



# Solid Foundations:

30 YEARS OF HOUSING PROGRESS







# Our Mission

## THE PEOPLE WE SERVE

NJHMFA serves the residents of New Jersey by providing funding for single family home mortgages, and financing the development of affordable, mixed-income and special needs rental developments.

## OUR EXPERTISE

NJHMFA responds to the needs of its residents by implementing creative programs and establishing alliances that:

- Fund affordable home mortgages and workforce housing opportunities for first-time and urban home buyers;
- Promote construction and rehabilitation of rental housing;
- Encourage mixed-income, owner-occupied housing growth as a means to stabilize urban neighborhoods;
- Advance the growth and development of municipalities;
- Contribute to the quality of life of older adults, the disabled and those with special housing needs; and
- Formulate partnerships to foster the economic development of New Jersey.

## MOBILIZING OUR RESOURCES

NJHMFA raises program funds by:

- Selling taxable and tax-exempt bonds to private sector investors in national financial markets;
- Administering the federal Low Income Housing Tax Credit (LIHTC) Program for New Jersey;
- Applying for and administering federal and state grants and housing assistance programs; and
- Developing cooperative relationships with state, municipal, not-for-profit agencies, foundations and the private real estate development industry.







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# Dear Friends,

2014 marked the official 30th anniversary of the consolidation of two highly specialized organizations – the New Jersey Housing Finance Agency (HFA) and the New Jersey Mortgage Finance Agency (MFA). This significant milestone offers a perfect opportunity to highlight ways in which the New Jersey Housing and Mortgage Finance Agency (NJHMFA) has helped 113,000 low- and moderate-income residents find housing they can afford.

Over the past three decades, NJHMFA has successfully delivered on its key mission to provide high quality, safe, permanent and affordable homeownership and rental housing opportunities for New Jersey’s working families, senior citizens, and special needs populations, while remaining competitive and viable.

NJHMFA has been a strong, stabilizing presence since 1984, despite economic fluctuations, tumultuous housing conditions and most recently Superstorm Sandy. Through it all, the Agency has consistently been the most reliable lender to qualify low- and moderate-income homebuyers and developers of affordable rental housing.

Over this time NJHMFA has developed a supreme knowledge base about the underlying, sometimes complex, housing issues affecting the state. Through its professional and dedicated staff, the NJHMFA continues to turn knowledge into results through its creation of new programs and the unique financial tools to maximize assistance to those most in need.

We have not done this alone! Joining us in making these great strides to ensure affordable housing opportunities throughout New Jersey is the Department of Community Affairs, a prominent group of developers, lenders, nonprofits, housing authorities, builders, and many others who partner with the Agency every day.

We are proud of NJHMFA, which today represents a solid cornerstone in affordable housing innovation statewide. Its impressive growth and accomplishments are cataloged on the pages of this 2014 annual report as we tirelessly continue to find ways to make housing affordable for more New Jerseyans.



Richard E. Constable, III, Commissioner  
NJ Department of Community Affairs

Anthony L. Marchetta, Executive Director  
NJ Housing and Mortgage Finance Agency



# Celebrating 30 Years of Progress



*Then...*

OUR BUILDING'S HISTORIC PAST AS  
PART OF TRENTON'S ROEBLING COMPLEX



*Now...*

THE SAME ROOM HOSTS EVENTS AND  
TRAINING FOR THE FUTURE OF HOUSING





# HISTORY OF NJHMFA

Three decades after the merger of two highly specialized entities – the New Jersey Housing Finance Agency (HFA) and the New Jersey Mortgage Finance Agency (MFA) – today’s streamlined New Jersey Housing and Mortgage Finance Agency (NJHMFA) celebrated its 30th anniversary, January 17, 2014.

Up until January 17, 1984, the MFA managed the financing of purchase or improvement of owner-occupied, one-to-four family residences while the HFA was responsible for the financing of construction and rehabilitation of multifamily rental housing communities. Today, the NJHMFA combines the roles of these two branches as a stronger, unified advocate for housing production, financing, and improvement throughout the State of New Jersey.

NJHMFA comprises 300 talented, professional employees whose efforts have led to the financing of hundreds of multifamily projects; generated approximately 67,000 units of affordable housing; and funded approximately 46,000 First-Time Homebuyer mortgages. The Agency staff’s diligence and unwavering dedication to its mission to help thousands of residents find safe, permanent and affordable housing in New Jersey is evidenced by its many specialized programs and projects which have garnered statewide and national awards.

Financially sound with nearly \$4.5 billion in assets as of 2014, NJHMFA has earned high ratings by top agencies, Standard and Poor’s and Moody’s. When confronted with the national financial crisis born at the end of 2007 followed by the devastation of Superstorm Sandy in 2012, the Agency was forced to evolve and, as a result, emerged a stronger, more durable organization. The work began during Sandy’s immediate aftermath and continues today with advances well underway for the future until all Sandy-impacted residents have secured permanent, affordable homes once again.

Though many unforeseen challenges may lay ahead, thanks to an incredibly talented and determined staff, we confidently look forward to the next 30 years of producing, preserving and providing housing that working families, seniors and special needs individuals will be proud to call home.



