



New Hampshire  
**COMMUNITY**  
LOAN FUND

Sarah Marchant

# Nonprofit Community Lender

For over 40 years, the New Hampshire Community Loan Fund has leveraged private capital from impact investors and donors to provide people, small businesses, family farms, and nonprofits with loans, coaching, and guidance that enable them to become economically secure.



# Benefits of Homeownership

- Creates housing stability
- Wealth building and economic mobility
- Stronger communities
- Better educational and health outcomes



# Meaningful Outcomes

**\$518M**

TOTAL LENDING

**\$412M**

AFFORDABLE HOME LOANS

**\$94.4M**

BUSINESS AND NONPROFIT  
LOANS

**\$9.6M**

LOCAL FARM AND FOOD  
LOANS

**\$23M**

ENERGY SOLUTIONS LOANS

**538K**

HOURS OF COACHING AND  
GUIDANCE TO BORROWERS

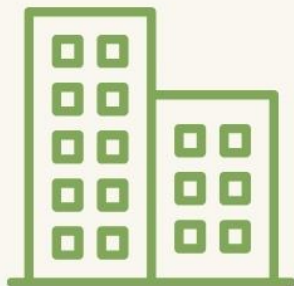
# Problem: Homeownership is out of reach for many Granite Staters

## Solution: Manufactured homes



**\$1,525**

Average monthly cost of owning  
a manufactured home  
(includes mortgage, lot rent, and taxes)



**\$1,833**

Average monthly rent



### *Owning vs. Renting*

# Modern Manufactured Homes

- Appreciate in value similar to a site-built home
- Built with the same materials as stick-built homes
- Shorter build time
- Construction process has less waste
- Newer models have energy efficient features
- Affordable entry point to homeownership
- Single-story living



# What's next: CrossMods

**With new HUD codes, CrossMods offer:**

- Safe design and construction
- Strength and durability
- Fire resistance
- Thermal and electrical systems
- Heating, plumbing, and air conditioning
- Energy efficiency
- Modern design and esthetics
- Appraised to CrossMod OR site-built



# Problem: Outside investors purchasing parks & driving up rents

## Solution: Resident-owned Communities (ROC)

### What is a ROC?

- Homeowners own the land underneath their manufactured homes
- Communities are democratically run with a board of directors

### ROCs in New Hampshire

- 152 resident-owned communities in N.H.
- Over 9,000 affordable homes in N.H. ROCs



Cotton Farms, Derry, NH

# Innovative Solutions

Manufactured homes are part of the solution to the affordable-housing crisis.

## Great option for:

- Retirees looking to downsize
- Young families
- Young professionals



“I’m really proud of myself, I never thought I would become a homeowner.”

**-Angie, first-time homeowner**  
**Welcome Home Loans Borrower**

# Thank You



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[communityloanfund.org](http://communityloanfund.org)