



Southwest VA Regional **HOUSING SUMMIT**

April 26, 2023





A little about

Virginia Housing



- Created in 1972 by the Virginia General Assembly
- Help Virginians attain quality, affordable housing
- Provide mortgages for first-time homebuyers and housing counseling
- Financing for multifamily and neighborhood revitalization efforts
- Engage with the Housing Delivery Network
- Support community planning efforts

FY21:

- **Financed more than 7,000 rental units with lending of over \$974 million**
 - **Educate more than 19,000 Virginians annually through free homeownership education classes**
 - **Nearly 9,000 loans worth over \$2 billion to support homeownership**
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How We Can Help

Community Impact Grants facilitate projects that promote community and economic development and affordable housing



Planning



Development



Innovative
Demonstrations

Planning

Up to \$20,000

- Development Code Analysis
- Regional Market Assessment
 - Multi-jurisdictional Organizations: \$20,000 per county or city
- Historical Study
- Impact Study
- Local Market Assessment
- Needs Assessment
- Policy Analysis
- Site Planning

Up to \$15,000

- Small Area Plan
- Area Market Study
- CPAT Report
- Data Analysis
- Economic Market Analysis
- Preliminary Architectural and Engineering Report
- Feasibility Study
- Marketing Plan (Development Specific)
- Title Search and Boundary Survey

Planning: Community Engaged Planning

Supports planning efforts that educate and encourage community voice in the development process.

Up to \$50,000

Community Input Sessions

- Meetings facilitated by the organization to gather feedback about a proposed development through conversations with members of the community in which the development will be located.

Neighborhood Community Planning

- The creation of a land use proposal as a collaborative neighborhood effort in order to provide local government with rezoning solutions that support affordable housing.

Development

STABILIZATION: Supports efforts to spark revitalization by preparing deteriorated vacant properties for residential or mixed-use redevelopment.

DECONSTRUCTION: Assists communities with demolition of vacant, blighted structures that cannot be rehabbed, with materials reused and recycled to the extent possible.



Amount: Up to \$150,000

Innovative Demonstrations

Seeks to spur more affordable single-family and mixed-use housing development by supporting technological innovation in the homebuilding industry



NextGen Manufactured Housing

- ▶ Permanent foundation, pitched roof, drywall throughout, garage/carport, porch
- ▶ Potential for infill development
- ▶ Zoning to allow for this type of housing



Capacity Building

Grants

Partner with non profit partners and localities to increase/improve capacity:

Strategic Planning

Succession Planning

Board Development

Program Design

Technology

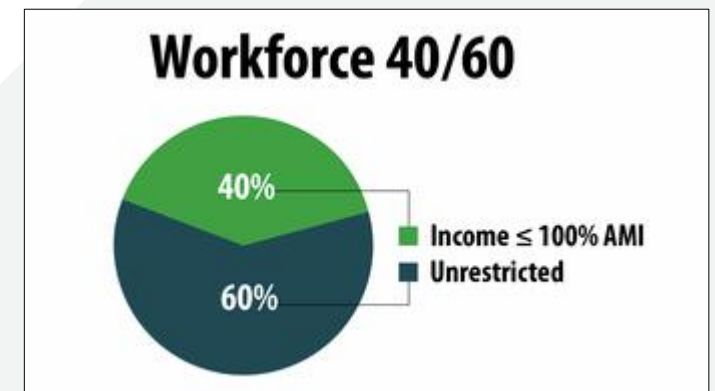
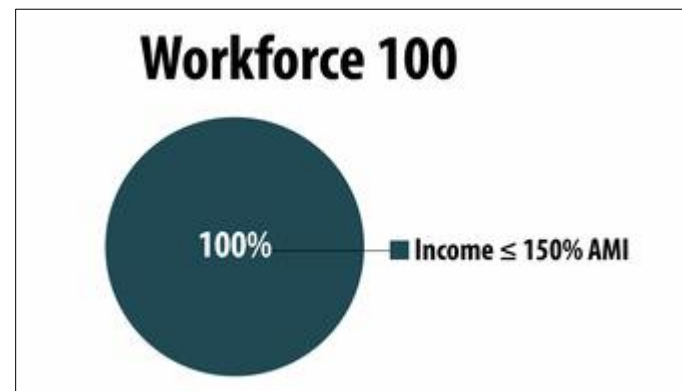
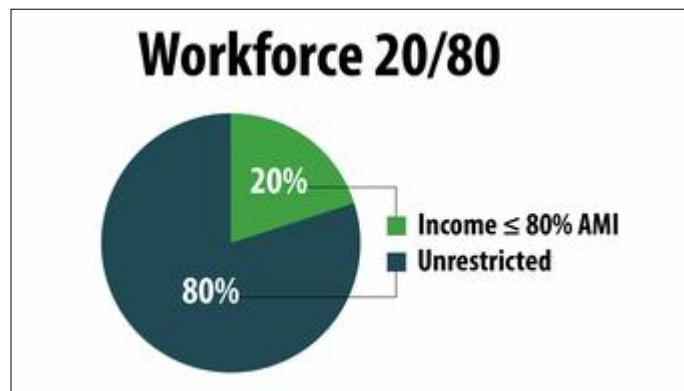
Policies and Procedures

Rental Financing

- Multifamily and Mixed-Use
 - Below market, fixed-rate, long-term financing tailored to meet individual developer needs
 - Very low through market rate income
 - Over \$974 million in lending in 2021 resulting in nearly 7,170 units
 - Available to non-profit and for-profit developers

Workforce Housing Finance

Our Workforce Housing loans allow for a broader range of incomes, so you can choose the financing that best fits the needs of your community. The program requires that a percentage of units be reserved for residents whose annual income does not exceed certain limits. The rest of the units maybe rented to residents at any income level.



