

Homeownership Study

Homeownership Subcommittee of the Housing Commission

February 17, 2023

An Analysis of Existing Homeownership Programs
and
An Overview of Communication and Engagement



Agenda



Homeownership Study Updates



Analysis of Existing Homeownership Programs



Overview of Communication and Engagement for the Study

Study Updates – Since December 13

- Update 1– maybe realtor & lender roundtables?
- Update 2



Homeownership Study

Timeline



Phase 1

Data Collection and Analysis

- Data Research and Program Analysis

Deliverables:

- *Barriers to Homeownership Analysis*
- *Existing Program Analysis*

Phase 2

Values, Vision and Goals

- Community Engagement
 - *HC Subcommittee, Meetings, Roundtables, Online Feedback*

Deliverables:

- *Community Homeownership Vision and Goals*

Phase 3

Program Recommendations

- New Program Research
- Case Studies

Deliverables:

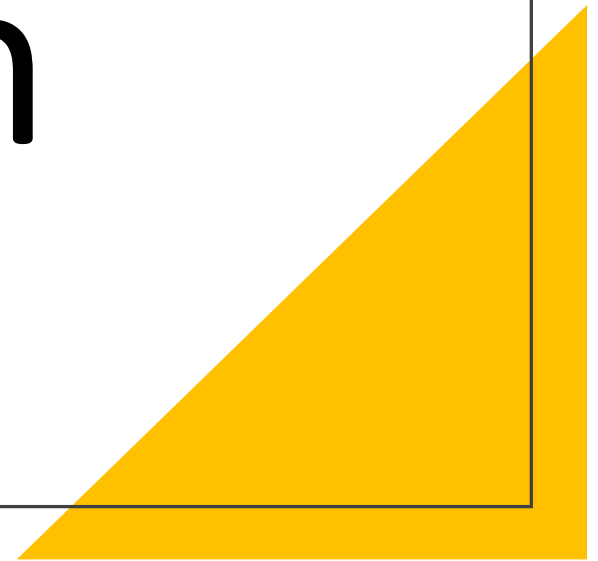
- *Homeownership Program Recommendations*

Analysis of Existing Homebuyer Programs

- Homebuyer Education
- Down Payment Assistance
- Affordable Dwelling Units (ADUs)
- Interest Rate Reduction
- Additional Programs for Moderate-Income buyers



Homebuyer Education

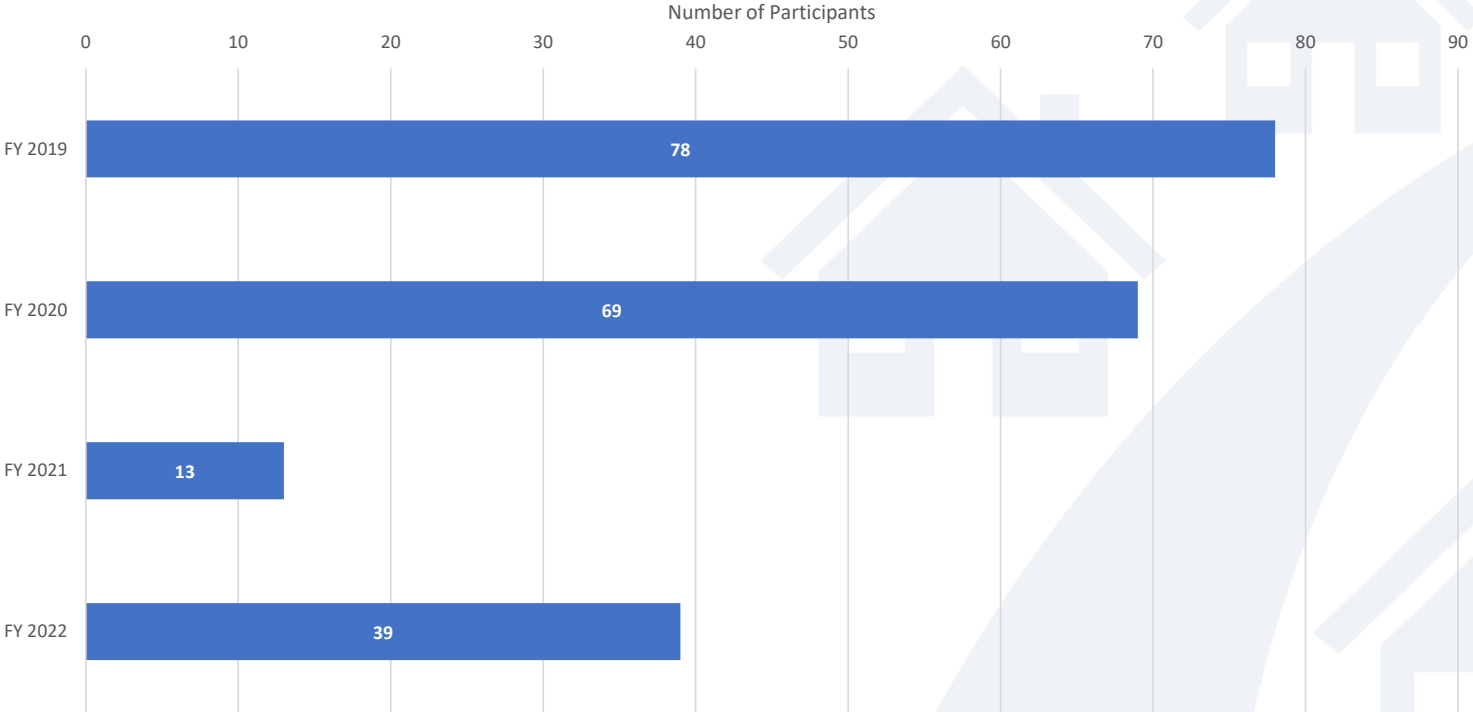


Homebuyer Education

Participants by Fiscal Year

Total Participants
199

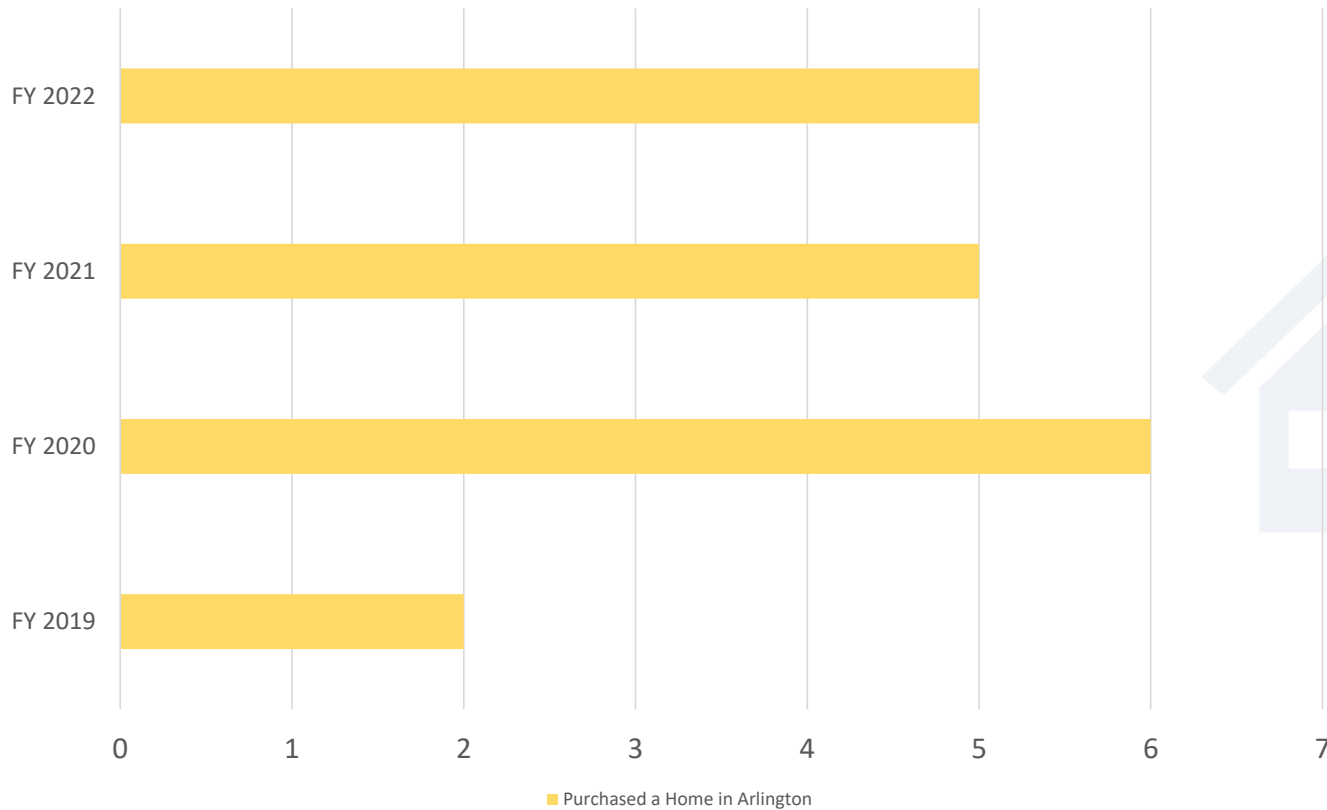
Homebuyer Education Completion by Fiscal Year



