



STONE PINE COVE COMMUNITY HOMEOWNERSHIP PROGRAM

Frequently Asked Questions (“FAQ”) and Fact Sheet

The FAQ and Fact Sheet provides a summary of questions that potential applicants may have about the Stone Pine Cove Community Homeownership Program (the “Program”). This document is not a full description of the Program but previews information found in the Resident Selection Criteria, Loan Program Guidelines, and the Space Lease Agreement. Applicants should refer to these documents for complete information on the Program.

Overview

1. What is the Stone Pine Cove Community Homeownership Program?

The Program provides financial assistance to eligible low-income San Mateo County farmworker families to purchase a manufactured home in the Stone Pine Cove Community (the “Community”) located in in the City of Half Moon Bay. The Community consists of forty-six (46) brand new 1, 2, and 3 bedroom manufactured homes.

Under the Program, the manufactured homes will be sold to eligible applicants at price levels affordable to households at various low-income levels and financed through a 20-year, zero interest, deferred payment, forgivable loan from the County of San Mateo for the full cost of the manufactured home. Households selected for the Program will be responsible for paying rent to lease the space for the manufactured home under a lease agreement, for complying with the terms of a loan agreement, and for following the rules and regulations of the Community. Rent for the space lease will be set based on the household’s income level.

2. When can applicants apply to participate in the Stone Pine Cove Community Homeownership Program?

The County of San Mateo will open the application period in March 2025. We anticipate move-ins for the first selected households to start in the summer of 2025.

Eligibility Guidelines

1. Do I have to be an agricultural worker* or work in agriculture to live in the Community?

Yes. At least one person in your household must earn a substantial portion of their income from agricultural employment. Additionally, your household must have lived and worked in San Mateo County continuously for at least one year. To count as working in San Mateo County, you must have worked at least 20 hours per week on average for one year within the past two years.

Agricultural employment is defined as:

Employed in the cultivation and tillage of the soil; the production, cultivation, growing and harvesting of any agricultural or horticultural commodities; the raising of livestock, bees, furbearing animals, or poultry; dairying, forestry, and lumbering operations; and any work on a farm as incident to or in conjunction with such farming operations, including the delivery and preparation of commodities for market or storage. Agricultural Employment also includes work done by any person who works on or off the farm in the processing of any agricultural commodity until it is shipped for distribution, whether such person is encompassed within the definition specified in subdivision (b) of §1140.4 of the Labor Code.

2. What if I’m retired or disabled now?

If a substantial portion of your income came from working in agriculture before you retired or became disabled, you still may be eligible.

3. What’s the maximum income requirement?

Your family’s total income cannot be more than 60% of the Area Median Income (AMI) for families in San Mateo County at the time of move-in to the Community. This AMI or average amount changes depending on how many people are in your family. To see if you may be eligible, see the following table and find your family size. If your income falls below the maximum incomes listed in the bottom row on the table, you may be eligible. Your household’s income includes all income from members of your household who are older than 18 years of age.

FY24 Income Category	Family Size 1	Family Size 2	Family Size 3	Family Size 4	Family Size 5	Family Size 6	Family Size 7
60% AMI	\$82,260	\$94,020	\$105,780	\$117,480	\$126,900	\$136,320	\$145,680

4. What happens if I decide to change jobs or change industries?

At least one person in your household must earn a substantial portion of their income from agricultural employment when moving into the Stone Pine Cove Community. If you change job/employment or no longer work in agriculture after move-in and while living in your home, your loan will be not affected, you can continue to live in your home.

5. Does your legal status affect your eligibility for the loan program?

Eligibility for participation in this Program is not contingent on providing legal status documentation. The County does not require verification of legal status unless required by law.

6. How do my savings accounts and investments impact my family’s income calculation?

Assets such as savings accounts and investments are factored into the calculation of your household’s income. You will need to provide copies of documents such as bank statements, 401(k) statements, annuities, and other relevant assets. The County will then calculate any income generated from these assets (i.e. interest earned, etc.) and include it in the total household income calculation.

