



NEW JERSEY **COMMUNITY** CAPITAL

*Innovations Advancing Equitable
Homeownership*

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Community Asset Preservation Corporation
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About New Jersey Community Capital

NCC's parent company, New Jersey Community Capital, is a 32-year-old community development financial institution (CDFI) that **creates thriving communities through strategic investments and knowledge.**

Our Impact Since Inception



600 MILLION
INVESTED IN NJ
COMMUNITIES



10,330+
HOUSING UNITS
DEVELOPED



12,390+
JOBS CREATED,
PRESERVED



19,760+
EDUCATION
SEATS



6,340+
EARLY CHILDCARE
SLOTS



5.2 MILLION
S.F. REAL ESTATE
DEVELOPED

- **945+** loans since inception, totaling over **\$489 million**
- **\$500+ million** in assets under management
- **In 2009**, acquired Community Asset Preservation Corporation (CAPC) to expand real estate development & neighborhood stabilization capacity
- **In 2012** created NCC to expand NPL purchase capacity & launch the ReStart initiative

About CAPC



CAPC is NJCC's nonprofit real estate subsidiary created to acquire vacant and abandoned properties to stabilize communities and provide affordable housing opportunities.

- **Acquisition & Rehabilitation or Conversion** of REO properties, abandoned homes and structures, and municipally-owned buildings
 - Nearly 1,200 units acquired since 2011
 - Approx. \$250MM in development since 2010
 - Partners with local community groups to complete key projects
- **Vertically Integrated Real Estate Company**
 - Asset management
 - Construction/Rehab Management – Innova Home Services
 - Property Management – CAPC Property Management
 - Realty Services - Integro Real Estate
- **Community Oriented Disposition Strategies**
 - Rehab and sell to owner occupants
 - Rehab and lease as affordable housing
 - As Is Sale to Local Minority Investors and nonprofit organizations

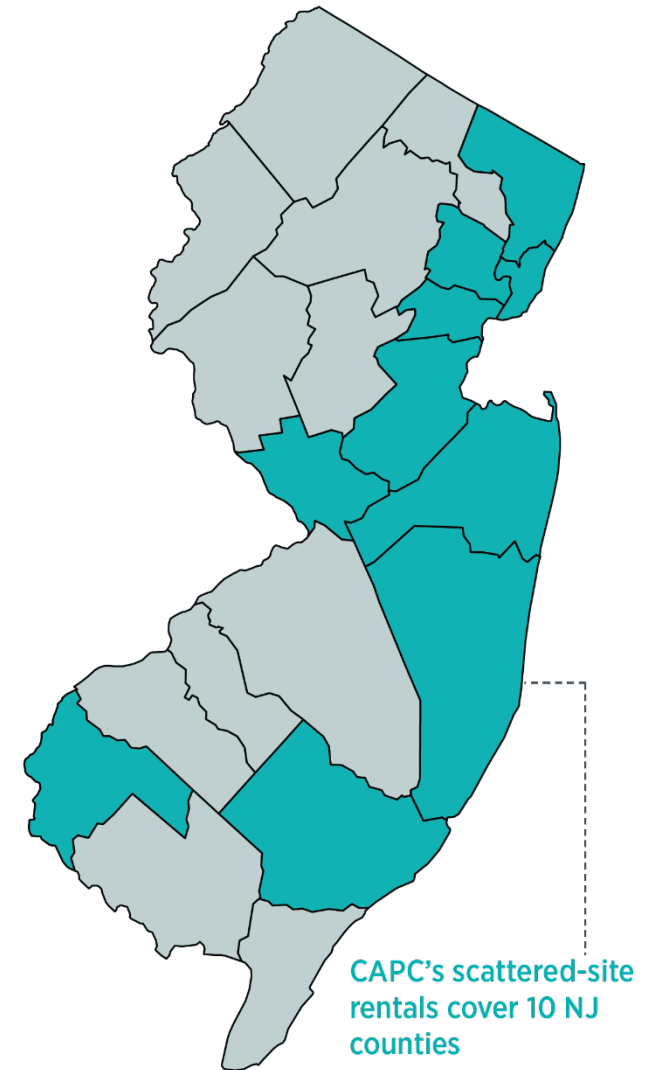
Experience, Track Record & Social Outcomes

Sold Properties

- Over 350 homes sold in New Jersey & Florida
- Average buyer AMI: 85 percent
- Integro Real Estate—acts as listing agent for CAPC properties

Rental Units

- Over 525 units leased in New Jersey and Florida
- 10 to 15 units being added to the portfolio every month
- Average tenant AMI: 42 percent
- NJ units managed through CAPC's social enterprise, CAPC Property Management



CAPC Partnerships

CAPC partners with local nonprofit organizations to **stabilize neighborhoods in target geographies by purchasing REO and substandard properties for rehabilitation and return to the market as affordable housing.**

Partnership Outcomes

- **Sale to owner occupant**
Re-establishes homeownership in neighborhoods leading to higher values – most common outcome for CAPC FL partnership
- **Held in portfolio as rental property**
Most common for CAPC-purchased tenant - occupied properties
- **Other outcomes**
Sale of unit to local investors or specific institutional investors as approved by CAPC



Market Segment

- Distressed assets
- Distressed communities
- Neighborhood impact
- Healthy housing
- Comprehensive revitalization strategy



Acquisition Strategy & Process

- **Geographically Targeted**
- **Multi-Pronged Strategy**
 - ✓ National Community Stabilization Trust
 - ✓ Municipal/Government Property
 - Land Banks
 - Abandoned Properties
 - Tax Liens
 - ✓ Nonperforming Mortgage Note Funds/Pools
 - ✓ Open Market
- **Disposition drives Acquisition**

Capital Resources

- Organizational Equity
- Senior Debt Capital
- Program Related Investments
- Balance Sheet Loans
- CRA Investment Capital
- Government Subsidy
- Private Equity & Partnerships

Market Dynamics

- Targeted market strategy
- Hyper-local market impact
- LMI neighborhoods and census tracts
- Comprehensive Community Revitalization Plan
- Rental to homeownership



What We've Learned

4 Key Highlights

1. Mission-focused with limited use of government subsidies
2. Delivery timelines
3. Neighborhood revitalization
4. Business models





For More Information



www.capcnj.org



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