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Homebuyer Education

Purchases in Arlington after Homebuyer Education (Existing County Residents Only)



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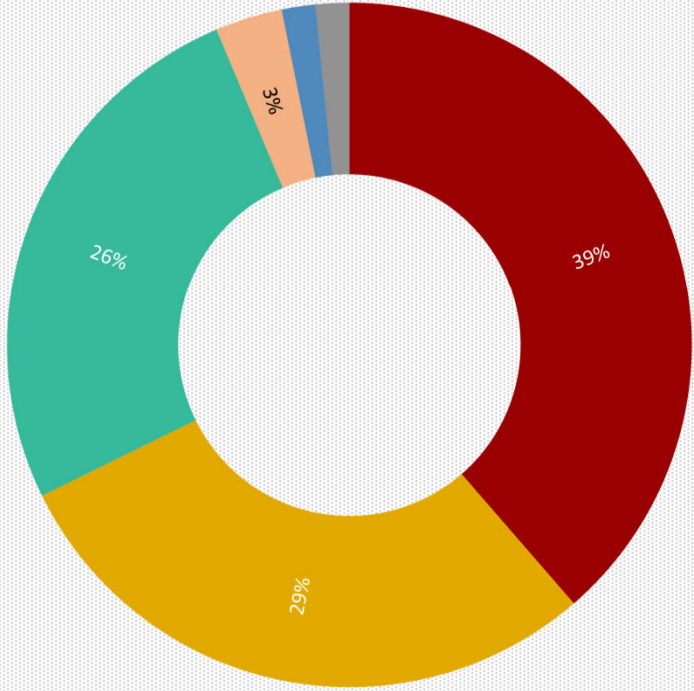
18 County residents
purchased homes in
Arlington

Homebuyer Education

Home Purchases by Location for All Homebuyer Course Participants

Purchase Locations FY 2019 - FY 2022

Arlington City of Alexandria Maryland Fairfax/Falls Church Loudoun Other Virginia



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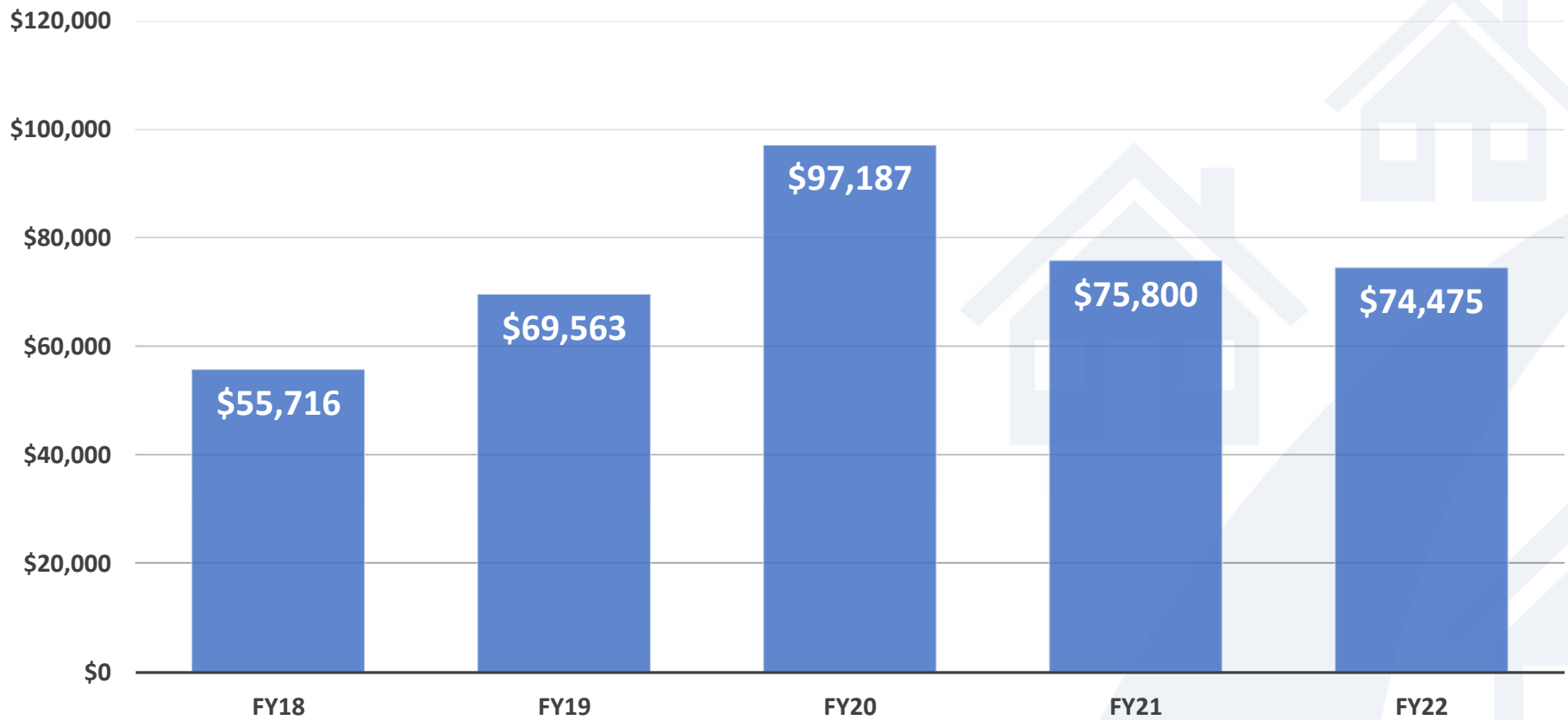
MIPAP Performance FY18-FY22

