

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**– Key Background webpage is live
 - Interactive maps & tables with 2022 data
- **Update 2** – Roundtables scheduled this month & next
 - More on roundtables during communication & engagement presentation
- Next Meeting – April timeframe

Analysis of Existing Homebuyer Programs

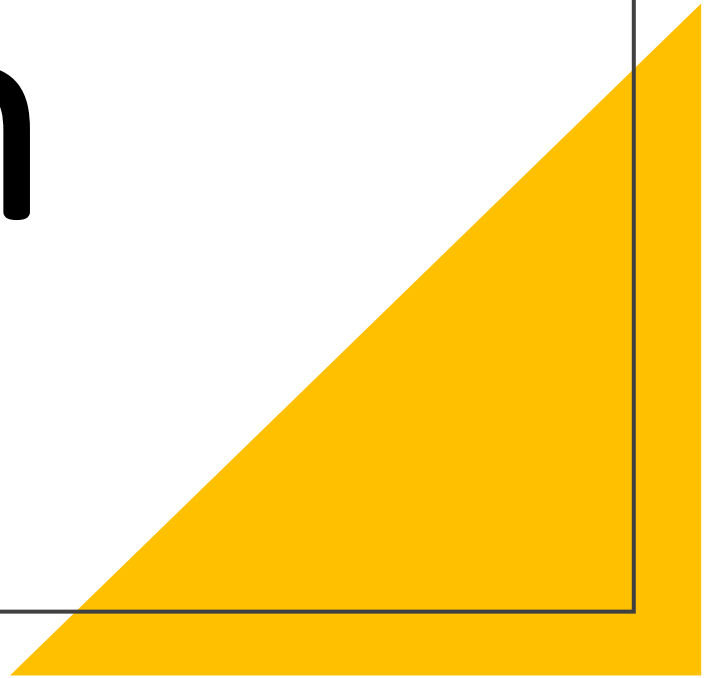
- Homebuyer Education
- Down Payment Assistance
- Affordable Dwelling Units (ADUs)
- Interest Rate Reduction
- Additional Programs for Moderate-Income buyers



Income Limits

Household Size	80% of Area Median Income (AMI)	100% of Area Median Income (AMI)	120% of Area Median Income (AMI)
1	\$79,760	\$99,700	\$119,640
2	\$91,120	\$113,900	\$136,680
3	\$102,480	\$128,100	\$153,720
4	\$113,840	\$142,300	\$170,760
5	\$122,960	\$153,700	\$184,440
6	\$132,080	\$165,100	\$198,120
7	\$141,200	\$176,500	\$211,800