For example, if a household has \$10,000 in assets, any actual income generated from the asset will be used to determine total household income. If no actual income is earned, the County will apply the asset value (\$10,000) to the current rate of 0.45% (resulting in \$45). This amount will be added to the household’s annual household income to determine the total household income.

7. What if I own a home in the County or own other properties?

If you currently own any property or owned property (regardless of location, in/out of County) in the last three years, you are not eligible for the program. The Stone Pine Cove Community is for first-time low-income homebuyers who meet the eligibility criteria.

8. Does the Program use residential preferences for selection in this community?

The County will use the following priority order to select applicants for the initial lease-up of the project:

1. First priority will be given to Eligible Households (i.e., households that meet all requirements for the Program) that were displaced as a result of the shooting at two coastal farms in Half Moon Bay in January 2023.
2. Second priority will be given to Eligible Households that have been or are currently at risk of displacement due to unsafe living conditions identified by the work of the San Mateo County Farmworker Housing Compliance Task Force. Households seeking to use this preference must provide documentation that their housing was deemed uninhabitable by the County of San Mateo’s Planning and Building Department. Names will be verified by the County of San Mateo.
3. Third priority will be given to Eligible Households that are at significant risk of displacement from their homes. as demonstrated by a self-certification and other third-party documentation by the applicant specifying one of the following risks:
 - Paying more than 50% of household income towards housing costs.
 - Living in overcrowded housing. DOH will follow HUD’s Section 8 Housing Quality Standards in considering acceptable housing conditions.
 - Pending eviction.
 - Pending redevelopment.
 - Living in substandard housing.
 - Other displacement including without limitation, relocation occurring because of the inability of a person or family of low or moderate income to pay increased rentals resulting from rehabilitation, or involuntary temporary or permanent displacement of such a person or family.

9. How do I know if I qualify as living in overcrowded and/or substandard housing under the third priority?

For this application, overcrowded housing is one where a household has more than two persons living in each bedroom and living room.

Substandard housing is defined as housing that does not meet the minimum quality criteria necessary for the health and safety of its residents. If you believe that you are living in substandard housing, please check the box in your pre-application and the County’s Department of Housing will follow-up during the application process. The Department of Housing will consider various aspects of housing quality including but not limited to working utilities (water, electricity, gas), functioning electrical outlets, no pest infestations, adequate ventilation, and overall structural soundness.

10. I use a wheelchair. Are there any homes that can accommodate my mobility needs?

15% of the homes at Stone Pine Cove have been designed for persons with mobility, hearing, and/or vision impairment needs (“accessible units”). If you are a household that is in need of one of these homes, please note this in your pre-application. If your household meets one of the priorities/preferences criteria for Stone Pine Cove, you may be eligible for an accessible unit based on your lottery number and position on the waiting list.

11. If I do not qualify for one of the priority households, am I even eligible to live at Stone Pine Cove?

All low-income agricultural workers that live/work in San Mateo County and meet the eligibility requirements will be assigned a random lottery number that will determine their position on the waitlist. Applicants in a priority household will be sorted to the top of the list before those applicants that do not meet the preference.

Application Process

1. What are the application deadlines?

Applications will be open for a 30-day open application period.

Occupancy Standards

1. How many people can live with me?

The number of people who reside in your unit cannot exceed two (2) persons per bedroom plus one (1) additional person. For example, the maximum number of people residing in a two-bedroom unit would be five (5) people. In determining household size, every member listed on your application should be counted including all full-time family members, persons temporarily absent from the home, children anticipated to live with the family, children away at school, live-in aides, foster children, and foster adults.

Occupancy Standards:

Occupancy	Minimum	Max
1 BR	1	3
2 BR	2	5
3 BR	3	7

2. What happens if my family member wants to live with me or I want to add additional people to my unit after moving in?

You will need to tell property management if the number of people in your household changes. The number of people in your household must continue to meet the occupancy standards listed above at all times.

