

Bourne Housing Partnership

GUIDE TO HOUSING PROGRAMS

April 2016

The Bourne Housing Partnership has prepared this guide to help those seeking assistance in purchasing a home or condominium, repairing their home, seeking rental housing, or needing help with other housing issues. It is very likely that a number of programs are available that are not included in this guide. The fact that we have not included a program is in no way meant to reflect criticism of the program, it is simply evidence that we are not yet knowledgeable of its existence or have missed it by accident. Information about additional programs would be greatly appreciated. **To reach the Bourne Housing Partnership contact:** Kerry Horman, Affordable Housing Specialist, at (508) 457-1005 or by e-mail at affordablehomes@townofbourne.com. Additional affordable housing information can be found at www.townofbourne.com/housing.

This Guide is divided in six parts: First, Home Purchase Programs and Lotteries; Second, Mortgage and Down Payment and Closing Cost assistance; Third, Home Repairs, accessibility, and septic system repairs; Fourth, Rental Housing Contacts; Fifth, Other Housing Issues; and Sixth, Income Table by Family Size

PART 1

HOME PURCHASE OPPURTUNITIES AND LOTTERIES

There are a number of housing purchase opportunities typically being offered in the Town of Bourne. Certain income and other eligibility requirements usually need to be met.

Eligible applicants looking to purchase a home should research all of the following programs:

1. **New or substantial repaired homes are periodically offered for sale** through the Bourne Affordable Housing Trust at very affordable prices.
2. **Joining the Bourne “ready buyer list” to buy affordable homes** as they become available from the resale of homes from the group of existing deed restricted affordable homes. Typically, there are a few such opportunities each year.
3. **Private developers working under MGL 40B** at times have houses for sale
4. **Programs offering assistance with down payment, closing costs, “pre-paids”**, and repairs in some cases, are offered by the Bourne Affordable Housing Trust for the purchase of deed restricted homes in Bourne (see the Town of Bourne website) and by Housing Assistance Corp. for non-deed restricted homes in Barnstable County (see below).

5. Other purchase opportunities may be found by checking with the following agencies or their websites.

Housing Assistance Corp. in Hyannis at 508-771-5400 www.haconcapecod.org
Citizens' Housing and Planning Association (CHAPA) (617) 742-0820

www.Chapa.org

Massachusetts Affordable Housing Alliance (MAHA) (617) 822-9100

www.mahahome.org

Habitat for Humanity (508) 775 3559

Housing Lotteries

For Bourne only:

Bourne Housing Partnership and Affordable Housing Trust at (508) 457-1005
affordablehomes@townofbourne.com

Barnstable County:

Housing Assistance Corp. (508) 771-5400 www.haconcapecod.org

Statewide:

Citizens' Housing and Planning Association (CHAPA) (617) 742-0820

www.Chapa.org

Massachusetts Affordable Housing Alliance (MAHA) (617) 822-9100

www.mahahome.org

To reach the Bourne Housing Partnership or the Bourne Affordable Housing Trust contact: Kerry Horman, Affordable Housing Specialist, at (508) 457-1005 or by e-mail at affordablehomes@townofbourne.com for opportunities in Bourne.

PART 2

MORTGAGE AND DOWN PAYMENT AND CLOSING COST PROGRAMS

The Partnership works closely with the US Department of Agriculture Rural Home Loan Program representatives to utilize USDA's outstanding mortgage programs. These programs offer for eligible buyers very low rates, longer than usual terms, and up to 100% financing (and may include closing costs in some cases).

The US Department of Agriculture, Rural Development Program can be reached by phone at 508-295-5151 extension 3. Their offices are located at 15 Cranberry Hwy., West Wareham MA. 02576.

US Department of Agriculture, Rural Development Program. The US Department of Agriculture Rural Development offices are located at 15 Cranberry Hwy, West Wareham, Massachusetts. The Area Loan Specialists can be reached at 508-295-5151 extension 3. It is highly recommended that potential borrowers contact USDA to be pre-qualified for loan programs. The Bourne Housing Partnership and Bourne Affordable Housing Trust work closely with USDA.

