



Valley Community Development Corporation  
30 Market Street  
Northampton, MA 01060  
(413) 586-5855  
www.valleycdc.com

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December 11, 2015

Mary Streeter, Chair  
Community Preservation Act Committee  
Town of Amherst  
4 Boltwood Avenue  
Amherst, MA 01002

RE: First Time Homebuyer/Mortgage Subsidy Assistance Program

Dear Ms. Streeter:

On behalf of Valley Community Development Corporation (Valley CDC), I am pleased to submit our request for the above referenced program. With the assistance of CPA funding, Valley CDC proposes to provide four (4) \$50,000 0% interest, 30 year deferred payment loans as mortgage subsidies to assist low and moderate households earning less than 100% of the Area Median Income to purchase homes in the Town of Amherst. Our programming would include intensive comprehensive financial counseling to first time homebuyers to assist them in the challenge of finding a home in Amherst.

We look forward to meeting with the CPAC regarding our proposal.

Sincerely,

Joanne Campbell  
Executive Director

cc: Donna Cabana, Homeownership Coordinator

# Community Preservation Act Committee- Proposal Request Form for FY 2017

**Project Title:**

First Time Homebuyer/Mortgage Subsidy Assistance Program

**CPA funding category: Check all that apply**

<input checked="" type="checkbox"/>	Community Housing
<input type="checkbox"/>	Open Space
<input type="checkbox"/>	Historic Preservation
<input type="checkbox"/>	Recreation

**Amount of CPA Funds Requested:**

\$ 227,248

**Submitting Entity:**

Valley Community Development Corporation

**Contact Person:**

Donna Cabana, Homeownership Coordinator

Phone: 413-586-5855 ext. 180

Email: dc@valleycdc.com

**Please complete this form in its entirety and include the following in your proposal.**

**Overview of Proposal:** Please describe your project and your feasibility analysis. **See Attached**

**Describe how your request meets the CPA criteria: See Attached**

1. Description of funding needed, including:
  - a. Documentation of cost estimates, budget
  - b. Other sources of funding, e.g., grants, self-funding, fund-raising
  - c. Timeline on how CPA funds would be spent, including over multiple years
2. Urgency of the Project, if any.
3. Estimated timeline from receipt of funds to Project completion.
4. Acquisition or preservation of threatened resources.
5. Population(s) to be served by the Project.
6. How will the CPA investment in your property, facility or project be maintained over time?
7. Which relevant Town committees and/or commissions are you working with?
8. Other information regarding the Project deemed necessary for CPAC

**Town of Amherst  
CPA Funding Proposal  
FIRST TIME HOMEBUYER/MORTGAGE SUBSIDY ASSISTANCE PROGRAM**

**Proposal Overview:** Valley Community Development Corporation (Valley CDC) will provide four (4) \$50,000, 0% interest, 30 year deferred payment loans (DPL) as mortgage subsidies to write down the cost of a home to LMI (low/moderate income) households earning 100% or less of Area Median Income (AMI) to assist them with a purchase of a home in the Town of Amherst. The loans would be forgiven over the 30 year period with 1/30th forgiven each year for 30 years. Any buyers of these financially assisted homes at or below 80% of AMI would be counted on the Town's Subsidized Housing Inventory (SHI) for 30 years or until the loan is paid off. A mortgage and note would be executed by the buyer(s) outlining the terms and conditions of the use restriction(s).

The program will also include intensive first time homebuyer counseling as described below to 20 first time homebuyer households as the program meets with and screens potential participants. Households counseled will range from ready to proceed with homeownership to those households that may need several years before they are financially ready.

To attain and sustain homeownership many LMI households need homeownership counseling and access to down payment assistance. The high cost of housing in Amherst requires a higher subsidy amount than a more traditional \$5,000-\$7,500 downpayment/closing cost program. Additionally, the high cost of rent in Amherst makes it difficult to save for down payment and closing costs. Student loan debt is another obstacle that holds LMI buyers back. Additional obstacles include lender required reserve funds in addition to the funds needed to complete the transaction.

It is expected that approximately 20 first time homebuyer households will express interest in accessing the mortgage subsidy assistance and that Valley CDC can accommodate counseling within the 12 month contract period. Valley CDC staff will administer the program, provide outreach and marketing, provide general information about the program as well as provide intensive financial counseling to prepare those households who inquire about the program. Valley CDC will be responsible for certifying household income for the mortgage subsidy assistance. The homebuying counseling will include assistance with credit repair, debt reduction, savings plans, mortgage options, obtaining a mortgage, navigating the process, how to work with the real estate professionals including attorneys, what to expect during the process, what to watch out for, negotiating home repairs with the seller, and making the best possible decisions throughout the process as well as helping households identify when purchasing a home is not right for them.

Valley CDC has determined that financial assistance of \$50,000 to a LMI household will allow access to the housing market in Amherst. For example, a buyer would be expected to put down a minimum of 3% for a down payment on a purchase of a \$240,000 home amounting to \$7,200. Buyers can also expect to pay closing costs up to 3% of the purchase price. If a borrower accessed the subsidized mortgage product offered by the Massachusetts Housing Partnership's (MHP) One Mortgage product, the buyer would be required to make a down payment of 1.5% from their own funds and the remaining 1.5% can be a gift, grant or deferred loan (thus equaling the 3% down payment requirement). Under the MassHousing loan programs all of the 3% down payment can be a gift, grant or deferred loan. Buyers will need to have some of their own funds under this program to cover their reserves and to pay any additional costs including application and appraisal fees, home

inspections and homeowner's insurance. The \$50,000 mortgage subsidy would provide a family with the power to purchase in Amherst. Currently buyers below 100% of AMI are priced out of Amherst homes because the average sales price exceeds \$350,000.

**Example:**

Home Price: \$240,000

3% Down Payment = \$7,200

3% Closing Costs= \$7,200

Total Cash Needed: \$10,800

1.5% required buyer's funds = \$3,600

This example would result in a loan amount of \$232,800 a figure that is out of reach for most buyers earning below 80% of AMI.

Home Purchase: \$240,000

Buyers required funds: \$3,600

Amherst Mortgage Subsidy: \$50,000

Approx. 3% Closing Costs: \$7,200

The Amherst mortgage subsidy assistance would result in a loan amount of \$193,600 with \$7,200 used for closing costs. With the current rates, a family or single person earning around \$45,000 - \$50,000 with minimal debts could afford this loan amount.

In the above example the buyer needs approximately \$3,600 of their own money as a downpayment to purchase. The buyer will also need funds for inspections, application fees and homeowner's insurance prior to closing.

In order to be eligible for the mortgage subsidy, Valley CDC would place a cap on an applicant's liquid assets and we propose \$75,000 per household. We would exclude retirement accounts as liquid assets as well as the imputed income from interest earned on those assets.

**Program Services: Counseling/financial education services for all 20 households include the following:**

- Initial intake includes completion of a self-certification form which identifies household size and income. A counseling log detailing household income, savings, employment, credit history, and outstanding debt will be used to assess needs. Counsel potential homebuyers to determine timetable for purchasing, goals to be set and tasks to be accomplished to attain those goals.
- The completion of an Action Plan with steps the potential buyer needs to take to be a "bankable first time homebuyer".
- Counsel potential homebuyers who are not "bankable" on how to become "bankable".
- Counsel potential homebuyers regarding credit repair, debt reduction, establishment of credit history, alternative credit history.
- Maintain current information on subsidized mortgage products, including the One Mortgage Loan Program as well as MassHousing products and other first time homebuyer products.
- Assist potential homebuyers to determine best mortgage product based on individual circumstances.
- Determination of eligibility for mortgage subsidy assistance and availability.
- Determination of housing price range that household can afford.

- Advocate on behalf of mortgage applicants with lenders and affordable housing program administrators, etc. to facilitate access to subsidized mortgage financing and provide homebuyer support/encouragement.
- Facilitate access to affordable homeownership or homebuyer education workshops through Valley CDC or other certified entities.
- Assistance in determining if/when long-term rental is best option.

**Program Outreach:** Program marketing will be widespread and include a variety of community sources:

- Outreach to LMI potential first time homebuyers through the media, social media, neighborhood groups and town government
- Outreach to real estate agencies doing business in Amherst
- Outreach to mortgage loan officers
- Outreach to local businesses and employers to reach LMI employees
- Outreach through Valley CDC's small business office
- Outreach to Amherst minority communities
- Outreach to current and past participants of the Valley CDC sponsored homebuyer workshops
- Outreach to Amherst residents who sought individual counseling services from Valley CDC during the past 24 – 36 months

**NOTE:** All applicants for the mortgage subsidy program will be educated on the Federal Lead Paint laws using the EPA Booklet "Protect Your Family from Lead in Your Home". Massachusetts Lead Paint laws require applicants with children ages 6 and under to delead the property. Properties built before 1978 may contain lead paint hazards. Properties with lead based paint hazards must have all lead paint addressed as required by the Massachusetts laws require. Valley CDC staff will assist applicant(s) with lead paint compliance and the application process for a deferred payment loan from MassHousing as applicable through education, technical assistance and counseling on lead paint concerns including but not limited to the inspection process and technical support to address lead paint issues and deleading of the property post-closing.