Please note that the incomes of all adult members in your household (over the age of 18 unless they are a full-time student) will be included when review of your household’s total income, which will be reviewed annually.

MONTHLY COSTS

1. How much does it cost to live in the Community?

Homeowners will pay a monthly space/lot rent, which is based on their household’s Area Median Income (AMI). The rent will range from \$698 to \$2,420 per month in the first year, depending on the household’s AMI. This rent helps to pay for things like property management services, sewer services, and maintenance of the common areas in the Community.

In addition to the monthly rent, homeowners will be responsible for paying for homeowners’ insurance, cable tv, internet, utilities, property taxes, and ongoing repairs and maintenance on their home.

MONTHLY SPACE RENT

Area Median Income	1 Bedroom Home	2 Bedroom Home	3 Bedroom Home
30%	\$698	\$821	\$1,015
50%	\$1,411	\$1,680	\$1,922
60%	\$1,767	\$2,110	\$2,420

Area Median Income ("AMI")							
	Family Size 1	Family Size 2	Family Size 3	Family Size 4	Family Size 5	Family Size 6	Family Size 7
30% AMI	\$0 to \$41,150	\$0 to \$47,000	\$0 to \$52,900	\$0 to \$58,750	\$0 to \$63,450	\$0 to \$68,150	\$0 to \$72,850
50% AMI	\$41,151 to \$68,550	\$47,001 to \$78,350	\$52,901 to \$88,150	\$58,751 to \$97,900	\$63,451 to \$105,750	\$68,151 to \$113,600	\$72,851 to \$121,400
60% AMI	\$68,551 to \$82,260	\$78,351 to \$94,020	\$88,151 to \$105,780	\$97,901 to \$117,480	\$105,751 to \$126,900	\$113,601 to \$136,320	\$121,401 to \$145,680

If your household no longer qualifies as a low-income household when your household income is verified, your space rent may be increased to the lower of 30% of your household’s monthly household income or to a comparable market rent for a unit of comparable size.

2. Can you provide an estimate of additional homeownership costs such as insurance, utilities, and property taxes?

Utilities: You can find an estimate of utility costs for your home on the County of San Mateo’s website at <https://www.smcgov.org/housing/utility-allowance-schedules>. Keep in mind that these are only estimates, and your actual costs will depend on how much utilities you use. Utilities include electricity, water, and trash services. The property is all-electric, so there is no gas service.

Insurance: You will need to get and maintain homeowner’s insurance, the cost for which will depend on your home, your household’s profile, and insurance provider. Please note that the County of San Mateo will need to be included as a Loss Payee in your homeowner’s insurance policy.

Property Taxes: This amount will vary, but a good monthly estimate is to calculate 1.1% of your home’s sales price divided by 12.

3. What will the monthly space rent cost in future years?

The space rent is subject to applicable state and local laws and will not increase more than the change in Consumer Price Index (CPI), annually.

Initial Home Purchase Loan Terms

1. How can I purchase my manufactured home?

Under the Program, and subject to the terms and conditions of the loan, the County will provide a loan to eligible residents to cover the full purchase price of the home. The homes were acquired for the Program using funding from the State of California’s Joe Serna Homeownership Program.

2. What are the loan terms?

The loan is a 20-year forgivable loan that does not bear interest. After 10 years, 10% of the original loan amount will be forgiven each year, with the full loan will be forgiven after 20 years, subject to compliance with the loan terms and conditions. The loan is deferred which means that you will not have to make any monthly payments for 20 years. However, there are some circumstances where the loan will need to be repaid including at the sale of the home, or for violation of the lease or loan terms or Community rules and regulations.

3. What is the maximum purchase price of the manufactured home and the loan amount?

You can borrow up to the full price of the home. Loan amounts will be based on the size of the home and the income of the buyer. The most expensive home cost is \$80,000 for a three-bedroom home for a family at 60% of the Area Median Income.