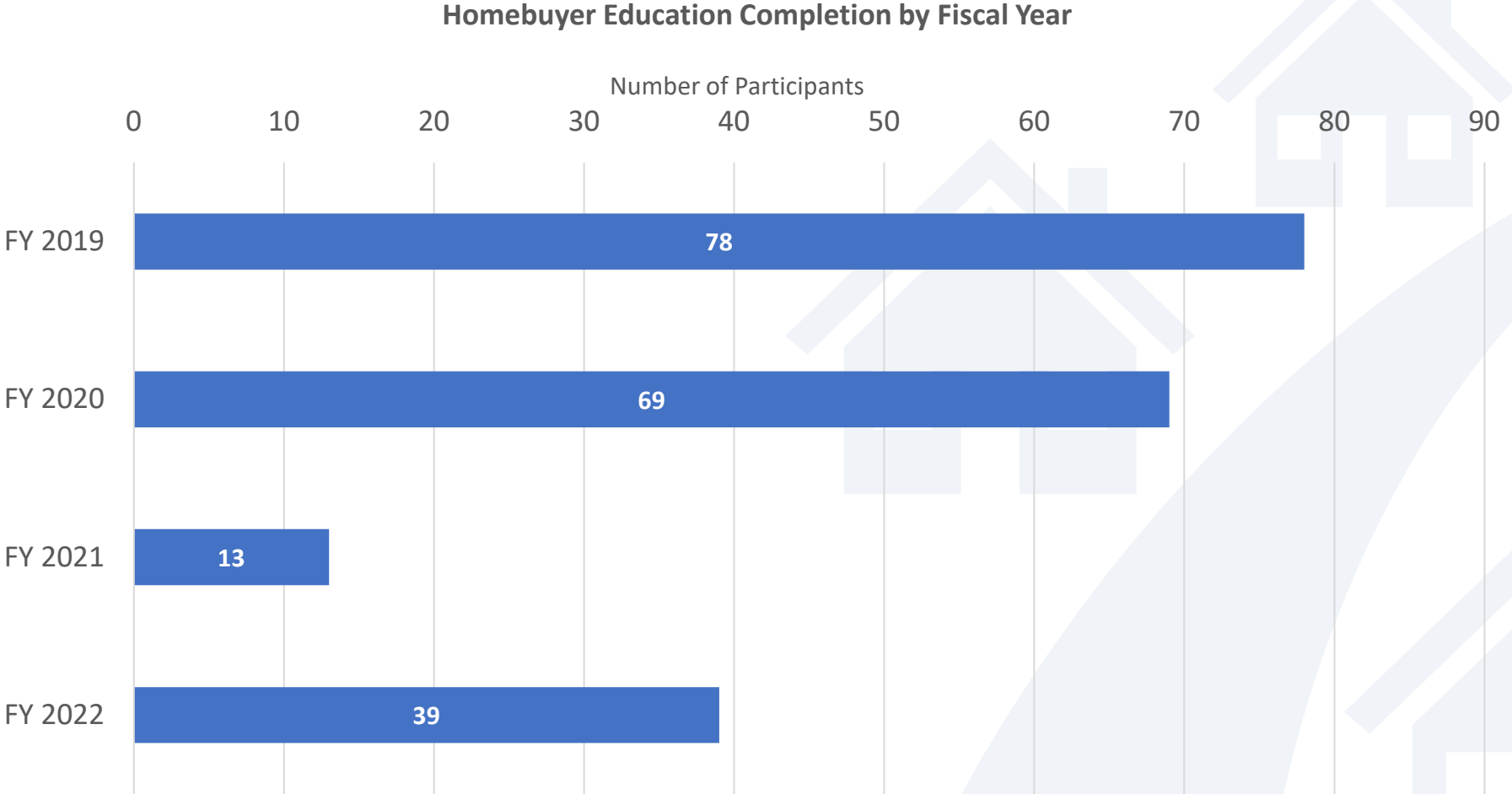
Homebuyer Education



Homebuyer Education

Participants by Fiscal Year

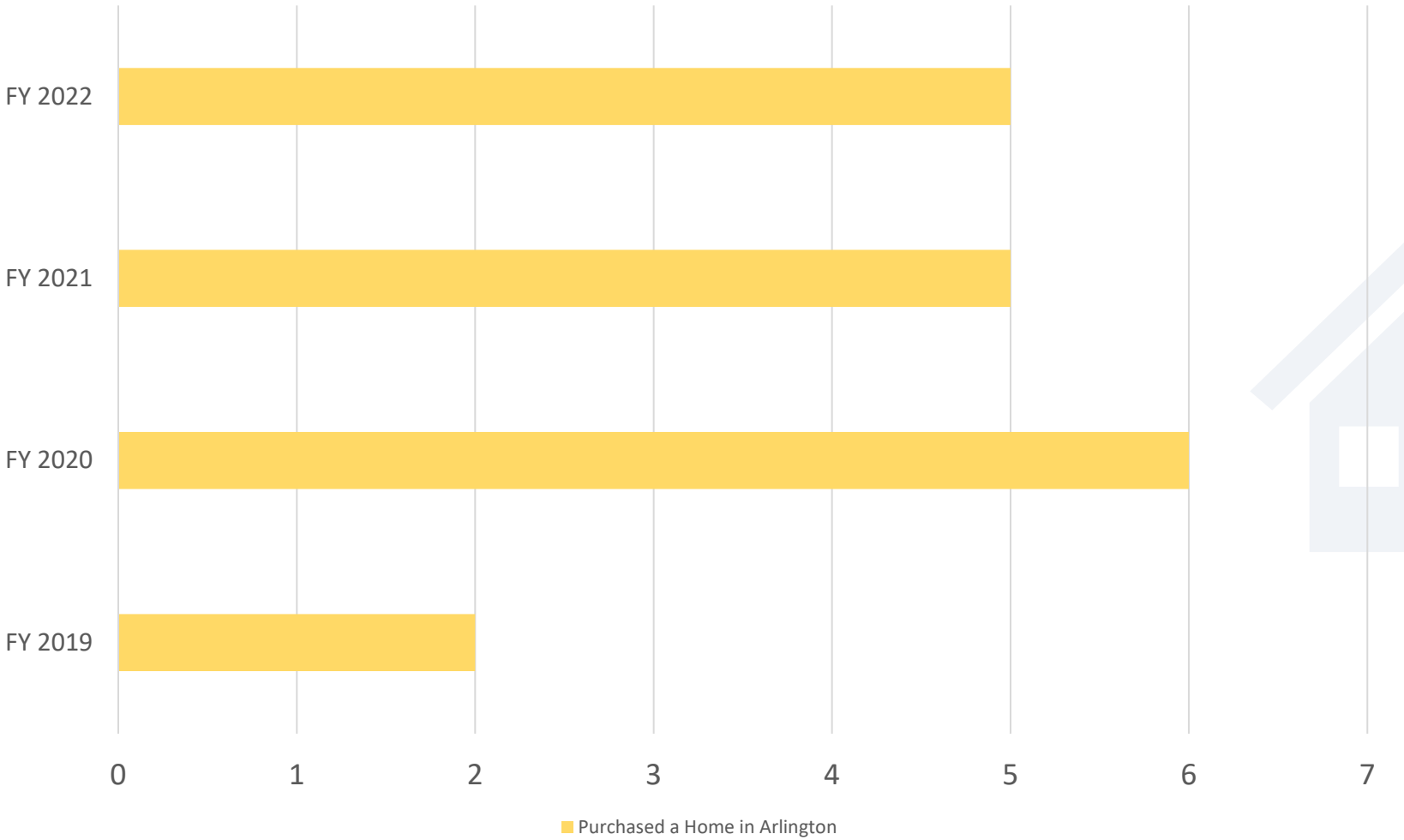
Total Participants
199



Source: Latino Economic Development Center (LEDC)
Demographic Reports, FY2019-FY2022

Homebuyer Education

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



Minimal correlation exists between timeframe of homebuyer education and home purchases

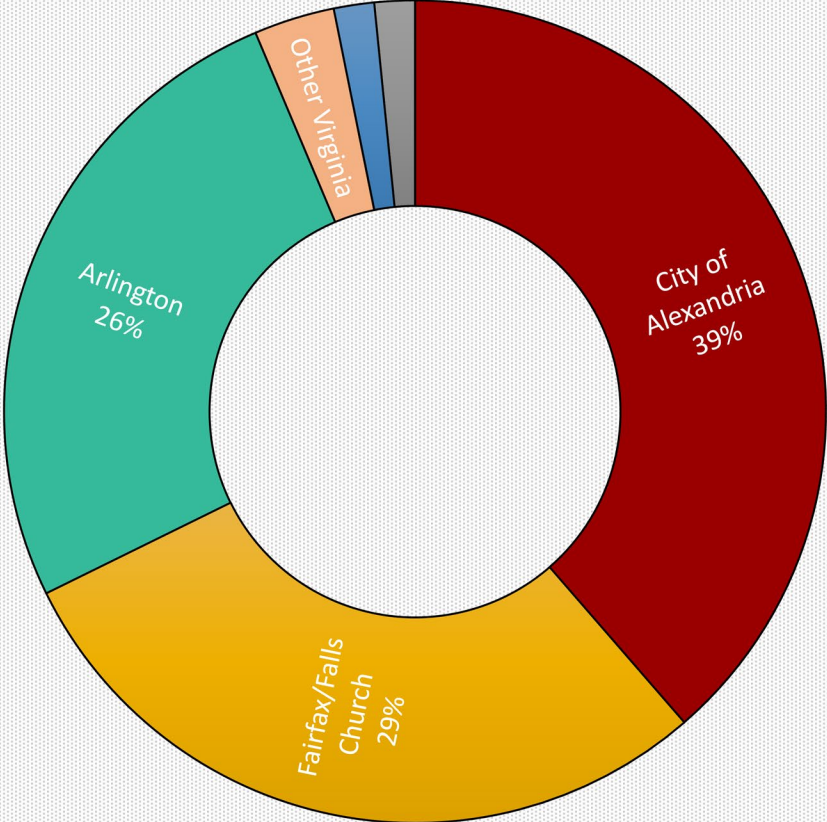
18 County residents purchased homes in Arlington