Loan Amounts by Fiscal Year



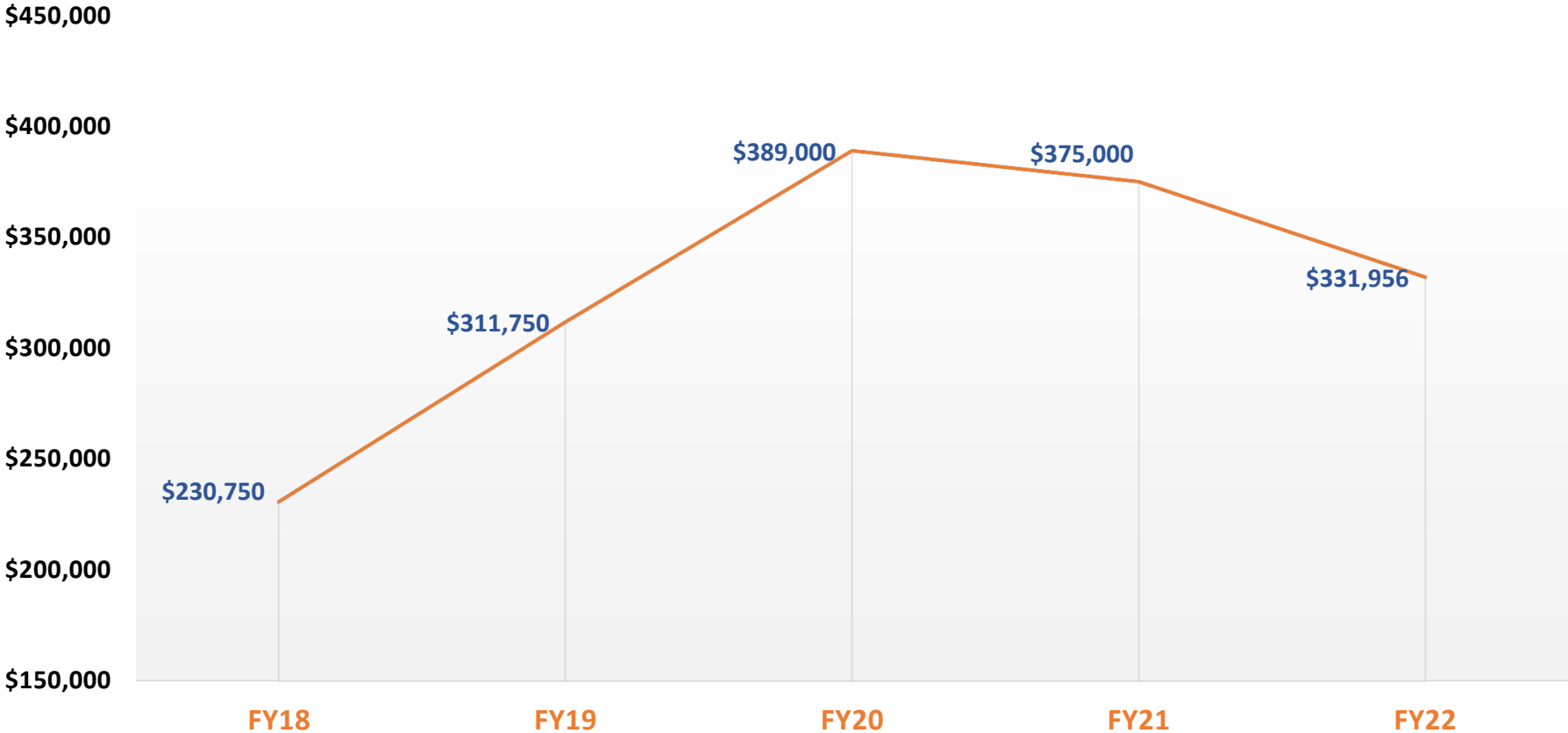
MIPAP Performance FY18-FY22

Average MIPAP Loan Amount by Fiscal Year



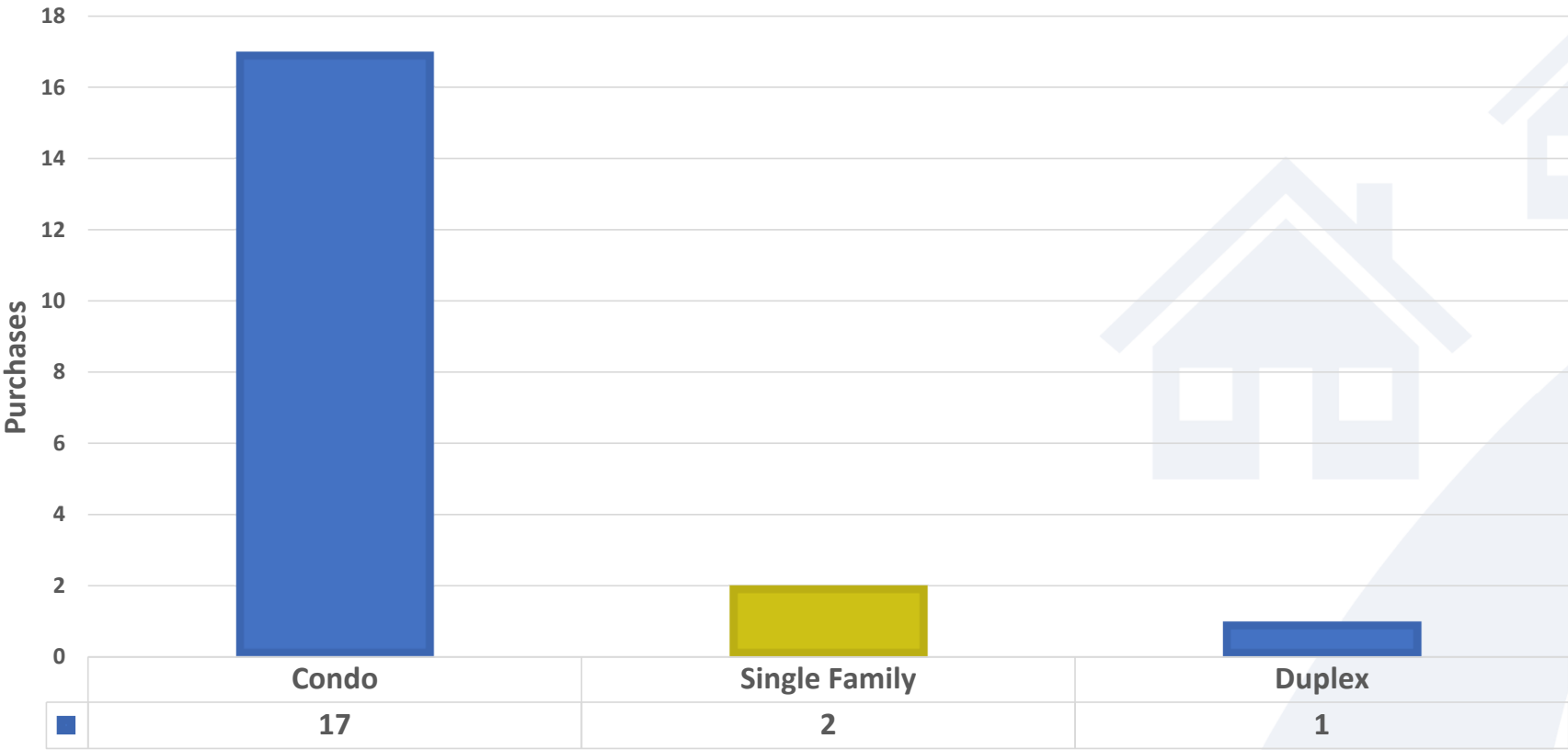
MIPAP Performance FY18-FY22

Average Purchase Price by Fiscal Year



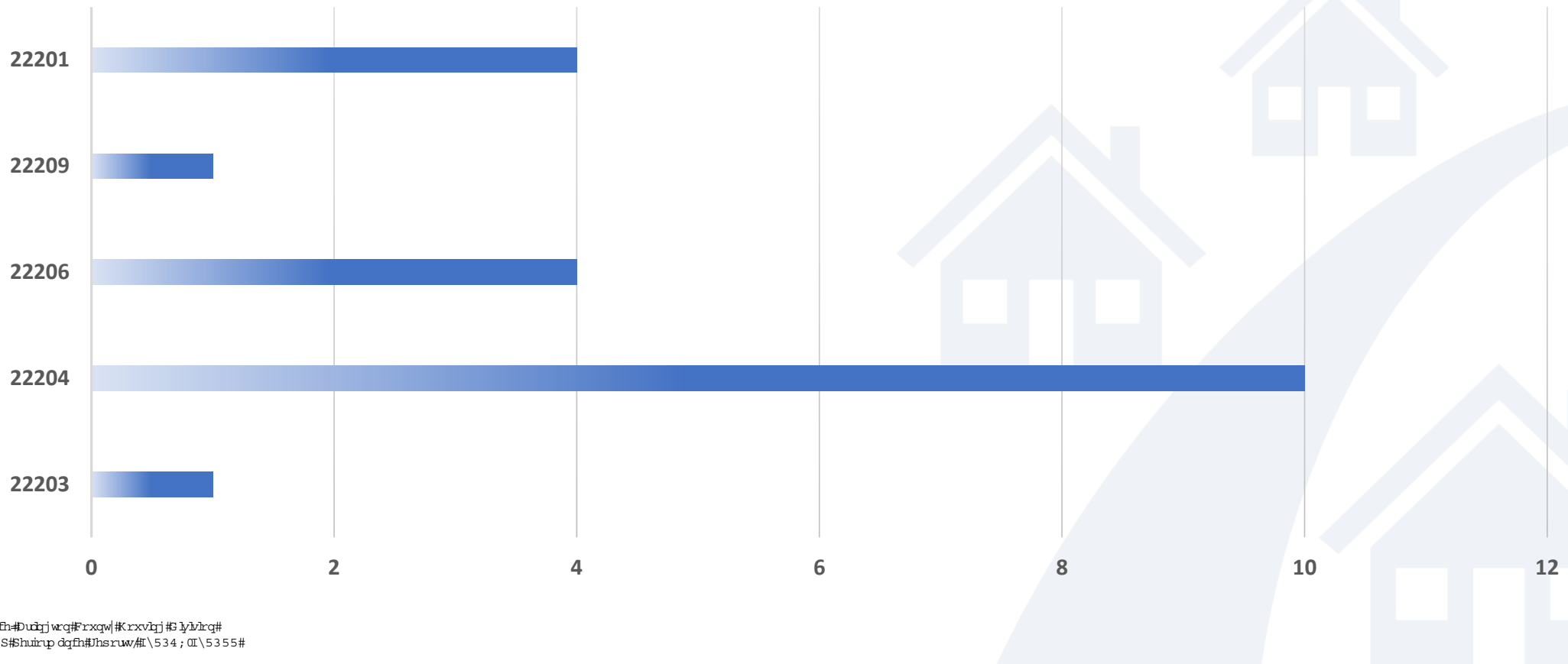
MIPAP Performance FY18-FY22

Purchases by Housing Type



MIPAP Performance FY18-FY22

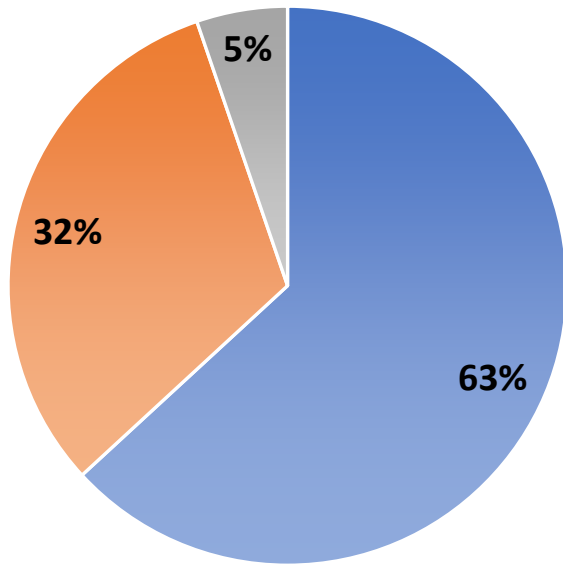
