

This brochure was produced by the
Community Affairs Office
of the
Federal Reserve Bank of St. Louis,
Memphis Branch.

Every effort was made to include all nonprofit providers of home-buyer counseling in the Memphis area. If anyone was left out, please contact Dena Owens at (901) 579-4103 or Ellen Eubank at (901) 579-2421 for inclusion in future printings.

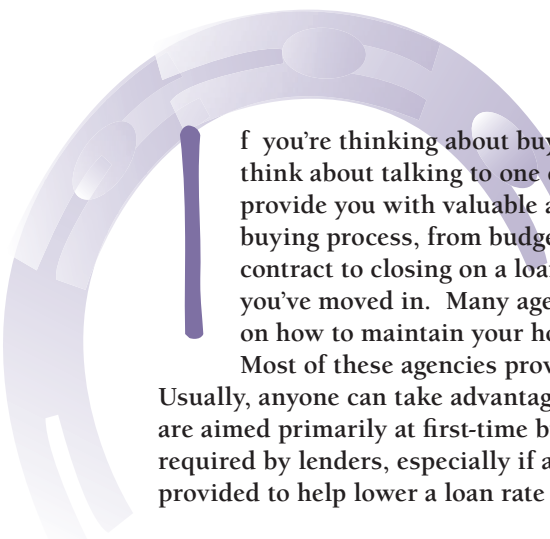
The mission of the Community Affairs Office of the Federal Reserve Bank of St. Louis is to support the economic growth objectives of the Federal Reserve Act by promoting community and economic development and fair and equal access to credit.

October 2005



Learn Before You Leap

Buying a Home in the Memphis Area



If you're thinking about buying a home, you might want to think about talking to one of these agencies first. They can provide you with valuable advice on every step of the home-buying process, from budgeting your income to negotiating a contract to closing on a loan. The assistance doesn't stop once you've moved in. Many agencies will also give you guidance on how to maintain your home and how to prevent foreclosure. Most of these agencies provide their services at no charge.

Usually, anyone can take advantage of the programs, although they are aimed primarily at first-time buyers. In some cases, counseling is required by lenders, especially if any government assistance is being provided to help lower a loan rate or help pay for closing costs.

Associated Catholic Charities

1325 Jefferson Ave.
Memphis, TN 38104

(901) 722-4700
www.cathchar.org

Associated Catholic Charities supports those who plan to buy a home by offering pre-purchase counseling. It also provides alternatives to foreclosure through mortgage default counseling. The agency recommends an eight-hour course minimum that includes topics such as looking for a home you can afford, the financing process, understanding credit reports and how to avoid predatory lending. The course includes information on expenses outside the mortgage, such as utility costs, maintenance and home repairs; lines of credit; building equity in the home; property taxes and insurance; prime vs. subprime rates; adjustable vs. fixed rates; choosing a 30-, 20- or 15-year loan; types of available housing; closing costs; and what to expect at closing and budgeting. For clients 62 years old or older, counseling is available on the subject of reverse mortgages. Call the office for any associated fees.

Financial Counselors of America

3294 Poplar Ave., Suite 304
Memphis, TN 38111

(901) 722-5000
www.financialcounselors.org

Financial Counselors of America offers several types of financial counseling for its clients. The agency provides individual and group sessions for potential home buyers. The sessions focus on numerous aspects of home ownership, including pre- and post-purchase counseling,

Street on the west, Cypress Creek on the north, and Springdale Street and Rhodes College on the east. The agency offers pre- and post-purchase counseling to potential home buyers through workshops and one-on-one counseling. Three-hour workshops that meet the home-buyer education requirements for the city of Memphis Down Payment Assistance Program are provided weekly. Topics include budgeting, credit issues, home maintenance and foreclosure prevention. The cost is \$55. A six-hour workshop that further examines homeownership, the home-buying process and mortgage financing is also available. This free workshop is offered once a month. The development corporation also counsels citizens on down-payment and closing-cost assistance; nontraditional financing products; reverse mortgages; mortgage default solutions and ways to avoid foreclosure. One-on-one counseling is offered by appointment only.