Source: Latino Economic Development Center (LEDC) Demographic Reports, FY2019-FY2022

Homebuyer Education

Home Purchases by Location for All Homebuyer Course Participants

Purchase Locations FY 2019 - FY 2022

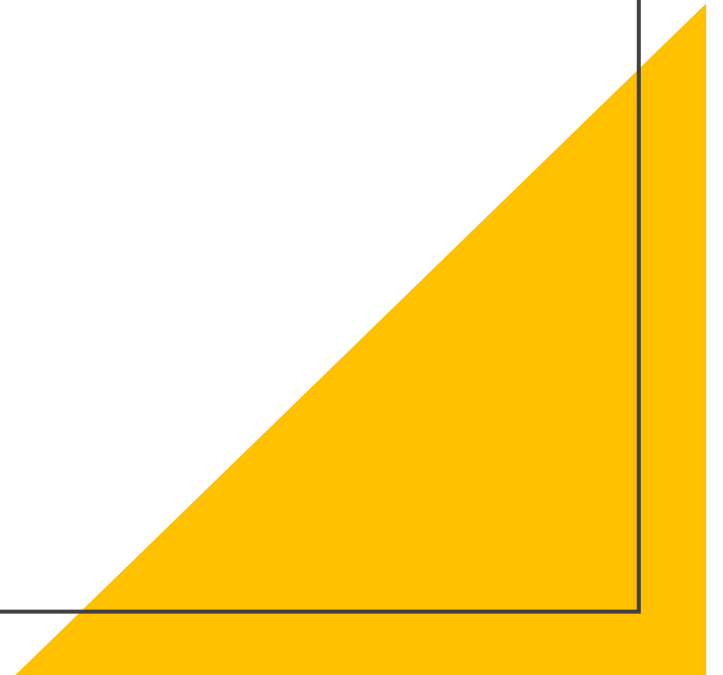


■ Arlington ■ City of Alexandria ■ Maryland ■ Fairfax/Falls Church ■ Loudoun ■ Other Virginia

Source: Latino Economic Development Center (LEDC) Demographic Reports, FY2019-FY2022