Valley CDC was founded in 1988 and has been providing a comprehensive and successful Sustainable Homeownership Program for over 20 years. Valley CDC is certified by CHAPA (Citizens Housing and Planning Association) for its well attended First Time Homebuyer (FTHB) monthly classes. These classes are available to anyone in the region and participants in this program will be encouraged to attend those classes. Participants receiving the \$50,000 mortgage subsidy assistance will be required to attend a certified FTHB class (through Valley or other certified provider). Successful completion of the 12 hour class allows access to the Commonwealth's FTHB mortgage products including a subsidized mortgage. Valley has an excellent reputation among local mortgage lenders and state housing agencies. Valley CDC's primary service area includes Easthampton, Northampton, Amherst, and Hadley. The homeownership program has evolved over the years in response to the housing crisis and growing obstacles to sustainable homeownership. Valley CDC has provided its homeownership services throughout Hampshire County for the last several years due to the housing crisis. Among our core communities in Valley CDC's service area, the Town of Amherst is desirable for many LMI households seeking housing, a good school system, recreational green spaces, a thriving downtown as well as a growing diverse community.

**Project Goals:** The goal of the First Time Homebuyer/Mortgage Subsidy Assistance Program is to provide financial assistance to four (4) LMI first time homebuyer households which will enable them to purchase a home in the Town of Amherst. This will allow LMI households to continue to add to the diversity of the town. A total of 20 households will receive first time homebuyer financial counseling as described above in preparation for future homeownership.

**Eligibility:** The First Time Homebuyer/Mortgage Subsidy Assistance Program is eligible under the Community Housing section of CPA. As noted in the Executive Summary of the Amherst's Housing Production Plan, "converting existing housing to long term affordability through mortgage assistance programs or buy down programs that provides subsidies to first time homebuyers" is listed among the strategies of greatest concern to Amherst. This strategy will address the problem of lack of "affordable homeownership for families as market conditions have placed the purchase of homes beyond the financial means of low and moderate income households."

**Housing Goals:** As noted above, Amherst's Housing Production Plan identifies mortgage subsidy programs as a way to increase homeownership for low and moderate income households. Assisting LMI households to purchase homes in Amherst will meet the Town's goal of adding to the affordable housing inventory. The Town of Amherst is striving to maintain 10% of its housing stock as affordable under DHCD guidelines and create 48 new units of housing per year. Assisted homebuyers (at or below 80% of AMI) will have a mortgage and note which will meet the requirements for the SHI (Subsidized Housing Inventory) and will remain on the SHI for 30 years. The proposed program would assist the town in meeting 8% of the annual goal.

**Timeline:** The First Time Homebuyer/Mortgage Subsidy Assistance Program will begin immediately upon execution of a contract with the Town of Amherst. The program is expected to be accomplished within 12 months of the start date. The proposed contract period is July 1, 2016 – June 30, 2017. It is anticipated that the four (4) mortgage subsidies will be distributed in the spring of 2017 after a robust marketing period beginning July 1, 2016, lottery process and then shopping period for the first four households chosen through the lottery.

**Budget:** See attached budget

**Summary:**

In preparation for Valley's CDC's approach for CPA funds, the Sustainable Homeownership Program analyzed Amherst specific data that has been collected on program participants. Valley also reviewed housing data from the Registry of Deeds, the Multiple Listing Service (MLS) and the Amherst Housing Production Plan 2013. Some excerpts from the Production Plan show that population growth and housing development are being shaped by several factors which include:

- 59.4% of all residents are students
- Declining numbers of children
- More middle-aged residents between 35-54
- Increasing numbers of smaller households
- Housing prices remain high despite a poor economic climate and declining sales
- Median household income remains consistently lower than the county and state

The data was not very promising for LMI Amherst buyers and to buyers at or below 100% AMI. A deep subsidy would be needed to help LMI families.

**In the past 12 months sales data for Amherst showed the following:**

- 116 single, multi and condo homes have sold in the past 12 months with an average sales price of \$357,008 for single family homes, \$208,347 for condos and \$330,000 for multi-family homes. .
- Of the 116 homes sold, 31 were in the affordable range of our clients. Our LMI buyers could afford 27% of the homes available.
- 23 of the 31 were condominiums with an average sale price of \$208,347; condominiums continue to be an affordable option for many LMI buyers. Condo lending has become more complicated over the past few years with more restrictions from the lenders and investors.
- Currently there are 66 single family homes for sale in Amherst ranging in price from \$137,900 - \$1,350,000.
- Of the 66 single family homes available, 9 or 14% are in the affordable range of our buyers.
- 47 condominium homes are available for sale and 39 or 82% of the 47 are affordable. Many of the affordable condos are in a 55 or older community and will not work for families.
- Rates continue to be low: between 4%- 4.25%. With the use of the MHP One Mortgage for a buyer at or below 100% AMI, buyers can expect an additional discount of .5% on the rate and potentially have a fixed rate of 3.5% - 3.75% with no points. Additionally the waiver of the private mortgage insurance on this loan product helps with the affordability and buying power of the buyer.

**How Proposal Meets CPA Criteria:**

**1. Description of funding needed**

- a. **Documentation of cost estimates, budget:** See attached budget
- b. **Other sources of funding:** Although Valley CDC has had no direct funding to support the work with Amherst households interested in homeownership for several years Valley has continued to work with Amherst households under its contracts for foreclosure prevention and financial literacy through a sub-grantee agreement with HAPHousing and the Attorney General's Office. That program ended June 30, 2014. Valley CDC is currently funded from the Division of Banks (DOB) to serve all of Hampshire County through December 31, 2015 with a \$23,000 grant. Valley will apply for the next round in January and does not expect the grant to be increased because of DOB's limited funding. Valley CDC continues to publicly and privately fundraise to support the continuation of homeownership services that serve both first time homebuyers and existing homeowners. (Valley CDC is only seeking CPA funding to provide financial assistance and homebuying counseling to first time homebuyers.) Valley CDC continues to seek funding from all available sources including local and regional banks/credit unions, foundations, CDBG, and CPA funds to support its homeownership program. The majority of the bank/credit union donations support our 12 FTHB classes that are held monthly. Valley receives \$20,000 in CDBG funding from the City of Northampton but those funds are exclusively for Northampton residents. Valley has submitted a CPA application for FTHB and down payment assistance to the City of Easthampton. Valley is often responsible for handling resales of affordable homeownership units in our service area and is paid a small fee for those services.
- c. **Timeline on CPA spending:** If funded, Valley expects that the program would start July 1, 2016 and end on June 30, 2017. In July, staff would create mortgage subsidy applications, marketing and informational materials. Mid-July – September would be the marketing

period to widely advertise the availability of the mortgage subsidy assistance. A deadline for submission of applications is expected for late September. A lottery would be held in early October. The top four (4) eligible lottery winners would have approximately 90 days to place a property under agreement. Homebuyers would have February - May 2017 to prepare for and close on their home.

2. **Urgency of the Project:** Housing prices continue to climb in Amherst, but with a \$50,000 mortgage subsidy homeownership can be attained. Interest rates remain low but are expected to start climbing in the next year.
3. **Estimated Completion:** June 30, 2017
4. **Acquisition/Preservation of Threatened Resources:** NA
5. **Population Served:** Low and moderate first time homebuyer households at or below 100% of the Area Median Income (AMI) who purchase a home in Amherst.
6. **How will CPA Investment be Maintained:** Each homebuyer will execute a mortgage and note for the \$50,000 mortgage subsidy which will be recorded on the property after the first mortgage (primary lender).
7. **Which Town Committees:** Valley CDC met with the Housing and Sheltering Committee on November 5<sup>th</sup> to discuss its proposal. With some revisions, we submitted a draft to the Committee which we believe was reviewed at their December 10<sup>th</sup> meeting. Valley CDC is scheduled to present this proposal to the Amherst Housing Authority on December 28<sup>th</sup>.
8. **Other Info:** See attached.