Purchases by Zip Code



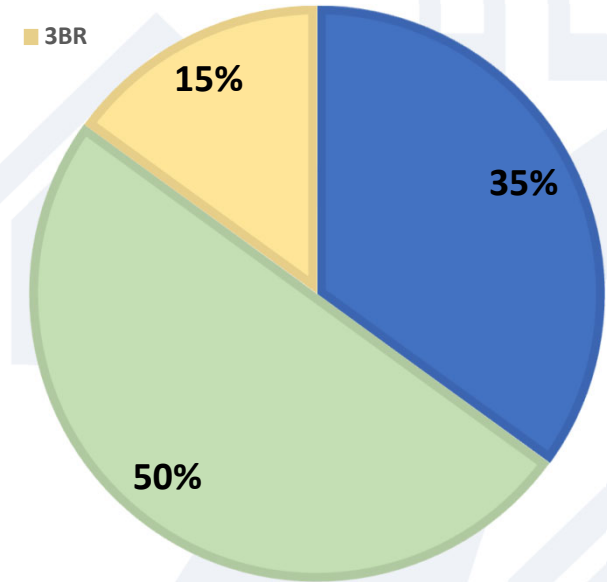
MIPAP Performance FY18-FY22

Purchases by Household Size and Bedroom Size

- 1-2 persons
- 3-4 persons
- 5+ persons

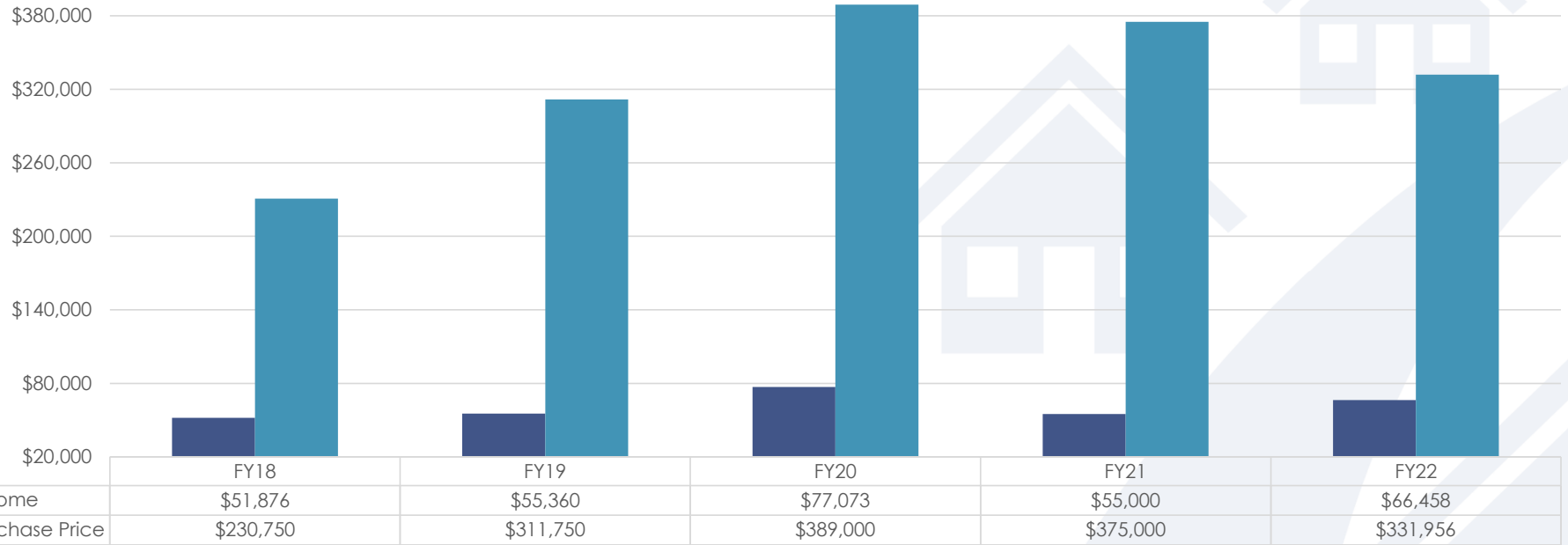


- 1BR
- 2BR
- 3BR



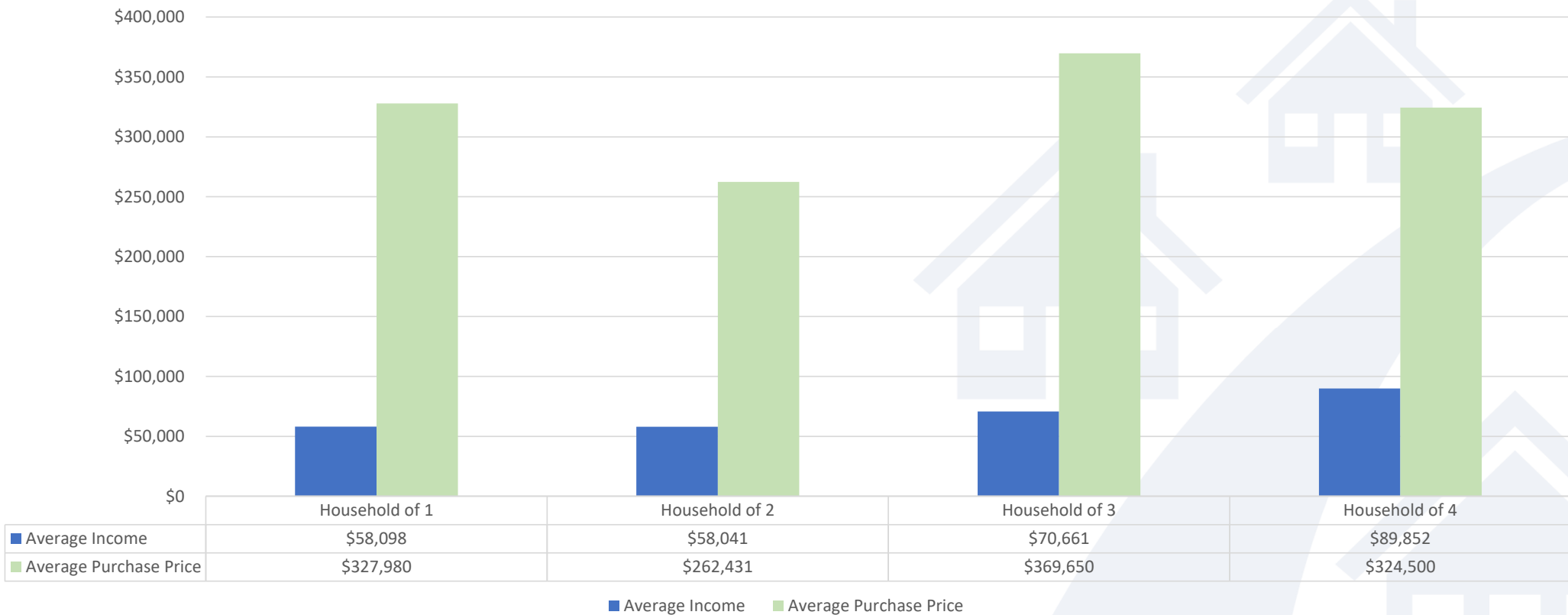
MIPAP Performance FY18-FY22

Average Income and Purchase Price



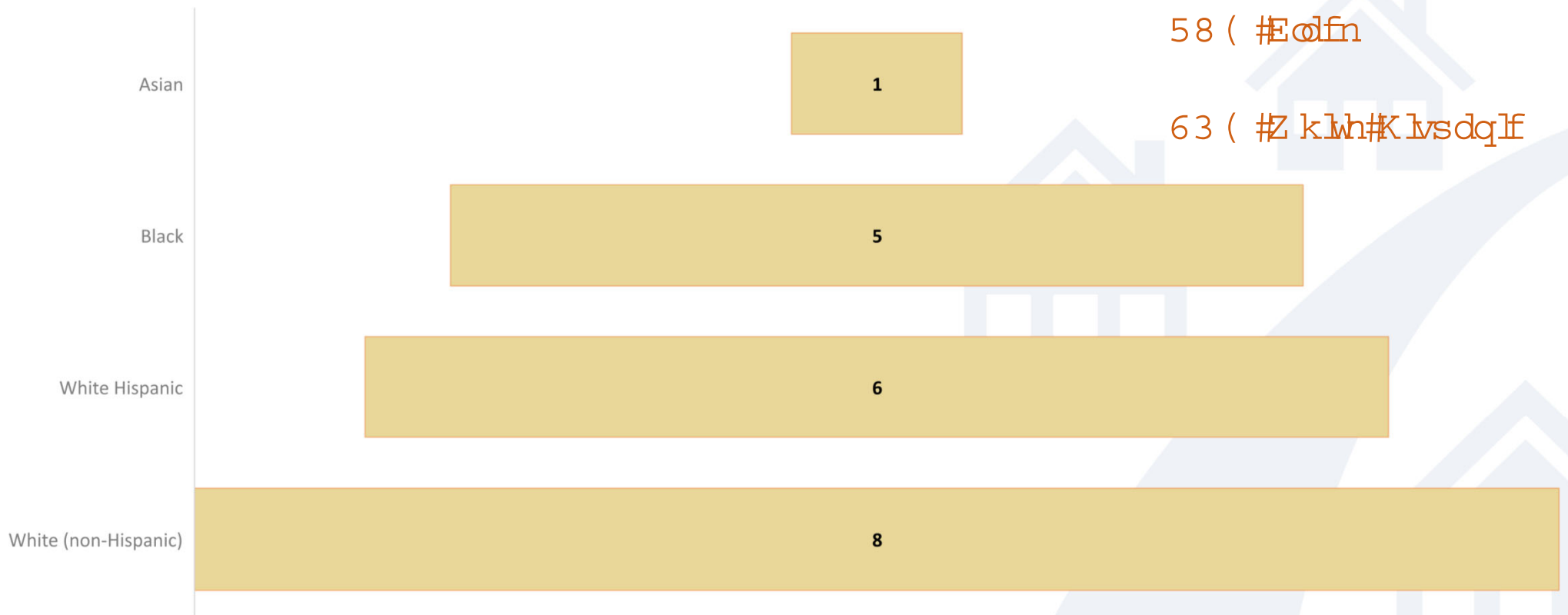