- **Direct Loan Program:** NOTE: THIS PROGRAM MAY BE VERY IMPORTANT FOR PEOPLE WITH INCOMES OF LESS THAN 80% OF THE MEDIAN INCOME FOR THE REGION. The direct loan program provides financing for purchase of an existing home or construction of a new home for families below 80% of median income. Monthly payment amounts are adjusted based upon income and can be as low as what a mortgage at 1% for a term of up to 38 years would be. A detailed explanation of the program from a USDA representative should be requested since the monthly mortgage payment is subsidized by the USDA and may have payback provisions at the time of sale or refinancing of the property
- **Loan Guarantee Program:** this program is available to people of up to 115% of median income for purchase or construction; the guarantee is made to a approved lending institution who provides the direct loan to the borrow; the guarantee allows for up to 100% financing and may help a borrower obtain a loan that they would otherwise be unable to receive under standard lending criteria.

United States Department of Veterans Affairs

VETERANS should check with local lenders to determine whether they participate in the VA Home Loan program. The VA offers a number of different loan programs for purchase and refinance and for energy-efficiency improvements. The VA does not make direct loans but guarantees the loans. Loans are offered through approved lenders, and typically, offer no down payment options and additional funds for closing costs and other related expenses. The loans are assumable and there is some assistance if a borrower runs into financial difficulties.

Veterans will need to be found eligible after filling out Form 261880. Lenders should be able to assist with this or veterans can contact the VA Loan Eligibility Center in Winston/Salem, NC at 1-888 244-6711. Also, veterans might want to check the following website: www.benefits.va.gov/homeloans.

MassHousing Programs. Contact information for all of MassHousing's programs is as follows:

MassHousing: One Beacon Street, Boston, MA 02108-3110, Tel: (617) 854.1000, Toll Free: (800) 882-1154, Fax: (617) 854-1029, Videophone (for the Deaf and Hard of Hearing): (866) 758.1435, Mass Relay: 7-1-1 or (800) 439-2370. Their website is www.masshousing.com.

MassHousing MORTGAGE WITH NO MI: No MI means no mortgage insurance. You get the same safe, secure, low-downpayment MassHousing loan without the monthly mortgage insurance premiums.

Product Features

- Affordable interest rates, fixed for the life of the loan
- 30-year repayment terms
- Minimum 3% downpayments for single-family homes and condominiums; 5% downpayments for 2-, 3- and 4-family homes
- No hidden fees or other surprises

Eligibility: To qualify for a MassHousing Mortgage with no MI, borrowers must:

- Meet income and loan limit guidelines
- Purchase a 1- to 4-family property
- Have good credit
- Complete a homebuyer education course

For more information, contact a participating lender today!

DIRECT LOANS -A MassHousing Loan: More than 50,000 families have used a simple, straightforward MassHousing loan to buy their first home.

Features of a MassHousing Loan: With a loan from MassHousing, you'll get:

- Affordable interest rates, fixed for the life of the loan
- 30-year repayment terms
- Mortgage payment protection, which helps pay your loan in case you lose your job
- No hidden fees or other surprises

Additional Benefits

- Low-downpayment options
- Flexible underwriting and income limits mean more families qualify
- Loans serviced by MassHousing. If you have a question or concern, you'll know who to call
-

Want to learn more? Ask a participating lender about a MassHousing loan. See if you might be eligible for a MassHousing Mortgage!

Purchase and Rehabilitation Loans: A MassHousing Purchase and Rehab loan can help you cover the cost of both purchasing a home in need of repairs, as well as the expense of rehabilitating that property.

How to Apply: To apply for a Purchase and Rehabilitation mortgage, contact a participating lender or rehabilitation agency.

Income Limits and Purchase Price Guidelines: To obtain a Purchase and Rehab loan, borrowers must meet income limits and purchase price guidelines, which vary by city or town.

Downpayment: The maximum loan amount for a Purchase and Rehab mortgage is 97% of the purchase price plus rehabilitation costs or the estimated value of the home after rehabilitation (whichever is less). A 3% downpayment is required.

