



AFFORDABLE HOMES

of SOUTH TEXAS, Inc.

A NON-PROFIT HOUSING INITIATIVE SINCE 1976



August 2011

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EVERYDAY HEROES



What began as a son visiting his mother and brother during a recent trip to the Valley quickly became a nightmarish experience as he entered their home. John's mother Maria and brother, Tony, were living in a dilapidated 500 sq. ft. frame home with no a/c or heat. The home was built in 1948 and had no type of insulation plus there were large holes in the ceiling.

John quickly realized that something needed to be done about their situation and brought them in to AHSTI to discuss ways to help. Through the New Beginnings Program, they were able to qualify for a new 2 bedroom-1 bath frame home with central a/c and heat and approximately 775 sq. ft. In about 3 months, their old home will be demolished and the new home built on their existing lot. An 82 year old mother and 63 year old son will have an opportunity to begin anew and live out the remainder of their years in a healthy and happy home.



FORECLOSURE PREVENTION IN ACTION



In January 2011, Ms. Lopez of McAllen came to AHSTI seeking assistance. As a small business owner, Ms. Lopez had suffered a significant reduction in income due to the recent economic turbulence. Although she was not behind on her loan she was struggling to make ends meet. Her mortgage interest was at 8% and her payment was

just too much for her to handle. After consulting with our loss intervention foreclosure counselor, she found out that through the HAMP program you didn't have to be behind on your loan to ask for assistance. She just needed to provide proof of hardship. Seven months later, and after going through a trial period, her loan was modified from 8% to 2% rate. Now, Ms. Lopez is a relieved and happy home owner knowing that she can now afford to stay in her home. She appreciates AHSTI's hard work and efforts.

MID-VALLEY HOME BUYER'S FAIR



The Mid-Valley Homebuyer's Fair was recently held on Saturday, August 13, 2011 at Victoria Palms Resort in Donna. Prospective homebuyer's attended the event to obtain information and speak with various mortgage companies, home builders, real estate companies, home improvement trades, and many others.

The Mid-Valley Home Buyer's Fair wrapped a series of summer Home Buyer Fair events with the first one being held earlier in June in McAllen. Both events combined brought together over 1,700 people to take advantage of the educational workshops on the home buying process. Participants expressed their satisfaction in getting to meet many vendors from whom they obtained valuable information. Many attendees were able to judge their mortgage readiness by accessing our credit report stations to obtain a free copy of their credit report.

We look forward to next year's Home Buyer's Fair events. In the meantime, anyone interested can visit www.thehomebuyersfair.org to access valuable tools and resources that will aid them in achieving the dream of home ownership. Many thanks to our sponsors of the Home Buyer's Fair in McAllen and Donna. We will see you next year!



CLIENT SURVEY RESULTS

Every quarter, AHSTI surveys clients that have closed on a home during this time period. The results of the most recent quarterly surveys were positive and indicated that AHSTI is providing quality customer service before, during, and after the home purchase. Here are just some of the comments they provided:

"I feel extremely excited and speechless overall. This process [of purchasing a home] has been a great experience and will be the beginning foundation for my children and their future."

" Everything was excellent ... I love the class that you gave us because now we have ideas how to organize our payments."

"It [owning our own home] has impacted our lives greatly. My daughter has her own room and doesn't have to share a room with mommy and daddy. We no longer have to depend on family for shelter."

ENERGY TIP



Check around your house to see if devices are unnecessarily plugged in. Cell phones, MP3 Player chargers, and appliances are still drawing power when not in use.

Switch computers off or use the computer's power management settings to allow standby mode when it's not needed. A computer can use as much electricity as a new refrigerator! You've seen those funny looking bulbs? Use them! Compact Fluorescent Lights (CFL's) are 70% more efficient than incandescent bulbs and about \$2 a piece. You'll see a return on your investment in just a few months!

Take a look at the lights you burn. Turn off lights in rooms not being used. Consider switching to lower wattage bulbs. Did you know that a 100-watt regular light bulb costs a penny an hour to operate?

To view more energy savings tips visit www.togetherwesave.com

Staff

Robert A. Calvillo, Executive Director

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Fred Munguia, Construction Director

Ken DeJarnett, Director of Real Estate Services

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Martin Medina, Director of Strategic Initiatives

Nora H. Garcia, Legal Secretary /HR Assistant

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Aidee De La Fuente, Homeownership Center Manager

Karla Garcia, Contract Compliance Administrator

Glenda N. Quintanilla, Accounting Assistant

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Ismael Barco, Information Technology Specialist

Gustavo Garcia, Rehab Specialist

Tony Fernandez, Construction Coordinator

Frank Tafolla, NSP Program Manager

Barbara Trevino, Administrative Assistant

Jasmin Davila, Loan Production Coordinator

Rick Ramirez, Accounting Supervisor

Aileen Celestino, Collections/ Foreclosure Counselor

Esmeralda Varela, Customer Service Representative

Patricia Garza, Community Development Coordinator

Diana Martinez, Community Stabilization Coordinator

Marisol Ledezma, Accounting Assistant



HCH REALTY-FEATURED PROPERTY



HOMES | COMMUNITY | HOPE

This 3 Bedroom/ 2 Bath home located in McAllen, TX is a perfect home for the beginning family. Built in 1994, this 1,362 sq. ft. home sits on a 69x100 lot in Gardenia Terrace Subdivision. The home includes a separate living

and dining area, laundry room, and 2-car garage. This home is currently zoned to Garza Elementary School, Fossum Middle School, and Nikki Rowe High School.

E-mail Gracie Montalvo at gmontalvo@hchrealty.org for more information. **MLS # R144871A - List Price: \$102,500**



WELCOME KEN



AHSTI is proud to announce the addition of Ken DeJarnett as Director of Real Estate Services for HCH realty. Ken has extensive experience in real estate as a licensed real estate broker, homebuilder, civil engineer and mortgage broker. Amongst his many accomplishments, Ken served as Chairman of the Texas Housing

Agency and is a Lifetime Board Member of the National Association of Homebuilders.

Ken has managed successful real estate firms and homebuilding operations. Ken is extremely knowledgeable and very much a gentleman. He resides in McAllen with his wife Brenda and has three children.

HAPPY BIRTHDAY!

Esmeralda Varela	August 4
Martin Medina	August 5
Patricia Garza	August 12
Jasmin Davila	August 12
Gustavo Garcia	August 15



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For more information please call the DHH Marketing
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EMPLOYMENT ANNIVERSARY

Gus Garcia 6 years

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