# Solid Foundations: 30 Years of Housing Progress



NJHMFA becomes the official administrator of the federal **Low Income Housing Tax Credits (LIHTC)**, providing the private market an incentive to invest in the creation of affordable rental housing

**Home Ownership for Performing Employees (HOPE) Program** launches, providing up to 100% mortgage financing to eligible employee homebuyers



**Police and Firemen's Retirement System Mortgage Loan (PFRS) Program** launches

NJHMFA **exceeds \$2.1 Billion** in mortgage loan assets

1984

By an act of the New Jersey State Legislature, the Housing Finance Agency and the Mortgage Finance Agency of New Jersey are merged to form **New Jersey Housing and Mortgage Finance Agency (NJHMFA)**

1986

**Tax Credits** have funded **672 projects**, and **awarded \$498M** to create **46,750 units**

1990

**HOPE** has generated approx. **\$10.2M** in mortgages for over **104 families**

1992

**PFRS** has funded **14,351 loans** for total of **\$3 Billion**

1994

Establishes **first statewide scattered-site HIV/AIDS permanent housing program in the nation** to provide **64 homes** for individuals with HIV/AIDS and their families

1995

To maximize public and private housing funding sources NJHMFA assists in the creation of the **State of New Jersey's first housing policy, H-EASY 2000**

NJHMFA has a combined **portfolio exceeding \$2 Billion**



**NJHMFA'S 2014 EXECUTIVE TEAM**



Launch of the **Choices in Homeownership (CHOICE) Program.**

The program name has changed over time, yet it has consistently been highly sought after, providing construction and subsidy funding for developers and attractive homebuyer loans.

**NJHMFA exceeds \$3.1 Billion in mortgage loan assets**

The **Supportive Housing and Special Needs Division** is established to improve housing for some of New Jersey's most vulnerable citizens



The view of NJHMFA's building from S. Broad Street as the building appeared before renovation.

**Special Needs Housing Trust Fund (SNHTF) Mortgage Program** established to fund the construction of supportive housing for individuals with special needs

**SNHTF has created 220 projects and 1,830 apartments, providing 1,969 beds using \$205M in funding**

**1996**

**CHOICE** has created **58 projects** to provide **1,445 affordable home-ownership opportunities** for workforce families

**1998**

**Transitional Housing Revolving Loan Program** established and administered through the Supportive Housing and Special Needs Division to assist the homeless

**Transitional Housing Revolving Loan Program** created **18 projects** and **335 beds**

**1999**

NJHMFA **headquarters receives international honors for its office building design** sponsored by the American Institute of Architects

**2003**

**Smart Start Program** launches to provide down payment and/or closing cost assistance to homebuyers

**SMART START**

**Smart Start Program** provides **\$38.4M** in assistance to **6,101 homeowners**

**2004**

Statewide **Homeless Management Information System (HMIS)** implemented

**HMIS** has **277 agencies** with **1,461 programs** managing more than **491,260 homeless individuals**

**2005**

Partnership with DCA and DHS creates the **New Jersey Housing Resource Center (NJHRC.gov)** a free, searchable multilingual online database of affordable and accessible housing throughout New Jersey

More than **7 million housing searches** have been performed and in 2006, **NJHRC won the Council of State Government Innovations Award**



In 2009, the former A. Exton & Co. Cracker Factory in Trenton was converted into affordable homeownership units via the CHOICE program.



# Solid Foundations: 30 Years of Housing Progress

## THE HOUSING MARKET CRASH

*By any measure, 2007 and 2008 were difficult years. Many worried about losing their jobs and their homes in the midst of a global recession that continued to rattle the state, nation and world. For some, their fears became reality.*

*Yet, even in those trying economic times, the New Jersey Housing and Mortgage Finance Agency remained committed to strengthening neighborhoods and helping hardworking residents obtain safe and affordable housing while assisting families fighting foreclosure to strengthen New Jersey's communities and economy.*

*NJHMFA's talented and dedicated staff created new programs and administered unique financial tools in response to the collapse of the housing market following the 2007 financial crisis. This work continues today as the state and national economy begin to recover.*

Legislature approves \$12.5M to launch the **New Jersey Judiciary Foreclosure Mediation Program (NJJFM)** to offer mediator assistance to resolve residential foreclosure actions

NJJFM assists over **13,000 homeowners**

American Recovery and Reinvestment Act of 2009 (ARRA) established

ARRA's \$26M funded **weatherization upgrades to 4,607 apartments** resulting in **energy savings of 27M kWh**, which is an **annual savings of \$433,635**

2007

2008

2009

**Foreclosure Prevention and Asset Preservation Program** established.

Funded through NeighborWorks America, NJHMFA partners statewide with qualified housing counselors who are experts in foreclosure prevention and asset preservation to assist homeowners experiencing financial hardship and potential loss of their home due to adjustable rate resets, sub-prime or inappropriate loans.

**Foreclosure Prevention and Asset Preservation Program** assisted **400 households**

**Mortgage Assistance Pilot (MAP) Program**

launched, providing up to \$20,000 for eligible homeowners in imminent danger of foreclosure due to short term financial problems beyond their control

**MAP** closed in 2013, assisting **175 homeowners with \$2.5M**

New Jersey received \$1M from NeighborWorks America to administer the first of nine rounds of funding for the **National Foreclosure Mitigation Counseling Program (NFMCC)**, a program that provides free HUD-certified housing counseling to homeowners facing foreclosure

**NFMCC** assists **13,000 households with \$6.6M funding**

**Tax Credit Loan Program (TCLP)** created. First-time homebuyers receive a loan of up to \$5,000 in anticipation of receiving a federal tax credit.

TCLP assisted **253 homebuyers with \$1.2M**

**Tax Credit Assistance Program (TCAP)** established to finance, in part, newly-constructed or rehabilitated affordable units

TCAP financed **17 projects and 1,260 units with \$61M**



# SUPERSTORM SANDY: OCTOBER 29, 2012

In 2012, New Jersey faced one of the greatest natural disasters in the state's history. Superstorm Sandy brought many challenges, including a severe housing shortage, particularly for low- and moderate-income residents.

