



Massachusetts Housing Finance Agency
One Beacon Street, Boston, MA 02108

TEL: 617.854.1000
FAX: 617.854.1091 | www.masshousing.com

Videophone: 857.366.4157 or Relay: 711

Home Ownership Committee Meeting Minutes

Meeting Date and Time: March 9, 2021 at 12:00 p.m.
Meeting Location: (Remotely via Zoom)
Massachusetts Housing Finance Agency
One Beacon Street, Boston, MA 02108

Members Present: Patricia McArdle
Mark Attia (designee)

MassHousing Staff Present: Laurie Bennet
Mounzer Aylouche
Steve Payson
Tom Norton
Dan Gover
Peter Cooper

The meeting began at 12:00 p.m.

Upon a motion duly made and seconded, it was, by roll call vote of all the present Members:

VOTED: That the minutes of the meeting held on December 8, 2020 are hereby approved and placed on record.

Mounzer Aylouche presented a status update, noting that production has been study but experiencing a loss in the portfolio overall as refinancings in the low interest rate market are outpacing. We have however, seen a slowdown over the last few weeks in the refinancing rate as interest rates have started to tick up. Seeing heavy demand in the market but supply is limited pushing prices up and putting a burden on first-time homebuyers for affordable opportunities.

Mr. Aylouche also noted that AUS used at the GSE's is tending to disadvantage borrowers using down payment assistance because the applications are subjected to a higher risk standard. Staff have been discussing concerns with Fannie and Freddie and are hopeful for some solutions in the next several months.

Steve Payson presented the current reservation pipeline, noting that it is exhibiting more mission driven characteristics with increased activity in Gateway cities, among minority borrowers, and among lower income brackets. Currently, approximately 24% of the pipeline is for refinancings. Mr. Payson then

summarized the FY21 production, noting that approximately 40% of production is using DPA and so GSE scrutiny under their AUS is significant. To date we have seen over \$700MM in production against the goal of \$550MM, with 42% in Gateway Cities, over 75% first-time homebuyers, and 33% minority borrower participation.

Mark Attia asked if there is any visibility into unemployment status of the borrowers and whether we know if any of the current activity is due to covid assistance programs. Mr. Payson stated that if borrowers are making payments and current on the loan then we don't really know and will not likely be able to see clearly for 6-9 months.

Patricia McArdle commented on a recent seminar in which RMS was presenting and advocating for the Agency and its products. Mounzer noted that staff is strategically working with our biggest cheerleaders to further promote the Agency's programs.

Lisa Fiandaca presented a summary of recent marketing activities, noting that the Agency has been presenting at First-time Homebuyer education courses and recently engaged a firm for inclusive marketing effort.

Mr. Aylouche then presented a summary of overall portfolio, delinquency status, and forbearances.


Ms. McArdle asked if we have any sense about the household stability as loans come out of forbearance. Mr. Aylouche indicated that it is difficult to tell but that staff reaches out regularly to stay abreast of what borrowers are experiencing and make them aware of the resources available. Unfortunately, some borrowers avoid the outreach out of concern of lender foreclosures.

Mr. Attia commented that the new federal proposals will have significant effects.

There being no other old or new business, the meeting adjourned at 12:26 p.m.

A true record.

Attest.



Colin M. McNiece
Secretary

Meeting Materials:

- (i) Consolidated Production Dashboard Update (Powerpoint)
- (ii) Pipeline-Forbearance Update (Powerpoint)