To ensure all buyers will be able to purchase a manufactured home at Stone Pine Cove, the homes are priced at level that is affordable to current and future homebuyers at the targeted area median income (“AMI”) levels. Because sales prices are designed to be affordable, there will be limits on the sales price if a homeowner sells to another buyer before the end of the 20-year term. More information about home prices can be found in the table below.

Example: You are a three-person household looking to purchase a two-bedroom home at the Community. Your household earns \$55,000 a year annually and is considered a 50% AMI household. This means that the home price for your two-bedroom will be set at \$60,000. Your loan amount with the County will be set at \$60,000.

Home Prices			
Area Median Income	1 BR	2 BR	3 BR
30%	\$30,000	\$40,000	\$50,000
50%	\$50,000	\$60,000	\$70,000
60%	\$60,000	\$70,000	\$80,000

Area Median Income (“AMI”)							
	1 person	2 people	3 people	4 people	5 people	6 people	7 people
30% AMI	\$0 to \$41,150	\$0 to \$47,000	\$0 to \$52,900	\$0 to \$58,750	\$0 to \$63,450	\$0 to \$68,150	\$0 to \$72,850
50% AMI	\$41,151 to \$68,550	\$47,001 to \$78,350	\$52,901 to \$88,150	\$58,751 to \$97,900	\$63,451 to \$105,750	\$68,151 to \$113,600	\$72,851 to \$121,400
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4. Are there any additional fees outside of the purchase price of the manufactured home that will be included in the loan?

There is no downpayment or home closing costs required at initial home purchase.

5. Can I relocate my manufactured home at any time of the loan?

No. Manufactured homes in the Stone Pine Cove community cannot be relocated by the owners at any time.

6. Can I relocate my manufactured home after 20-years and the loan is paid-off and/or forgiven?

No. Manufactured homes in the Stone Pine Cove community cannot be relocated by the owners at any time.

7. What is the minimum down payment I need?

No downpayment is required at initial home purchase.

8. Are there any circumstances that can disqualify me from getting a loan?

Examples of circumstances that could disqualify your household from being eligible to purchase at Stone Pine Cove include (but are not limited to) household sizes exceeding the maximum number allowed, household income exceeding limits, household income not sufficient to support monthly space rent payments, false representations made during the application process, felony convictions, bankruptcies, and foreclosures (this is limited to the last 3 years).

9. When is the County loan due?

The loan term is for 20 years, and you will not have to make payments during that time if the loan terms are followed. However, there are certain situations where the full loan amount will be due right away, payable to the County:

- Upon sale, transfer, lease, cash-out refinance, or encumbrance of all or any interest in the manufactured home without County’s prior written consent.
- Default on any terms in loan documents – including but not limited to failure of the Borrower to occupy the property as their primary residence, renting out the unit, inability to maintain proper insurance and pay registration fee, space rent, taxes.
- Default on space rental lease agreement or violation of Community’s rules and regulations.

Home Resale Terms

1. If I decide to sell my unit are there any restrictions?

Yes. If you decide to sell your home, the County has the right to purchase your home before it can be offered to any other potential buyer (i.e., “Right of First Refusal”). If the County chooses not to purchase your home, the County will work with you to sell your home to an eligible low-income agricultural household.

2. How much can I sell my unit for?

The County has limited the maximum resale price to the original home price plus an annual appreciation rate of two percent (2%). The appreciation is set at 2% and is a condition of the County’s loan to make sure the unit is affordable for the next homebuyer. The maximum resale price will also include adjustments based on the cost of any items necessary to put a home into sellable condition as determined by the County or its designee. This may include cleaning, painting, and making needed structural, mechanical, electrical, plumbing, and fixed appliance repairs and other deferred maintenance repairs.

3. How much equity can I earn at sale of my home?

Households may be able to earn limited equity when they sell their home. The maximum amount of equity will be the difference between the sale price of the home and how much is still owed on the County loan. The home’s value can increase by no more than 2% each year.