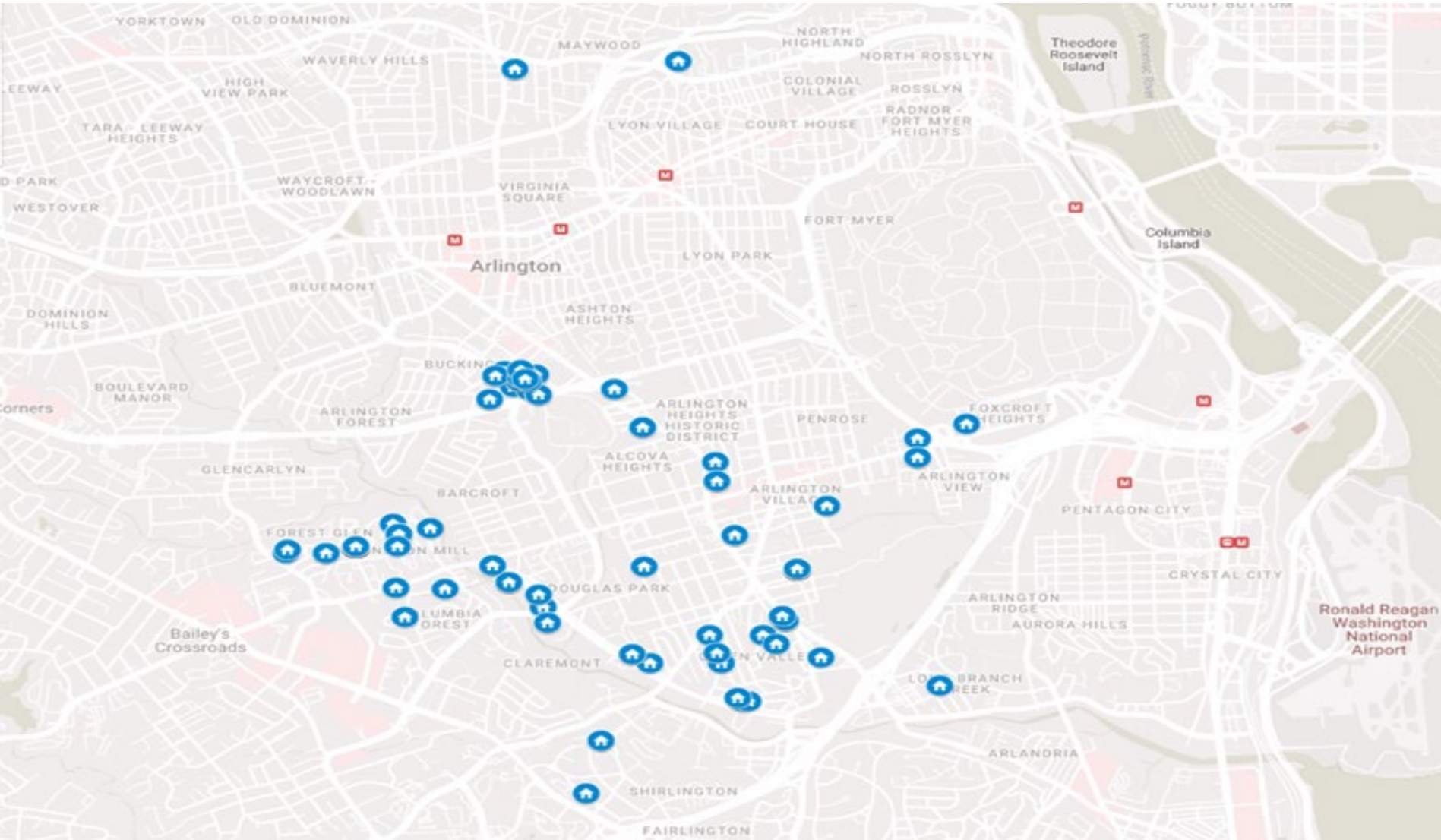
MIPAP

Moderate Income Purchase Assistance Program



Active MIPAP Portfolio FY18-FY22

Loan Distribution



Active Loans: 127
Average Loan: \$31,155

MIPAP Performance FY18-FY22

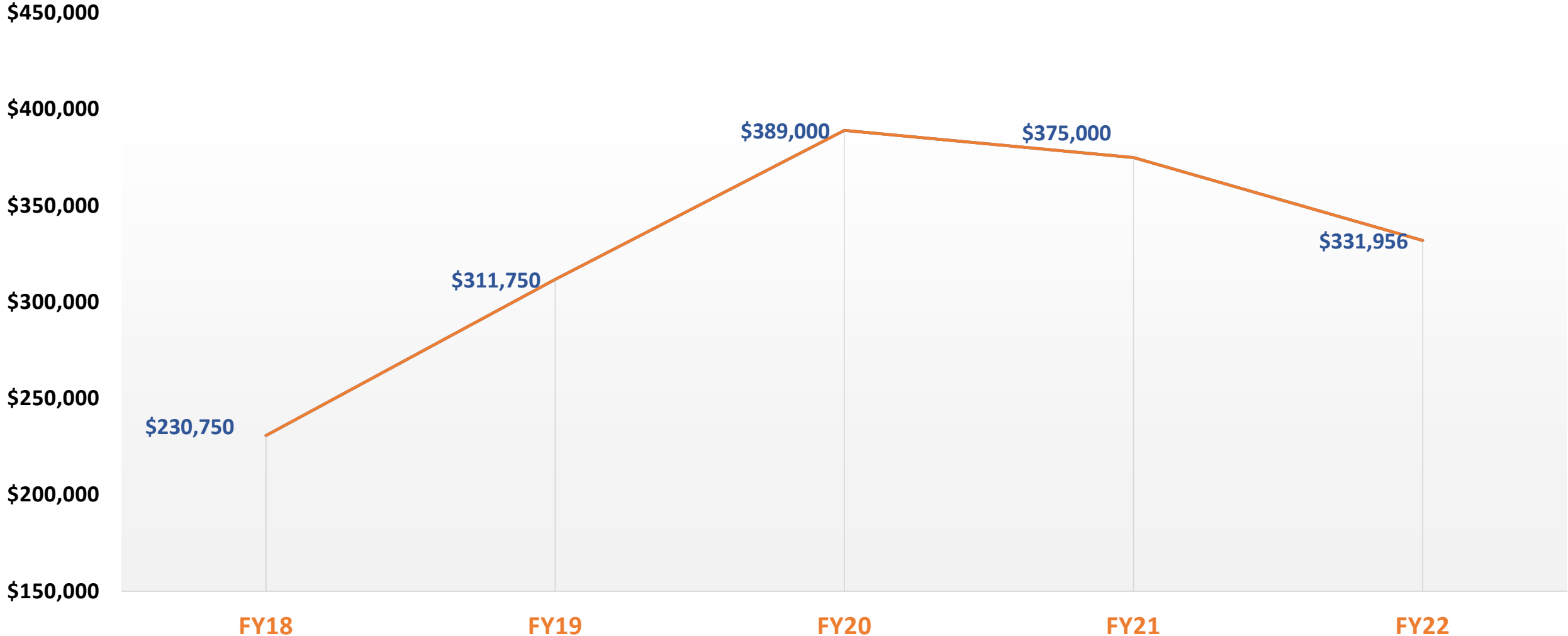
Total Expended by Fiscal Year



Source: Arlington County Housing Division
MIPAP Performance Reports, FY2018-FY2022

MIPAP Performance FY18-FY22

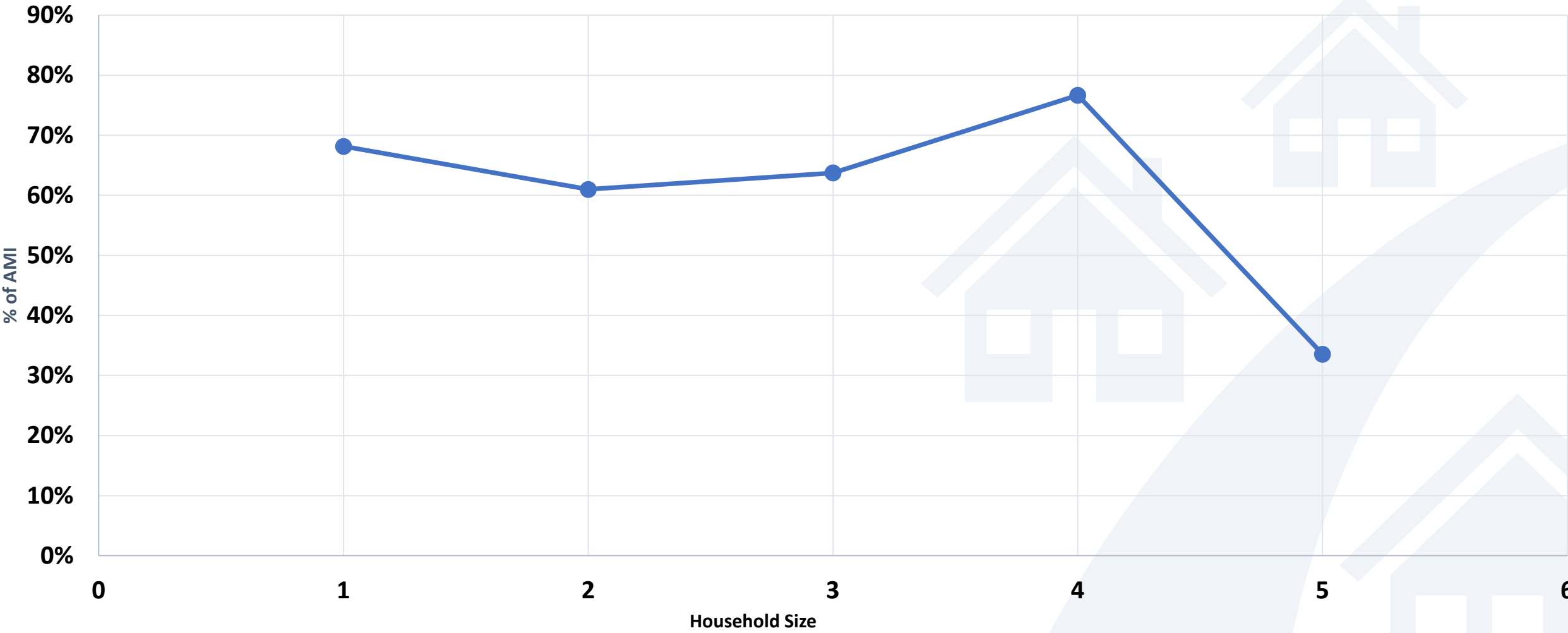
Average Purchase Price by Fiscal Year



Source: Arlington County Housing Division
MIPAP Performance Reports, FY2018-FY2022