MIPAP Performance FY18-FY22

Average Income and Purchase Price by Household Size



MIPAP Performance FY18-FY22

Borrowers by Race and Ethnicity



58 (#Eolfn

63 (#Z k.lh#K lvsdqIf

MIPAP Performance FY18-FY22

Purchase Price by Race & Income

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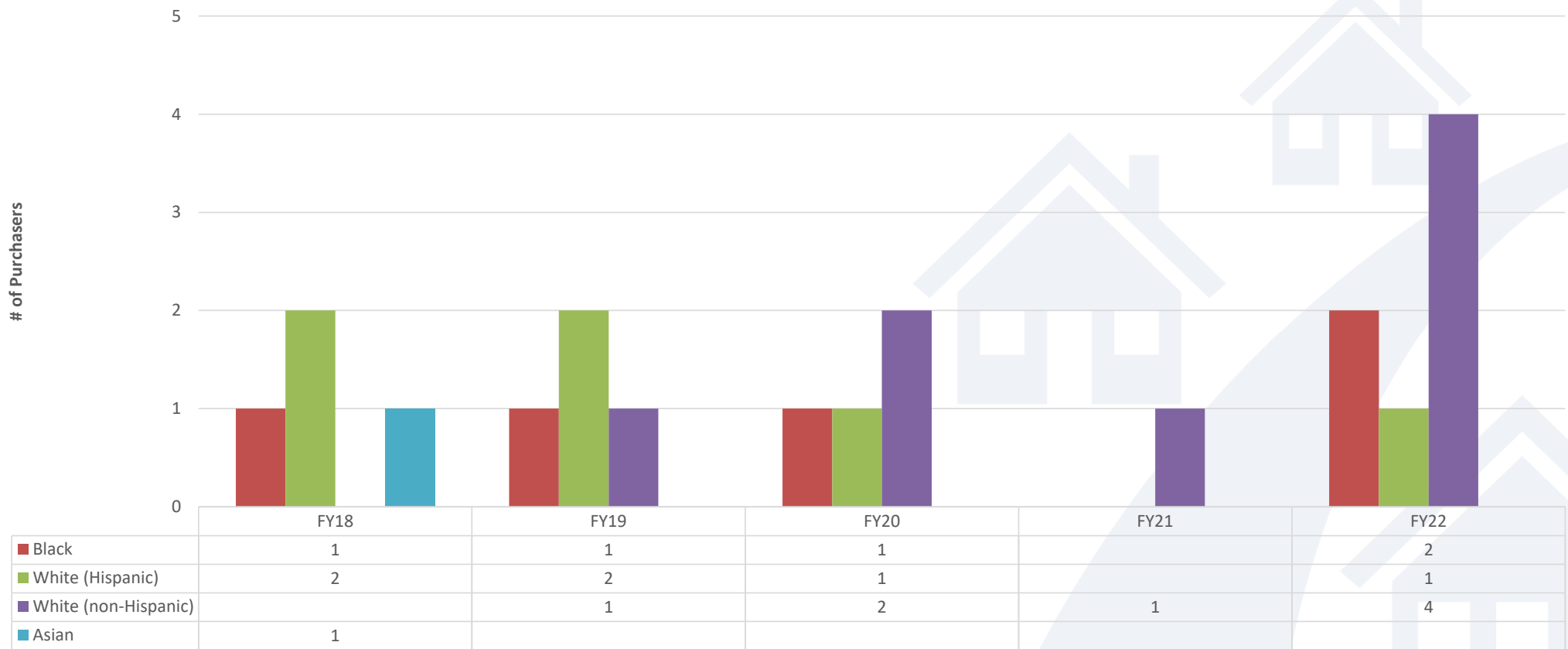
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MIPAP Performance FY18-FY22