**Valley Community Development Corporation  
 First Time Homebuyer Program/Mortgage Subsidy Assistance Program  
 July 1, 2016 - June 30, 2017**

Personnel:	
Executive Director (.025 FTE)	\$ 1,940
Homeownership Coordinator (.15 FTE)	\$ 7,615
Communication Specialist (Marketing/Outreach) (.10 FTE)	\$ 3,605
Fringe (25%) (health, payroll taxes, vacation, sick leave)	<u>\$ 3,290</u>
<b>Subtotal Personnel</b>	<b>\$ 16,450</b>
Other Expenses:	
Travel	\$ 100
Advertising	\$ 250
Legal Services (note & mortgage preparation)	\$ 1,500
Lead Testing	\$ 2,500
Indirect/overhead (rent, IT, utilities, phone, CFO, audit, ins)	\$ 6,448
<b>Total Other Expenses</b>	<u><b>\$ 10,798</b></u>
<b>Total Expenses</b>	<b>\$ 27,248</b>
Mortgage Subsidy Costs \$50,000 x 4	<b>\$ 200,000</b>
<b>Total Program Expenses</b>	<b>\$ 227,248</b>

The per household cost for financial counseling is approximately \$1,362. Some households will require more intensive financial counseling services and others less. Households accessing the mortgage subsidy assistance will require more services as Valley will need to income qualify the household, work with lenders, deal with lead paint if necessary, review the restrictions as the household moves toward purchase of a home. The costs also include the creation and execution of the program including extensive marketing that will need to take place to ensure fair marketing.

116 Listings

SOLD

Single Family Listings							
MLS #	Status	Address	Town	Description	DOM	List Price	Sale Price
71823667	SLD	66 Grantwood Drive	Amherst, MA	6 room, 4 bed, 2f 0h bath Raised Ranch	18	\$178,900	\$170,000
71911687	SLD	332 West St	Amherst, MA	6 room, 3 bed, 2f 0h bath Colonial	22	\$199,000	\$185,000
71857209	SLD	36 Greenwich Rd	Amherst, MA	5 room, 3 bed, 1f 1h bath Ranch	61	\$219,000	\$225,000
71688305	SLD	643 South East Street	Amherst, MA	7 room, 3 bed, 1f 0h bath Ranch	391	\$229,000	\$223,500
71791272	SLD	237 Sunset Ave	Amherst, MA	5 room, 3 bed, 1f 0h bath Ranch	57	\$229,900	\$215,000
71811588	SLD	11 Cranberry Ln	Amherst, MA	6 room, 3 bed, 1f 1h bath Ranch	31	\$229,900	\$225,000
71829994	SLD	310 Market Hill Road	Amherst, MA	6 room, 3 bed, 2f 0h bath Ranch	178	\$229,900	\$241,000
71846283	SLD	65 Valley View Circle	Amherst, MA : South Amherst	6 room, 4 bed, 2f 0h bath Ranch	64	\$232,000	\$230,000
71841723	SLD	20 Valley View Circle	Amherst, MA	10 room, 2 bed, 1f 1h bath Ranch	111	\$240,000	\$240,000
71873332	SLD	96 Alpine Dr	Amherst, MA	8 room, 3 bed, 1f 1h bath Colonial	32	\$245,000	\$259,000
71847678	SLD	129 Gray St	Amherst, MA	6 room, 3 bed, 1f 0h bath Ranch	136	\$249,888	\$225,000
71829922	SLD	33 Ward St	Amherst, MA	8 room, 4 bed, 1f 0h bath Cape	54	\$259,900	\$259,900
71811445	SLD	31 Longmeadow Dr	Amherst, MA	7 room, 4 bed, 1f 1h bath Ranch	58	\$259,900	\$248,000
71775451	SLD	146 Shays St	Amherst, MA	6 room, 2 bed, 2f 0h bath Ranch	190	\$259,900	\$245,000
71785872	SLD	19 Carriage Lane	Amherst, MA	8 room, 5 bed, 2f 0h bath Cape	526	\$265,000	\$252,000
71877861	SLD	8 Coach Lane	Amherst, MA	6 room, 3 bed, 2f 1h bath Raised Ranch	43	\$267,000	\$265,000
71784671	SLD	320 West Street	Amherst, MA	8 room, 4 bed, 2f 1h bath Raised Ranch	240	\$269,900	\$264,500
71812254	SLD	17 Alpine Drive	Amherst, MA	7 room, 3 bed, 2f 0h bath Ranch	50	\$269,900	\$257,850
71810160	SLD	8 Applewood Ln	Amherst, MA	5 room, 3 bed, 1f 1h bath Raised Ranch	163	\$269,900	\$270,000
71839524	SLD	170 Columbia Dr	Amherst, MA	7 room, 4 bed, 2f 0h bath Raised Ranch	56	\$274,900	\$268,000
71839294	SLD	108 Harlow Drive	Amherst, MA	7 room, 4 bed, 2f 0h bath Cape	51	\$279,900	\$302,000
71817752	SLD	117 Rolling Ridge Rd	Amherst, MA	6 room, 3 bed, 1f 1h bath Ranch	1	\$285,000	\$285,000
71866511	SLD	122 Spring St	Amherst, MA	5 room, 2 bed, 1f 0h bath Bungalow	5	\$289,000	\$292,000
71791825	SLD	15 Farmington Rd	Amherst, MA	7 room, 3 bed, 2f 1h bath Contemporary	125	\$289,900	\$285,000
71828583	SLD	185 Pelham Rd	Amherst, MA	7 room, 3 bed, 2f 0h bath Cape	49	\$296,000	\$289,000
71854103	SLD	74 Potwine Lane	Amherst, MA : South Amherst	7 room, 4 bed, 2f 0h bath Contemporary	36	\$299,900	\$299,900
71831267	SLD	9 McClure	Amherst, MA	7 room, 4 bed, 1f 1h bath Bungalow	151	\$299,900	\$270,500
71793182	SLD	36 East Leverett Road	Amherst, MA : North Amherst	7 room, 3 bed, 2f 0h bath Cape	121	\$299,900	\$295,000
71737607	SLD	428 Pine St	Amherst, MA	8 room, 4 bed, 2f 0h bath Colonial	371	\$299,900	\$288,400
71884913	SLD	23 Flintlock Ln	Amherst, MA	5 room, 2 bed, 2f 0h bath Contemporary	238	\$299,900	\$290,200
71835960	SLD	1034 West St	Amherst, MA	9 room, 3 bed, 1f 1h bath Ranch	70	\$305,000	\$280,000
71796200	SLD	55 High Point Drive	Amherst, MA	8 room, 4 bed, 2f 1h bath Contemporary	130	\$314,500	\$310,000