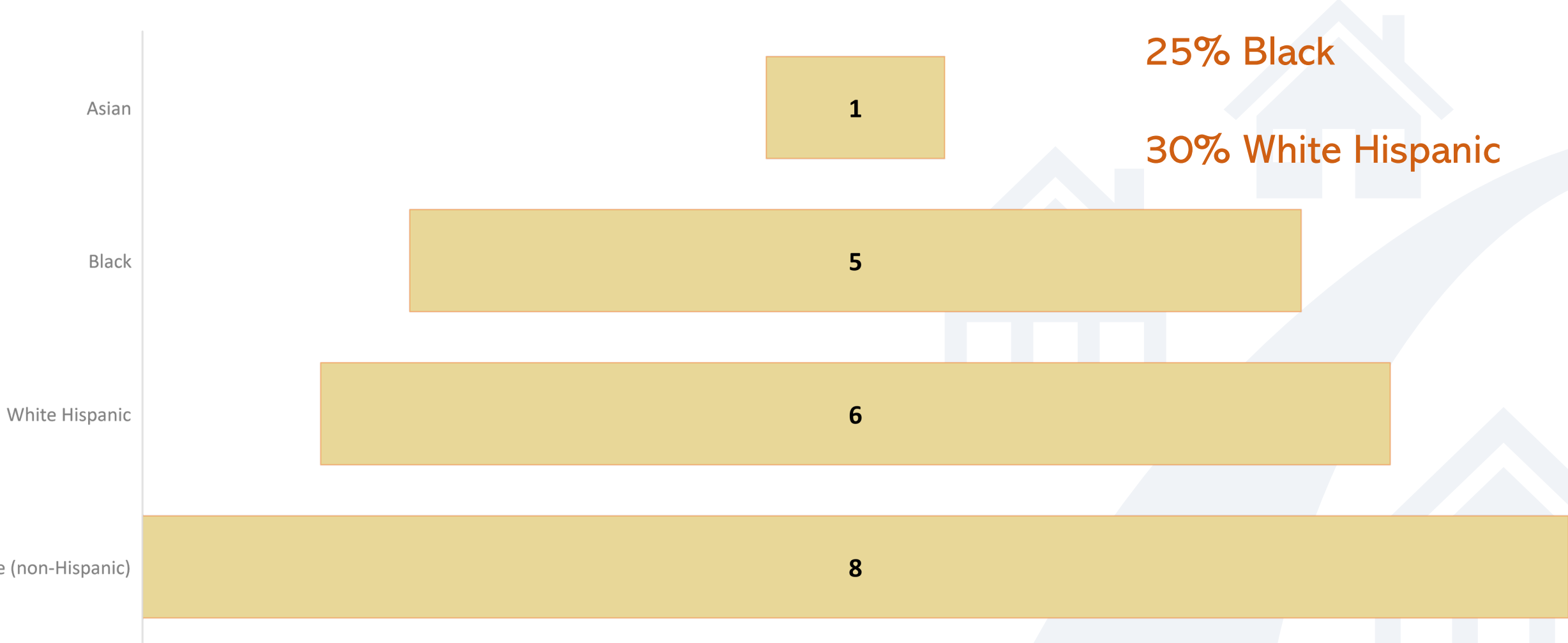
MIPAP Performance FY18-FY22

Income by Percentage of Area Median Income (AMI)