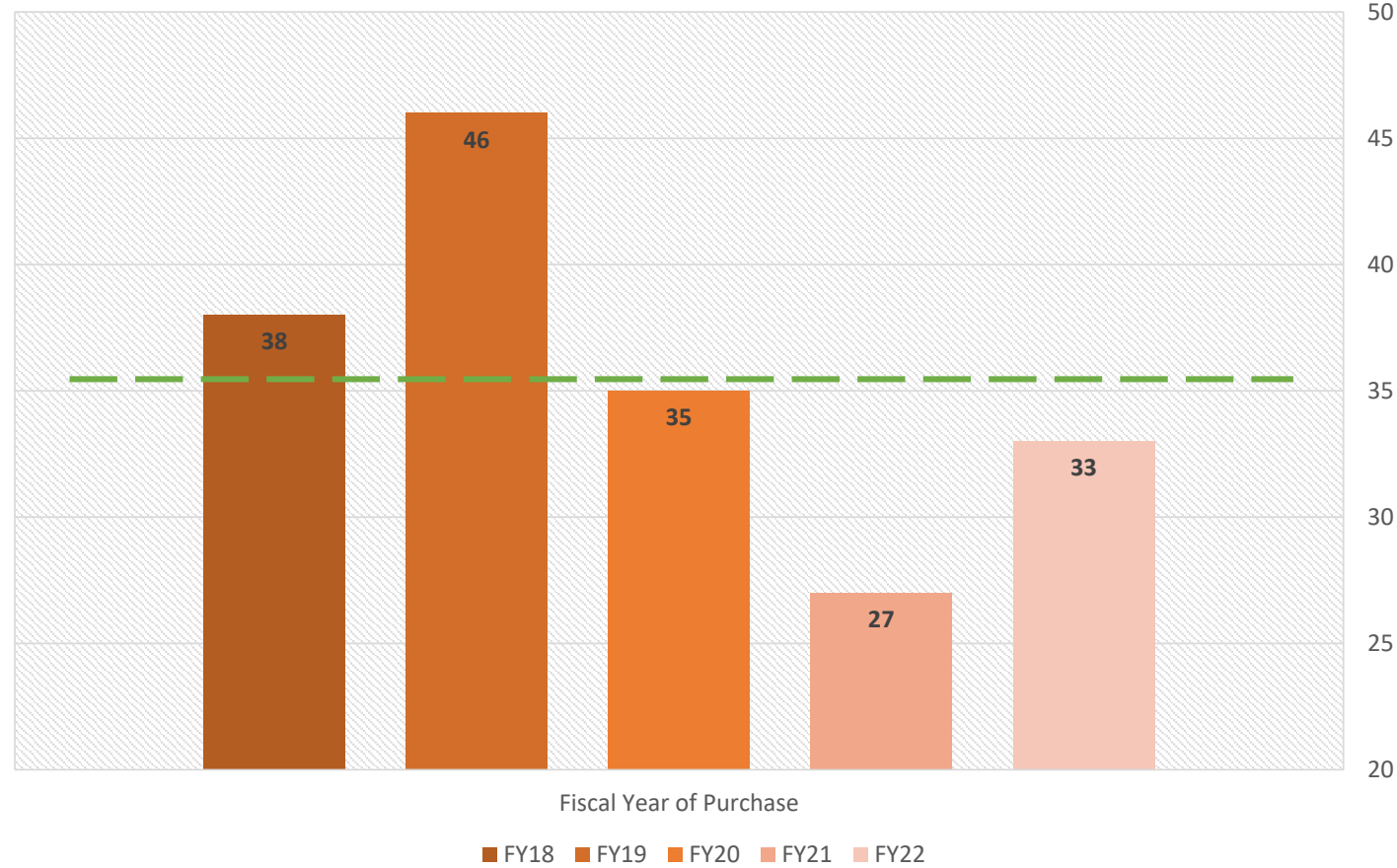
Borrower Race and Ethnicity by Fiscal Year



MIPAP Performance FY18-FY22

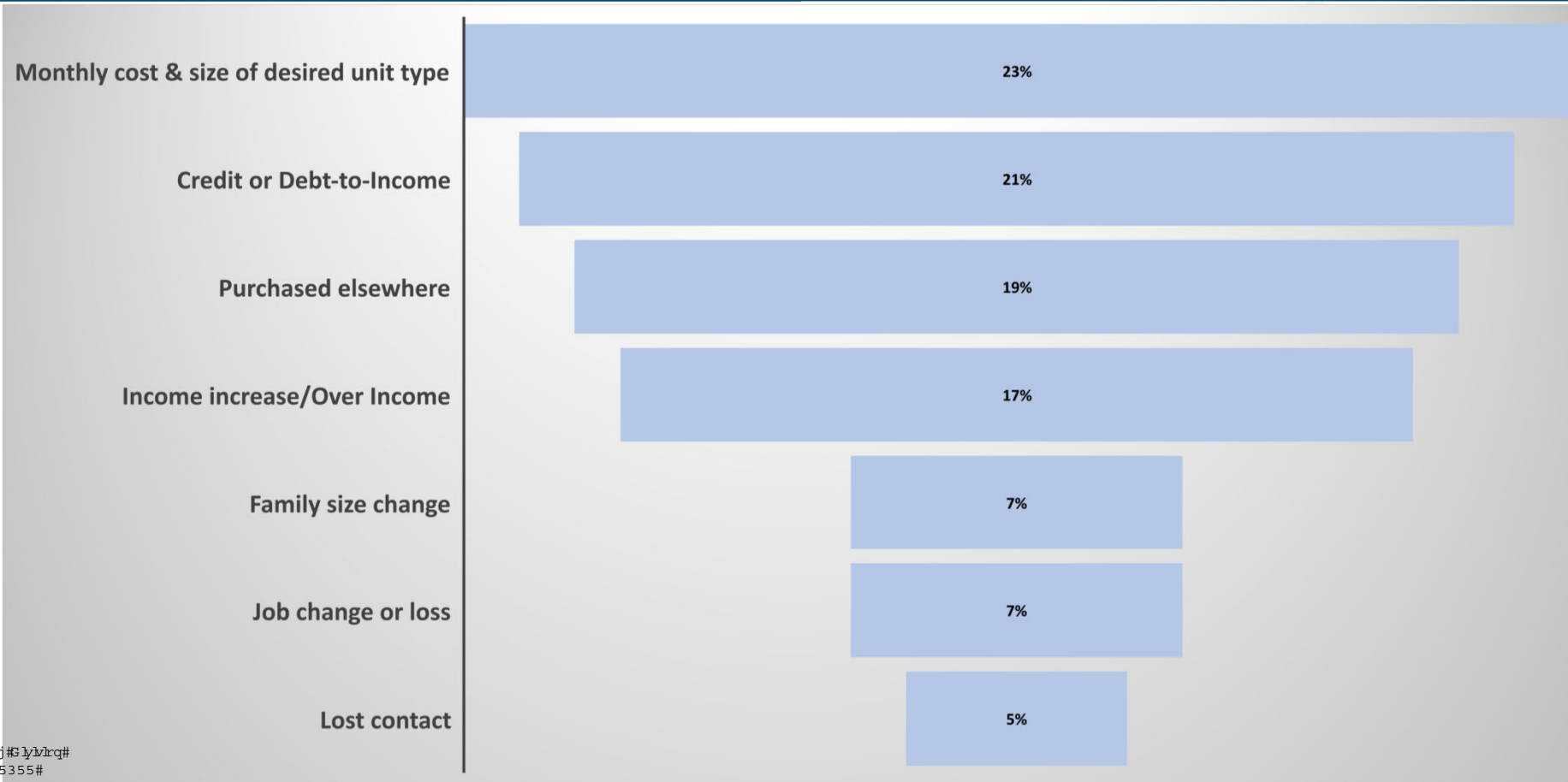
Average Borrower Age by Fiscal Year of Purchase

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+I \ 53 OI \ 55 ,# : 3 (#
z h u h#k r x v h k r o g v#r i#
r q h#R i#k r v h#e x | h u v#
: 4 (d u h#6 3 #|h d u v#r u#
|r x q j h u



MIPAP Performance FY18-FY22

Non-purchaser Response by Primary Reason



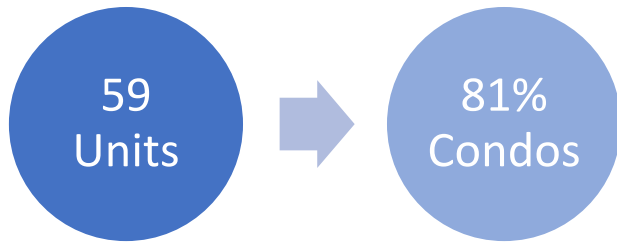
ADU overview



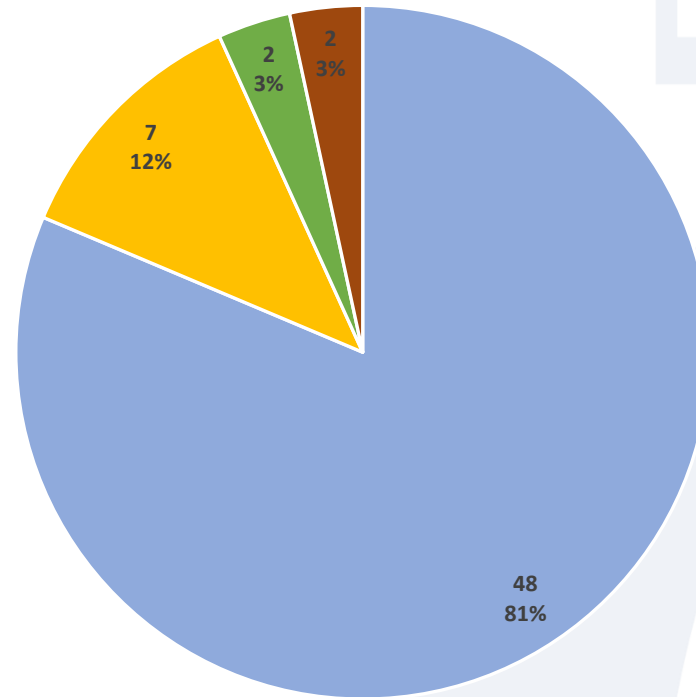
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Shuirp dqfn#Jhsruw#i\534 ; ai\5355#