 <a href="#">71843159SLD</a>	1 Dwight Cir	Amherst, MA	8 room, 5 bed, 2f 0h bath Raised Ranch	9	\$314,900	\$314,900
 <a href="#">71832710SLD</a>	14 Ash Lane	Amherst, MA	8 room, 4 bed, 3f 0h bath Raised Ranch 	39	\$319,000	\$311,000
 <a href="#">71772300SLD</a>	7 Laurel Lane	Amherst, MA	8 room, 3 bed, 2f 1h bath Ranch 	160	\$321,900	\$321,900
 <a href="#">71816069SLD</a>	66 Berkshire Ter	Amherst, MA	6 room, 4 bed, 2f 0h bath Ranch 	24	\$325,000	\$307,560
 <a href="#">71826996SLD</a>	6 Grantwood Drive	Amherst, MA	7 room, 4 bed, 2f 0h bath Ranch 	52	\$329,000	\$315,000
 <a href="#">71842417SLD</a>	150 W Pomeroy Ln	Amherst, MA	6 room, 3 bed, 1f 1h bath Colonial	3	\$329,000	\$329,000
 <a href="#">71886646SLD</a>	16 Eames Avenue	Amherst, MA	7 room, 4 bed, 3f 0h bath Bungalow	9	\$329,000	\$320,000
 <a href="#">71808213SLD</a>	44 S Mount Holyoke Dr	Amherst, MA	9 room, 3 bed, 3f 0h bath Raised Ranch 	38	\$329,900	\$314,520
 <a href="#">71877527SLD</a>	59 Grantwood Drive	Amherst, MA	9 room, 4 bed, 2f 0h bath Cape	362	\$330,000	\$305,000
 <a href="#">71823046SLD</a>	84 Blackberry Lane	Amherst, MA	7 room, 4 bed, 2f 1h bath Colonial	91	\$334,000	\$329,000
 <a href="#">71803678SLD</a>	106 West Street	Amherst, MA	9 room, 3 bed, 2f 1h bath Colonial  	54	\$339,000	\$320,000
 <a href="#">71886150SLD</a>	24 Dennis Dr	Amherst, MA	6 room, 4 bed, 2f 1h bath Raised Ranch 	80	\$339,900	\$325,000
 <a href="#">71795447SLD</a>	209 Old Farm Road	Amherst, MA : East Amherst	7 room, 4 bed, 2f 1h bath Colonial	90	\$345,000	\$335,000
 <a href="#">71758597SLD</a>	131 Rolling Ridge Road	Amherst, MA : North Amherst	8 room, 4 bed, 3f 0h bath Raised Ranch 	176	\$349,900	\$325,000
 <a href="#">71853216SLD</a>	18 Plum Tree Rd	Amherst, MA	6 room, 2 bed, 1f 1h bath Cape	38	\$349,900	\$334,000
 <a href="#">71801654SLD</a>	20 Bridle Path	Amherst, MA	10 room, 5 bed, 3f 1h bath Colonial 	228	\$359,900	\$337,000
 <a href="#">71808332SLD</a>	61 Dennis Drive	Amherst, MA	10 room, 4 bed, 2f 0h bath Contemporary 	137	\$359,900	\$345,000
 <a href="#">71809452SLD</a>	90 McClellan St	Amherst, MA	5 room, 2 bed, 1f 0h bath Farmhouse 	22	\$359,900	\$360,000
 <a href="#">71880251SLD</a>	42 Hartman Road	Amherst, MA	8 room, 4 bed, 2f 0h bath Cape 	17	\$359,900	\$345,000
 <a href="#">71793404SLD</a>	1100 South East Street	Amherst, MA	6 room, 3 bed, 2f 1h bath Cape 	208	\$368,500	\$345,000
 <a href="#">71823011SLD</a>	60 Rolling Ridge Road	Amherst, MA	8 room, 3 bed, 2f 1h bath Ranch  	91	\$369,900	\$370,200
 <a href="#">71801217SLD</a>	150 Market Hill Rd	Amherst, MA	9 room, 4 bed, 2f 1h bath Contemporary	35	\$379,900	\$333,000
 <a href="#">71844638SLD</a>	15 Ladyslipper Circle	Amherst, MA : East Amherst	8 room, 4 bed, 2f 1h bath Contemporary 	50	\$389,900	\$388,000
 <a href="#">71795910SLD</a>	39 Old Town Rd.	Amherst, MA	10 room, 4 bed, 2f 0h bath Colonial 	75	\$429,000	\$429,000
 <a href="#">71646329SLD</a>	586-592 West St	Amherst, MA	8 room, 4 bed, 2f 0h bath Farmhouse  	452	\$429,000	\$421,000
 <a href="#">71827286SLD</a>	63 Pokeberry Ridge	Amherst, MA	8 room, 4 bed, 2f 0h bath Contemporary  	111	\$430,000	\$400,000
 <a href="#">71791377SLD</a>	36 Kettle Pond Rd	Amherst, MA	10 room, 4 bed, 2f 1h bath Colonial 	99	\$435,000	\$410,000
 <a href="#">71828488SLD</a>	138 Sunset Ave	Amherst, MA	8 room, 4 bed, 2f 1h bath Bungalow	19	\$439,000	\$423,900
 <a href="#">71898764SLD</a>	11 Indian Pipe Lane	Amherst, MA	6 room, 4 bed, 3f 1h bath Contemporary	60	\$439,900	\$439,050
 <a href="#">71821058SLD</a>	115 Blackberry Lane	Amherst, MA	10 room, 4 bed, 2f 1h bath Ranch	78	\$440,000	\$425,000
 <a href="#">71812481SLD</a>	27 Morgan Cir	Amherst, MA	7 room, 3 bed, 2f 1h bath Contemporary 	15	\$445,000	\$445,000
 <a href="#">71812973SLD</a>	70 Hillcrest Pl	Amherst, MA	9 room, 5 bed, 3f 0h bath Contemporary	43	\$449,900	\$437,000
 <a href="#">71825027SLD</a>	49 Ridgecrest Road	Amherst, MA	9 room, 4 bed, 3f 0h bath Colonial 	8	\$450,000	\$462,000
 <a href="#">71877485SLD</a>	190 Wildflower Drive	Amherst, MA	8 room, 4 bed, 3f 1h bath Colonial	101	\$459,900	\$445,000

	<a href="#">71795082SLD</a>	8 Weaver Cir	Amherst, MA	8 room, 4 bed, 3f 0h bath Colonial		8	\$460,000	\$460,000
	<a href="#">71734175SLD</a>	850 Belchertown Road	Amherst, MA : East Amherst	8 room, 3 bed, 2f 0h bath Cottage		300	\$469,000	\$441,000
	<a href="#">71764037SLD</a>	19 Trillium Way	Amherst, MA	7 room, 3 bed, 2f 1h bath Colonial		179	\$469,900	\$440,000
	<a href="#">71822229SLD</a>	18 Lilac Lane	Amherst, MA	14 room, 4 bed, 3f 0h bath Colonial		69	\$469,900	\$469,900
	<a href="#">71807466SLD</a>	489 Market Hill Road	Amherst, MA	11 room, 5 bed, 4f 0h bath Colonial		12	\$497,000	\$489,000
	<a href="#">71854313SLD</a>	285 Lincoln Ave	Amherst, MA	8 room, 4 bed, 2f 1h bath Colonial		160	\$499,000	\$475,000
	<a href="#">71833567SLD</a>	948 East Pleasant St	Amherst, MA	7 room, 3 bed, 2f 1h bath Cape		46	\$499,999	\$470,000
	<a href="#">71875399SLD</a>	210 NE Street	Amherst, MA	6 room, 3 bed, 1f 1h bath Colonial		4	\$500,000	\$475,000
	<a href="#">71714240SLD</a>	15 Alyssum Drive	Amherst, MA	9 room, 4 bed, 2f 1h bath Colonial		349	\$538,000	\$485,000
	<a href="#">71814851SLD</a>	95 Larkspur Dr	Amherst, MA	8 room, 4 bed, 2f 2h bath Contemporary		60	\$539,900	\$537,000
	<a href="#">71853861SLD</a>	31 Weaver Circle	Amherst, MA	9 room, 4 bed, 2f 1h bath Colonial		56	\$559,000	\$547,000
	<a href="#">71803236SLD</a>	26 Linden Ridge Road	Amherst, MA	8 room, 4 bed, 2f 1h bath Cape		118	\$560,000	\$545,000
	<a href="#">71848742SLD</a>	11 Bayberry Lane	Amherst, MA	13 room, 4 bed, 2f 1h bath Colonial		55	\$575,900	\$549,000
	<a href="#">71830508SLD</a>	54 Country Corners	Amherst, MA : South Amherst	12 room, 4 bed, 3f 0h bath Cape		70	\$599,900	\$575,000
	<a href="#">71790788SLD</a>	12 Canterbury Ln	Amherst, MA	9 room, 4 bed, 3f 1h bath Colonial		111	\$650,000	\$570,000
	<a href="#">71804805SLD</a>	14 S Orchard Dr	Amherst, MA	10 room, 5 bed, 3f 1h bath Colonial		180	\$699,000	\$676,000
	<a href="#">71810352SLD</a>	68 Linden Ridge Rd.	Amherst, MA : South Amherst	9 room, 5 bed, 5f 0h bath Contemporary		40	\$845,000	\$805,000

Single Family Listings: 83 Avg. Liv.Area SqFt: 2,078.81 Avg. List\$: \$369,265 Avg. List\$/SqFt: \$183 Avg. DOM: 105.06 Avg. DTO: 60.93  
 Avg. Sale\$: \$357,008 Avg. Sale\$/SqFt: \$178

Condominium Listings				SOLD			
MLS #	Status	Address	Town	Description	DOM	List Price	Sale Price
	<a href="#">71876676SLD</a>	170 E Hadley Rd U:12	Amherst, MA	3 room, 1 bed, 1f 1h bath Rowhouse		43	\$94,900 \$90,000
	<a href="#">71878019SLD</a>	27 Greenleaves Drive U:723	Amherst, MA	3 room, 1 bed, 1f 0h bath Garden		113	\$135,500 \$156,900
	<a href="#">71686123SLD</a>	24 Greenleaves Drive U:436	Amherst, MA	5 room, 2 bed, 1f 0h bath Mid-Rise		433	\$139,900 \$136,500
	<a href="#">71782581SLD</a>	26 Greenleaves Dr U:615	Amherst, MA	4 room, 2 bed, 1f 0h bath Garden		158	\$149,900 \$145,000
	<a href="#">71859715SLD</a>	170 E Hadley Rd U:41	Amherst, MA	5 room, 2 bed, 1f 1h bath Townhouse		34	\$149,900 \$149,900
	<a href="#">71792838SLD</a>	23 Greenleaves Dr U:131	Amherst, MA	5 room, 2 bed, 1f 0h bath Garden		164	\$154,900 \$154,400
	<a href="#">71809363SLD</a>	32 Autumn Ln U:32	Amherst, MA : South Amherst	5 room, 1 bed, 1f 0h bath Townhouse		88	\$157,900 \$156,000
	<a href="#">71698350SLD</a>	28 Webster Court U:28	Amherst, MA	5 room, 2 bed, 1f 0h bath Townhouse		1450	\$159,900 \$145,000
	<a href="#">71870301SLD</a>	42 Pine Grove U:42	Amherst, MA	4 room, 2 bed, 1f 0h bath Detached		460	\$169,000 \$155,500
	<a href="#">71852971SLD</a>	10 Bedford Ct U:10	Amherst, MA	5 room, 2 bed, 1f 0h bath Townhouse		74	\$169,900 \$162,650
	<a href="#">71817288SLD</a>	34 Webster Ct U:34	Amherst, MA	4 room, 2 bed, 1f 0h bath Townhouse		122	\$169,900 \$163,000
	<a href="#">71802626SLD</a>	20 Webster Court U:20	Amherst, MA	5 room, 2 bed, 1f 0h bath Townhouse		55	\$174,900 \$167,500
	<a href="#">71816075SLD</a>	26 Salem Pl U:26	Amherst, MA	6 room, 3 bed, 1f 1h bath Garden		142	\$174,900 \$167,000
	<a href="#">71637896SLD</a>	25 Greenleaves Drive U:528	Amherst, MA	4 room, 2 bed, 1f 0h bath Mid-Rise		1200	\$179,900 \$174,000
	<a href="#">71897482SLD</a>	27 Greenleaves Drive U:712	Amherst, MA	4 room, 2 bed, 1f 0h bath Garden		108	\$185,000 \$181,000
	<a href="#">71802242SLD</a>	26 Greenleaves Drive U:638	Amherst, MA	4 room, 2 bed, 2f 0h bath Mid-Rise		48	\$189,500 \$182,900
	<a href="#">71850048SLD</a>	6 Winston Court U:6	Amherst, MA	6 room, 3 bed, 1f 1h bath Townhouse		61	\$197,500 \$192,000
	<a href="#">71813460SLD</a>	83 Spaulding St U:83	Amherst, MA	6 room, 3 bed, 1f 1h bath Townhouse		22	\$198,000 \$185,000