Other Restrictions: To qualify for a Purchase and Rehab mortgage, you must:

- Have a signed Purchase and Sales Agreement for a 1- to 4-family home
- Be creditworthy; learn more about credit and your credit report
- Have housing debt of less than 33% of your income and total monthly debt of less than 41% of your income

Loan Terms

- The minimum rehabilitation amount for all property types is \$7,500
- Rehabilitation costs include the cost of repairs, as well as such expenses as inspection fees, title update fees, and a required contingency reserve equal to 10% of the total rehabilitation cost
- If the property will not be occupied during rehabilitation, a mortgage payment reserve not to exceed four mortgage payments may be included in the cost of rehabilitation
- The lender may charge fees as high as \$1,500 based on the cost of rehabilitation
- Licensed contractors must complete all rehabilitation work
- At the time of loan closing, the borrower will be responsible for the full mortgage payment on the total principal amount

HOME FOR THE BRAVE: MassHousing's Home for the Brave program offers affordable, low-downpayment mortgage financing for veterans of the U.S. Armed Services. In conjunction, grants from the Veterans Administration are available to help disabled veterans make accessibility upgrades to properties they are interested in purchasing.

How to Apply: Home for the Brave loans are made through approved community banks and are made possible by MassHousing. To apply, contact a participating lender.

Who is Eligible? Home for the Brave loans are available to:

- Veterans of the U.S. Armed Services
- Active-duty military*
- Spouses of soldiers, sailors or marines killed while on active duty

**Because the employment on which their qualification is based is their military service, active-duty military do not qualify for mortgage payment protection if called to serve overseas since neither employment nor salary would change.*

Program Features

- Up to 97% financing on single-family homes and condominiums; 95% financing on 2-, 3- and 4-family homes
- Loans feature MI Plus, which covers principal and interest payments for up to six months in case of unemployment or deployment
- Closing cost assistance is available through MassHousing grants

Income Limits: Income and loan limits apply. View income limits or contact a participating lender for details.

Other Restrictions: To qualify for a Home for the Brave mortgage, you must:

- Purchase a primary residence. You do not have to be a first-time home buyer, but you may not own more than one home upon closing the loan
- Have good credit
- Have a total housing debt of less than 41% and a total monthly debt of less than 45%
- If you are buying a 2-, 3- or 4-family property, have two-months' reserves

- If you are a first-time homebuyer or are purchasing a multi-family home, complete a homebuyer counseling course

BUY CITIES: Looking to buy a home in Attleboro, Brockton, Fall River, New Bedford, North Quabbin, Quincy, Southbridge, Springfield, Taunton, or Worcester? Consider an affordable, low or no-downpayment loan through the Buy Cities program.

How to Apply: Buy Cities mortgages are offered by approved lenders and made possible by MassHousing. Visit the appropriate program page for participating lender information.

Who is eligible? The Buy Cities program is for borrowers purchasing a home in Attleboro, Brockton, Fall River, New Bedford, North Quabbin, Quincy, Southbridge, Springfield, Taunton, or Worcester.

Loan Terms: Buy Cities loans:

- Are 30-year fixed-rate mortgages with zero points
- May be used to finance up to 100% of the purchase of a home
- Have rates and terms competitive with traditional-downpayment loans
- Feature MI Plus mortgage insurance, with mortgage payment protection

Income Limits and Other Restrictions

Income Limits: Income and loan limits apply. View income limits.

Other Restrictions: To qualify for a Buy Cities loan, you must:

- Have good credit
- Have a total monthly debt of less than 45%

MassHousing REFINANCE LOANS: Refinancing your mortgage through MassHousing can save you money and reduce the risk of high payments in the future. MassHousing Refinance loans offer a number of benefits:

- 30-year terms
- Fixed interest rates, meaning your payment will always remain the same
- Mortgage Insurance with MI Plus mortgage payment protection
- Loans serviced by MassHousing, so you'll know who to call with questions or concerns

Income Limits and Other Restrictions

- Borrowers must meet income limits, which vary by community
- Loans may be used to refinance mortgages on condominiums and 1- to 4-family homes

How to Apply: MassHousing Refinance Loans are originated by participating lenders. For more information or to apply, contact a participating lender.

DU Refi Plus for Existing MassHousing Borrowers: DU Refi Plus is a Fannie Mae, no-cash-out refinance program offering reduced verification and documentation. MassHousing is making DU Refi Plus available to existing MassHousing borrowers who

have a conventional first mortgage sold to and owned by Fannie Mae on or before June 1, 2009. Borrowers must meet income limits, which vary by community.