Affordable Dwelling Unit (ADU) Performance FY18-FY22

ADU Portfolio by Unit Type

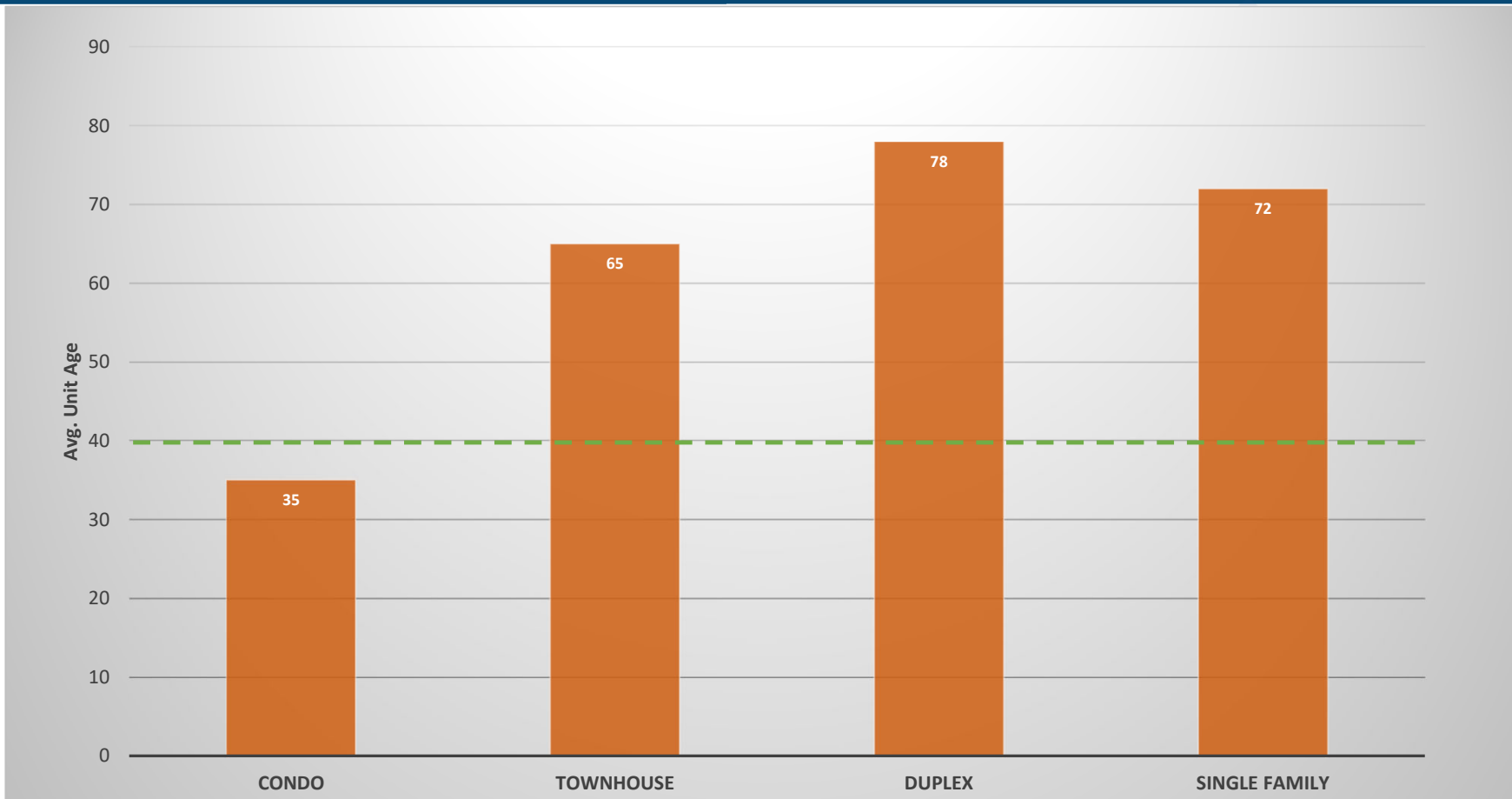


■ Condo ■ Duplex ■ Townhouse ■ Single Family



ADU Performance FY18-FY22

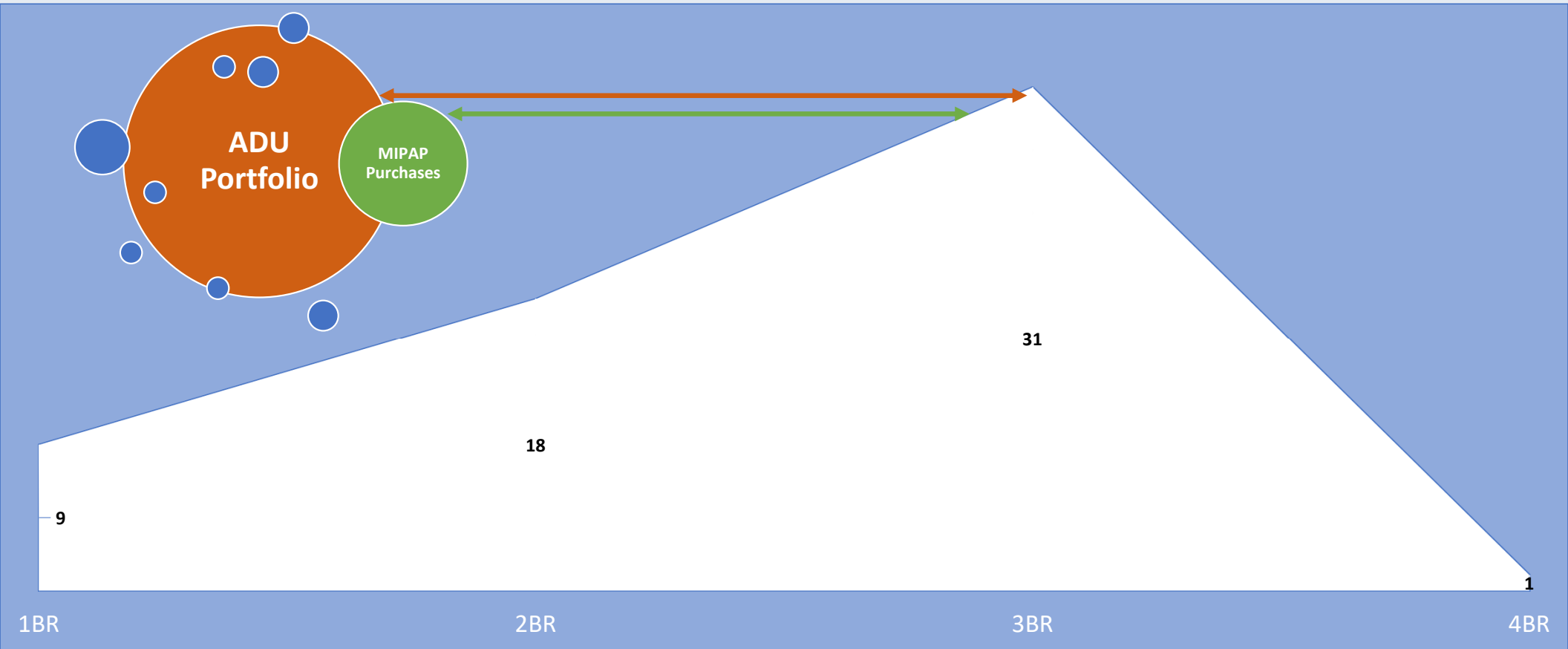
Average Age of ADUs



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Affordable Dwelling Unit (ADU) Performance FY18-FY22

