



SOLITA'S HOUSE

Providing the Keys to Homeownership

THE NUTS & BOLTS OF
SUCCESSFUL COLLABORATION

URBAN
360°
by DOMAIN HOMES

SOLITA'S HOUSE

- **Certified CDFI (Community Development Financial Institution)**
 - Small Dollar Loans
 - Credit Builder Loans
 - Flex Loans
 - Downpayment Assistance
 - Rental Assistance Programs
- **HUD Approved Housing Counseling Agency**
 - First-time homebuyer preparation
 - Rental Counseling
 - Foreclosure Prevention Counseling

URBAN 360 BY DOMAIN HOMES

- The Affordable Housing extension of Domain Homes
 - First partnership established in 2018 with the City of Tampa
 - To build on the vacant land within the East Tampa Community
 - Agreement was to construct a minimum of 75 homes targeting low-to moderate income families
 - All vacant land are located in the low to moderate census tracked areas

FOR PROFIT- NON-PROFIT COLLABORATION

For-Profit

- Income Certification processing
- Down Payment Assistance Processing
- Communication
- Solid mortgage ready individuals

Non-Profit

- Able to meet the needs of low to moderate income families in need of affordable housing
- Additional funding for agency through file completions
- Potential clients for additional services within the agency
- Potential referrals and business in partnership with the for-profit
- Partnership strengthens other grant opportunities and can be used as leverage

FOR-PROFIT/ NON-PROFIT STRUCTURE

- Formal MOA which spells out payment structure, responsibilities and deadlines.
- Non-profit is paid for each client through the Closing Disclosure/ HUD, Title company will send check to Non-profit
- Monthly Invoices are required from Non-profit prior to scheduled closings.

AFFORDABLE HOUSING DISCUSSION

- For Profit and Non profit collaboration promotes increased affordable housing for low moderate income clients through access to down payment assistance sources.
- Non-profit's have access to inventory only accessible to them through internal services such as Freddie Mac or Fannie Mae, along Bank REO departments