United Housing

51 N. Cooper St.(901)
Memphis, TN 38104

276-1782
www.uhinc.org

United Housing is dedicated to home-buyer education, housing development and revitalization throughout Shelby County. The agency provides pre-purchase and post-purchase counseling for home buyers, which is also available in Spanish. Referrals are made to United Housing by area financial institutions and by other community organizations. The pre-purchase training consists of eight hours of classroom instruction plus individual counseling sessions as needed. Topics include the pros and cons of home ownership, financing, affordability and money management. Classes are offered about three times a month. Post-purchase sessions on home maintenance and budgeting are also offered. The fee for home-buyer counseling is \$50. United Housing also offers low-interest second mortgages, as well as assistance with down payments and closing costs.



Orange Mound Development Corp.

2395 Park Ave.
Memphis, TN 38114

(901) 327-4205

Orange Mound Development Corp. (OMDC) serves individuals who live or plan to live in the Orange Mound neighborhood. Its boundaries are: Airways Boulevard on the west, Semmes Avenue on the east, Southern Avenue on the north and Lamar Avenue on the south. In addition to developing residential and commercial properties in the area, OMDC offers a gamut of free counseling classes to prepare the first-time home buyer for the purchase process and the responsibilities of home ownership. Topics include a review of credit, credit repair, debt reduction and current employment stability. OMDC's staff can help a home buyer develop a personal purchase plan and a plan for addressing post-purchase issues, such as budgeting, home improvement and repair, foreclosure prevention, predatory lending, loss mitigation, reverse mortgages and relocation services.

The Works

1471 Genesis Circle
Memphis, TN 38106

(901) 946-9675
www.theworkscdc.org

The Works is a community development corporation affiliated with St. Andrew A.M.E. Church. Its goal is to rebuild, restore and renew the community's families and their neighborhood through housing, economic development and social services. The Works serves an area bounded by South Parkway on the north, Person Street on the south, Interstate 40 on the east and Victor Street on the west. The Works offers individual home-buyer counseling and home-buyer education workshops twice a month. The four workshops cover affordability, credit issues, conventional financing and closing costs. Clients who buy a house through the agency are required to attend an additional two-hour post-purchase session, which covers foreclosure prevention and home maintenance. The Works follows Fannie Mae guidelines in its home-buyer sessions and charges \$25 for home-buyer education. In addition, the charge for an individual's credit report is \$15 or \$20 for a married couple.

Vollintine-Evergreen Community Development Corp.

1680 Jackson Ave.
Memphis, TN 38107-5044

(901) 276-1782
www.vecadc.org

The Vollintine-Evergreen Community Development Corp. is the business arm of the Vollintine-Evergreen Neighborhood Association. The neighborhood is bounded by North Parkway on the south, Watkins

fair-housing assistance, mobility and relocation counseling, mortgage delinquency and default resolution counseling. The organization also provides money and debt management counseling. There is a one-time fee of \$150 for services. However, there is no limit on the number of counseling sessions provided and services may be ongoing as long as the client desires assistance.

Homeownership Foundation

22 N. Front St., Suite 140
Memphis, TN 38103

(901) 528-1200

The Homeownership Foundation is a nonprofit organization offering basic and advanced home-buyer education workshops and financial services to low- and moderate-income individuals. The services help individuals prepare to buy their first house. The foundation provides four-hour workshops on Wednesday evenings or Saturday mornings for English- or Spanish-speaking individuals. The foundation is approved by the Tennessee Housing Development Authority (THDA), city of Memphis and Shelby County for their down-payment assistance programs. Workshop fees are \$60 for two sessions required by THDA. Otherwise, workshops are \$30 per session. After completing a workshop, applicants can receive individualized counseling concerning their financial status. The foundation also keeps an updated listing of affordable housing opportunities in the Memphis and Shelby County area.

LeMoyne-Owen College Community Development Corp.

802 Walker Ave., Suite 5
Memphis, TN 38126

(901) 435-1654
www.loccdc.org

The LeMoyne-Owen College Development Corp. strives to raise the economic and education levels of those who live and work in the area around the college. The targeted area is bounded by E.H. Crump/Lamar Avenue on the north, Bellevue Street on the east, McLemore Street on the south and Mississippi Street on the west. The development corporation has programs in new-home construction, economic development and community outreach, but also offers individual home-buyer counseling to low-income individuals and families interested in owning a home in this area. Topics covered include credit issues, financial management training, budgeting and basic home maintenance. Other areas of need can be addressed in these individual sessions. The corporation also works with potential home buyers to access down-payment and closing-cost assistance. Home-buyer counseling is free for those who intend to buy within the neighborhood.