<a href="#">71840038</a> SLD	85 Pine Grove U:85	Amherst, MA	5 room, 2 bed, 1f 1h bath	Townhouse	129	\$203,900	\$202,000
<a href="#">71717185</a> SLD	33 Pine Grove U:33	Amherst, MA	7 room, 3 bed, 2f 0h bath	Detached	329	\$212,500	\$194,700
<a href="#">71805537</a> SLD	1 Winston Court U:1	Amherst, MA : East Amherst	5 room, 3 bed, 1f 1h bath	Townhouse	111	\$214,900	\$210,000
<a href="#">71883747</a> SLD	46 Autumn Lane U:46	Amherst, MA	6 room, 3 bed, 1f 1h bath	Townhouse	421	\$218,500	\$215,000
<a href="#">71821045</a> SLD	12 McIntosh Dr U:12	Amherst, MA	5 room, 2 bed, 1f 1h bath	Townhouse	41	\$224,900	\$215,000
<a href="#">71846049</a> SLD	15 Autumn Ln U:15	Amherst, MA : South Amherst	5 room, 3 bed, 1f 1h bath	Townhouse	42	\$237,500	\$233,000
<a href="#">71799224</a> SLD	50 Amity Pl U:50	Amherst, MA	6 room, 3 bed, 2f 1h bath	Townhouse	37	\$265,000	\$265,000
<a href="#">71794284</a> SLD	64 Amity Pl U:64	Amherst, MA	6 room, 3 bed, 2f 1h bath	Townhouse	78	\$269,900	\$251,000
<a href="#">71898005</a> SLD	27 Greenleaves Drive U:716	Amherst, MA	5 room, 3 bed, 2f 0h bath	Garden	124	\$270,000	\$285,000
<a href="#">71804796</a> SLD	42 Pine Hollow U:42	Amherst, MA	4 room, 2 bed, 2f 1h bath	Townhouse	108	\$293,000	\$307,000
<a href="#">71899747</a> SLD	12 Amity Pl U:12	Amherst, MA	7 room, 4 bed, 3f 1h bath	Townhouse	29	\$319,000	\$319,000
<a href="#">71805684</a> SLD	7 Baldwin Lane U:7	Amherst, MA	6 room, 3 bed, 2f 0h bath	Garden	28	\$439,900	\$390,000
<a href="#">71660588</a> SLD	54 Pine Hollow U:54	Amherst, MA	5 room, 3 bed, 2f 0h bath	Garden	304	\$486,000	\$507,800

**Condominium Listings:** 31 Avg. Liv.Area SqFt: 1,163.77 Avg. List\$: \$213,106 Avg. List\$/SqFt: \$182 Avg. DOM: 211.48 Avg. DTO: 101.77  
**Avg. Sale\$: \$208,347 Avg. Sale\$/SqFt: \$178**

Multi-Family Listings				SOLD			
MLS #	Status	Address	Town	Description	DOM	List Price	Sale Price
<a href="#">71304997</a> SLD		69 Pelham Road	Amherst, MA	3 unit, 13 total room, 6 total bedroom	3 Family	310	\$299,000 \$235,000
<a href="#">71853722</a> SLD		5 Eames Pl	Amherst, MA	2 unit, 16 total room, 7 total bedroom	2 Family - 2 Units Up/Down	57	\$429,000 \$425,000

**Multi-Family Listings:** 2 Avg. Liv.Area SqFt: 2,558.00 Avg. List\$: \$364,000 Avg. List\$/SqFt: \$143 Avg. DOM: 183.50 Avg. DTO: 170.00  
**Avg. Sale\$: \$330,000 Avg. Sale\$/SqFt: \$127**