As a result of the exacerbated need for affordable and accessible housing after the storm, NJHMFA was awarded funding through the Community Development Block Grant-Disaster Recovery (CDBG-DR) from the U.S. Department of Housing and Urban Development (HUD). The funding was to administer three housing programs crucial to the state's storm recovery: the Sandy Homebuyer Assistance Program (SHAP), the Fund for Restoration of Multifamily Housing (FRM), and the Sandy Special Needs Housing Fund (SSNHF).



New Jersey HomeKeeper Program launches to aid homeowners in danger of foreclosure

**HomeKeeper's \$244.3M**  
assisted **6,000**  
homeowners

2010

**Tax Credit Exchange Program (TCX)** established under ARRA

**TCX's \$35M** assisted **650 units** within tax credit projects

**Special Needs Housing Partnership Loan Program (SNHPLP)** established by NJHMFA, DCA, New Jersey Department of Human Services, and Division of Developmental Disabilities

**SNHPLP** creates **49 developments** and **195 beds** within **34 municipalities** using **\$14.2M** in partnership financing, **\$8.3M** in municipal Affordable Housing Trust Funds, and **\$1.3M** in DDD funding

**Multifamily Conduit Bond Program** launched to enable well-capitalized developers to issue bonds through NJHMFA on a pass-through basis at the most competitive market interest rates. Agency provides tax-exempt financing and the 4% federal LIHTCs as needed.

Conduit has issued more than **\$310M** in bonds, financing **4,105 units** for a total of **\$434.5M**

2012

**CDBG-DR Tranche 1: Sandy Homebuyer Assistance Program (SHAP)** provided qualified homebuyers up to \$50,000 as an interest-free, forgivable loan to purchase a home in any of the nine HUD-designated most impacted counties.

**SHAP's \$25M funding (\$15.3M committed)** assisted **321 households**

**Fund for Restoration of Multifamily Housing (FRM)** provides subsidies for qualified developers and Public Housing Authorities (PHAs) as zero- and low-interest loans to finance the development of affordable rental housing in the HUD-designated counties.

**FRM's \$179.5M allocation (\$156M committed)** committed **36 projects** for a total of **2,920 units**

**Sandy Special Needs Housing Fund (SSNHF)** provides capital subsidies in the form of loans to developers for the creation of supportive housing for low- and moderate-income special needs populations

**SSNHF's \$25M allocation (\$22.3M committed)** committed **24 projects** with **174 units** and **248 beds**

2013

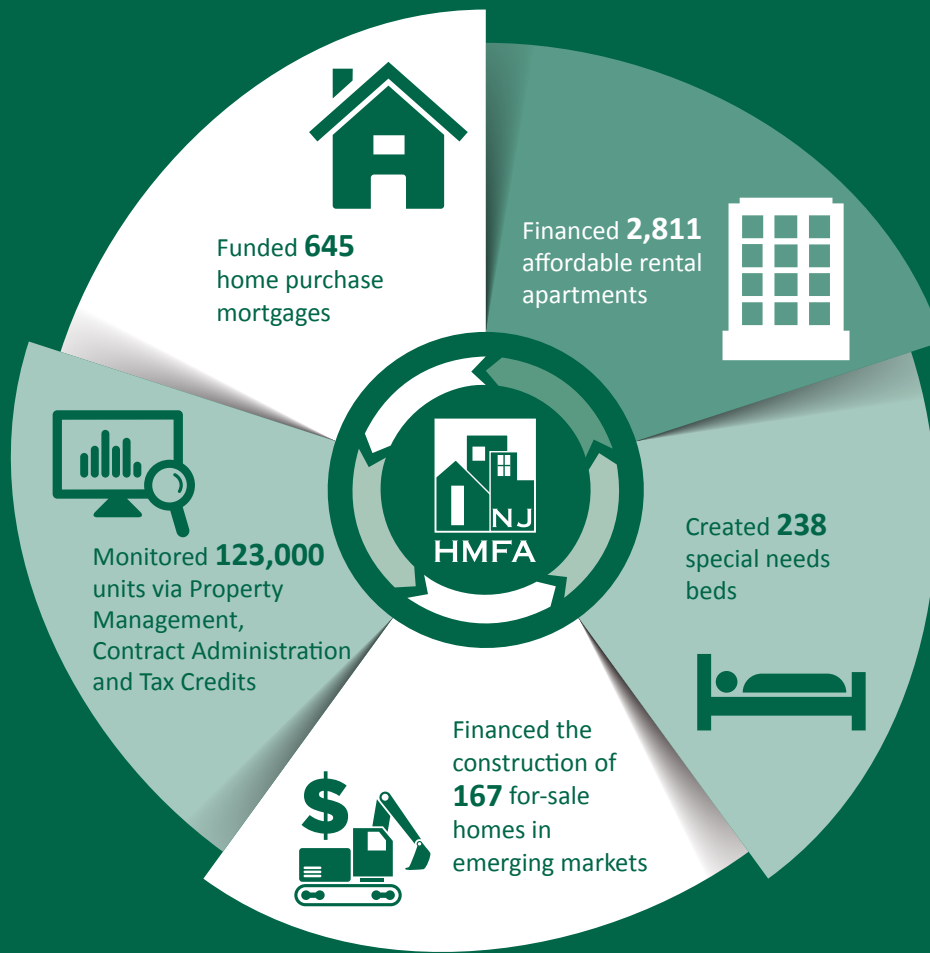
2014

**NJHMFA celebrates 30 years!**

**CDBG-DR Tranche 2:** New allocations to **FRM** in the amount of **\$200M** as well as **SSNHF** in the amount of **\$25M** will be awarded to selected projects in 2015

**NJHMFA at \$4.25 Billion** in mortgage loan assets

# 2014 General Overview



## Economic Impacts of NJHMFA Multifamily, Special Needs, and CHOICE Commitments

2014 Commitments	One-Time Impacts	Ongoing Impacts
Full-Time Jobs	4,212	443
Economic Output (Spending)	\$702,781,753	\$78,480,991

