

## NSI Market Areas

- Akron, OH
- Albany-Schenectady-Troy, NY
- Atlanta-Sandy Springs-Roswell, GA
- Baltimore-Columbia-Towson, MD
- Birmingham-Hoover, AL
- Chicago-Naperville-Elgin, IL
- Cincinnati, OH-KY-IN
- Cleveland-Elyria, OH
  - Columbus, OH
  - Dayton, OH
- Detroit-Warren-Dearborn, MI
  - Flint, MI
- Indianapolis-Carmel-Anderson, IN
  - Jacksonville, FL
- Kansas City, MO-KS
- Louisville/Jefferson County, KY-IN
- Miami-Fort Lauderdale-West Palm Beach, FL
- Milwaukee-Waukesha-West Allis, WI
  - New York-Newark-Jersey City, NY-NJ-PA
- Orlando-Kissimmee-Sanford, FL
- Palm Bay-Melbourne-Titusville, FL
- Philadelphia-Camden-Wilmington, PA-NJ-DE
  - Pittsburgh, PA
  - St. Louis, MO
- Tampa-St. Petersburg-Clearwater, FL
  - Toledo, OH
  - Trenton, NJ
- Youngstown-Warren-Boardman, OH-PA

The National Community Stabilization Trust (NCST) operates the Neighborhood Stabilization Initiative (NSI), through which we partner with the Federal Housing Finance Agency (FHFA) and Fannie Mae and Freddie Mac to stabilize neighborhoods hardest hit by the housing downturn. Through NSI, NCST is able to provide local housing and community development organizations (community buyers) the opportunity to purchase real estate owned (REO) properties held by Fannie Mae and Freddie Mac before they are marketed to the general public.

NSI operates in 28 strategic markets that continue to have large concentrations of distressed and low-value REO inventory. The program was initiated as a pilot in both Detroit, MI, and Cook County, IL, and was then expanded in December 2015 to 18 different MSAs with high volumes of low-value REO inventory, and further expanded to 10 new markets in November 2017.

## Program Goals

The goal of NSI is to support a functioning housing market, stabilize home values, and bolster local economies. By providing access to REO properties in strategic locations, NSI helps community buyers acquire and rehabilitate properties in a way that helps break the cycle of neighborhood distress. By matching distressed properties with mission-focused organizations for property renovation and resale, NSI helps prevent blight and promote affordable housing opportunities. For properties that cannot be salvaged, NSI can help these communities advance demolition plans.

## Program Elements

NCST's community buyers have the opportunity to review and purchase Fannie Mae and Freddie Mac foreclosed properties not yet listed for public sale through REOMatch®, our web-based property transaction and mapping portal. This is called the NSI *First Look*. The buyers may purchase NSI *First Look* properties for sale or rental purposes, or, in some cases, for demolition. Eligible properties include single family (1-unit) homes, including condominiums and town homes, valued at or below \$175,000, or 2-4 unit properties.

Fannie Mae and Freddie Mac offer cost avoidance discounts on properties offered through NSI *First Look*. The sales prices of NSI *First Look* properties are based on the fair market value less savings that Fannie Mae and Freddie Mac realize in marketing, upkeep, utilities, and taxes – all costs that would have been incurred if a property sold through standard retail sales channels. Fannie Mae and Freddie Mac may also contribute funds for demolition or rehabilitation of certain properties, based on property condition.

## Program Outcomes

- More than 4,300 properties transferred to-date
- Over \$96.9 million in cost savings transferred to community buyers
- Average Fair Market Value of transferred properties is \$86,819
- 53.3% of NSI properties acquired fall into a minority census tract
- 44% of NSI properties acquired fall into a census tract at or below 80% of Area Median Income (AMI).

*The National Community Stabilization Trust (NCST) is a non-profit organization that works to restore vacant and abandoned properties to productive use and protect neighborhoods from blight. NCST programs facilitate the rehabilitation of vacant but structurally sound homes, enable safe, targeted demolition when necessary, and support creative and productive re-use of vacant land.*

[StabilizationTrust.org](http://StabilizationTrust.org)