117 Listings

FOR SALE

Single Family Listings					
MLS #	Status	Address	Town	Description	DOMList Price
<a href="#">71903404</a>	CTG	136 Old Belchertown Rd	Amherst, MA	4 room, 1 bed, 1f 0h bath Ranch	64 \$137,900
<a href="#">71887361</a>	ACT	474 Old Montague Rd	Amherst, MA	4 room, 2 bed, 1f 0h bath Ranch	97 \$209,900
<a href="#">71857921</a>	ACT	31 Deepwoods Drive	Amherst, MA	6 room, 3 bed, 1f 0h bath Ranch	153 \$219,900
<a href="#">71896692</a>	ACT	11 Duxbury Lane	Amherst, MA	6 room, 3 bed, 1f 0h bath Ranch	78 \$234,900
<a href="#">71915333</a>	CTG	828 Main St	Amherst, MA	5 room, 3 bed, 1f 0h bath Ranch	41 \$235,000
<a href="#">71896596</a>	ACT	392 West St	Amherst, MA	8 room, 5 bed, 2f 0h bath Farmhouse	78 \$239,000
<a href="#">71887119</a>	ACT	91 State St	Amherst, MA	5 room, 3 bed, 1f 0h bath Ranch	98 \$245,000
<a href="#">71862562</a>	ACT	4 Dwight Circle	Amherst, MA	6 room, 3 bed, 1f 1h bath Ranch	146 \$249,000
<a href="#">71884666</a>	ACT	2 Edge Hill Place	Amherst, MA	6 room, 3 bed, 2f 0h bath Raised Ranch	103 \$250,000
<a href="#">71895879</a>	ACT	259 E Pleasant St	Amherst, MA	5 room, 2 bed, 1f 0h bath Cape	80 \$259,900
<a href="#">71822965</a>	CTG	615 Bay Rd	Amherst, MA	7 room, 4 bed, 2f 0h bath Farmhouse	209 \$259,900
<a href="#">71879610</a>	ACT	691 Bay Rd	Amherst, MA	7 room, 4 bed, 2f 0h bath Other (See Remarks)	112 \$265,000
<a href="#">71849637</a>	CTG	97 Logtown Rd	Amherst, MA	8 room, 4 bed, 2f 0h bath Colonial	166 \$269,900
<a href="#">71856750</a>	ACT	166 N Whitney St	Amherst, MA	6 room, 3 bed, 2f 0h bath Bungalow	157 \$274,900
<a href="#">71893629</a>	CTG	320 Pelham Rd	Amherst, MA	7 room, 4 bed, 2f 0h bath Cape	84 \$274,900
<a href="#">71903742</a>	ACT	127 Leverett Rd	Amherst, MA	7 room, 3 bed, 1f 1h bath Raised Ranch	63 \$275,000
<a href="#">71921736</a>	ACT	198 ALPINE DRIVE	Amherst, MA	8 room, 4 bed, 2f 0h bath Contemporary	27 \$279,000
<a href="#">71861717</a>	ACT	3 Mattoon Street	Amherst, MA	4 room, 2 bed, 1f 0h bath Bungalow	147 \$279,000
<a href="#">71884030</a>	ACT	66 East Leverett Road	Amherst, MA	6 room, 3 bed, 2f 0h bath Cape	104 \$279,000
<a href="#">71831524</a>	CTG	147 Bay Rd	Amherst, MA	6 room, 3 bed, 2f 0h bath Ranch	194 \$279,900
<a href="#">71498408</a>	ACT	57 Valley View Cir	Amherst, MA	6 room, 3 bed, 1f 0h bath Ranch	964 \$294,500
<a href="#">71918202</a>	CTG	87 Stony Hill Road	Amherst, MA	9 room, 4 bed, 3f 0h bath Ranch	34 \$298,000
<a href="#">71801984</a>	ACT	138 Columbia Drive	Amherst, MA	7 room, 4 bed, 2f 0h bath Colonial	245 \$299,900
<a href="#">71855342</a>	ACT	62 Triangle St	Amherst, MA	6 room, 3 bed, 2f 0h bath Cape	158 \$299,900
<a href="#">71909895</a>	ACT	724 Bay Rd	Amherst, MA	8 room, 4 bed, 2f 1h bath Raised Ranch	53 \$310,000
<a href="#">71903120</a>	ACT	105 Leverett Road	Amherst, MA	7 room, 3 bed, 2f 0h bath Raised Ranch	67 \$322,500
<a href="#">71918783</a>	ACT	161 Pomeroy Lane	Amherst, MA	7 room, 3 bed, 2f 0h bath Cape	33 \$325,000
<a href="#">71686818</a>	ACT	34 Berkshire Terrace	Amherst, MA	6 room, 3 bed, 2f 0h bath Ranch	538 \$329,000
<a href="#">71708554</a>	ACT	112 High Point Drive	Amherst, MA	9 room, 5 bed, 2f 0h bath Raised Ranch	501 \$329,900
<a href="#">71817176</a>	ACT	15 Wentworth Manor Dr.	Amherst, MA	6 room, 3 bed, 2f 0h bath Raised Ranch	216 \$329,900
<a href="#">71884662</a>	ACT	34 Dennis Drive	Amherst, MA	8 room, 3 bed, 2f 1h bath Raised Ranch	515 \$334,500
<a href="#">71921621</a>	ACT	121 Glendale Road	Amherst, MA : South Amherst	9 room, 3 bed, 2f 0h bath Ranch	27 \$335,000
<a href="#">71865837</a>	ACT	563 Bay Road	Amherst, MA	11 room, 4 bed, 3f 0h bath Colonial	140 \$339,000
<a href="#">71898770</a>	ACT	4 Ball Lane	Amherst, MA : North Amherst	7 room, 3 bed, 2f 0h bath Farmhouse	74 \$339,900
<a href="#">71917438</a>	ACT	212 North East Street	Amherst, MA	5 room, 3 bed, 2f 0h bath Ranch	38 \$340,000
<a href="#">71883557</a>	ACT	195 Heatherstone Road	Amherst, MA	12 room, 4 bed, 3f 1h bath Colonial	105 \$349,900
<a href="#">71866433</a>	ACT	34 Tamarack Dr	Amherst, MA	10 room, 4 bed, 3f 0h bath Contemporary	139 \$349,900
<a href="#">71891062</a>	ACT	35 Pelham Rd	Amherst, MA	8 room, 3 bed, 2f 0h bath Antique	94 \$350,000
<a href="#">71859798</a>	ACT	20 Palley Village Pl	Amherst, MA	6 room, 3 bed, 2f 0h bath Ranch	152 \$369,888
<a href="#">71733571</a>	ACT	751 N East St	Amherst, MA	11 room, 5 bed, 4f 0h bath Farmhouse	446 \$369,900
<a href="#">71922907</a>	ACT	15 Taylor St	Amherst, MA	7 room, 4 bed, 2f 0h bath Cape	25 \$379,900
<a href="#">71886836</a>	ACT	33 Mountain View Cir	Amherst, MA : South Amherst	9 room, 3 bed, 3f 0h bath Contemporary	87 \$399,900

	<a href="#">71866952</a> ACT	172 Rolling Ridge Road	Amherst, MA	10 room, 5 bed, 2f 1h bath Colonial		138	\$415,000
	<a href="#">71810362</a> ACT	783 Bay Rd	Amherst, MA	11 room, 4 bed, 2f 1h bath Colonial		228	\$424,900
	<a href="#">70943126</a> ACT	9 Palley Village	Amherst, MA	8 room, 5 bed, 3f 0h bath Cape		2324	\$428,900
	<a href="#">71393427</a> ACT	30 Palley Village	Amherst, MA	6 room, 3 bed, 2f 0h bath Cape		1257	\$464,000
	<a href="#">71859791</a> ACT	73 Flat Hills RD.	Amherst, MA	9 room, 4 bed, 3f 1h bath Contemporary		151	\$479,900
	<a href="#">71386215</a> ACT	24 Palley Village	Amherst, MA	8 room, 4 bed, 2f 2h bath Colonial		1273	\$485,000
	<a href="#">71918197</a> CTG	56 Sheerman Lane	Amherst, MA	8 room, 4 bed, 2f 1h bath Garrison		34	\$485,000
	<a href="#">71925967</a> ACT	19 Farview Way	Amherst, MA	8 room, 5 bed, 3f 0h bath Cape		17	\$499,000
	<a href="#">71860672</a> ACT	100 Summer Street	Amherst, MA	7 room, 4 bed, 2f 1h bath Contemporary		158	\$499,000
	<a href="#">71903318</a> ACT	55 Pokeberry Rdg	Amherst, MA	8 room, 4 bed, 2f 1h bath Cottage		66	\$539,900
	<a href="#">71913777</a> ACT	150 Blackberry Ln	Amherst, MA : North Amherst	9 room, 5 bed, 2f 1h bath Colonial		45	\$589,000
	<a href="#">71639544</a> ACT	974 East Pleasant Street	Amherst, MA	7 room, 4 bed, 3f 0h bath Contemporary		623	\$595,000
	<a href="#">71639747</a> ACT	976 East Pleasant Street	Amherst, MA	8 room, 3 bed, 2f 1h bath Contemporary		622	\$599,000
	<a href="#">71640634</a> ACT	32 North Prospect Street	Amherst, MA	15 room, 6 bed, 2f 0h bath Victorian		620	\$599,900
	<a href="#">71841016</a> ACT	35 Woodlot Rd	Amherst, MA	12 room, 5 bed, 3f 1h bath Contemporary		179	\$599,900
	<a href="#">71663077</a> ACT	349 Leverett Road	Amherst, MA	15 room, 7 bed, 6f 2h bath Cape		575	\$650,000
	<a href="#">71845018</a> ACT	21 Linden Ridge	Amherst, MA : South Amherst	9 room, 4 bed, 3f 0h bath Colonial		173	\$674,900
	<a href="#">71875463</a> ACT	39 Tanglewood Rd	Amherst, MA	14 room, 5 bed, 3f 1h bath Contemporary		123	\$674,900
	<a href="#">71755693</a> ACT	1194 West Street	Amherst, MA	7 room, 4 bed, 2f 0h bath Cape		396	\$675,000
	<a href="#">71854944</a> ACT	82 Linden Ridge Road	Amherst, MA	9 room, 3 bed, 3f 1h bath Cottage		160	\$679,900
	<a href="#">71746375</a> ACT	10 Evening Star Dr	Amherst, MA : South Amherst	8 room, 4 bed, 4f 2h bath Contemporary		422	\$749,900
	<a href="#">71865604</a> ACT	19 Hawthorn Rd	Amherst, MA	10 room, 4 bed, 3f 1h bath Colonial		140	\$779,000
	<a href="#">71839159</a> ACT	156 Shutesbury Road	Amherst, MA	12 room, 4 bed, 4f 1h bath Contemporary		182	\$869,900
	<a href="#">71801590</a> ACT	784 South East St	Amherst, MA	10 room, 4 bed, 3f 1h bath Farmhouse		245	\$1,350,000




Single Family Listings: 66 Avg. Liv.Area SqFt: 2,074.45 Avg. List\$: \$412,429 Avg. List\$/SqFt: \$208 Avg. DOM: 257.62 Avg. DTO: 81.50