## Fiscal Impacts of NJHMFA Multifamily, Special Needs, and CHOICE Commitments

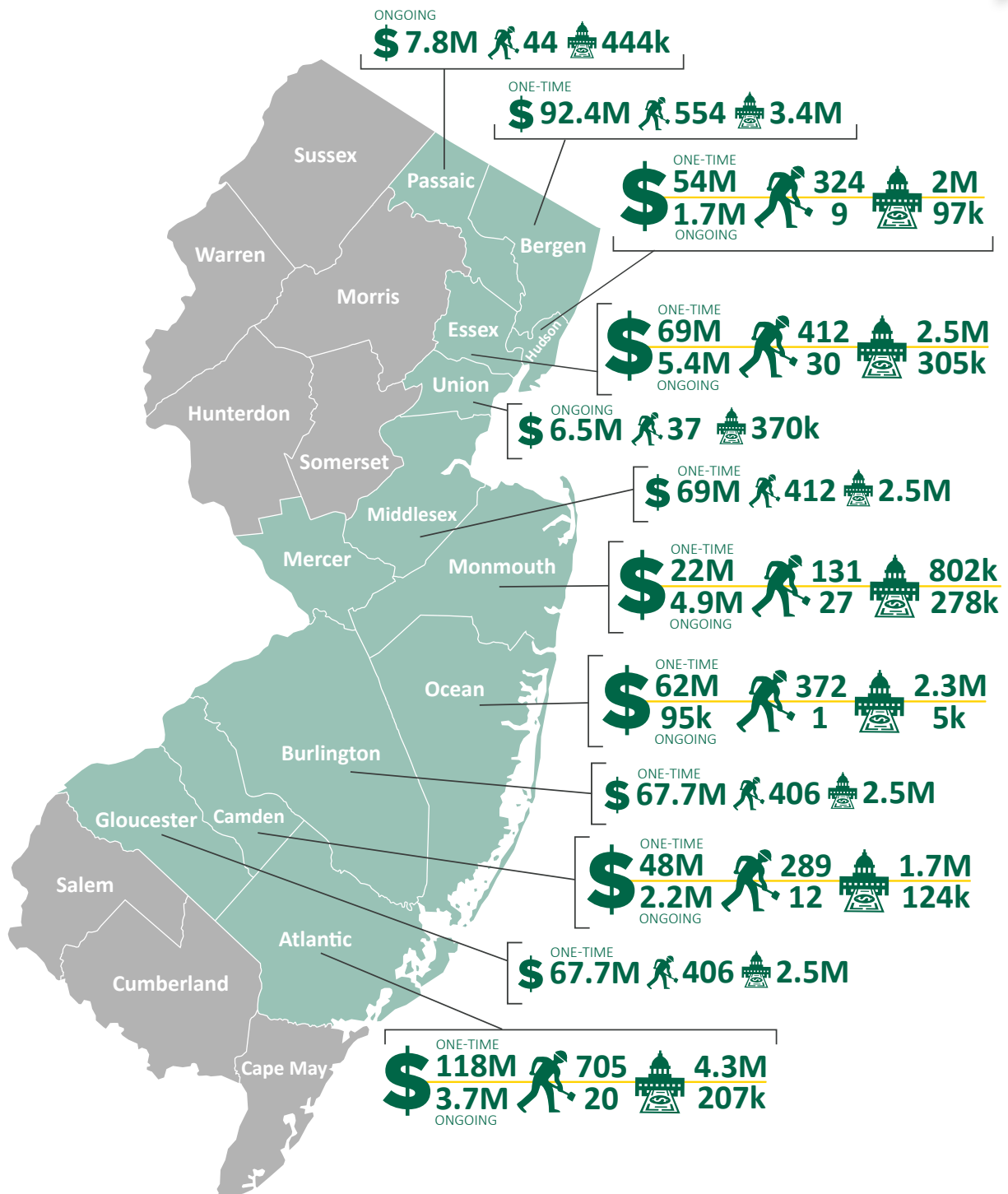
2014 Commitments	One-Time Impacts	Ongoing Impacts
State and Local Tax	\$25,716,935	\$4,433,954

Calculations based on total development costs of **\$443,395,428** in 2014.

*Economic/fiscal impact multipliers were derived from a 2013 study entitled "Economic and Fiscal Impacts of the New Jersey Housing and Mortgage Finance Agency's Investment in Affordable Housing" provided by HR&A Advisors, Inc. to determine impacts per \$1 million of total development costs in New Jersey. One-time economic impacts based on both direct and indirect/induced jobs, compensation, and spending. Ongoing economic impacts based on project operations and resident spending. Fiscal impacts based on NJ State Individual Income Tax, NJ State Corporation Business Tax, NJ State Sales Tax, and local property tax.*



# 2014 Economic Impact



One-Time Economic Impacts = Groundbreakings | Ongoing Economic Impacts = Completed Projects

Economic Impact  
 Full Time Jobs  
 Fiscal Impact: State & Local Taxes

# Encouraging Sustainability

## AUTUMN RIDGE

### TOMS RIVER TOWNSHIP OCEAN COUNTY

#### 2014's SINGLE FAMILY BY THE NUMBERS



#### INCLUDING:



Autumn Ridge is a beautiful two-story luxury townhome community located within five miles of the bustling downtown district of Toms River, Ocean County. The prime location provides easy access to a diverse and active downtown where residents can experience river boat dining, concerts in a riverfront park, entertaining street festivals, a variety of shopping experiences, and much more.