MIPAP Performance FY18-FY22

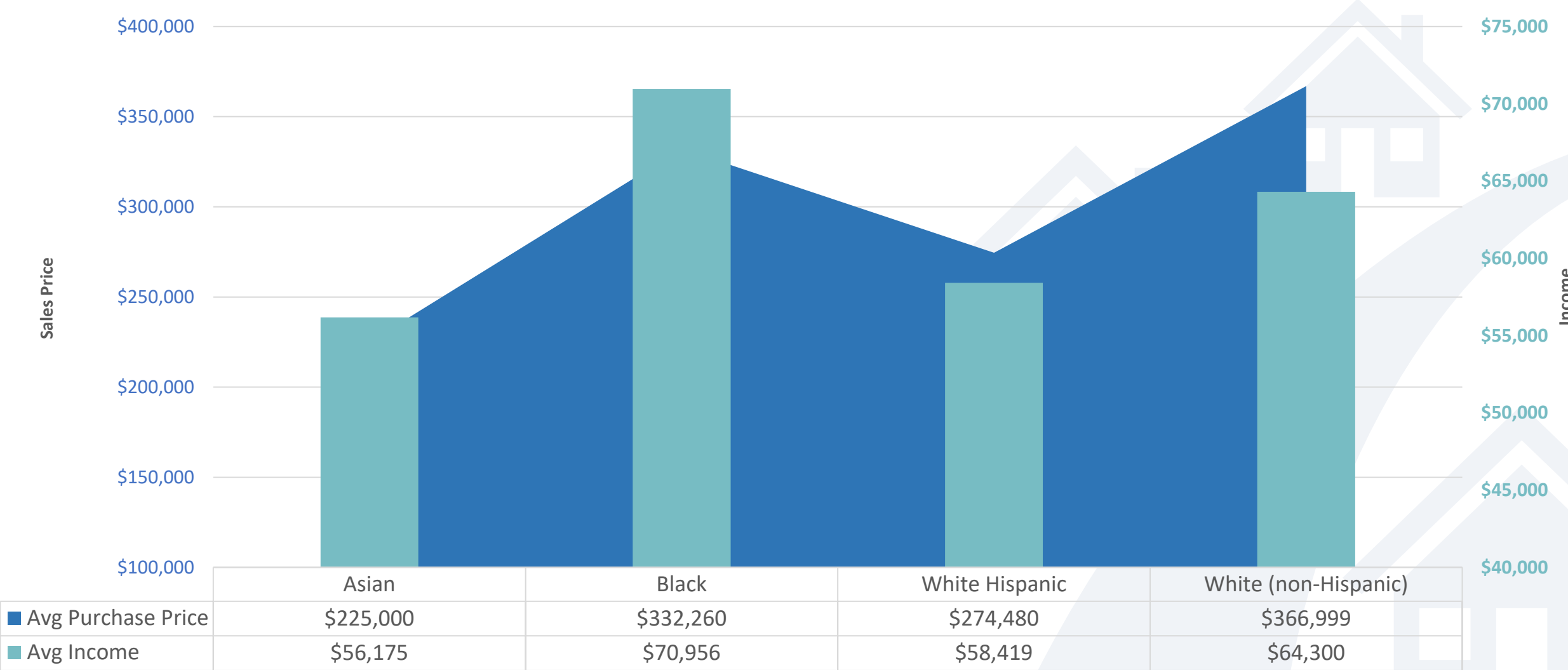
Borrowers by Race and Ethnicity



Source: Arlington County Housing Division
MIPAP Demographic Reports, FY2018-FY2022