### Condominium Listings

MLS #	Status	Address	Town	Description	DOM	List Price
	<a href="#">71898708</a> ACT	170 E Hadley Rd U:89	Amherst, MA	3 room, 1 bed, 1f 0h bath Garden		75 \$94,900
	<a href="#">71810379</a> ACT	26 Greenleaves Dr U:633	Amherst, MA	3 room, 1 bed, 1f 0h bath Garden		217 \$105,000
	<a href="#">71916011</a> ACT	24 Greenleaves Drive U:405	Amherst, MA	3 room, 1 bed, 1f 0h bath Garden		40 \$124,900
	<a href="#">71922937</a> ACT	170 E Hadley Rd U:75	Amherst, MA : Mill Valley	5 room, 2 bed, 1f 1h bath Townhouse		25 \$125,000
	<a href="#">71929062</a> ACT	25 Pine Grove U:25	Amherst, MA	4 room, 1 bed, 1f 0h bath Townhouse		10 \$132,000
	<a href="#">71908902</a> ACT	27 Greenleaves Drive U:721	Amherst, MA	3 room, 1 bed, 1f 0h bath Garden		54 \$132,500
	<a href="#">71825467</a> ACT	27 Greenleaves Drive U:705	Amherst, MA	3 room, 1 bed, 1f 0h bath Garden		202 \$135,500
	<a href="#">71897345</a> ACT	27 Greenleaves Drive U:706	Amherst, MA	3 room, 1 bed, 1f 0h bath Mid-Rise		76 \$135,500
	<a href="#">71897425</a> ACT	27 Greenleaves Drive U:709	Amherst, MA	3 room, 1 bed, 1f 0h bath Garden		76 \$135,500
	<a href="#">71897351</a> ACT	27 Greenleaves Drive U:708	Amherst, MA	3 room, 1 bed, 1f 0h bath Garden		76 \$136,500
	<a href="#">71840587</a> ACT	170 E Hadley Rd U:74	Amherst, MA	5 room, 2 bed, 1f 1h bath Townhouse		180 \$137,900
	<a href="#">71926206</a> ACT	23 Greenleaves Dr U:112	Amherst, MA	5 room, 2 bed, 1f 0h bath Mid-Rise		18 \$139,900
	<a href="#">71723997</a> CTG	23 Greenleaves Drive U:130	Amherst, MA	5 room, 2 bed, 1f 0h bath High-Rise		657 \$142,900
	<a href="#">71890869</a> ACT	170 East Hadley Road U:65	Amherst, MA	5 room, 2 bed, 1f 1h bath Townhouse		90 \$145,900
	<a href="#">71637822</a> ACT	26 Greenleaves Drive U:604	Amherst, MA	4 room, 2 bed, 1f 0h bath Mid-Rise		1355 \$150,000
	<a href="#">71908783</a> ACT	27 Greenleaves Drive U:719	Amherst, MA	3 room, 1 bed, 1f 0h bath Garden		54 \$160,000
	<a href="#">71909084</a> ACT	27 Greenleaves Drive U:731	Amherst, MA	3 room, 1 bed, 1f 0h bath Mid-Rise		54 \$160,000
	<a href="#">71908806</a> ACT	27 Greenleaves Drive U:720	Amherst, MA	4 room, 2 bed, 1f 0h bath Garden		54 \$184,000
	<a href="#">71825407</a> ACT	27 Greenleaves Drive U:702	Amherst, MA	4 room, 2 bed, 1f 1h bath Garden		202 \$185,000

<input type="checkbox"/>	<a href="#">71825377</a>	ACT	27 Greenleaves Drive U:701	Amherst, MA	4 room, 2 bed, 1f 1h bath Garden	202	\$191,200
<input type="checkbox"/>	<a href="#">71897988</a>	ACT	27 Greenleaves Drive U:715	Amherst, MA	4 room, 2 bed, 1f 1h bath Garden	75	\$191,200
<input type="checkbox"/>	<a href="#">71897502</a>	ACT	27 Greenleaves Drive U:713	Amherst, MA	4 room, 2 bed, 1f 1h bath Garden	76	\$191,200
<input type="checkbox"/>	<a href="#">71897892</a>	ACT	27 Greenleaves Drive U:714	Amherst, MA	4 room, 2 bed, 1f 1h bath Garden	75	\$198,600
<input type="checkbox"/>	<a href="#">71908927</a>	ACT	27 Greenleaves Drive U:724	Amherst, MA	4 room, 2 bed, 1f 1h bath Mid-Rise	54	\$198,600
<input type="checkbox"/>	<a href="#">71909147</a>	ACT	27 Greenleaves Drive U:738	Amherst, MA	4 room, 2 bed, 1f 1h bath Garden	54	\$198,600
<input type="checkbox"/>	<a href="#">71908915</a>	ACT	27 Greenleaves Drive U:722	Amherst, MA	4 room, 2 bed, 2f 0h bath Garden	54	\$207,500
<input type="checkbox"/>	<a href="#">71909115</a>	ACT	27 Greenleaves Drive U:736	Amherst, MA	4 room, 2 bed, 2f 0h bath Garden	85	\$207,500
<input type="checkbox"/>	<a href="#">71909131</a>	ACT	27 Greenleaves Drive U:737	Amherst, MA	4 room, 2 bed, 2f 0h bath Garden	54	\$207,500
<input type="checkbox"/>	<a href="#">71908945</a>	ACT	27 Greenleaves Drive U:725	Amherst, MA	4 room, 2 bed, 2f 0h bath Garden	54	\$207,500
<input type="checkbox"/>	<a href="#">71897454</a>	ACT	27 Greenleaves Drive U:710	Amherst, MA	4 room, 2 bed, 2f 0h bath Garden	76	\$207,500
<input type="checkbox"/>	<a href="#">71897473</a>	ACT	27 Greenleaves Drive U:711	Amherst, MA	4 room, 2 bed, 2f 0h bath Garden	76	\$207,500
<input type="checkbox"/>	<a href="#">71825458</a>	ACT	27 Greenleaves Drive U:704	Amherst, MA	4 room, 2 bed, 2f 0h bath Garden	202	\$207,500
<input type="checkbox"/>	<a href="#">71925468</a>	ACT	25 Greenleaves Drive U:511	Amherst, MA	4 room, 2 bed, 2f 0h bath Garden	18	\$222,000
<input type="checkbox"/>	<a href="#">71926530</a>	ACT	37 Autumn Lane U:37	Amherst, MA	5 room, 2 bed, 1f 1h bath Townhouse	15	\$229,900
<input type="checkbox"/>	<a href="#">71909099</a>	ACT	27 Greenleaves Drive U:732	Amherst, MA	4 room, 2 bed, 2f 0h bath Garden	54	\$232,000
<input type="checkbox"/>	<a href="#">71825519</a>	ACT	27 Greenleaves Drive U:718	Amherst, MA	4 room, 2 bed, 2f 0h bath Garden	202	\$232,000
<input type="checkbox"/>	<a href="#">71909031</a>	ACT	27 Greenleaves Drive U:718	Amherst, MA	4 room, 2 bed, 2f 0h bath Garden	223	\$232,000
<input type="checkbox"/>	<a href="#">71825500</a>	ACT	27 Greenleaves Drive U:707	Amherst, MA	4 room, 1 bed, 1f 0h bath Garden	202	\$234,000
<input type="checkbox"/>	<a href="#">71901032</a>	ACT	3 Chadwick Court U:3	Amherst, MA	6 room, 3 bed, 2f 1h bath Townhouse	63	\$249,900
<input type="checkbox"/>	<a href="#">71846902</a>	EXT	30 Amity Pl U:30	Amherst, MA	6 room, 3 bed, 2f 1h bath Townhouse  	179	\$259,900
<input type="checkbox"/>	<a href="#">71930935</a>	ACT	50 AUTUMN LANE U:50	Amherst, MA	7 room, 3 bed, 2f 1h bath Townhouse	4	\$269,900
<input type="checkbox"/>	<a href="#">71909073</a>	ACT	27 Greenleaves Drive U:730	Amherst, MA	5 room, 3 bed, 2f 0h bath Garden	54	\$270,000
<input type="checkbox"/>	<a href="#">71691351</a>	ACT	13 Potwine Lane U:13	Amherst, MA	5 room, 3 bed, 2f 0h bath Rowhouse	483	\$275,000
<input type="checkbox"/>	<a href="#">71691353</a>	ACT	11 Potwine Lane U:11	Amherst, MA	5 room, 3 bed, 2f 0h bath Rowhouse	532	\$275,000
<input type="checkbox"/>	<a href="#">71902587</a>	ACT	51 Amity Place U:51	Amherst, MA	6 room, 2 bed, 2f 1h bath Townhouse	66	\$285,000
<input type="checkbox"/>	<a href="#">71805572</a>	ACT	53 Pine Hollow U:53	Amherst, MA : Factory Hollow	8 room, 3 bed, 2f 1h bath Townhouse	237	\$543,000
<input type="checkbox"/>	<a href="#">71646825</a>	ACT	51 Pine Hollow U:51	Amherst, MA	8 room, 3 bed, 2f 1h bath Townhouse  	606	\$557,000

Condominium Listings: 47 Avg. Liv.Area SqFt: 1,050.23 Avg. List\$: \$205,349 Avg. List\$/SqFt: \$194 Avg. DOM: 161.49 Avg. DTO: 444.00

Multi-Family Listings						
MLS #	Status	Address	Town	Description	DOM	List Price
<input type="checkbox"/>	<a href="#">71663997</a>	ACT	751 N East St	Amherst, MA	2 unit, 11 total room, 6 total bedroom 2 Family  	572 \$369,900
<input type="checkbox"/>	<a href="#">71928765</a>	ACT	1379-1381 South East St	Amherst, MA	2 unit, 16 total room, 9 total bedroom 2 Family - 2 Units Side by Side	10 \$535,000
<input type="checkbox"/>	<a href="#">71912522</a>	ACT	16 Tyler Place	Amherst, MA	2 unit, 14 total room, 4 total bedroom 2 Family - 2 Units Up/Down	52 \$550,000
<input type="checkbox"/>	<a href="#">71641361</a>	ACT	349 Leverett Road	Amherst, MA	2 unit, 15 total room, 7 total bedroom 2 Family 	620 \$650,000

Multi-Family Listings: 4 Avg. Liv.Area SqFt: 3,655.50 Avg. List\$: \$526,225 Avg. List\$/SqFt: \$150 Avg. DOM: 313.50 Avg. DTO:



# BUYING A HOME?

Don't know where to start?

