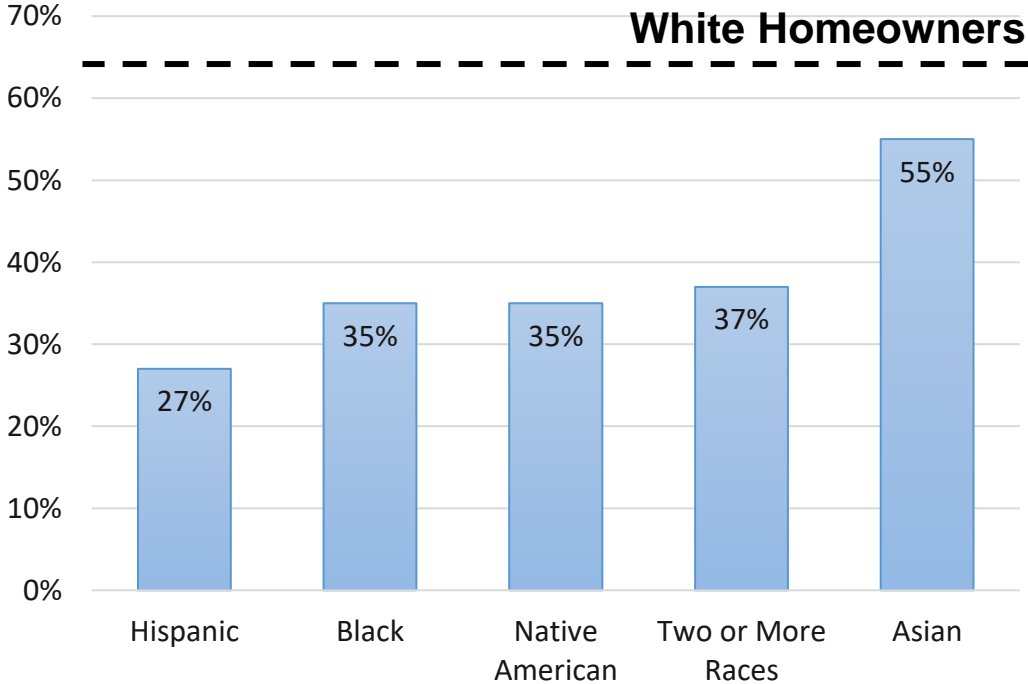
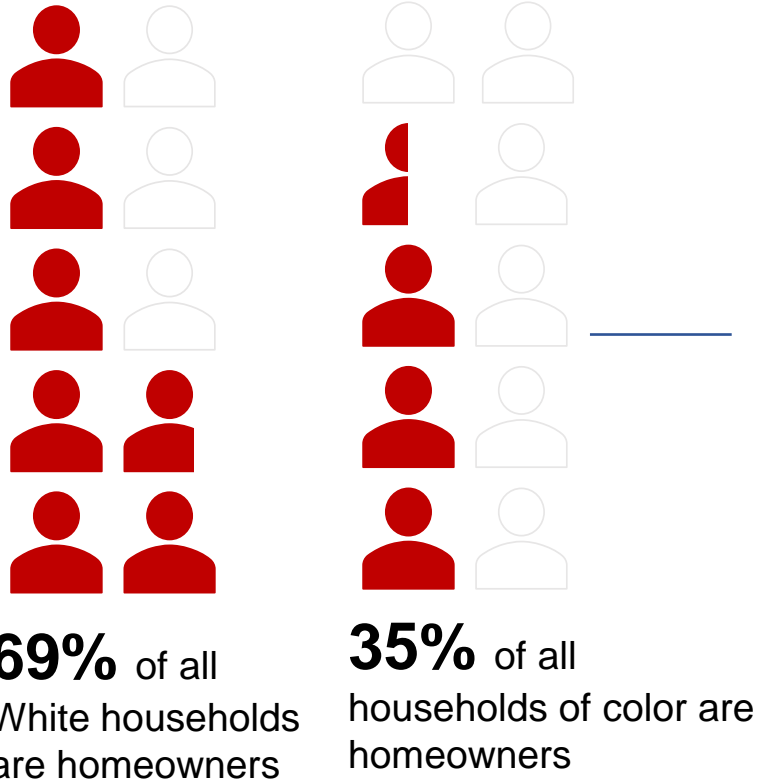
## GOALS

- Create wealth-generating opportunities through housing for people of color in the Commonwealth of Massachusetts.
- Increase diverse participation in the affordable housing and community development industry.
- Foster a community of growth, learning and cohesion within MassHousing.
- Raise awareness of the history of racial discrimination in housing and advocate for policy change.