Example: A 50% AMI household buys a 2-bedroom home for \$60,000 and receives a \$60,000 County loan.

- If the household sells their home in 5 years, they can earn up to \$6,245 in equity at the time of approved sale.
- If the household sells their home after 10 years, they can earn up to \$13,140 in equity at the time of approved sale.
- If the household waits 20 years until the loan is fully forgiven, they can earn up to \$89,157 in equity at the time of approved sale.

Resale after Year	Maximum Home Resale Price	County Loan Balance	Maximum Equity
1	\$61,200	\$60,000	\$1,200
2	\$62,424	\$60,000	\$2,424
3	\$63,672	\$60,000	\$3,672
4	\$64,946	\$60,000	\$4,946
5	\$66,245	\$60,000	\$6,245
6	\$67,570	\$60,000	\$7,570
7	\$68,921	\$60,000	\$8,921
8	\$70,300	\$60,000	\$10,300
9	\$71,706	\$60,000	\$11,706
10	\$73,140	\$60,000	\$13,140
11	\$74,602	\$54,000*	\$20,602
12	\$76,095	\$48,000*	\$28,095
13	\$77,616	\$42,000*	\$35,616
14	\$79,169	\$36,000*	\$43,169
15	\$80,752	\$30,000*	\$50,752
16	\$82,367	\$24,000*	\$58,367
17	\$84,014	\$18,000*	\$66,014
18	\$85,695	\$12,000*	\$73,695
19	\$87,409	\$6,000*	\$81,409
20	\$89,157	\$0*	\$89,157

**After year 10, the loan is forgiven annually at 10 percent of the original principal amount.*

Other Requirements

1. Is there a minimum income requirement?

Yes, households need to show they have enough monthly income to pay for space rent, registration fees, property taxes, insurance, utilities, and other homeowner expenses. The minimum monthly income is set at twice the cost of the monthly space rent for the home. The County may adjust this requirement if needed and will consider individual situations on a case-by-case basis.

2. Can I sublet or rent out my unit?

No, you cannot sublet or rent out any part of your unit. The Program requires that the homeowner live in the unit. If you rent it out, you will not be following the rules of your loan and your lease agreement. The unit must be your primary home, meaning you must live there for at least 10 months each year.

3. How will you know if I live in my unit year-round?

The County will monitor the residency requirement annually or more frequently if there is evidence of non-compliance. If the homeowner is out of compliance with the terms of the loan agreement and lease agreement, it could result in a default. Additionally, the on-site property management company will monitor homeowner residency requirements.

Households will additionally submit an annual certification/affidavit evidencing registration of home, income, and payment of property taxes and insurance payments to the County.

Your Home & the Community

1. What are the community rules and regulation?

Stone Pine Cove's Space Lease agreement includes Community Rules and Regulations which establishes community standards and restrictions. The Stone Pine Cove Rules and Regulations includes such items as compliance, enforcement, parking policies, pet policies and visitor policies, among others.

2. Will Stone Pine Cove have any rental units?

No, all units are for homeownership.

3. How many cars can I have?

Each home has two parking spaces in a tandem (one behind the other) arrangement. There are no extra parking spaces available. Homeowners cannot park in the visitor parking areas. The Stone Pine Cove Rules and Regulations provides more details about the parking arrangement and what the rules that residents need to follow.

4. Are pets allowed?

Yes, residents at Stone Pine Cove can have pets. The number and type of pets allowed, and the applicable for rules for pet owners to follow are listed in the Stone Pine Cove Rules and Regulations.

5. Can I make improvements and/or additions to my manufactured home?

You cannot make changes to the home that would cancel the manufacturer's warranty. Any improvements or additions to your home must be approved by the Property Management company to ensure the changes follow the rules of the Community, the space lease, and do not violate the manufacturer's warranty, insurance policies, or any laws.