DOWN PAYMENT AND CLOSING COST FUNDS:

The Town of Bourne Affordable Housing Trust offers a down payment and closing cost program for eligible buyers in an amount of \$1,000 up to 5% of the purchase price per household but not more than \$12,000. Up to an additional \$8,000 can be provided with Trust approval for necessary repairs to meet Massachusetts Department of Housing and Community Development (DHCD) standards. Funds are based on need. Buyers access their own funds first (buyers may retain up to \$3,750 of their own funds after closing). Funds may only be used on properties with affordability deed restrictions.

Buyers must contribute from their own funds at least 1.5% of the purchase price or the minimum deemed necessary by DHCD and/or the Bourne Housing Trust. Funds may be used only for down payment, “pre-pays”, and/or closing costs. (In certain cases additional funds may be available for repairs needed for closing.) This is a 0% interest, deferred loan, paid back when the owner sells/transfers (or in some cases, refinances) the home. The pay back amount is reduced by one fifth of the original award each year of the first five years of ownership.

For further information contact: Kerry Horman, Bourne Affordable Housing Trust Fund, Town Hall, 24 Perry Avenue, Bourne, MA 02532 by email at affordablehomes@townofbourne.com. Mr. Horman can be reached by phone at (508) 457-1005.

Housing Assistance Corporation implements a program for Barnstable County which its website indicates may have assistance up to \$10,000 for down payment and closing costs. Currently, this program can not be used on properties that are deed restricted for affordability. The website further notes the following requirements:

- You are a first-time homebuyer*
- Meet income and other eligibility guidelines.
- Buying a house in Barnstable County.
- Need additional funds to meet down payment and closing costs.

*Note from the Bourne Housing Partnership- often the definition for “first time home buyer” is that the applicant has not owned a home for the last three years. A number of exemptions are also usually allowed. Check with HAC as to how they define “first time home buyer”.

For more detailed information and further loan terms, please contact the program administrator, Brenda Rocklage at (508) 771-5400, ext. 285 or brocklage@haconcapecod.org.

Some lenders such as the US Department of Agriculture Rural Development may have mortgage programs available that require no down payments by eligible buyers and may also include closing cost in the mortgage.

PART 3

HOME REPAIR FUNDING ASSISTANCE

The Town of Bourne, has established two home repair programs:

First, the US Department of Agriculture, subject to availability, has grants up to \$7,500 and 1% loans up to \$20,000 for up to a 20 year term that can be used anywhere within Bourne. The Bourne Affordable Housing Trust provides the services of a housing rehabilitation specialist to estimate costs, prepared specifications for bidding and review work for the eligible home owner. Contact: Kerry Horman at the Bourne Housing Partnership and Affordable Housing Trust at (508) 457-1005 affordablehomes@townofbourne.com

A second program began in 2012 and is funded through the Massachusetts Department of Housing and Community Development offers grants up to \$30,000 (\$35,000 if lead paint mitigation is involved) in the Buzzards Bay target area and on an emergency basis, in the rest of Town. Applicants should contact the Bourne Housing Rehabilitation Program at (508) 759 0600 ext. 301.

US Department of Agriculture Rural Development Program (508) 295-5151 ext. 3: grants of up to \$7,500 for persons of very low income over the age of 62 for health and safety repairs; loans of up to \$20,000 for homeowners of very low income, including those over 62, who can repay a 1% loan for twenty years.

Housing Assistance Corporation offers energy audits and weatherization programs. The following is from their website:

WEATHERIZATION PROGRAM – Single Family

Installing weatherization measures is the first step everyone should take to make their homes warmer in winter and cooler in summer. These measures consist of air sealing open penetrations, blowing in insulation into attics & walls and weather stripping windows and doors. After determining the correct amount of ventilation necessary to maintain a healthy home, and if the existing windows are in terrible condition, windows may also be replaced. HAC's certified auditors inspect your home to determine what weatherization measures should be installed and then contract the work to one of our experienced contractors. All work is overseen by our auditors and our work is inspected by state and utility funding sources. Work is free if you receive Fuel Assistance or if your household income falls under 60% of the Area Median Income (AMI).

Funding received from the Department of Energy through the Department of Housing and Community Development, Cape Light Compact, N-Grid gas and N-Star electric. For more information, call at 508-771-5400, ext. 123, or email her at mholmes@haconcapecod.org.

WEATHERIZATION PROGRAM – Multi-family

HAC works with local public housing authorities and other owners of affordable multi-family housing units to ensure that these buildings are weatherized in order to maintain a

high level of comfort and low utility costs. Funding is supplied by the Cape Light Compact.

