



From the Director's Desk



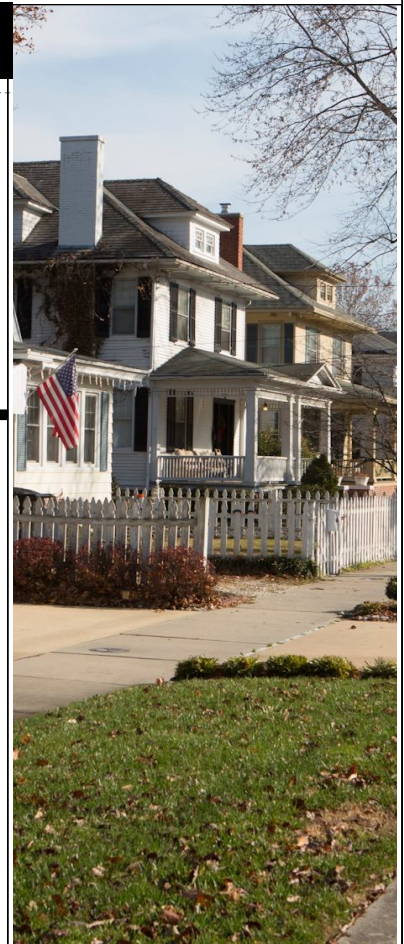
Summer is here and so is the warm weather. With that comes cooling your home. Whether you have a window unit or central air, take some of these tips into consideration when using everyday appliances.

- Turn out the lights when leaving the room
- Use sunlight to light your home
- Keep your refrigerator fully closed
- Run the dishwasher only when it is full
- Shut off the water when you brush your teeth
- Plan to cook multiple items at once or in sequence

These are just some of the habits you can form to hopefully limit the amount of your electric bill. I encourage you to follow these recommendations and to attend our upcoming post-purchase workshop in November to learn more ways that you can become a better homeowner. We look forward to celebrating our 25th Anniversary and to offering new opportunities to the city of Salisbury and the surrounding areas. Please do not hesitate to give us a call for more information and enjoy the rest of your summer.

Sincerely,

Cheryl Meadows
SNHS Executive Director



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Executive Director

Cheryl Meadows

Assistant Director

Jane Hoy

Counseling and Education Manager

Leah Dyson

Homeownership Services Manager

Kiara Price

Marketing Officer

Amanda Smith

Receptionist

Briana White

“COUNSELOR’S MAIL BAG”



Kiara Price

**Homeownership
Services Manager**

Q: What are the steps to obtaining a mortgage?

A: Obtaining financing is probably one of the most confusing and intimidating things you will have to do in the home buying process. By understanding the mortgage process, knowing what to expect and planning ahead, you can increase your confidence about obtaining a mortgage loan. Here are the steps involved:

- **Research**— Shop around for the right lender and loan product
- **Pre-Approval**—Before you begin shopping for your dream home, you will want to know if you can qualify for a mortgage based on your financial situation, and if so, how much you can afford to spend on a house.
- **Loan Application**— After you have a signed purchase contract, you apply for the mortgage loan by completing a standard mortgage loan application.
- **Loan Processing**— Once the loan application is completed, it is assigned to a loan processor. The loan processor orders your credit report and an appraisal of the value of the property you want to buy. The loan processor also verifies your employment, rent and back account balances.
- **Underwriting**— A loan underwriter reviews your complete loan application package and decides whether to approve it .
- **Approval**— If you are approved, the lender will send you a commitment letter. This is a formal offer that states the amount of the terms of the loan. You will be given a set amount of time to accept the offer and close the loan by signing the letter.
- **Loan Closing**— It may be a four-to-eight week wait from the time you submit your loan application to closing. The closing is the day the deal is completed, and in most areas, it involves a formal meeting at which the buyer and seller sign the necessary paperwork to complete the sale.

“A man travels the world over in search of what he needs and returns home to find it.”