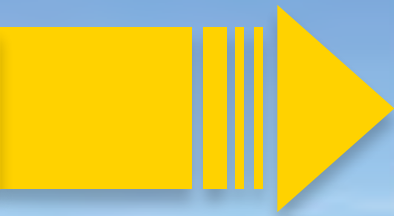
The construction of Autumn Ridge was financed primarily through NJHMFA's Choices in Homeownership or CHOICE Program, which provides comprehensive financing for the development of newly constructed and substantially rehabilitated homeownership housing. The program seeks to stimulate mixed-income for-sale housing production in emerging market neighborhoods and increase the number of new homes available for workforce homebuyers.

The 49-unit community is priced with today's cost of living in mind. Fifteen of the townhomes are two-bedroom, 1½ bathroom emerging market units (EMUs) at \$165,000 while 24 units are three-bedroom, 2½ bathroom EMUs priced at \$220,000. The remaining ten are affordable for low- to moderate-income families, with five two-bedroom units priced at \$144,950 and five three-bedroom units priced at \$184,900.

Another great benefit of the CHOICE program is the 100% Financing Mortgage Program for eligible buyers. Through 100% Financing, members of the community are empowered to make a permanent investment in their neighborhoods by becoming homeowners.

Autumn Ridge was developed by Homes For All, Inc., a nonprofit affordable housing developer committed to providing housing and support services for low- and moderate-income families. Homes For All, Inc. was founded in 1986 and is located in Toms River.





## PROGRAM UPDATE: NEW JERSEY HOMEKEEPER IN 2014

Launched in 2011 and funded by the U.S. Treasury's Hardest Hit Fund, the program provided up to \$50,000 for homeowners who were at risk of losing their homes to foreclosure as a direct result of employment-related situations. Since HomeKeeper's launch, the program has expended \$244.3M, assisting close to 6,000 homeowners.

**\$30.3M**  
in HomeKeeper Foreclosure  
Prevention Assistance

**739 Households Assisted**  
in 2014

# Repurposing a Landmark

## HAHNE & CO. BUILDING

### NEWARK, ESSEX COUNTY

2014's MULTIFAMILY  
BY THE NUMBERS



**INCLUDING:**



Originally built in 1901 by Newark businessman Julius Hahne as an upscale department store, the ornate Hahne & Company Building stood vacant for nearly three decades after it had outlived its initial use. Thanks to the efforts of a public-private partnership, the iconic structure has a new lease on life and will transform the landmark building into an innovative mixed-use, mixed-income housing development.

The Hahne & Company Building conversion involves the rehabilitation and conversion of the four-story, 400,000-square-foot structure into a modern residential and retail community, perfectly suited to fill the need for workforce housing in the area. The project includes the rehabilitation of the original building as well as the new construction of an adjacent 100,000-square-foot, nine-story structure. The two buildings will connect via a shared lobby and atrium, and will preserve key elements of the former department store, including the façade, the original signage, and the building's expansive skylight.

Among the 160 residential one- to three-bedroom units that will be located on the third floor, 95 will be market rate, and 64 will be affordable to households making 60% or less than the area median income. The first floor will house approximately 80,000 square feet of retail and commercial space to be occupied by Whole Foods Market and Rutgers University's Department of Arts, Culture and Media.

NJHMFA awarded 4% federal Low Income Housing Tax Credits (LIHTCs) which generated approximately \$13 million in private equity for this adaptive reuse project. In addition, the Agency provided \$66 million of the \$170 million total development cost through its Conduit Bond Program. The Conduit Bond Program enables well-capitalized developers to issue bonds through the Agency on a pass-through basis at the most competitive interest





Early 1900's



Early 2017

rates available in the marketplace. Conduit deals typically use 4% non-competitive LIHTC to subsidize rents.

Developed by L+M Development Partners, Inc., the New York-based firm has been an innovator in developing quality affordable, mixed-income and market rate housing, while improving the neighborhoods in which it works. The project is anticipated to open in early 2017.



# Tax Credits Revitalize

## ST. BRIDGET'S SENIOR RESIDENCE JERSEY CITY, HUDSON COUNTY

**2014's TAX CREDITS  
BY THE NUMBERS**



**THIS FUNDING  
GENERATED:**



**THIS EQUITY WILL  
CREATE:**



*\*No 9% Tax Credits were awarded in 2014. After Superstorm Sandy, NJHMFA forward-committed two years of LIHTCs to assist with CDBG-DR rebuilding efforts.*

St. Bridget's Senior Residence is an affordable senior rental community located on the campus of St. Bridget's Roman Catholic Church, a beloved downtown landmark in the Van Vorst Park Historic District of downtown Jersey City. For 130 years, the church's campus served the community as a rectory, convent, and school, but in recent years had become vacant and underutilized. The campus, made up of two three-story buildings and one five-story building, was completely rehabilitated and adaptively reused as apartments in accordance with the Secretary of the Interior's standards for the treatment of historic properties, the New Jersey State Historic Preservation Office and the National Park Service. The transformation created 46 affordable apartment units for seniors.

Forty-one of the units are available to households with incomes at or below 60% of the Area Median Income (AMI), and there are five special needs units for those at or below 30% AMI. Community amenities include onsite laundry facilities, a community room, and an outdoor garden for growing fruits, vegetables, and herbs. St. Bridget's Senior Residence offers a comprehensive program of social services for all residents and a supportive housing plan for five of the 14 units set aside for individuals with special needs. The plan includes social service coordination or case management, health care advocacy and linkages, nursing services, home-based personal or medical assistance, meals, and housekeeping.

NJHMFA financed more than 67% of the project's total development cost, awarding the project the competitive 9% federal Low Income Housing Tax Credits (LIHTCs) in 2013. The LIHTCs generated approximately \$7.2 million in private equity. Other funding sources include Historic Tax Credits provided by the federal Historic Tax Credit Program and syndicated by



Enterprise Community Investment, Inc., a construction loan provided by TD Bank, Jersey City's Affordable Housing Program Funds, HOME funds, as well as a deferred developer fee.