MIPAP Performance FY18-FY22

Purchase Price by Race & Income



MIPAP Performance FY18-FY22

Other borrower demographics

65% Female head of household

50% one-person households

85% existing Arlington residents

90% unmarried

60% have 2nd jobs

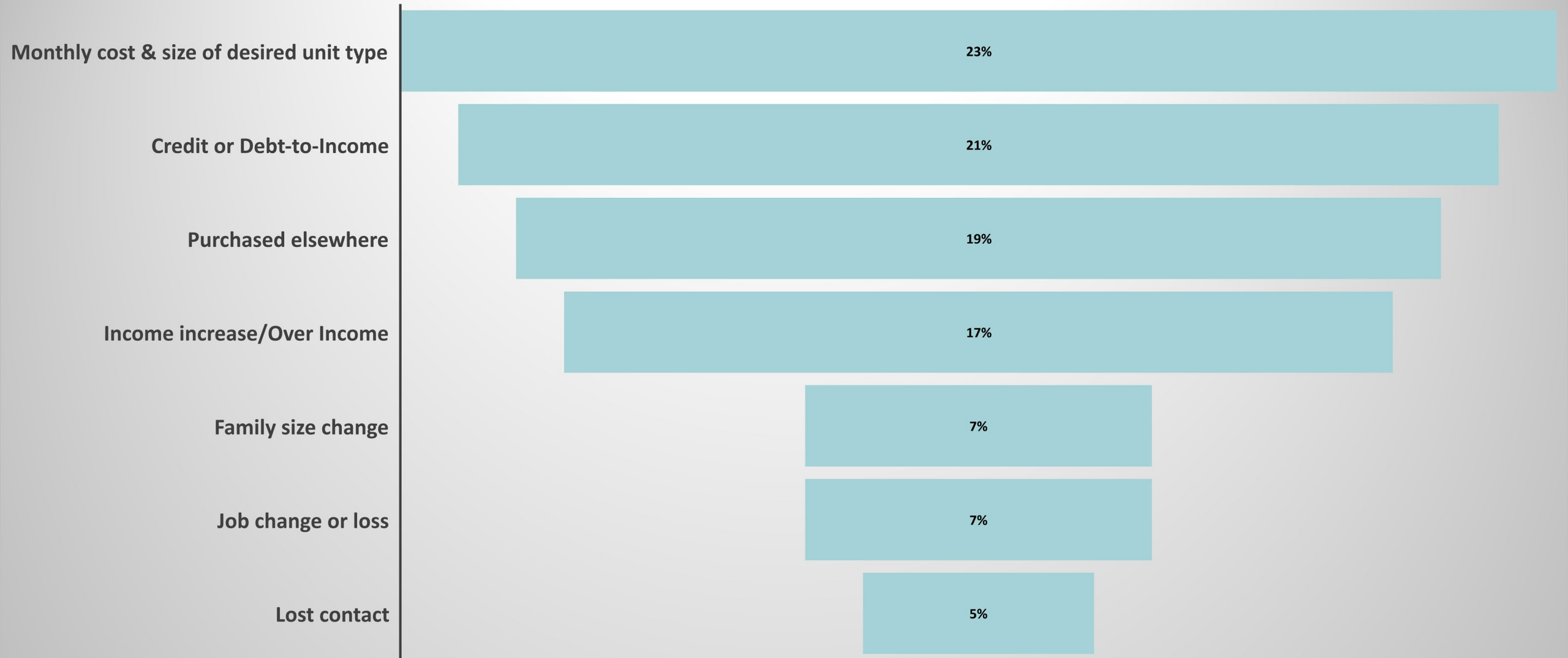
35% include children

Last ten loans: **70%** households of **one**

- ❖ Administrative Support
- ❖ Education
- ❖ Health and Emergency Services

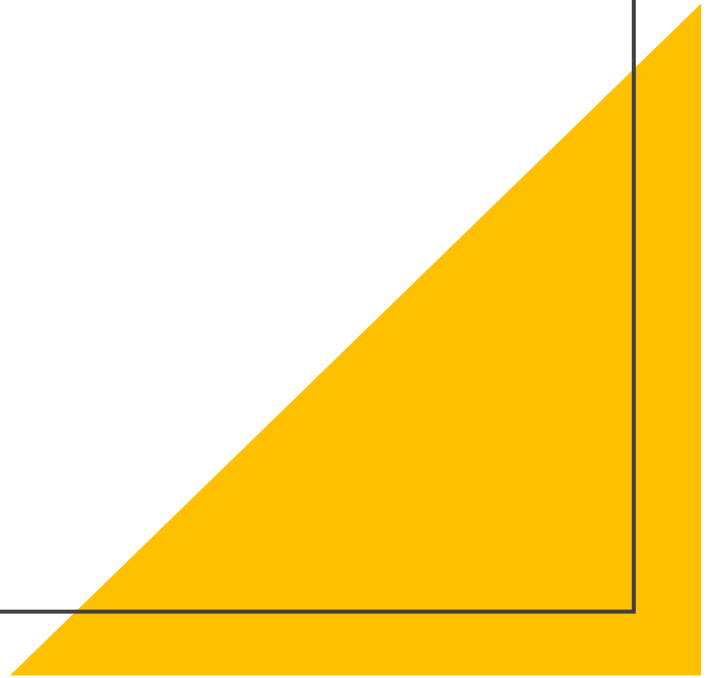
MIPAP Performance FY18-FY22

Non-purchaser Response by Primary Reason



ADUs

Affordable Dwelling Units

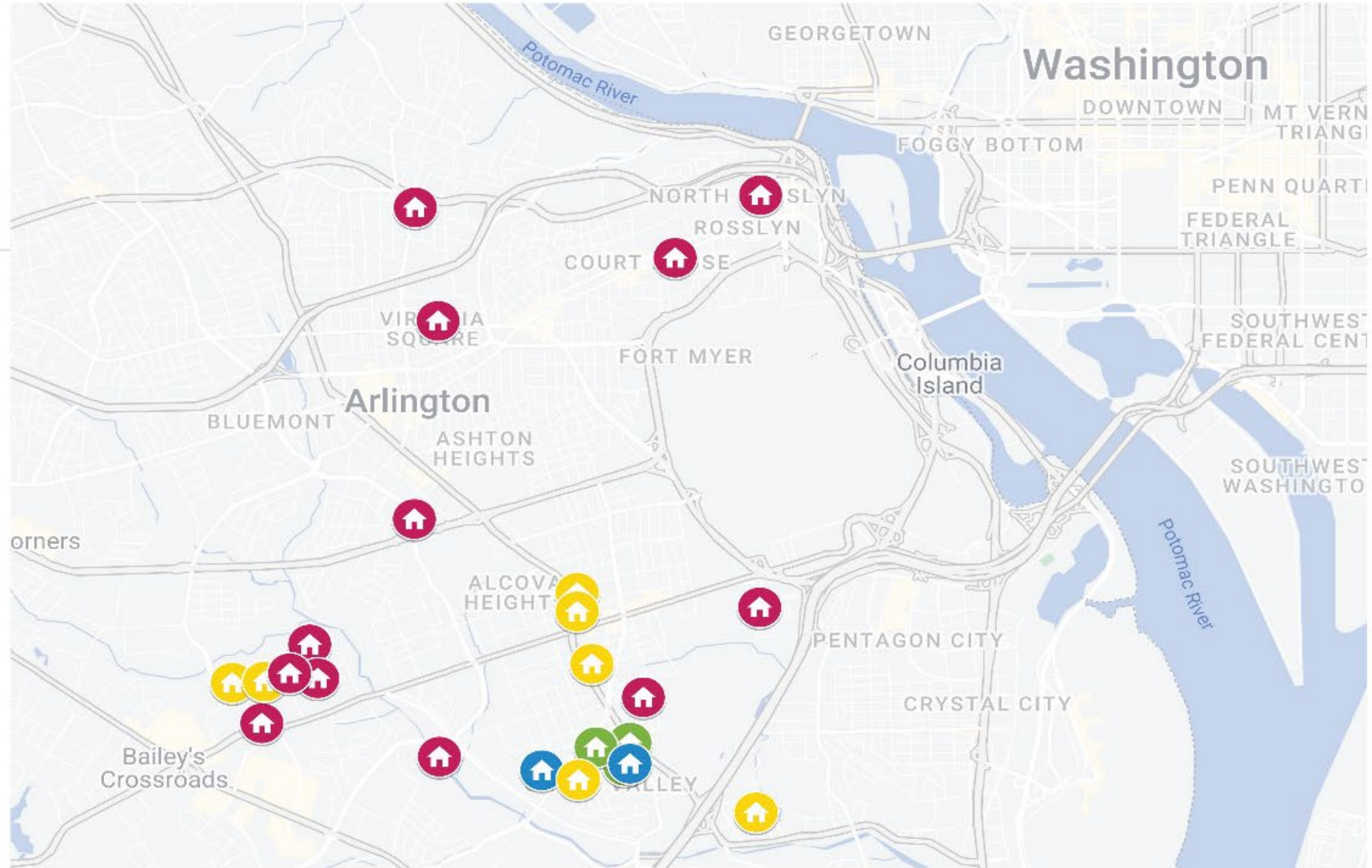


ADU Geographic Locations

Primary Locations - June 2022

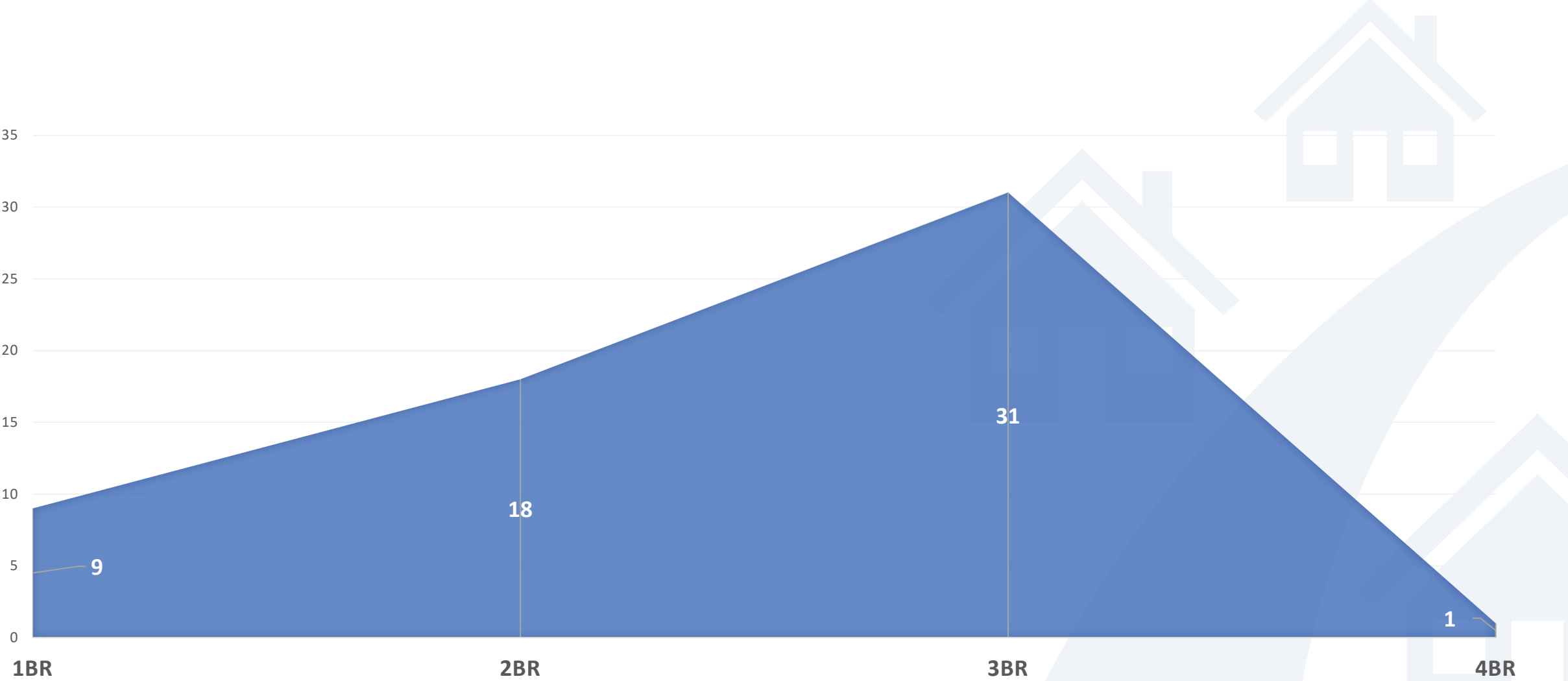
-  Condos - 44
-  Duplexes - 7
-  Townhomes - 6
-  Single Family - 2

