



 **PTIONS**
FOR HOMES

WHO WE ARE

OUR MISSION is to provide the opportunity for people of moderate means to become homeowners, build equity, and improve the quality of life for themselves and their children.

OUR VALUES are empowerment and community.



WHAT WE'VE DONE

5,653

people helped by
our pay it forward fund

Up to

\$95,000

in down payment support

2,750

homes built to date

18

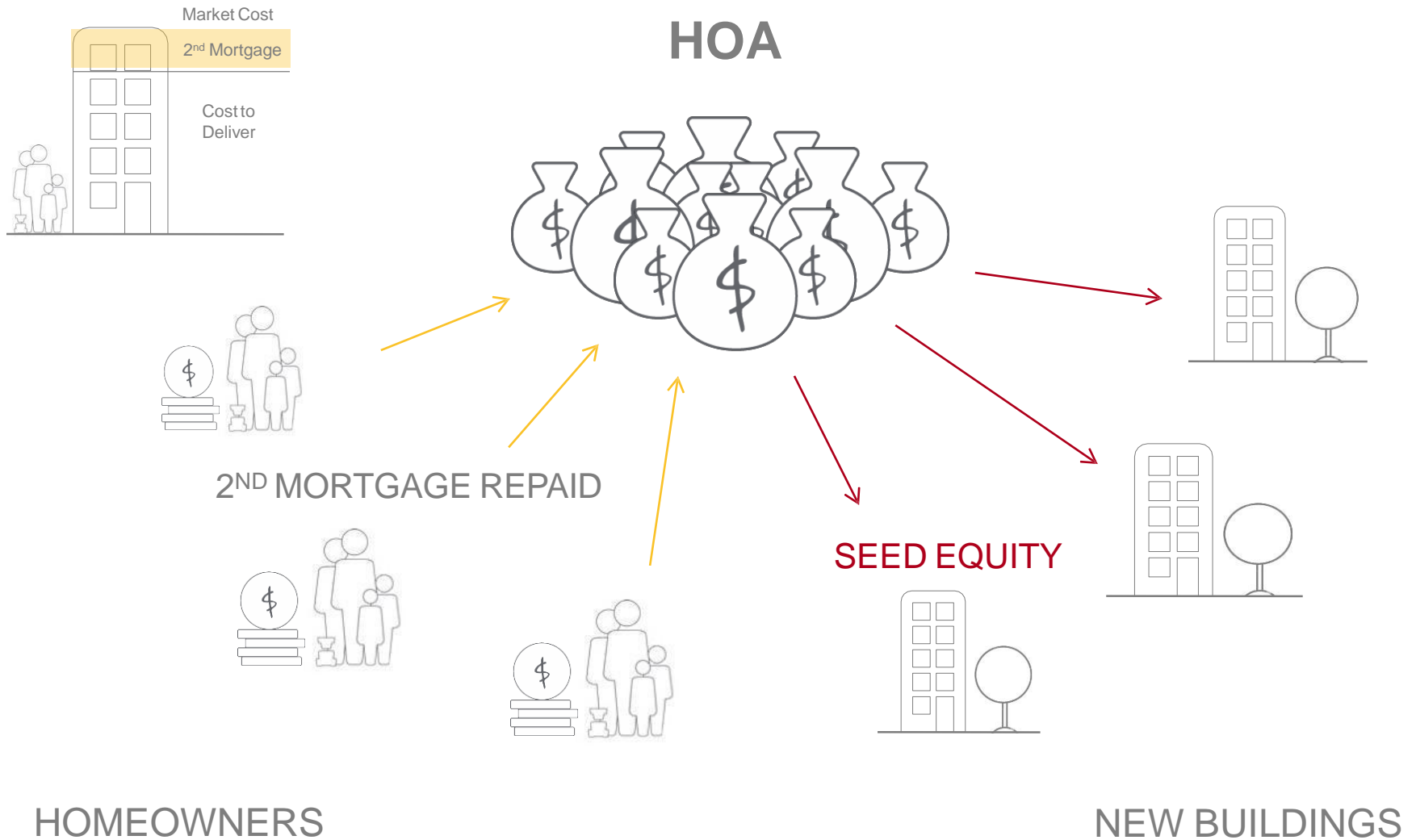
year partnership with
Deltera building
quality homes