# Narrowing The Gap



# In Massachusetts, White households are almost *twice* as likely to be homeowners than households of color.



**34%-point gap**

## Homeownership's ambitious 5-year goal

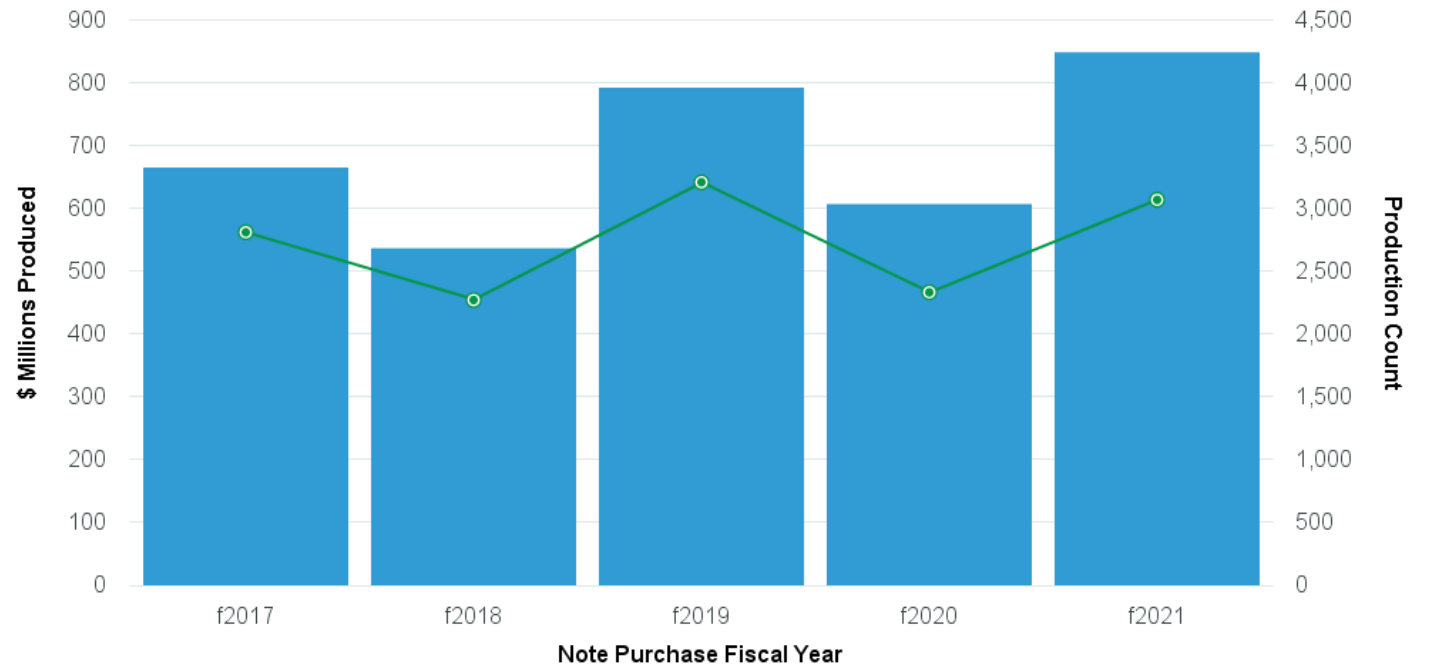
**50%**

Of MassHousing's loans to  
People of Color

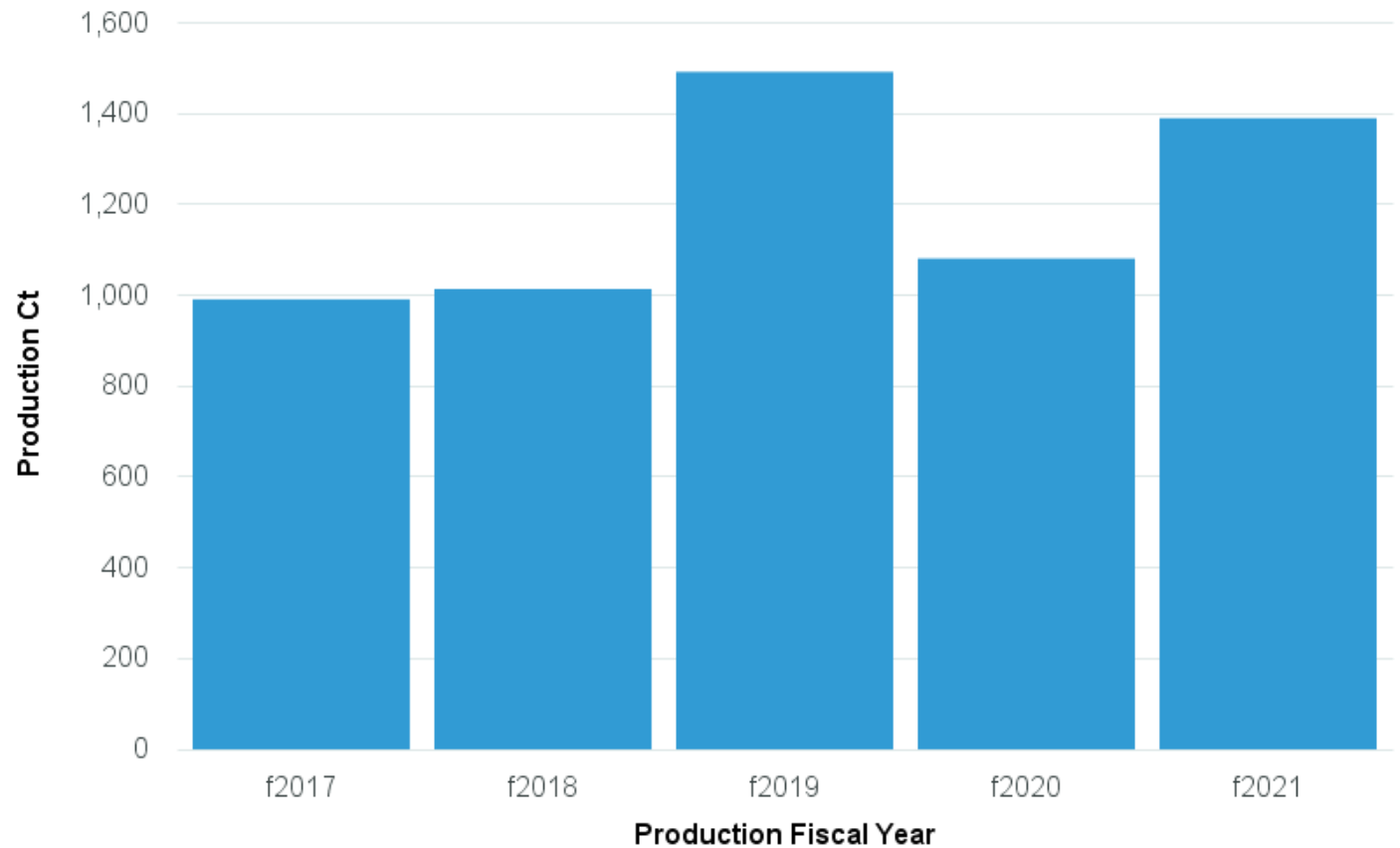
# Here's where we've been



# Production by Fiscal Year

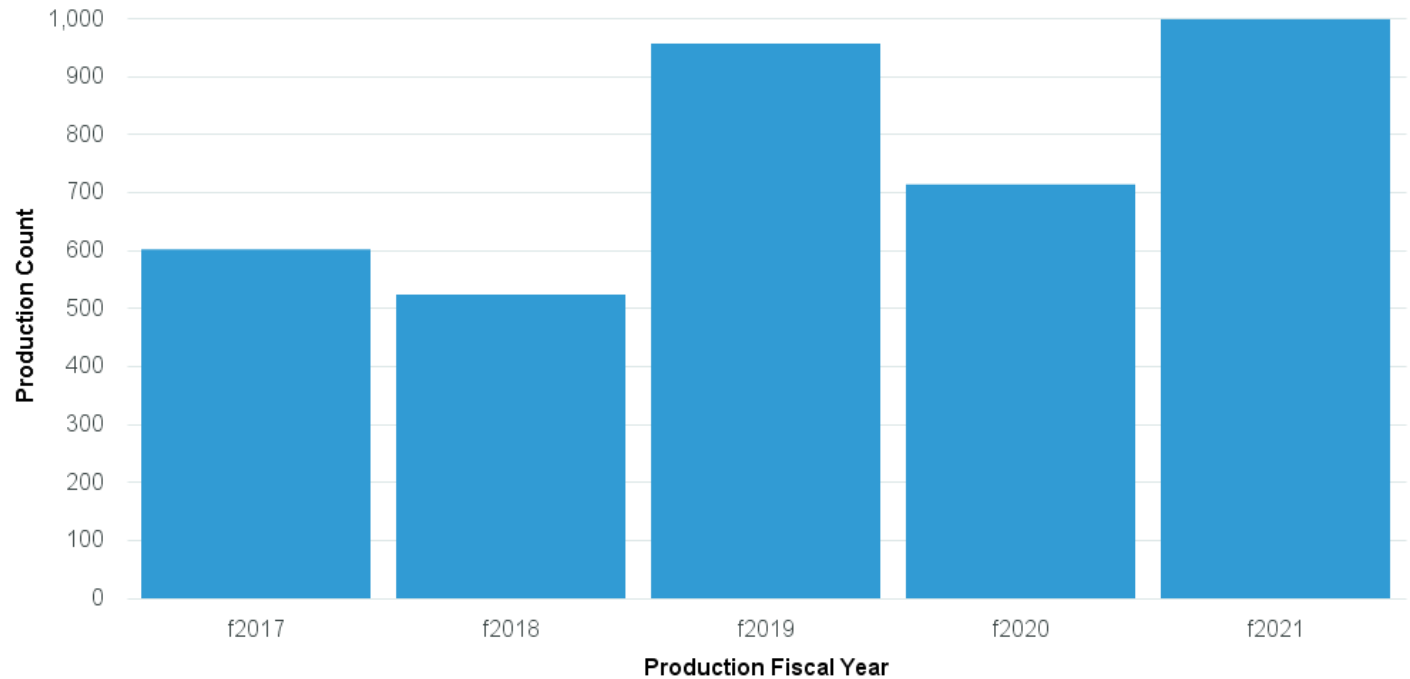


<80% AMI  
Production  
by Fiscal Year



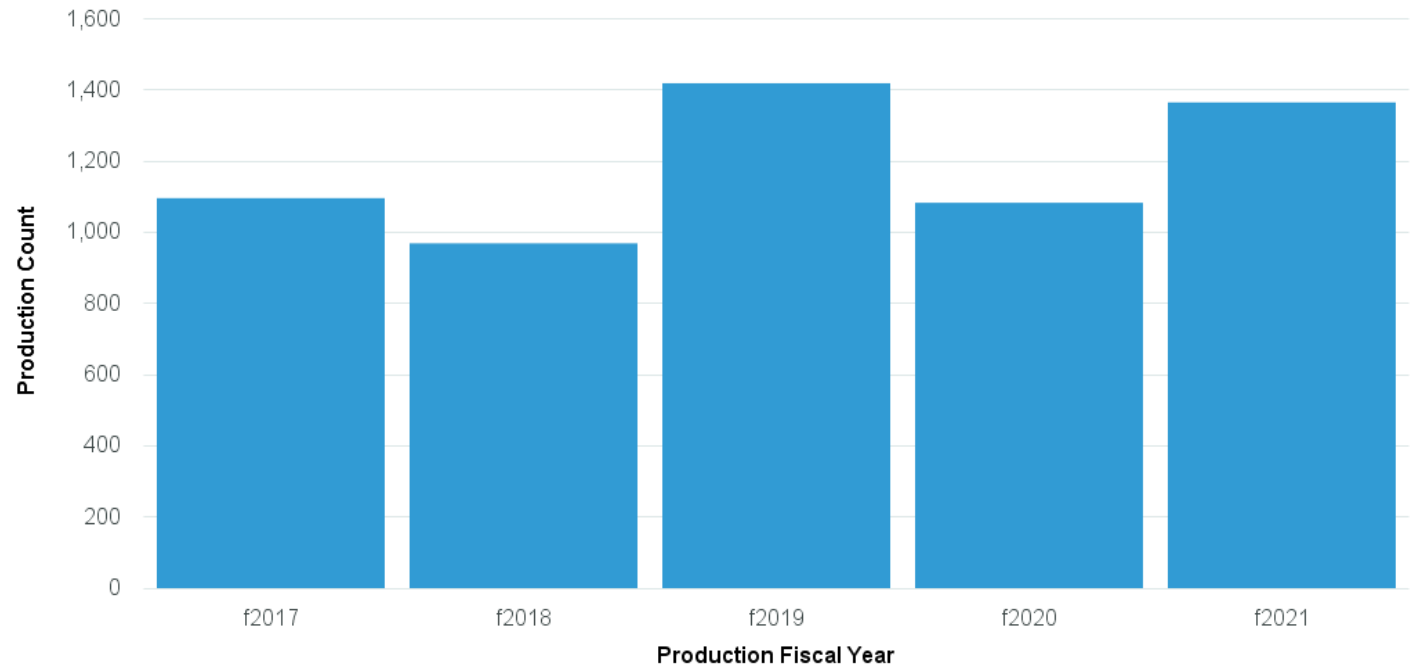


