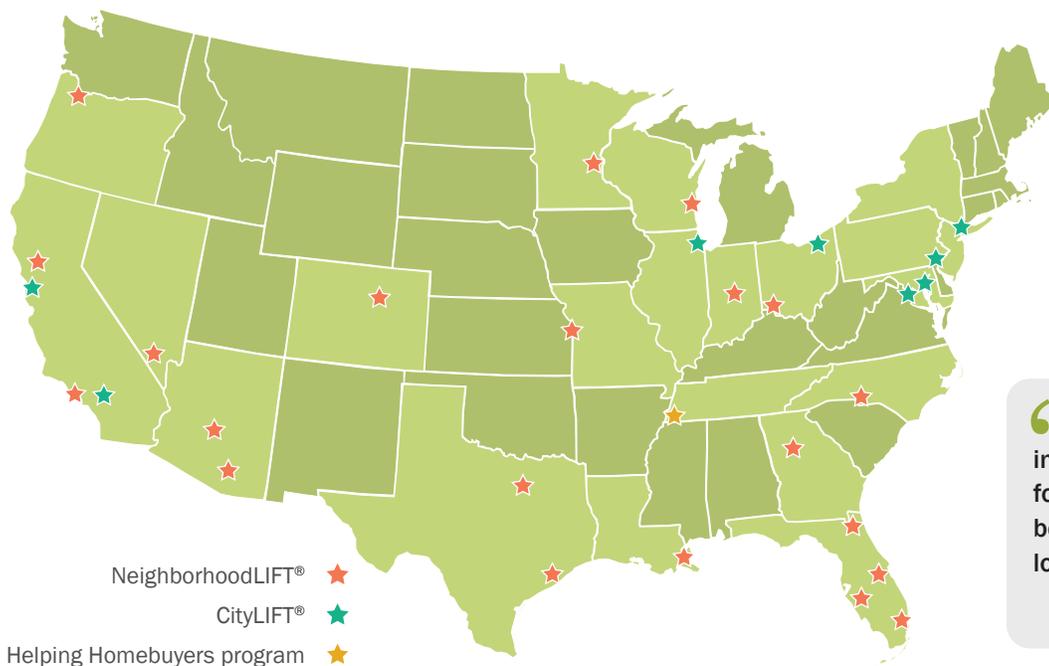


# LIFT: National Impact



The NeighborhoodLIFT® and CityLIFT® programs provide sustainable homeownership initiatives through a collaboration between NeighborWorks America and Wells Fargo. Local NeighborWorks and other nonprofit organizations provide required homebuyer education and counseling before families receive down-payment assistance grants.

Wells Fargo provided **\$220 million** in down-payment assistance and program support to **more than 8,000** new homeowners in **30 locations** around the country as of October 2014.



“ The LIFT program was a gift from heaven at a time when we so needed it! ”

— new LIFT homebuyer

“ There is no way we would be in a house right now if it were not for the LIFT program. We'd still be in a lousy apartment with a lousy landlord. ”

— new LIFT homebuyer

## LIFT helps neighborhoods recover

A significant number of LIFT homebuyers bought homes in low-income census tracts; many of these areas also have higher-than-average vacancy rates. The LIFT program incentivizes homebuyers to remain in their homes for at least five years, increasing occupancy and helping stabilize neighborhoods.

Individuals who don't qualify for LIFT receive financial education to prepare them for the responsibilities of homeownership in the future.

“ With the LIFT funds, we were able to put 20 percent down on our house, thus making our interest rate significantly lower and our overall mortgage more affordable. ”

— new LIFT homebuyer

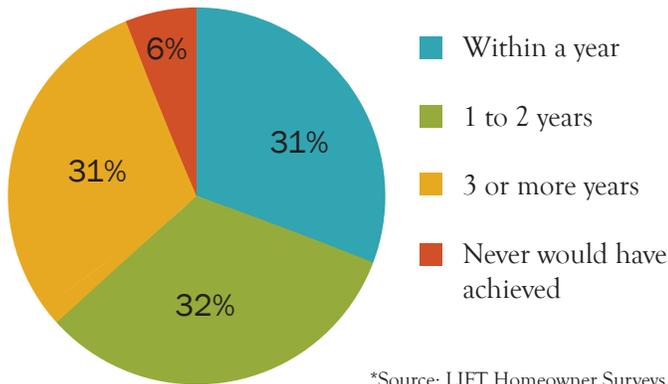


# LIFT: National Impact



## LIFT helps people achieve homeownership faster

How long would it have taken to achieve homeownership without the LIFT program?

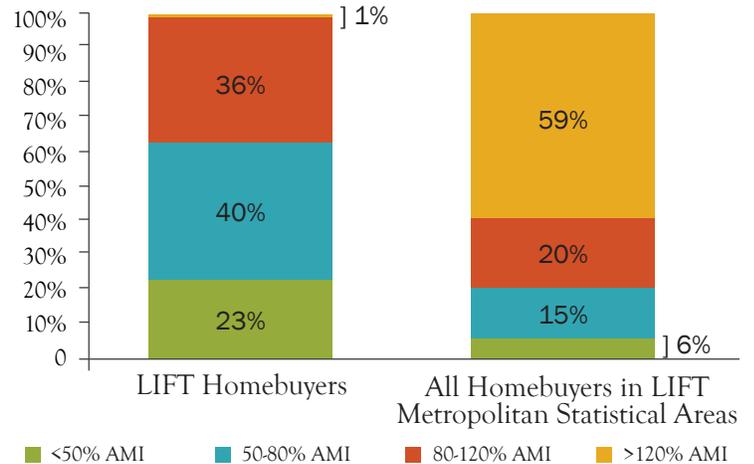


\*Source: LIFT Homeowner Surveys



## LIFT helps low- to moderate-income buyers

LIFT programs have enabled more families in low- to moderate-income brackets to become new homebuyers.



\*Sources: LIFT Internal Data & HMDA 2012

\*Per program guidelines, at the initial income eligibility determination all LIFT clients were <120% AMI. Clients >120% AMI are due to changes in AMI bands over multiple fiscal years.



**97% of LIFT buyers said homebuyer education helped reduce the stress of preparing for homeownership.**



NeighborhoodLIFT® is designed to provide sustainable homeownership initiatives in cities affected by the housing crisis. The NeighborhoodLIFT® program is a collaboration between Wells Fargo Bank, N.A., Wells Fargo Foundation, NeighborWorks America and local non-profit organizations. The CityLIFT® program is designed to provide down payment assistance and homebuyer education programs in areas most impacted by the financial crisis. The program was modeled after the innovative NeighborhoodLIFT® program and was developed in connection with the 2012 settlement with the U.S. Department of Justice, and is a collaboration between Wells Fargo Bank N.A. and NeighborWorks America. NeighborWorks America was not involved in the delivery of the Helping Homebuyers program in Memphis/Shelby County.