The project was co-developed by RCG Development Group and the Alpert Group, both real estate development firms that specialize in the creation of quality, safe and affordable workforce housing as well as the revitalization of urban communities throughout New Jersey.



# Creating Supportive Homes

2014's SUPPORTIVE  
HOUSING &  
SPECIAL NEEDS  
BY THE NUMBERS



**INCLUDING:**



## ELM STREET APARTMENTS

### PATERSON, PASSAIC COUNTY

Elm Street Apartments is an affordable apartment complex for individuals with special needs near downtown Paterson. The three-story building consists of 14 studio apartments for youth aging out of foster care and six three-bedroom apartments for grandparents who are raising grandchildren with disabilities. The newly-constructed building replaces a city-owned homeless shelter that has long been demolished. Building amenities include an elevator, common laundry facilities, a multi-purpose room, administrative offices, basement, and parking.

Conveniently located near Routes 19 and 80, downtown Paterson and the commercial business district, this location provides residents with easy access to additional social services, employment opportunities, educational institutions, grocery stores, retail outlets, places of worship, parks, and public transportation. Additionally, the property is located within the New Jersey Community Development Corporation's Greater Spruce Street Redevelopment Plan area, an area designated for preservation, restoration and economic growth according to goals created and supported by the local community.

All 20 units are rent-subsidized through voucher programs administered by the New Jersey Department of Community Affairs (DCA). DCA's State Rental Assistance Program provided ten project-based vouchers with ten-year terms, renewable for five years thereafter. The remaining ten vouchers were provided through DCA's Section 8 Housing Choice Voucher Program.

NJHMFA provided approximately 66% of the total development cost by providing approximately \$3.7 million in construction and permanent financing from the Agency's Special Needs Housing Trust Fund (SNHTF). The SNHTF develops special needs housing and residential opportunities as alternatives to institutionalization or homelessness for those who





*(Left) A resident at Elm Street Apartments decorates her living space. (Right) NJCDC Founder and CEO, Bob Guarasci with NJHMFA Executive Director Anthony L. Marchetta.*

would benefit from these programs and to ensure the long-term viability of such housing. Other funding sources include the City of Paterson HOME Funds, and the Federal Home Loan Bank of New York (FHLBNY).

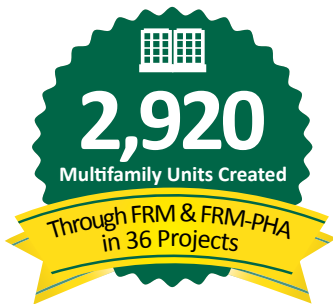
Elm Street Apartments was developed by the New Jersey Community Development Corporation (NJCDC) a private, non-profit community development and social service agency founded in 1994 with a mission of creating opportunities to transform lives in the City of Paterson.

# Stronger Than the Storm

## WOODROW WILSON COMMONS III

### LONG BRANCH, MONMOUTH COUNTY

**ONGOING  
SUPERSTORM SANDY  
RESPONSE UNDER  
TRANCHE 1  
CDBG-DR FUNDING**



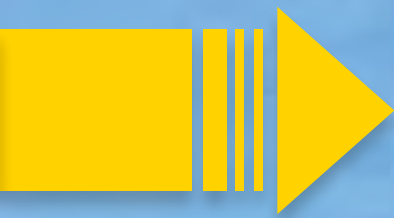
**FRM: Fund for Restoration of Multifamily Housing**  
**SSNHF: Sandy Special Needs Housing Fund**  
**SHAP: Sandy Homebuyer Assistance Program. See page 11 for more on these programs.**

Woodrow Wilson Commons III is the third and final phase of a community of affordable rental housing in Long Branch, Monmouth County. More than 1,000 homes in Long Branch sustained severe storm-related damage, and the construction of Woodrow Wilson Commons allowed working families and those with special needs to return to live in or around their home communities. During the third phase's initial lease period, priority was given to residents who were displaced by or experienced severe damage from the storm. NJHMFA instituted this initiative to help Sandy-impacted residents secure permanent affordable housing as soon as possible.

Woodrow Wilson Commons has a grand total of 173 units on nearly 14 acres and is close to shopping, downtown Long Branch and shore attractions like Pier Village. The third phase of the community contains 51 Energy Star 3.0 certified units, including ten one-bedroom units, 23 two-bedroom units, and 18 three-bedroom units. Ten of these units are set aside for individuals with physical disabilities as well as families that have experienced homelessness. The complex features a 2,500 square-foot community building, on-site parking, a playground, and an onsite management team. Ninety percent of the units are affordable to those at or below 60% of the Area Median Income (AMI).

From 2011 to 2013, NJHMFA awarded 9% federal Low Income Housing Tax Credits to all three phases of Woodrow Wilson Commons, providing close to 88% of the total funding for the development. The project received \$3.5 million in CDBG Disaster Recovery funds through the Fund for Restoration of Multifamily Housing (FRM), and was the first 9% Low Income Housing Tax Credit project and Community Development Block Grant (CDBG) Disaster Recovery funding recipient to break ground.





*“My move to Woodrow Wilson Commons has changed my life. After Hurricane Sandy I was living in a motel, and now my home is a beautiful apartment perfectly suited to my needs. Words cannot express my gratitude and how much I love living here. I am forever grateful to all the people that worked hard to get me here, a place that I can be proud to call home.”*

*—Menplay “Manny” Fountain  
Woodrow Wilson Commons Resident*

Other funding sources include the U.S. Department of Housing and Urban Development (HUD), Wells Fargo Bank, Red Stone Equity Partners, JP Morgan Chase Bank, and Bank of America.