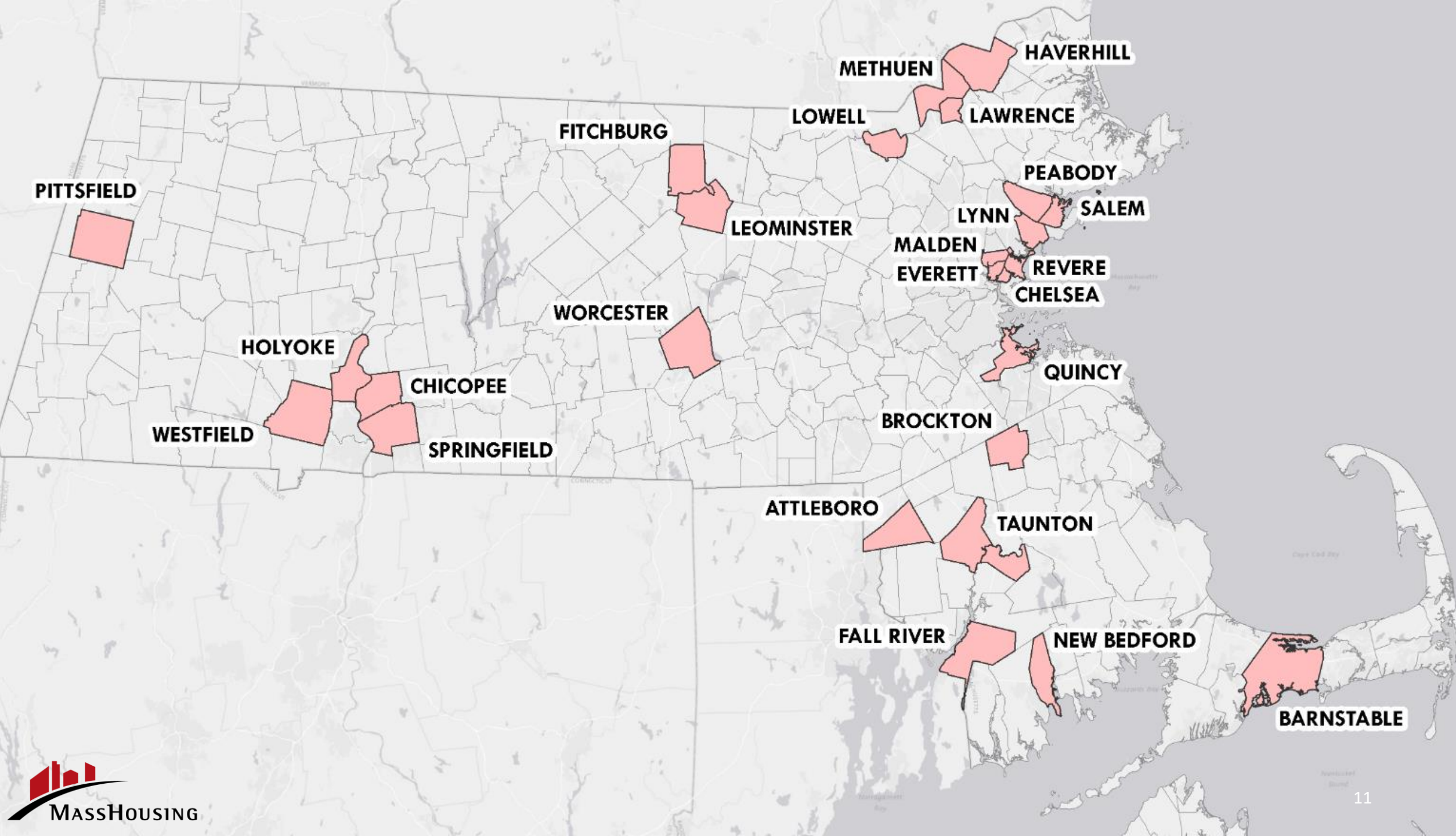
## Borrowers of Color



We increased lending to Borrowers of Color by **66%** from FY17 to FY21

# Gateway Cities





**PITTSFIELD**

**HOLYOKE**

**WESTFIELD**

**CHICOPEE**

**SPRINGFIELD**

**WORCESTER**

**FITCHBURG**

**LEOMINSTER**

**METHUEN**

**LOWELL**

**LAWRENCE**

**HAVERHILL**

**PEABODY**

**LYNN**

**SALEM**

**MALDEN**

**EVERETT**

**REVERE**

**CHELSEA**

**QUINCY**

**BROCKTON**

**ATTLEBORO**

**TAUNTON**

**FALL RIVER**

**NEW BEDFORD**

**BARNSTABLE**

**Down payment