ADU Portfolio by Bedroom Size

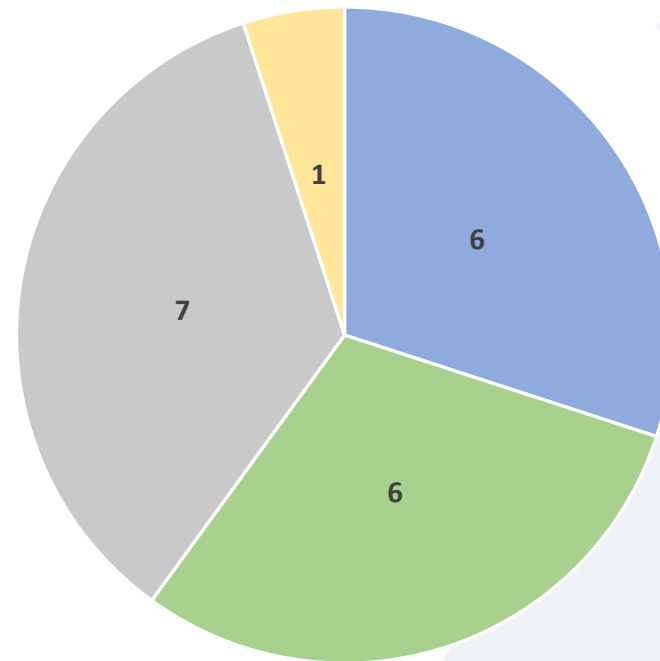


MIPAP Performance FY18-FY22

Age Range of Borrower Heads-of-Household

Oldest 52

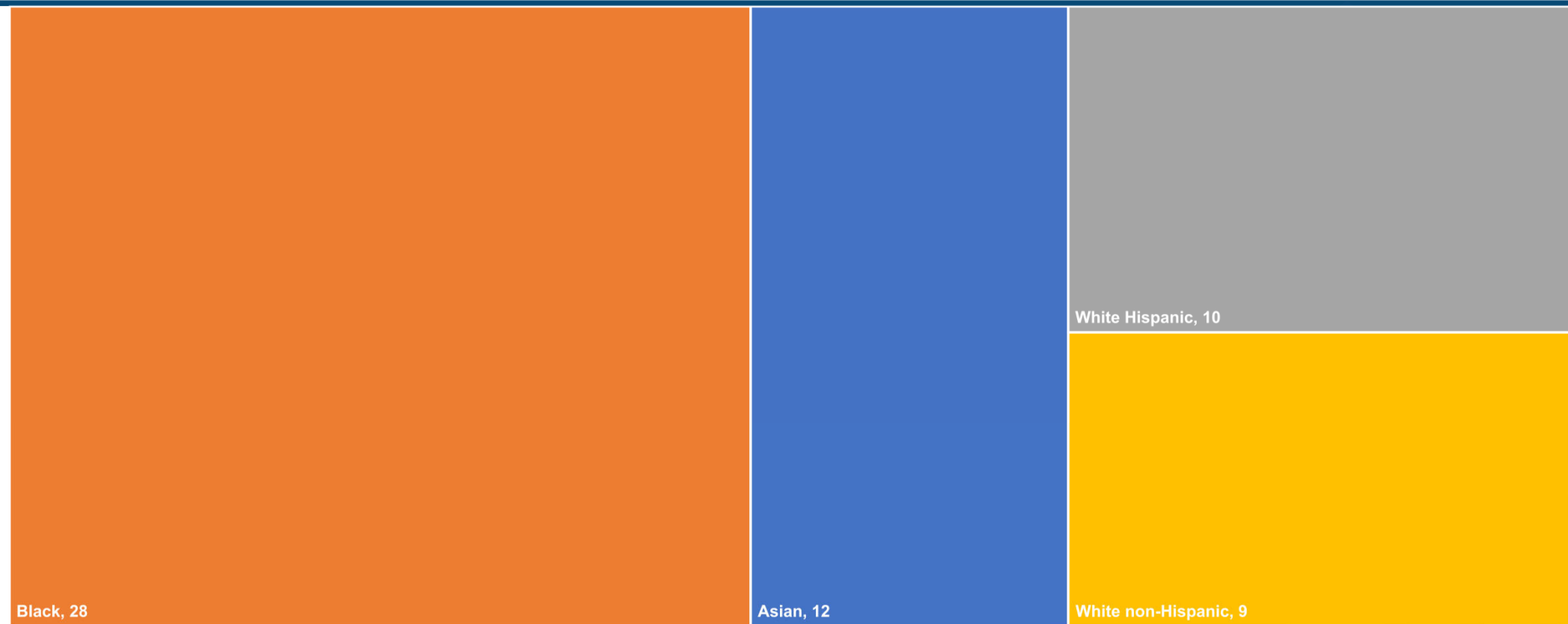
Youngest 26



■ 20-29 ■ 30-39 ■ 40-49 ■ 50-59

Affordable Dwelling Unit (ADU) Performance FY18-FY22

ADU Owners by Race and Ethnicity




Existing Programs Analysis

Takeaways

Housing prices have increased over time, increasing the size of MIPAP loans



Typically, MIPAP borrowers buy smaller 1-2BR condos; not 3BR+ units. There is a limited supply of 3BR units that are affordable to MIPAP borrowers

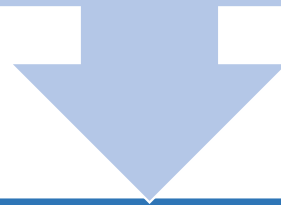


The supply of housing that is affordable and desirable to MIPAP borrowers is diminishing.

Existing Programs Analysis

Takeaways, cont.

Based on MIPAP and ADU program participant demographics, we do seem to be meeting the County's diversity/equity goals



The MIPAP and ADU programs are small, averaging 4 and 2 closings, respectively, per year. The MIPAP program is limited, primarily, by funding available, while the ADU program is limited by the number of affordable units generated by the special exception site plan process

Questions?



Communication & Engagement



Study Goals

- Assess opportunities for potential homebuyers and existing homeowners
- Apply a racial equity lens to market data, ownership rates, and program participation
- Clarify the community's values and goals related to homeownership
- Determine whether existing programs support Arlington's homeownership goals
- Develop program recommendations and identify approaches to provide programmatic support to racial and ethnic groups for whom homeownership rates are lowest

Communication & Engagement Goals



Share information on Arlington's homeownership trends and programs



Rigorously and repeatedly apply the equity lens to the County's homeownership landscape AND communication and engagement practices



Use the answers to inform and adjust those practices



Establish substantive two-way communication with a wide range of stakeholders



Ensure that stakeholders' input shapes the vision and goals, as well as program recommendations



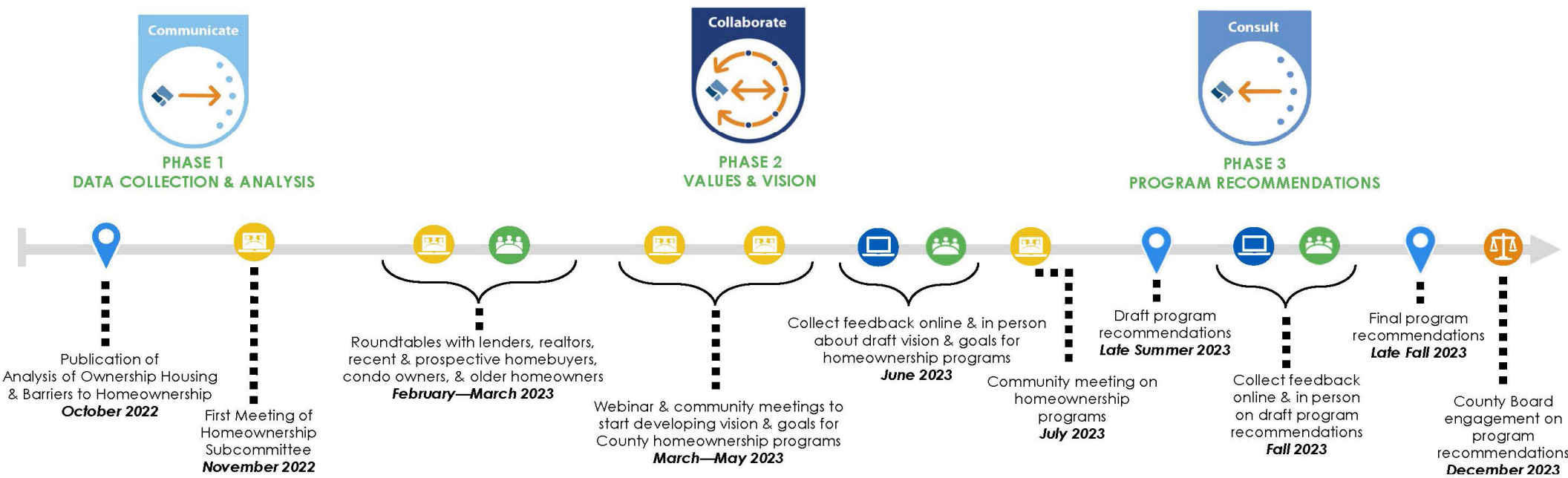
Share and refine program recommendations

Communication & Engagement Objectives

Leverage relationships of Homeownership Subcommittee members and other community partners

Disseminate information from the Barriers Analysis and Program Analysis, community-developed vision and goals, study findings, and program recommendations through e-newsletters, social media, local news media, and public libraries

Public Engagement Timeline



Online Feedback
(e.g. questionnaire, feedback form, etc.)



In-Person Engagement and Pop-Ups
(e.g. community meeting, roundtable, tabling, walking/bus tour, deliberative dialogue, etc.)



Virtual Meeting
(e.g., TEAMS, TEAMS live, Zoom, etc.)



County Board Engagement
(e.g. public hearing, Board work session, open door Monday, commission meeting etc.)



Key Milestone

Questions?