The redevelopment of the Woodrow Wilson site is the result of efforts by Maestro Community Development Corporation, the non-profit development subsidiary of the Long Branch Housing Authority, and Pennrose Properties, LLC. Founded in 1970 and headquartered in Philadelphia, Pennrose Properties, LLC, is a leading developer of multi-family and affordable housing.





# 2014 Financial Highlights

## 2014 SINGLE FAMILY PROGRAM AVERAGE COMPARISON

	ALL PROGRAMS	HOMEBUYER PROGRAM	LIVE WHERE YOU WORK	POLICE AND FIREFIGHTERS	OTHER PROGRAMS	SMART START
TOTAL # OF LOANS	655	166	7	416	1	65
TOTAL DOLLAR VOLUMES	\$154,475,034	\$24,937,238	\$1,312,487	\$127,601,487	\$250,000	\$373,822
AVERAGE SALE PRICE	\$294,086	\$168,325	\$257,406	\$367,222	\$315,000	\$150,823
AVERAGE LOAN AMOUNT	\$235,840	\$150,224	\$187,498	\$306,734	\$250,000	\$5,751
AVERAGE ANNUAL INCOME	\$106,286	\$59,174	\$48,907	\$132,574	\$140,759	\$64,011
AVERAGE BORROWER AGE	37	37	30	37	41	39
AVERAGE HOUSEHOLD SIZE	2	3	5	2	5	3

## 2014 MULTIFAMILY MORTGAGE BONDS AND CONDUIT BONDS

BOND ISSUE	ISSUE SIZE	RATINGS	DATE ISSUED	PROGRAM/PROJECT FUNDED	TAX STATUS
MF CONDUIT REVENUE BONDS 2013 SERIES M (GREAT FALLS)	\$15,400,000	N/A	1/2014	Conduit financing for 145 units	Tax-Exempt
MF CONDUIT REVENUE BONDS 2014 SERIES G (BRIGANTINE APTS)	\$11,510,000	AA+ (S&P)	1/2014	Conduit financing for 161 units	Tax-Exempt
MF CONDUIT REVENUE BONDS 2014 SERIES A (SYCAMORE RIDGE)	\$26,000,000	AA+ (S&P)	3/2014	Conduit financing for 304 units	Tax-Exempt
MF CONDUIT REVENUE BONDS 2014 SERIES E (BROADWAY TOWNHOUSES)	\$27,500,000	AA+ (S&P)	6/2014	Conduit financing for 175 units	Tax-Exempt
MF REVENUE BONDS 2014 SERIES A-D	\$79,036,204	A+ (S&P)	6/2014	2004 MFRB	Tax-Exempt and Taxable
MF CONDUIT REVENUE BONDS 2014 SERIES N (CATHERINE TODD)	\$9,415,000	N/A	10/2014	Conduit financing for 68 units	Taxable
MF CONDUIT REVENUE BONDS 2014 SERIES B (SOUTH VILLAGE I & II)	\$30,000,000	A-1+ (S&P)	11/2014	Conduit financing for 335 units	Tax-Exempt
MF CONDUIT REVENUE BONDS 2014 SERIES P (ATLANTIC CITY TOWNHOUSES)	\$17,800,000	N/A	12/2014	Conduit financing for 175 units	Tax-Exempt
MF CONDUIT REVENUE BONDS 2014 SERIES R (GLENNVIEW TOWNHOUSES II)	\$6,243,000	N/A	12/2014	Conduit financing for 64 units	Taxable

VIEW NJHMFA'S COMPLETE 2014 FINANCIAL REPORT ONLINE:  
[WWW.NJHOUSING.GOV/MEDIA/INVESTOR/#2](http://WWW.NJHOUSING.GOV/MEDIA/INVESTOR/#2)

# Capital Markets

## BOND ISSUANCE

### JUNE 2014:

- Issued **\$27.8 million** of Multi-Family Revenue Bonds, and **\$51.2 million** of direct purchase draw down bonds to finance **18** new money rental housing developments containing a total of **1,076** multifamily units.

- Closed approximately **\$150 million** of Conduit bond issues in 2014, with “carryover” transactions of more than **\$80 million** scheduled to close in Q1 of 2015.
- The Conduit Program continues to gain market acceptance, with a pipeline for 2015 in excess of **\$330 million** in bond financings.

## CREDIT RATINGS

### JANUARY 2014:

- Moody’s Investors Service (Moody’s) **MAINTAINED** its **Aa2 (negative outlook)** rating on the Agency’s Single Family Housing Revenue Bonds (HRB) resolution.

### MAY 2014:

- Standard & Poor’s Rating Services (S&P) **AFFIRMED**:
  - its **AA- (stable outlook)** rating on the Agency’s Multi-Family Housing Revenue Bonds (MF 1995) resolution,
  - its **A+** rating on the Agency’s Multi-Family 1991 Series 1 (Presidential Plaza at Newport) bond resolution; and
  - its **A+ (stable outlook)** rating on the Agency’s Multi-Family Revenue Bonds (MF 2004) resolution.

### JULY 2014:

- Moody’s Investors Service (Moody’s) **DOWNGRADED**:
  - its rating on the Agency’s Single Family Housing Revenue Bonds (HRB) resolution from Aa2 (negative outlook) to **Aa3 (negative outlook)**

- its issuer credit rating (ICR) on the Agency from Aa1 (stable outlook) to **Aa2 (stable outlook)**
- its rating on the Agency’s Single Family Home Mortgage Bonds (HMB) resolution from Aa1 (stable outlook) to **Aa2 (stable outlook)**; and
- its rating on the Agency’s Multi-Family General Housing Loan Bonds (GHLB) resolution from Aa1 (stable outlook) to **Aa2 (stable outlook)**.