*VALLEY CDC offers free one-on-one counseling to help you navigate the buying process.*



**Stop renting.**

**Start owning.**

Our qualified staff will help you evaluate your credit and find responsible financing options that meet your needs so that you can say goodbye to rent payments and hello to sustainable homeownership.

Affordably priced homes.

Low interest rates.

*Now is the time to buy.*

## CONTACT US TODAY

(413) 586-5855 x 180 | [dc@valleycdc.com](mailto:dc@valleycdc.com)



VALLEY CDC  
30 Market Street, Northampton MA 01060  
(413) 586-5855 x 180 | [valleycdc.com](http://valleycdc.com) | [dc@valleycdc.com](mailto:dc@valleycdc.com)  
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# FIRST TIME HOMEBUYER?



Attend a Four-Part Workshop Series Sponsored By  
Freedom Credit Union and Valley CDC

MONDAYS, NOV 2<sup>ND</sup>, 9<sup>TH</sup>, 16<sup>TH</sup>, 23<sup>RD</sup>

6:00 – 9:00 PM

**Bangs Community Center**

70 Boltwood Walk, Amherst

Are you wondering if, when, and how to buy a home you can afford?

- Get the facts from professionals in Law, Banking, Real Estate, Insurance, Home Inspection and more!
- A certified course recognized by ONE Mortgages and MassHousing. This series helps you qualify for special mortgage products! (Requires attendance at all 4 classes.)

## Freedom Credit Union

**Tony Sanches**

Loan Officer.

NMLS #476943

645 Center Street

Ludlow, MA 01056

P. 413-505-5762

F. 413-583-4580

C. 413-575-8362

E-Mail: asanches@freedom.coop



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**\$50 COVERS 2  
ADULTS FOR ALL 4  
SESSIONS!**

**SPACE IS LIMITED!  
REGISTER NOW!**

Go to: [www.valleycdc.com](http://www.valleycdc.com)  
(Follow workshop links)  
Or  
E-Mail: [fs@valleycdc.com](mailto:fs@valleycdc.com)  
PH: 413-586-5855 Ext. 160



**EQUAL HOUSING  
LENDER**



**United  
Way**



# FEARING FORECLOSURE?

*There's Hope*

## FORECLOSURE PREVENTION & FINANCIAL LITERACY

*Free and Confidential Counseling*

Personal \* Professional \* Successful

Free counseling is available to Hampshire County homeowners of any income who fear that they are at risk of foreclosure or who have had their loan(s) modified previously but still need help with financial management.

We will:

- Help you to understand your options
- Set up a plan of action designed specifically for your situation
- Help you follow through with this plan of action to reach the best possible outcome for you and your family.

**CALL TODAY**

**Contact Donna Cabana, Homeownership Counselor:**

**413.586.5855 x180**

**[dc@valleycdc.com](mailto:dc@valleycdc.com)**

Valley Community Development Corporation  
30 Market Street, Northampton, MA 01060

# VALLEY COMMUNITY DEVELOPMENT CORPORATION

## 2015 ANNUAL REPORT, Valley CDC's First Time Home Buyer Pre-Purchase Workshops

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### I Overview: Our First Time Home Buyer Pre-Purchase Workshops

#### What, When and Where:

- Four part, 3-hour workshop for people exploring first time home ownership
- Monthly, January - November
- Weekday Nights
- Florence, Easthampton and Amherst at our sponsors' or community sites (Bangs Community Center)
- Fee: 50/household for entire series
- Refreshments!

#### Who Teaches It?

- Volunteer speakers are local lenders, and licensed Realtors, home inspectors, insurance agents, and attorneys who explain key steps and issues in the home buying process.
- Rotating Presenters: Approximately 12 area professionals who volunteer their time.
- Valley CDC (Fern)

#### Who Funds It? Sponsors are local banks and a credit union

#### Who Attends? A diverse range of First Time Homebuyers from both urban and rural communities

- Majority are low and moderate income community members from Hampshire County, but we see people with higher incomes as well.
- Majority have student loans
- Hampshire County dominates but we also see people from Hampden, Franklin and Berkshire. .
- Most are white, with some Hispanic, Black and Asian participants attending each workshop.
- More participants for whom English is a second language in last 2 to 3 years, we're seeing
- Ages are primarily early to mid 30's, but also see 50 to 65 years of age.
- Welcome participants with disabilities that include hearing and physical challenges and we follow ADA guidelines for accessibility.
- Most Have Never Bought A Home but some did years ago or left due to divorce

#### Our Role

- Coordinate all program logistics from marketing to registration.
- Marketing: Monthly Constant Contact (4200 emails to businesses, non profit agencies, municipalities and the public), online calendar and newspaper, hard copy newspapers and fliers at sponsor sites
- Fern Selesnick represents Valley CDC weekly (presents and facilitate), collaborates with speakers and sponsors, registers students and connects them with added counseling service at our office
- Workshop topics include budgeting, credit and Fair Housing law, and updates on special loans and grants to reduce down payments and/or closing cost.
- Workshop packets are provided on the above and more and constantly updated.
- Speakers provide educational literature as well.
- Curriculum and Certificates: We follow a curriculum approved by CHAPA (Citizen's Housing and Planning Association). CHAPA certifies our workshops, which enables us to grant certificates of achievement to participants who complete the series. The certificates are valuable and will be explained in more detail soon.

#### Consumer Education Focus

- Clear, unbiased, up to date information on all major components of home buying.
- Emphasis on using local and regional lenders and licensed, reputable professionals
- Recommend non profit agencies for help with debt and credit issues
- Non Endorsement Policy means we don't steer participants to use any particular businesses, but instead, encourage comparison shopping and carefully checking out lenders and business's reputations.



**VALLEY COMMUNITY DEVELOPMENT CORPORATION**  
2015 ANNUAL REPORT, Valley CDC's First Time Home Buyer Pre-Purchase Workshops

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**II Changes and Trends: What's the Same and What's New? (Mostly What's New)**

- Consistent focus, consistent sponsors, consistent locations.
- Consistent trend of more informed, pro-active participants with lots of questions
- Consistently full workshops. Continue to fill quickly with approximately 30 or more individuals in a class and about 18 households. Still crunching numbers but estimate having awarded between 225 and 275 certificates this year.
- Consistent trend of better-informed participants who ask excellent, pro-active questions.
- Consistent addition of participants for whom English is not a first language (Spanish, African, Middle Eastern)
- Consistent increase in the number of participants who register online versus email and phone.
- Consistent presence of one-two participants who will not put away their cell phones in class.
- Continued impact of financial pressures and not enough time-Continued Late Arrivals and Make Up Sessions

**RELATED, INTENSIFIED TREND**

- Repeatedly Cancelled Make Up Sessions!

**CHANGES**

- **Internal Changes-Data Collection!** As an agency, we're making major changes in how we collect data and what we track and we're switching to a single database (Sales Force) to do this.
  - **Why**
    - **For Funders:** More effective information tracking
    - **Valley CDC's Goals:** Capturing data on *all* participants to better understand their needs and serve them, ensure reaching underserved populations and make concerted efforts to reach those not accessing our services now
  - **Impact on Workshops**
    - Foresee more marketing to reach under served populations
    - Simpler online registration
    - Improved tracking of attendance, certificates and who buys a home
    - Tweaks to the information we gather in class
- **Big Picture Changes:** TRID (the "TILA (Truth In Lending) RESPA Integrated Disclosure Rule) is mandated by the Consumer Financial Protection Bureau to clarify the way consumers receive information about mortgage loans.
  - Intent: increase transparency and accuracy about the real cost of a loan and give borrowers the opportunity to shop for additional services.
  - Impacts everything from legal paperwork and who administers it to the time frame for closing on a home.
  - **Curriculum Changes.** Many content changes due to the TRID impact what we teach. CHAPA is in the midst of revising our curriculum but I now adapt the content monthly as more information is known. *Changes to content are frequent and rapid!*
  - **Addition of a Workshop Mantra:** "Everything Changes" - Participants receive this reminder weekly.