



MINNESOTA
HOMEOWNERSHIP
CENTER



Twin Cities
Habitat
for Humanity®

"I NEVER WOULD HAVE THOUGHT I WOULD BECOME A HOMEOWNER...[THE HOUSING COUNSELING] SHOWED ME THAT I HAVE THE ABILITY TO MAKE ACHIEVEMENTS AND GOALS I THOUGHT WOULD BE IMPOSSIBLE."

- HECAT PARTICIPANT

HECAT FUNDING UNLOCKS ACCESS TO CRITICAL HOMEOWNERSHIP EDUCATION

Increasing HECAT funding from \$857,000 annually to \$2 million per year will ensure that all Minnesotans have access to unbiased and culturally responsive counseling that stabilizes their housing.

HECAT-FUNDED COUNSELORS SUPPORT HOUSEHOLDS IN ALL PHASES OF THEIR HOUSING JOURNEY THROUGH:

FLEXIBLE, LOW-BARRIER & STABILIZING

- **Homebuyer counseling and financial wellness coaching:** Helping homeowners get mortgage ready through credit building, budgeting, and rental stabilization.
- **Group education:** Classes in multiple languages that orient buyers to the home purchase process.
- **Foreclosure prevention:** Stabilization counseling to avoid foreclosure.
- **Connecting cost burdened renters** with down payment assistance and shared equity homeownership solutions that make homeownership possible.

CULTURALLY RESPONSIVE

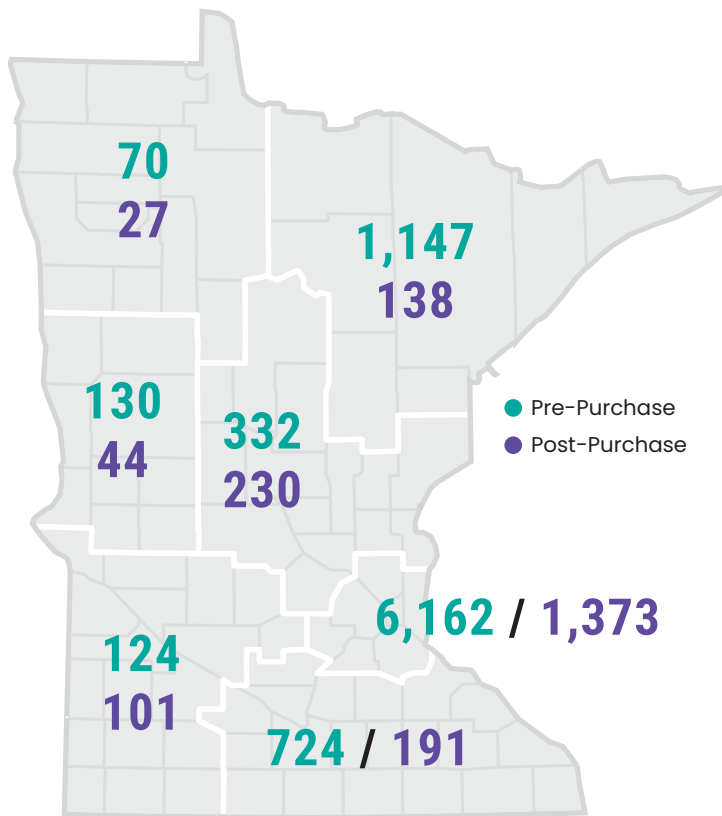
- Advisors offer guidance in Spanish, Hmong, Somali, and Oromo, with translation support for other languages.
- Counselors in the 30-member Advisors Network reflect the diversity of our Minnesota community.

UNBIASED

Counselors are trained to meet residents where they are and to offer unbiased advice—before buyers move on to work with lenders and realtors. This is especially helpful for **first-time and first-generation homebuyers**.

2022 - 2023 HECAT REACH

HECAT stabilizes nearly 30 housing counseling agencies throughout the state to provide homebuyer education and foreclosure prevention counseling.



WELL-FUNDED HECAT HELPS DIVERSE HOMEBUYERS ACHIEVE STABILITY

PRE-PURCHASE, 2022-2023

4,977 people prepared themselves for homeownership through HECAT-funded homebuyer education classes.

4,029 households gained unbiased homebuying guidance from advisors in our statewide network.

Across these households:

- 88%** first-time homebuyers —
- 46%** first-generation buyers —
- 64%** BIPOC —
- 83%** at or below **80%** AMI —

POST-PURCHASE, 2022-2023

2,117 households received foreclosure prevention counseling. Of those who completed counseling, **96%** avoided foreclosure.

35% of post-purchase households were BIPOC, and **90%** were at or below **80%** AMI.

MINNESOTA HOMEOWNERSHIP CENTER: BACKBONE SUPPORT

As a statewide intermediary, the Center provides all HECAT grantees backbone support and partnership through:

- **Ensuring** all organizations and counselors uphold industry standards by monitoring and holding accountable their work to using funds for services that directly support homebuyers.

- **Leveraging** HUD funding alongside HECAT and philanthropic funding to provide a deeper and more consistent level of support for homeownership counselors.
- **Acting** as a strong safety net for smaller nonprofit counseling organizations to help them onboard employees and weather any staff turnover.

QUESTIONS? REACH OUT TO:

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