

2018 Workforce Housing Program Annual Monitoring Report

Name of Project: Darley Green
Claymont, Delaware

Description of Location: Council District 8. Darley Green is located north of Philadelphia Pike and west of Darley Road. The Claymont Library is situated on the property. DART bus Routes 1 & 61 service the area. Claymont Train Station is less than a mile away.

Property Owner: Darleycap, LLC (Louis J. Capano, III)
105 Foulk Road
Wilmington, DE 19803

<u>Number of Units Approved:</u>	869
<u>Number of Units Completed:</u>	574
<u>Percentage of Total Units Completed:</u>	66.1%
<u>Number of Workforce Housing Units Required:</u>	107
Workforce Housing Units Sold:	22
<u>Percentage of WFH Units Completed:</u>	20.6%

**as of September 30, 2018*

On June 22, 2018, Tasheena Friend and Stephanie Rizzo performed the annual monitoring inspection for Darley Green. LC Homes has participated in the Workforce Housing Program for the first full year. Linda McGuin attended the Annual Monitoring inspection for LC Homes. They have closed on four (4) workforce housing units. Their preferred lender is actually a broker, but the buyer does not pay any broker fee. She informed the Department that LC Homes is offering settlement assistance and discounts on upgrades for buyers wishing to participate in the program. A new assistant was introduced. Questions were asked regarding the program. Discussion and answers were given.

Robin Chase participated in the Annual Monitoring inspection from Montchanin Builders. Montchanin Builders is very familiar with the Workforce Housing program, as they have been the primary builder selling Workforce Housing units at Darley Green. Montchanin Builders had very few questions, but it was discussed that situations are unique and the debt-to-income (DTI) requirement has or will disqualify buyers.

Montchanin Builders was unaware that renting may be an option. There must be a homeownership/rental mix keeping consistent with the Claymont Community Redevelopment Plan and the Brookview Design Guidelines. Homeownership rate must be greater than 65%, which exceeds the current homeownership rate in Claymont. There are 265 apartments, not included in the Workforce Housing. Those rental units account for approximately 30.5% of

rental units in Darley Green. Therefore, it is possible some Workforce Housing units may be rental, but not many to maintain the required homeownership/rental mix. Workforce Housing tenants must qualify based on 80% Area Median Income (AMI).

The builder was reminded of Delaware State Housing website to post Workforce Housing units if interested. A required form needs to be completed and pictures are encouraged. Floor plans and photos of Darley Green are attached to this report.

Key Issues and Recommendation:

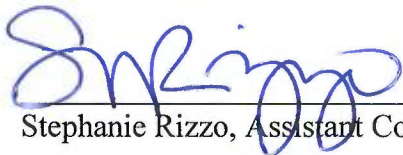
Construction costs and housing prices are increasing. Finding an income qualified buyer with the ability to purchase a \$275K+ house is unique. Maximum Sales Price for Darley Green is currently \$282,205.99. The sales price excludes extras or premiums that may be requested by the purchaser. The price increases by 5% on every January 1st of each calendar year.

Both builders were reminded of Delaware State Housing website to post Workforce Housing units if interested. A required form needs to be completed and pictures are encouraged.

There was a Delaware State Housing Homebuyer Fair in April 2018 at the Chase Riverfront. All builders were notified. LC Homes did participate.


New Castle County held a Homeownership Event on June 28, 2018 celebrating county homeownership programs, including Workforce Housing. A homebuyer from Darley Green participated in the event. She was truly grateful for the program giving her the ability to purchase her beautiful home.

Completed by:


Stephanie Rizzo, Assistant Community Services Administrator

Date: 10/10/18

Reviewed and approved by:


Marcus Henry, General Manager

Date: 10/16/18



The Claymont
FLOOR PLANS



SUPERIOR CRAFTSMANSHIP, UNIQUE DESIGN, remarkable homes.



FIRST FLOOR PLANS



END UNIT

Second Floor Plan

END UNIT

OPT. BEDROOM 2

Third Floor Options

OPT. BEDROOM 1

The Carlyle



Entry Level



Main Level



Bedroom Level



**Optional
Luxury
Master Bath**



**Alternate 2nd
Master Bedroom**



Optional Loft



Renderings and floorplans are for illustrative purposes.
 Details and materials are subject to change without notice.
 Standard and optional features may vary.
 See Sales Manager for more information and details.



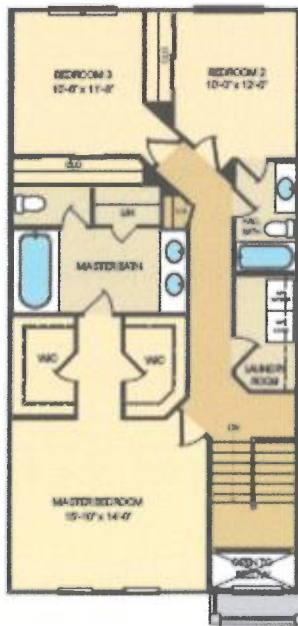
The Chesterfield



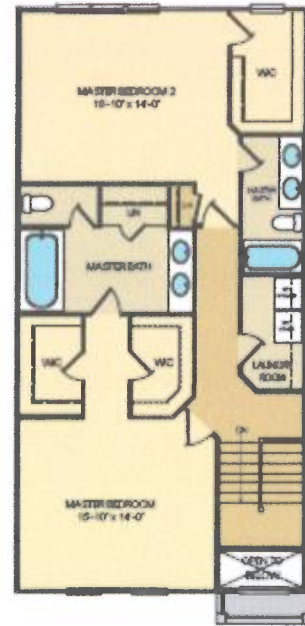
Main Level



Bedroom Level



Alternate 2nd Master Bedroom



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**Optional Luxury
Master Bath**



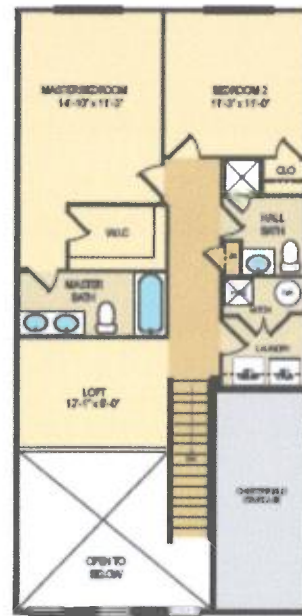
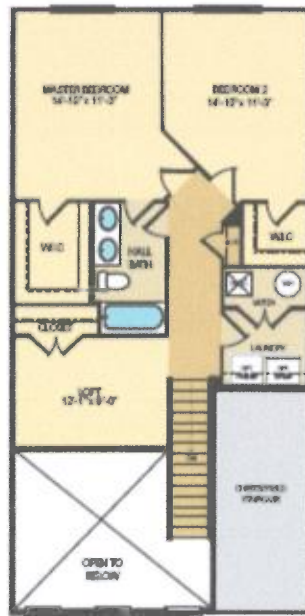
The Emerson



Main Level

Bedroom Level

**Bedroom Level with
Optional Master Bath**



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Darley Green photos



Entrance Sign



Claymont Library



LC Homes Model



Montchanin Builders Model



Streetscape



Rear of properties



Under construction



Under construction



Apartments/Open Space

** Not included in Workforce Housing Program*



Nearby Mixed use