Memphis Consumer Credit Information Services

4066 Summer Ave. (901) 321-6711 or 1-800-283-5052
Memphis, TN 38122

Memphis Consumer Credit Information Services is a division of Memphis Consumer Credit Association, a merchant-owned, nonprofit credit bureau affiliated with Equifax. The division seeks to demystify credit bureaus for consumers through education. Individualized home-buyer counseling is provided by appointment from 9 a.m. to 4 p.m. Monday through Friday. Emphasis is placed on financial management, financing and foreclosure prevention. The cost is \$40. This organization also provides credit and budget counseling. The division not only serves Memphis and Shelby County but all communities within 100 miles of Memphis.

Memphis Fair Housing Center

109 N. Main St., Suite 200 (901) 432-HOME (4663)
Memphis, TN 38103 www.malsi.org

Memphis Area Legal Services established the center with the city of Memphis. It offers free, certified, pre-purchase housing counseling as well as assistance to those who believe they have experienced housing discrimination. First-time home buyers are guided in the home-buying process on such matters as financial planning, credit analysis, home inspections, budgeting and home repairs. As a Housing and Urban Development certified housing counseling agency, the center can recommend ways to save a home when a buyer cannot make mortgage payments. Among other things, counselors can help work out a new agreement with the mortgage holder or help with the sale of a house to prevent foreclosure.

Memphis Housing Resource Center

1548 Poplar Ave., Building B (901) 529-1151
Memphis, TN 38104 www.mhrc.info

Memphis Housing Resource Center fosters new home ownership in Memphis by helping low- and moderate-income individuals. The center offers group sessions and individual counseling on buying a home. Group sessions consist of four classes, each of which lasts two hours. The first session covers the advantages and disadvantages of home ownership and explains how potential home buyers can analyze their financial status and figure out how much they can afford. The second session covers financial management topics, such as understanding credit reports and budgeting. The third session explores aspects of the home-

buying process, such as shopping for a home and understanding contract obligations and the mortgage application process. The fourth covers home maintenance. Potential home buyers can also receive a confidential credit evaluation. A \$30 fee covers all services. Counseling sessions are also offered in Spanish. The center is open six days a week and is approved by the Tennessee Housing Development Agency and Fannie Mae.

Neighborhood Assistance Corp. of America

3035 Directors Row, Suite 1202-3 (901) 348-0115
Memphis, TN 38131 www.naca.com

Neighborhood Assistance Corp. of America (NACA) is a national nonprofit housing services and community advocacy organization. It helps maximize home ownership opportunities for working families by providing low-interest loans and in-depth housing counseling. NACA walks potential home owners through the home-buying process with a staff of housing counselors, buyer's agents and mortgage processing professionals. NACA counseling services are free and include an initial four-hour home-buyer education workshop followed by individual counseling sessions that help solve credit and financial problems, determine what the potential buyer can afford and assist in the mortgage process. NACA can help clients find homes through its Real Estate Buyer's Brokerage Service and can refinance mortgages for those saddled with a predatory loan.

Neighborhood Housing Opportunities

1548 Poplar Ave. (901) 729-2934
Memphis, TN 38104 www.mlfonline.org

Neighborhood Housing Opportunities is a Christian, nonprofit housing provider whose services are available to all. It helps urban families move toward economic stability and independence through home ownership. The agency provides pre- and post-purchase counseling, mainly on an individual basis. Topics covered include debt retirement, credit repair, home maintenance and budgeting. Potential home buyers can also attend home-buyer education workshops held periodically at area churches. There are no fees for these services. The agency also operates Interim House, where clients live in agency-owned apartments while paying off debt and saving for a down payment on a house. As an incentive to pay creditors on time and to retire debts, families in Interim House earn \$100 a month, up to a maximum of \$2,400, which is placed in an escrow account.