15th

condo now under
development



OUR MODEL – HOW THE MONEY FLOWS



OUR MODEL – THE ORGANIZATIONS



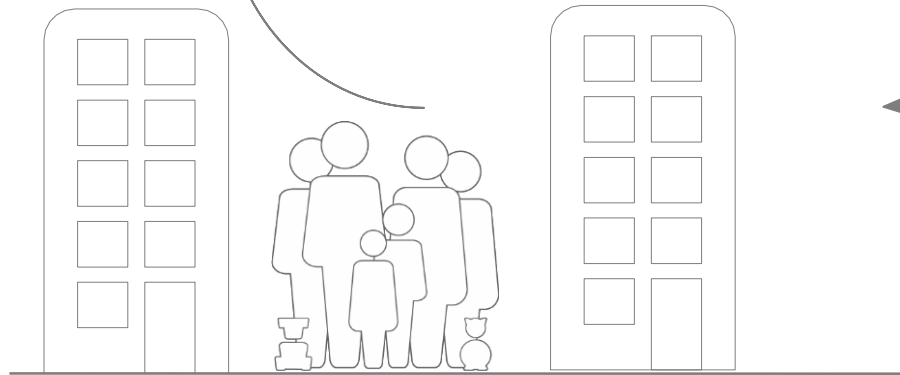
DEVELOPER



FUNDER

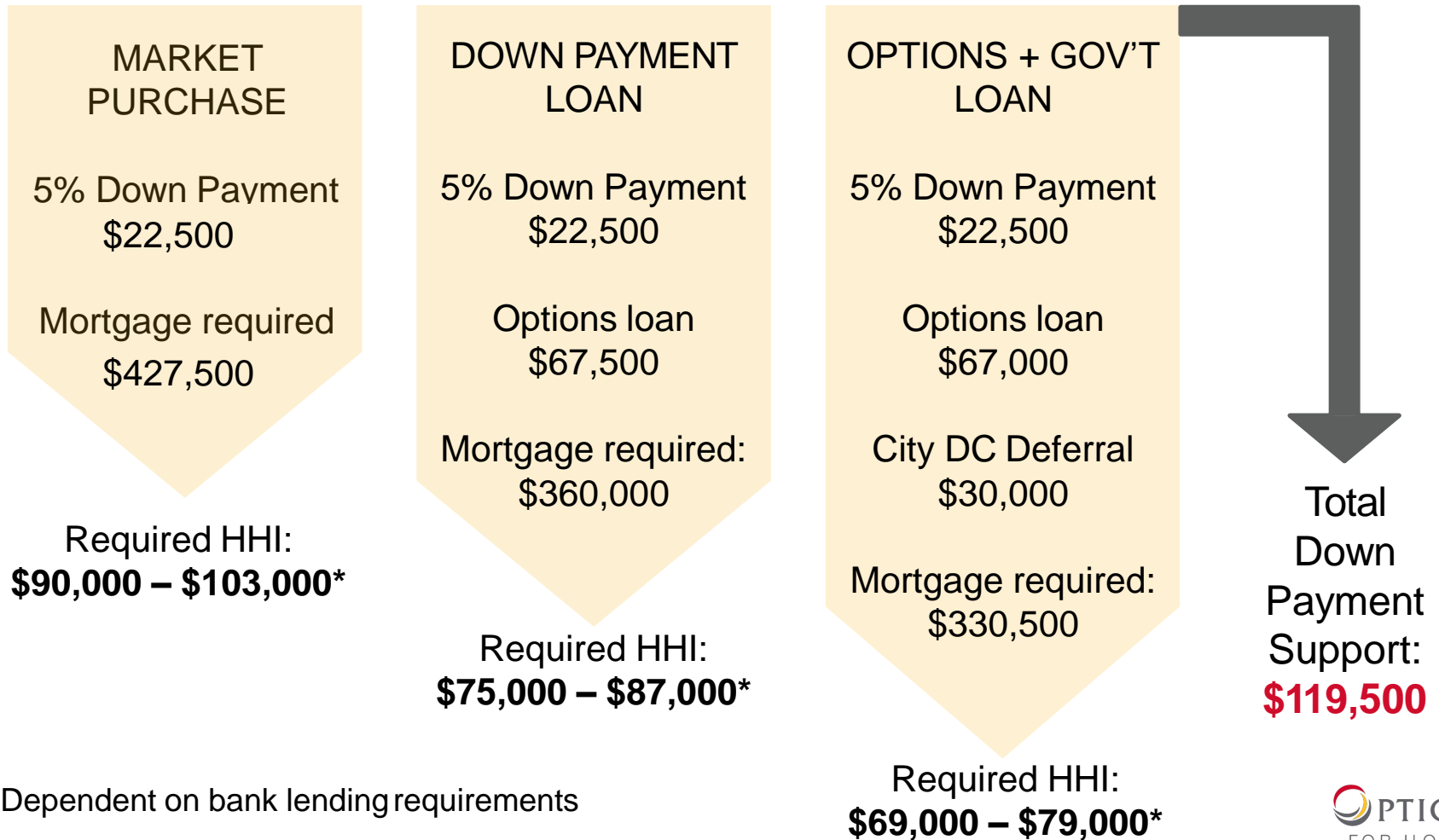
2ND MORTGAGE

SEED EQUITY



THE DOWN PAYMENT LOAN IN ACTION

HUMBER 2 BD UNIT PRICE: \$450,000



HOW SECOND MORTGAGE WORKS

YOUR HOME APPRECIATES AND YOU SELL 5 YEARS LATER



ORIGINAL PURCHASE
PRICE \$300,000



INCREASE IN VALUE
\$82,500



RESALE VALUE
\$382,500



REPAY BANK
MORTGAGE \$208,929



REPAY OPTIONS LOAN
OF 15% OF SALE PRICE
(\$57,375)



INCREASE IN YOUR EQUITY
AFTER REAL ESTATE FEES
\$116,203

TARGET DEMOGRAPHIC

- Significant market change from 2015
- Target Populations
 - first time purchasers
 - families esp. single parent families
- Other significant segments
 - Seniors
 - New Canadians

TARGET GEOGRAPHIC AREAS

- Largely focussed in GTA
- Have projects in Guelph, Cambridge
- Considering new geographies
 - establishing criteria for impact (median income to median house price)
 - Necessary preconditions – municipal support, partnerships including builder

Challenges

- Linked to market
- Perception of individual wealth creation
- Preference for Rental
- Inherent tension – seed equity and long term affordability

Benefits

- Expedites purchase
- Movement into ownership, frees up rental
- Low cost production of new 'affordable units'
- Families and individual equity building
- Self sustaining model – not dependent on capital grants
- Harness the market/intervention

DEVELOPMENT: CURRENT

DANFORTH VILLAGE ESTATES

- Heintzman Co-operative
- 250 units, 16-storey tower
- Constructed by Deltera
- Closing December 2019



DEVELOPMENT: CURRENT

JASPER CONDOS

- Milton Centre
Co-operative
- 116 units, 11-storey tower
- Constructed by VanMar
Constructors
- Occupancy winter 2018



DEVELOPMENT: CURRENT

VILLAGE BY MAIN STATION

- Birchmount Co-operative
- 275 units, 12-storey tower
- Constructed by Deltera
- Occupancy November 2018



Heather Tremain
heathert@optionsforhomes.ca