Call (508) 771-5400, ext. 110, for more information or email Multifamily@haconcapecod.org.

ACCESSIBLE HOUSING OPPORTUNITIES AND PROGRAMS THAT HELP WITH THE EXPENSE OF MAKING A HOME ACCESSIBLE

SMOC The Home Modification Loan Program offered by the South Middlesex Opportunity Council offers 0% and 3% loans up to \$30,000 for ramps, still lives and/or wheelchair lifts, kitchen and bathroom adaptations, widening of doors, removing thresholds, door hardware, and home safety features including hardwired alarm systems, fences and sensory rooms. 0% loans are available to people of up to 100% of median income and the 3% loans are eligible for people of 100% to 200% of median income. For more information contact Amy Allen at 508-202-5919 or visit the website at www.mass.govmrc/hmlp.

Massachusetts Accessible Housing Registry (617) 742-0820 The MassAccess Housing Registry helps people to find affordable rental and homeownership opportunities in Massachusetts. A key feature of the Registry is to highlight homes for people with disabilities who need accessible or barrier-free housing.

MassHousing Repair Programs

Contact information for all of MassHousing's programs is as follows:

MassHousing: One Beacon Street, Boston, MA 02108-3110, Tel: (617) 854-1000, Toll-Free: (800) 882.1154, Fax: (617) 854-1029 Videophone (for the Deaf and Hard of Hearing): (866) 758.1435, Mass Relay: 7-1-1 or (800) 439-2370. Their website is www.masshousing.com.

Home Improvement Loan Program: Use an affordable Home Improvement Loan Program (HILP) loan to make general, non-luxury improvements to your property.

How to Apply: HILP loans are originated by MassHousing-approved lenders. For more information, or to apply for a HILP loan, contact a participating lender.

Program Details

- The Interest Rate on all HILP loans is 5%
- Loan amounts range from \$7,500 to \$50,000
- Loan terms range from 5 to 15 years

Income Limits and Other Restrictions

Income Limits: Borrowers must meet income eligibility limits to qualify for a HILP loan. Income limits vary by city or town.

Other Restrictions

- The home must have been your principal residence for at least one year
- You must have good credit and stable income.
- Loans may be used for 1- to 4-family properties and condominiums only

- You will not be reimbursed for work started before the loan closing

GET THE LEAD OUT LOAN PROGRAM: Through a partnership with Departments of Public Health and Housing and Community Development, MassHousing offers an affordable way to remove hazardous lead paint from your home.

How to Apply: Get the Lead Out loans are administered by local rehabilitation agencies. For more information, or to apply, contact a participating agency.

Who is Eligible?

Owner Occupants

0% Deferred Interest Rate

- Income-eligible families who owner occupy a 1-4 family home in which a child under the age of six resides as a primary residence
- Interest Rate is 0% Deferred
- Eligible borrowers may not have to repay the loan until they sell or refinance their home

2% Amortizing Interest Rate: Owner occupants who wish to delead their homes for preventative reasons may qualify for an amortizing loan with a 2% interest rate. View income limits.

Nonprofit Organizations

- Available to nonprofit organizations who rent to income-eligible tenants
- All loans are 0%, fully amortizing
- Loan terms are from 5 to 15 years, based on the loan amount and borrower qualifications

Investor-Owners

- Available to investor-owners who rent to income-eligible tenants
- All loans are 5%, fully amortizing
- Loan terms are from 5 to 15 years, based on the loan amount and borrower qualifications

Income Limits and Other Restrictions

Income Limits: Borrowers must meet income guidelines to participate in the Get the Lead Out Program. View income limits.

Other Restrictions

Maximum loan amounts are

- \$30,000 for a single-family home
- \$35,000 for a 2-family home
- \$40,000 for a 3-family home
- \$45,000 for a 4-family home

SEPTIC SYSTEM RREPAIR LOANS: Is your septic system failing or in non-compliant with the Commonwealth's Title V requirements? MassHousing's low- and no-interest Septic System Repair Loans can help.

How to Apply: Septic System Repair Loans are originated by participating lenders. Contact a participating lender.

