INVESTING IN HOME OWNERSHIP
**Mission**

To provide housing and finance-related services and capital to facilitate neighborhood revitalization and housing opportunities for low- to moderate-income populations.

**Vision**

To assist all individuals and families working to access homeownership opportunities in thriving revitalized communities.

**Objective**

To increase homeownership opportunities in underserved communities by providing affordable mortgage lending products and down payment assistance.

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**ORGANIZATION AFFILIATIONS**
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MESSAGE FROM OMAHA 100

INVESTING IN HOMEOWNERSHIP

Omaha 100 had a very successful year! We substantially increased our impact on homeownership through newly formed partnerships including providing mortgage lending for Habitat for Humanity of Omaha homebuyers. The Habitat partnership helped to increase their sustainability while allowing us to further utilize our capacity.

We are grateful for those who are working together to invest in homeownership. Financial institutions and funding providers supply mortgage lending funds and down payment and closing cost assistance. Housing developers build new housing units or provide assistance for housing rehab or repair. Community organizations and concerned citizens are increasingly taking up the challenge to rehabilitate older units to increase affordable housing opportunities, turning to Omaha 100 for mortgage lending assistance. Our borrowers are working to become financially savvy and successful homeowners.

In addition to our mortgage financing, Omaha 100 helps existing homeowners through refinancing or loan modifications. One such borrower refinanced from a 12 percent interest rate loan to a substantially lower affordable rate at less than half the previous rate.

Omaha 100 serves as an intermediary that brings together investors, housing developers, and borrowers to make an incredible impact in the community for 2018. Working together, we are achieving our mutual missions to provide decent, safe, and affordable housing in neighborhoods that need housing the most. When we invest in homeownership, we achieve our need to help others. Financial institutions receive Community Reinvestment Act (CRA) credit for investing in the community through their investment in Omaha 100. Our community benefits from revitalized and improved neighborhoods. Homeowners and their families benefit, often changing family trajectories for generations to come.

Thank you for supporting Omaha 100 in “Investing in Homeownership.”

Teresa Coleman Hunter   Jerry Dantzler   David Hartman
Executive Director   Director   Board Chair
2018 APPLICATIONS

Omaha 100 was instrumental in helping 496 potential homeowners understand what is required to make a successful mortgage application. Many of them decided to take a homebuyer education course with Family Housing Advisory Services to begin their work to become mortgage-ready. Of the 213 formal applications that were submitted, 64 applicants closed on a mortgage loan.

2018 LOAN SUMMARY

Omaha 100 financed 64 first mortgage loans for $6.1 million in total loan production. Houses were purchased as follows:

1) New Construction Homes – 36 homes totaling $3.9 million
2) Existing Renovated Homes – 23 homes totaling $1.6 million
3) Refinanced Homes – 5 homes totaling $600,000, avoiding predatory lending

The average first mortgage loan amount was $95,000.

Omaha 100 facilitated an additional $596,500 in loan/grant funds from the City of Omaha Planning Department and the Federal Home Loan Bank to help homebuyers with their down payment and/or closing costs, as follows:

1) CDBG/HOME – 11 loans/grants for $504,500
2) Federal Home Loan Bank – 23 loan/grants for $92,000

LOAN PORTFOLIO SUMMARY

Since Omaha 100’s inception in 1992, the organization has originated and closed 1,187 loans totaling $72.1 million. As of the end of 2018, Omaha 100 has 374 loans totaling $22.2 million remaining in its portfolio.
**2018 BORROWERS’ STATICAL DATA**

The statistical data consist of the following:

1) Race: 55% Black/African American  
31% Asian  
8% Hispanic  
6% White

2) Marital Status: 58% Single  
42% Married

3) Family Size: 3.5 Average

4) Income: $39,168 Average Household Income

5) Median Income: 54% Average Median Income

6) Age: 39.9 Average Borrower Age

**2018 HOUSING DEVELOPERS**

Borrowers purchased homes from the following housing developers:
2018 Consortium Lenders