Predevelopment Loan Fund

The Predevelopment Loan Fund supports Rental Projects which address one of the following issues:

- Housing for disabled households
- Homelessness
- Revitalization



West Main Development LLC, Pulaski

Eligible Costs

- Architectural/Engineering Studies
- Site Planning
- Appraisals
- Market Studies

Predevelopment Loan Fund

- Interest free Loans
- Paid off with construction financing
- 36-month term
- If project does not move forward, it may be forgivable
- Available to non-profit and for-profit developers



Amount:

- Projects under \$5M: up to \$100,000
- Projects over \$5M: up to \$200,000

Prices Fork Elementary School Redevelopment

- Redevelopment of an old school in Blacksburg, VA
- Resulted in mixed-use development including apartments, an incubator kitchen restaurant and brewery
- Following initial success of adaptive reuse, we provided a grant allowing for construction of new apartments adjacent to former school, adding 16 additional apartments



Big Stone Gap Mutual Pharmacy

- Building opened in 1950s, open for 60+ years was a town anchor
- Pharmacy, lunch counter/ soda fountain
- RHA acquired property
- Town viewed this as critical to kick-starting revitalization of downtown
- Restaurant, new upper story housing, lower-level banquet and co-work space



Additional Case Studies

<https://www.virginiahousing.com/partners/rental-housing/case-studies>



Baker School- Richmond



Pin Oaks Estates- Petersburg



Longview on Broadway- Roanoke

Home Ownership



- Consumer directed programs
- Downpayment assistance, closing cost assistance, mortgage rate buydown
- Over 8,980 loans (\$2.0 billion)
- 19,879 people completed First-Time Homebuyer course

Income and Sales Price/Loan Limits

Area	Maximum Gross Household Income				Sales Price/ Loan Limit
	2 or Fewer People		3 or More People		New & Existing Construction
	Standard	With Virginia Housing DPA or CCA Grant	Standard	With Virginia Housing DPA or CCA Grant	
Washington-Arlington-Alexandria	\$162,000	\$129,600	\$189,000	\$151,200	\$665,000
Richmond	\$98,400	\$78,700	\$114,900	\$91,900	\$425,000
Charlottesville	\$98,000	\$78,400	\$113,000	\$90,400	\$375,000
Norfolk-VA Beach-Newport News	\$98,000	\$78,400	\$113,000	\$90,400	\$390,000
Culpeper-Rappahannock-Warren	\$106,000	\$84,800	\$123,000	\$98,400	\$600,000
All Other Areas of Virginia	\$95,000	\$76,000	\$110,000	\$88,000	\$330,000

Homeownership Options

Virginia Housing Program	Details
Down Payment Assistance (DPA) Grant	<ul style="list-style-type: none">• Grant (never have to pay this back)• 2-2.5% of the purchase price• Paired with FHA or Conventional Loan
Closing Cost Assistance Grant	<ul style="list-style-type: none">• Grant (Never have to pay this back)• 2% of Purchase Price• Paired with RHD or VA Loans
Plus Second Mortgage	<ul style="list-style-type: none">• 3-5% of the Purchase Price• 30 Year, fixed rate loan with no pre-payment penalty• Paired with FHA or Conventional Loan
Sponsoring Partnerships and Reviving Communities (SPARC)	<ul style="list-style-type: none">• 1% Interest rate reduction• Pairs with eligible Conventional, FHA, VA, and RHS

Homeownership Options

Loan Types	Details
Conventional	<ul style="list-style-type: none">• 3% Down Payment (as low as 1% with DPA or 0% with Plus Second Mortgage)• Credit score 640+• Reduced Mortgage Insurance (MI) or no MI available (Credit Score 660+)
FHA	<ul style="list-style-type: none">• FHA Insured• 3.5% Downpayment (as low as 1% with DPA or 0% with Plus Second Mortgage)• Credit Score 620+
Veteran's Affairs (VA)	<ul style="list-style-type: none">• VA Guaranteed• 100% Financing for eligible veterans• Credit Score 620+• Pairs with Closing Cost Assistance Grant
USDA Rural Development (RD)	<ul style="list-style-type: none">• USDA Guaranteed• 100% Financing for eligible rural properties• Low Mortgage Insurance• Pairs with Closing Cost Assistance Grant

Useful Links

- Homebuyer Education: <https://www.virginiahousing.com/homebuyers/homebuyer-education>
- Renter Education: <https://www.virginiahousing.com/renters/resources>
- Find a Lender: <https://www.virginiahousing.com/homebuyers/find-lender>
- Rental Search: <https://www.virginiahousingsearch.com/>
- Rental Financing: <https://www.virginiahousing.com/partners/rental-housing>

Thank You.

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