### SEPTEMBER 2014:

- Standard & Poor’s Rating Services (S&P) **UPGRADED** its rating on the Agency’s Multi-Family Housing Revenue Bonds (MF 1995) resolution from AA- (stable outlook) to **AA (stable outlook)**.

### DECEMBER 2014:

- Standard & Poor’s Rating Services (S&P) **AFFIRMED**:
  - its **A+ (stable outlook)** rating on the Agency’s Multi-Family Revenue Bonds (MF 2004) resolution.
  - its **AA (stable outlook)** rating on the issuer credit rating (ICR) on the Agency; and
  - its **AA (stable outlook)** rating on the Agency’s Multi-Family General Housing Loan Bonds (GHLB) resolution.

*“We view the Agency’s staff as **highly competent, well trained** in their areas of expertise, and **proactive** in addressing key issues. We believe the **current management team has performed remarkably well despite many obstacles** that are beyond the Agency’s control. These obstacles include the housing crisis and Great Recession, followed by a soft real estate market and slow economic recovery (particularly in New Jersey), a persistently low interest rate environment that has hampered loan origination, and residing in a high-cost housing state. New Jersey is also a litigious state with a notoriously long judicial foreclosure process, which was further aggravated by a foreclosure moratorium imposed by the state in 2010 (later lifted in late 2011). Despite these challenges, **we note significant improvement in the Agency’s asset management**, which has become more **proactive in handling distressed properties**, and in its disclosure practices, which have become more **timely and comprehensive** under the current management regime. As the economy and housing market strengthen, we believe **these practices will lead to sustainable improvement** in the Agency’s loan performance and financial strength.”*

—Standard and Poor’s NJHMFA General Obligation Report, issued December 18, 2014



# Awards and Recognitions

In 2014, **NJ Future** honored three Agency-financed affordable housing developments with its annual **Smart Growth Award** for revitalizing downtowns and promoting economic development in New Jersey. The winning developments included:

- **G.G. Green Senior Residences**, developed by RPM Development Group, involved the rehabilitation and adaptive re-use of an endangered historic building into a mixed-use, 55-unit senior and veterans rental community in Woodbury, Gloucester County. NJHMFA awarded the project the competitive 9% federal Low Income Housing Tax Credits (LIHTC) that generated approximately \$11.3 million in private equity.
- **Springside School Apartments**, developed by Conifer Realty and MEND, involved the adaptive re-use of a vacant school building into a 32-unit senior and special needs rental community in Burlington Township, Burlington County. NJHMFA awarded the project 9% LIHTCs that generated approximately \$13.9 million in private equity.
- **Woodrow Wilson Commons I and II**, developed by Pennrose Properties LLC, and Maestro Community Development Corp., a subsidiary of the Long Branch Housing Authority, involved the new construction of 122 apartments and a 2,500-square-foot community building in Long Branch, Monmouth County. Woodrow Wilson Commons I and II are part of a three-phase, 173-unit townhouse-style affordable rental community that replaces 136 public housing units previously on the site. NJHMFA awarded 9% LIHTCs to each phase, providing close to 88% of the total funding for the development. Phase III also received NJHMFA financing and \$3.5 million in federal Superstorm Sandy recovery funds.

**PlanSmart NJ** recognized NJHMFA as a **housing partner** in the \$600 million Cooper Lanning Camden neighborhood redevelopment project spearheaded by John Sheridan and The Cooper Health System. The project won the **PlanSmart NJ 2014 Award in the category of Regional Planning & Community Achievement**.

**G. G. Green Senior Residences** was awarded the **Charles L. Edson Tax Credit Excellence Award in the category of Senior Housing** by the **Affordable Housing Tax Credit Coalition (AHTCC)**. In addition, **Valley Brook Village** received an **honorable mention in the category of Special Needs Housing**.

**The Corporation for Supportive Housing (CSH)** awarded **Valley Brook Village** an **Eastern Region Development Project Award in the category of Supportive Housing Project-Developed**.



# A Tradition of Excellence

**NJHMFA HAS PRODUCED 19 SMART GROWTH AWARD WINNING PROJECTS SINCE 2002**

**2014**

**G.G. Green Senior Residences**  
*Tax Credits*

**Springside School Apartments**  
*Tax Credits & Multifamily*

**Woodrow Wilson Commons I and II**  
*Tax Credits & Multifamily*

**2013**

**Tamarack, Ferry Manor, Ferry Senior and Ferry Landing**  
*Tax Credits & Multifamily*

**2012**

**Roseville Commons, Studebaker Lofts and Richardson Lofts**  
*Tax Credits & Multifamily*

**2011**

**Cracker Factory**  
*Single Family CHOICE*

**Bailey Corner**  
*Tax Credits & Multifamily*

**2010**

**Lafayette Gardens**  
*Tax Credits & Multifamily*

**2009**

**Fairview Village**  
*Tax Credits & Multifamily*

**2008**

**Abbett Avenue Apartments**  
*Supportive Housing and Special Needs*

**Cooper Plaza**  
*Single Family CHOICE*

**2007**

**Creed II**  
*Supportive Housing and Special Needs*

**2004**

**Salem Historic Homes**  
*Tax Credits*

**2002**

**Bakery Villages**  
*Tax Credits*





**New Jersey Housing and Mortgage Finance Agency**  
**[www.NJHousing.gov](http://www.NJHousing.gov) • 1-800-NJ-HOUSE (1-800-654-6873)**

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The New Jersey Housing and Mortgage Finance Agency is a self-sufficient agency of state government that is dedicated to offering New Jersey residents affordable and accessible housing. NJHMFA receives no state appropriation. No taxpayer dollars were used to produce this document.