American National Bank
AAA Bank
Access Bank
Arbor Bank
Bank of the West
Core Bank
First National Bank
Great Western Bank
Mutual of Omaha Bank
Northwest Bank
Premier Bank
Security National Bank
US Bank

2018 Community Partners

City of Omaha Planning Department
Cliff Hodges Appraisers
Family Housing Advisory Services
Federal Home Loan Bank of Topeka
Lozier Foundation
Nebraska Title Company
Realcrop
Residential Appraisers
Our Financials

January 1, 2018 - December 31, 2018

Revenue -- $720,662

<table>
<thead>
<tr>
<th>Percentage</th>
<th>Revenue Category</th>
</tr>
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<tbody>
<tr>
<td>51%</td>
<td>Loan Fees</td>
</tr>
<tr>
<td>14%</td>
<td>Contributions</td>
</tr>
<tr>
<td>8%</td>
<td>Government Grants and Contracts</td>
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<tr>
<td>20%</td>
<td>Sale of Homes</td>
</tr>
<tr>
<td>5%</td>
<td>Rental Income</td>
</tr>
<tr>
<td>2%</td>
<td>Miscellaneous/Interest</td>
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Expenses – $591,298

<table>
<thead>
<tr>
<th>Percentage</th>
<th>Expense Category</th>
</tr>
</thead>
<tbody>
<tr>
<td>85%</td>
<td>Program Services</td>
</tr>
<tr>
<td>15%</td>
<td>Administration &amp; Fundraising</td>
</tr>
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</table>
Omaha 100 Welcomes New Homeowners

**Habitat for Humanity Omaha**

Mr. Malwal purchased a new construction home from Habitat for Humanity Omaha. Omaha 100 was delighted to provide mortgage loan financing, and Mr. Malwal is now a happy new homeowner.

**Omaha Housing Authority**

“Thank you, Omaha Housing Authority and Omaha 100, for helping me purchase my home,” said Ms. Roberts.

**Omaha 100 Mortgage Loan Refinancing**

Mrs. Whitley came to Omaha 100 seeking an opportunity to refinance her mortgage to a lower interest rate. She is very thankful for her new loan. Mrs. Whitley is now able to manage her finances and she has funds for savings.

**GESU Housing Corporation**

Ms. Okech needed a home for herself and children. She found a home through the GESU Housing Corporation and received a mortgage loan through Omaha 100, allowing her to purchase a newly constructed home. Ms. Okech and her children are thankful and happy for their new home.
City of Omaha Renovated Home

Ms. Johnson and her children were displaced when the home she was renting had an electrical fire and was destroyed. She purchased a renovated home from the City of Omaha, and with an Omaha 100 mortgage loan, she is now a proud homeowner.

Holy Name Housing Corporation Credit to Own (CrOwn) Program

Ms. Collins rented a home through Holy Name Housing Corporation’s Crown Program. The program gives tenants the opportunity to purchase the home they are renting. With a home loan from Omaha 100, Ms. Collins is now a first-time homeowner in the home she once rented.

Council Bluffs, Iowa – Accessible Home

Mr. Kelly has been working with Omaha 100 and Family Housing Advisory Services since 2011, repairing his credit and preparing for homeownership. When he was ready to purchase, Omaha 100 approved him for a home loan. While waiting patiently to find a home that was accessible for his son Christopher, he learned that a friend was selling just what he needed, and his dream came true. Mr. Kelly and Christopher are elated with their new home.
2018 BOARD OF DIRECTORS

Jim Reiff – President
Sister Marilyn Ross – Vice President
Alec Gorynski – Treasurer
Doris Lawson – Secretary
  Nate Deboer
  Ryan Ellis
  Brent Frahm
  David Hartman
  Michael Maroney
  Debora Martin
  Ernest White

2018 Omaha 100 Staff

Jerry Dantzler – Director
Carlene Lewis – Mortgage Specialist
Lisa Sorenson – Loan Processor
Toiya Higgins – Loan Processor
Salma Ali – Receptionist

Administration

Teresa Coleman Hunter – Executive Director/CEO
Ronette Steffes – Chief Financial Officer
Gary Fischer – General Counsel