assistance has empowered thousands of families across the Commonwealth to become first-time homebuyers!**





**Down payment assistance**  
was key to Sonia's homebuying success.

[LEARN ABOUT DOWN PAYMENT ASSISTANCE](#)

**4,037**  
DPA Loans within the last  
5 Years

**34%**  
Borrowers of Color

**Top 10 Cities**  
Springfield  
Worcester  
Brockton  
New Bedford  
Fitchburg  
Boston  
Fall River  
Chicopee  
Lynn  
Haverhill

# Workforce Advantage Program Details

## **Workforce Advantage is available to First-Time homebuyers who:**

- Earn up to 80% of the Area Median Income (AMI) (Household Income)
- Purchase a single-family home, condominium, or two-family home in Massachusetts

## **Program Details**

- DPA loan is a 0% deferred mortgage
- DPA loan amount: 5% of the sales price or \$25,000, whichever is less, in the 26 Gateway Cities\* and the City of Boston
- DPA loan amount: 5% of the sales price or \$15,000, whichever is less, in the remainder of the Commonwealth
- Available for purchases of single-family, condominium and 2-unit properties
- Mortgage Insurance at no cost to the borrower with job loss protection (MI Plus)

# Workforce Advantage Program

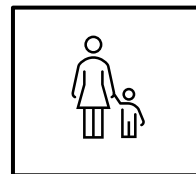
## WORKFORCE ADVANTAGE

FY21 Production



**74%** of loans are  
in Gateway Cities

**29** Cities



**48%** of borrowers  
are People of Color



**\$223,100** median  
loan amount

**60%** Average AMI

# Meet Our Business Development Team



- Angelo Nuby
- Rich Petisce
- Mircia Kelly
- Oneida Fuentes
- Natasha Boye
- Rocco Leone
- Goretti Joaquim



**Thank You!**