Loan Terms

- Owners of 1- to 4-family homes and condominiums are eligible
- The minimum loan amount is \$1,000; the maximum loan amount is \$25,000
- Loan terms vary from 3 to 20 years
- Interest rates range between 0% and 5%, depending on household income

Income Limits: Borrowers must meet income eligibility requirements to qualify for a Septic Repair loan. View Income Limits.

PART 4

RENTAL HOUSING ASSISTANCE CONTACT LIST

Bourne Oaks 26 Finch Lane (East Point Properties) (603) 836-5680 Lydia Peak at (603) 262-3601; 105 affordables, 41 units for extremely low income, rents at 30% of adjusted gross income (utilities included), 62 or older or handicapped

Canalside Apartments, 7 Scotch Pine Road (508) 888-3608; Family rentals, 112 units, rents based on 30% of adjusted gross income for entire family

Clay Pond Cove 100 Harmony Hill Road, (508) 743-8394

Canal Bluffs 100 Harmony Hill Road (508) 743-8394

Cape Cod Senior Residences 100 Dr. Julius Kelley Road (508) 564-4474; 84 apartments (24 independent, 60 assisted living) 100% of the units are affordable with rents based on 60% median income. 65 and older (one in couple can be 62 or older)

Bourne Housing Authority 871 Shore Road, Pocasset, MA 02559 (508) 563-7485

Housing Assistance Corp. (508) 771-5400

South Shore Housing Corporation (781) 422-4200

Massachusetts Department of Housing & Community Development (617) 573-1400

Housing Consumer Education Centers 800-224-5124

PART 5

OTHER HOUSING ISSUES

Home Buyer Education Programs (Note: Most programs with government participation require completion of a home buyer education program.)

Housing Assistance Corp. (508) 771-5400, (800) 255-5507 www.haconcapecod.org

South Shore Housing (781) 422-4200, (800) 242-0957 www.southshorehousing.org

Fall River Affordable Housing Corporation (508) 677-2220 [www.frahcr1@hotmail.com](mailto:frahcr1@hotmail.com)

Foreclosure Assistance

Housing Assistance Corporation (Hyannis) (508) 771-5400

Housing Consumer Education Centers (800) 224-5124

US Department of Agriculture (508) 295-5151 (can only be used in very limited situations).

FAIR HOUSING ISSUES

For information related to housing discrimination contact:
 Margeaux LeClair, Massachusetts Department of Housing and Community Development (DHCD) (617) 573-1108.

HOMELESSNESS OR THREAT OF HOMELESSNESS

Massachusetts Department of Transitional Assistance: in Hyannis at (508) 862-6660.
 Housing Assistance Corporation (HAC) in Hyannis at (508) 771-5400
 Community Action Committee of Cape Cod and Islands, Inc. 115 Enterprise Road, Hyannis, MA. 02601 telephone (508) 771-1727 www.cacci.cc.
 Making Home Affordable .gov (888- 995 4673)

PART 6
INCOME REFERENCE TABLE

The above list of programs and services are offered by a great variety of organizations. Each has specific eligibility requirements but usually these requirements are associated with household income levels of applicants in relationship to the median income for the area (AMI). For Bourne, income eligibility is typically based upon income for Barnstable County. Below is a reference guide for persons to get a general idea of their potential eligibility. THIS IS ONLY A GUIDE. EACH INTERESTED PERSON NEEDS TO GET SPECIFIC ELIGIBILITY CRITERIA FROM THE AGENCY THAT IS OFFERING THE PROGRAM FOR WHICH THEY HAVE INTEREST. THE INCOME LIMITS BELOW ARE USUALLY AMENDED EACH SPRING. The standard for many programs is 80% of median income by family size. The table below was prepared by the Cape Cod Commission.

Income Table for the Towns in Barnstable County- effective beginning April, 2016.

Barnstable Town, MA MSA	Program	1 person	2 person	3 person	4 person	5 person	6 person	7 person	8 person
	30% Extremely low income	\$17,850	\$20,400	\$22,950	\$25,450	\$28,440	\$32,580	\$36,730	\$40,890
2016 Area MFI - \$77,100	Very Low Income- 50%	\$29,750	\$34,000	\$38,250	\$42,450	\$45,875	\$49,250	\$52,650	\$56,050
	60% Limits	NA							
	Low Income- 80%	\$47,550	\$54,350	\$61,150	\$67,900	\$73,350	\$78,800	\$84,200	\$89,650