UPCOMING EVENTS

- **SAVE THE DATE: Home Buyer Education Workshop —Oct. 6.** Contact Leah Dyson or Kiara Price at 410.543.4626 for more information.
- **SNHS 25th Anniversary Golf Tournament—Oct 19** at Green Hill Country Club. \$400/Team or \$100/Individual. 11:30 AM Check-In and 12:30 PM Shotgun start, scramble format. Contact Amanda Smith for additional information at asmith@salisburyynhs.org

ACQUISITION AND REHABILITATION PROGRAM

Under this program, vacant properties are purchased, renovated, and sold to new owner-occupants. Depending upon the source of funds used, the purchase of these properties may be income restricted. SNHS also participates in intervention buying which is the purchase of at-risk properties by SNHS to be held for demolition, renovation or resale to new owner-occupants.



*230 Ohio Avenue
Before/After*



*232 Ohio Avenue
Before/After*

HOMEOWNERSHIP EXPERIENCE

This quarter we are featuring a new homeowner, Jenni Price. As of March 2018 she and her 5 children have a new address to call, “home.” Here is her story:

My journey to owning a home began with Jay Doaty with the Maryland Group of Long and Foster. I had no idea where to start or what direction to go in at first until he referred me to Salisbury Neighborhood Housing Services Inc. (SNHS). I was contemplating on trying to buy a dilapidated foreclosure because I did not know my own potential until this non-profit stepped into the picture.

From that moment on, SNHS assisted me with achieving my dream! I began with the homebuyer education class, repeatedly met with counselors, Leah Dyson and Kiara Price who were profound in the abundance of knowledge and motivation needed to achieve my goals. Also the Assistant Director, Jane Hoy kept me on my toes anytime I had doubts. Executive Cheryl Meadows was there at the closing table and has given me the privilege to serve on the SNHS Board of Directors. Ultimately I purchased my home through the non-profit agency.

At the end of the day, knowing I reached my goal is very surreal. One minute it is hard to believe that this actually happened and the next minute I have a million ideas of how I want to decorate. I feel the stress of renting and investing into something that would never be mine has been tremendously lifted. My children being able to enjoy our house fills my heart with joy and knowing that I made a sound financial investment for my family’s future is a huge accomplishment.

If you are reading this and want to become a homeowner like me, stop waiting and do not be afraid. There is no magic button, just hard work and SNHS is there to help in various ways. I overcame many life challenges and obstacles, but was able to become a homeowner and encourage anyone that will listen to know they can do the same.



Welcome new Board Member, Ryan Daniher. Daniher joins us as a Development Associate with Green Street Housing and is a graduate from Salisbury University in spring of 2017 with a B.S. in Marketing from the Perdue School of Business. He also participated in the SNHS Homebuyers Education class and serves on the Sustainability Advisory Committee for Salisbury, MD.



Welcome new Board Member, Jennifer "Jenni" Price. Price leads a career in the Office of the Registrar at the University Maryland Eastern Shore (UMES). She is currently pursuing a degree in sociology at UMES and enjoys arts and crafts, coordinating community events for Young Women With Dignity, a spending quality time with her family. Lastly, Jenni is a proud homeowner in part because of participating in the SNHS Homebuyer Education Class, taking advantage of one of our grants and her house was made possible through the SNHS Acquisition and Rehabilitation program.



Meet SNHS's new Marketing Officer, Amanda Smith. Smith is from Salisbury, MD and a graduate of Salisbury University with a Bachelor's of Arts degree in Political Science. As the Marketing Officer, tasks will include furthering the mission of SNHS through maintaining social media databases and SNHS website, lead fundraising strategies, create marketing materials, developing partnerships with community members and representing SNHS to the public. Smith is "privileged to market the services that SNHS offers because I know the process first-hand as this non-profit helped me become a first-time homebuyer."



Meet SNHS's new Office Receptionist, Briana White. White is from Pocomoke, MD and a graduate of the University of Maryland Eastern Shore with a Bachelor's of Science degree. Her duties include greeting potential first-time homebuyers as they enter the office, facilitating phone inquiries and assisting with daily office tasks. In her spare time she enjoys traveling, bowling and learning about different cultures. White offers, "I enjoy providing people with information on the services that SNHS offers in hopes they can reach their dream of homeownership."

**Salisbury
Neighborhood
Housing Services**
540 Riverside Dr. Ste 18
Salisbury, MD 21801

410.543.4626
Fax: 410.543.9204

Office Hours:
Monday - Friday
8:30 AM - 4:30 PM

PLEASE
PLACE
STAMP
HERE