Total Units: 59



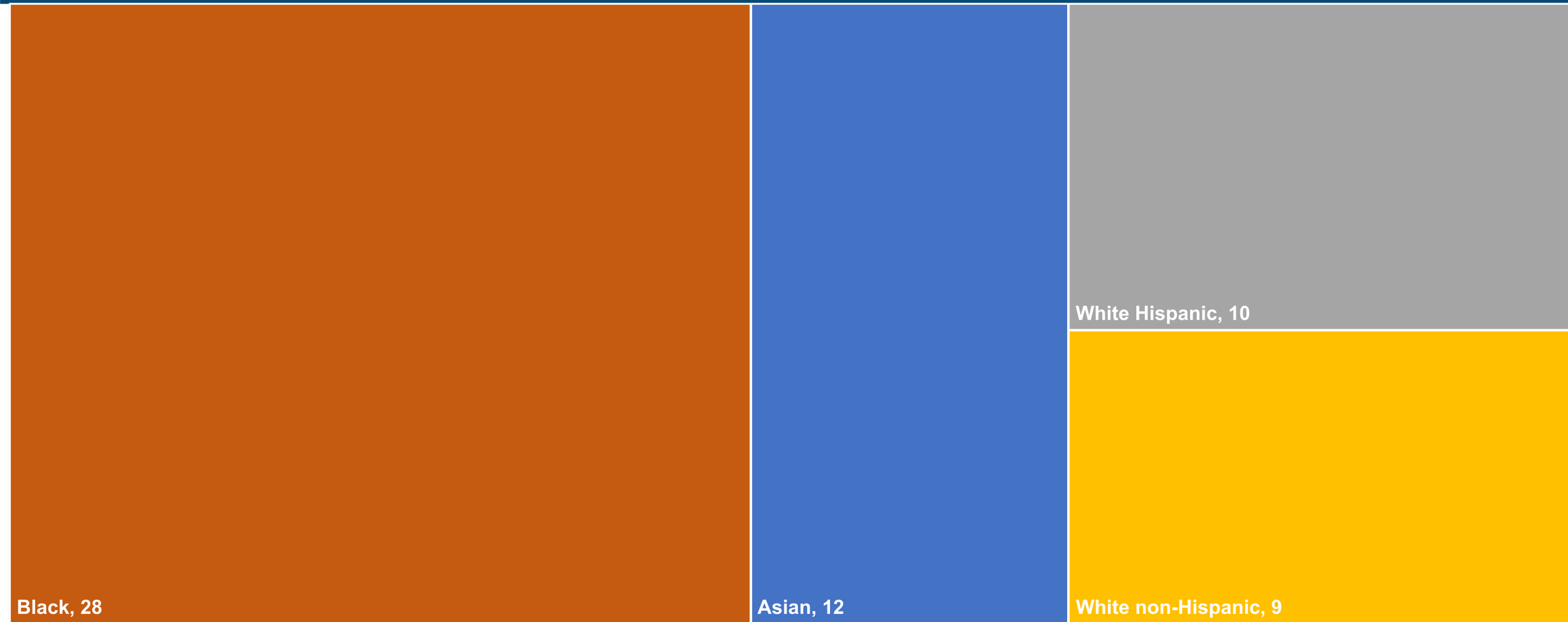
Affordable Dwelling Unit (ADU) Performance FY18-FY22

ADU Portfolio by Bedroom Size



Affordable Dwelling Unit (ADU) Performance FY18-FY22

ADU Owners by Race and Ethnicity



Existing Programs Analysis

Important Supporting Programs

SPARC

Sponsoring Partnerships
and Revitalizing
Communities

LWYW

Live Where You Work

RETR

Real Estate Tax Relief

**Rebuilding
Together**

Lender Specific

Program Observations



Existing Programs Analysis

Program Observations



HOUSING PRICES HAVE INCREASED OVER TIME, INCREASING THE SIZE OF MIPAP LOANS



MIPAP BORROWERS BUY SMALLER 1-2BR CONDOS

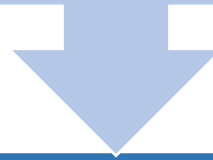


SUPPLY OF DESIRABLE & AFFORDABLE UNITS FOR MIPAP BORROWERS IS DIMINISHING

Existing Programs Analysis

Program Observations

Increase in single, White (non-Hispanic) MIPAP borrowers



The MIPAP and ADU programs are small:

MIPAP is limited by combination of income limits, rigorous mortgage criteria and debt-to-income and unit desirability

ADUs limited by affordable units generated by the special exception site plan process



Not a strong correlation between timing of homebuyer education home purchase

Homeownership Program Marketing



County Sponsored
Housing Events



Arlington Public Schools



Community Events/Fairs



County Employees



NOVA/Regional Housing
Expos



Libraries



Print and Digital



WWW.ARLINGTONVA.US

County Webpages



Realtor and Lender
Forums

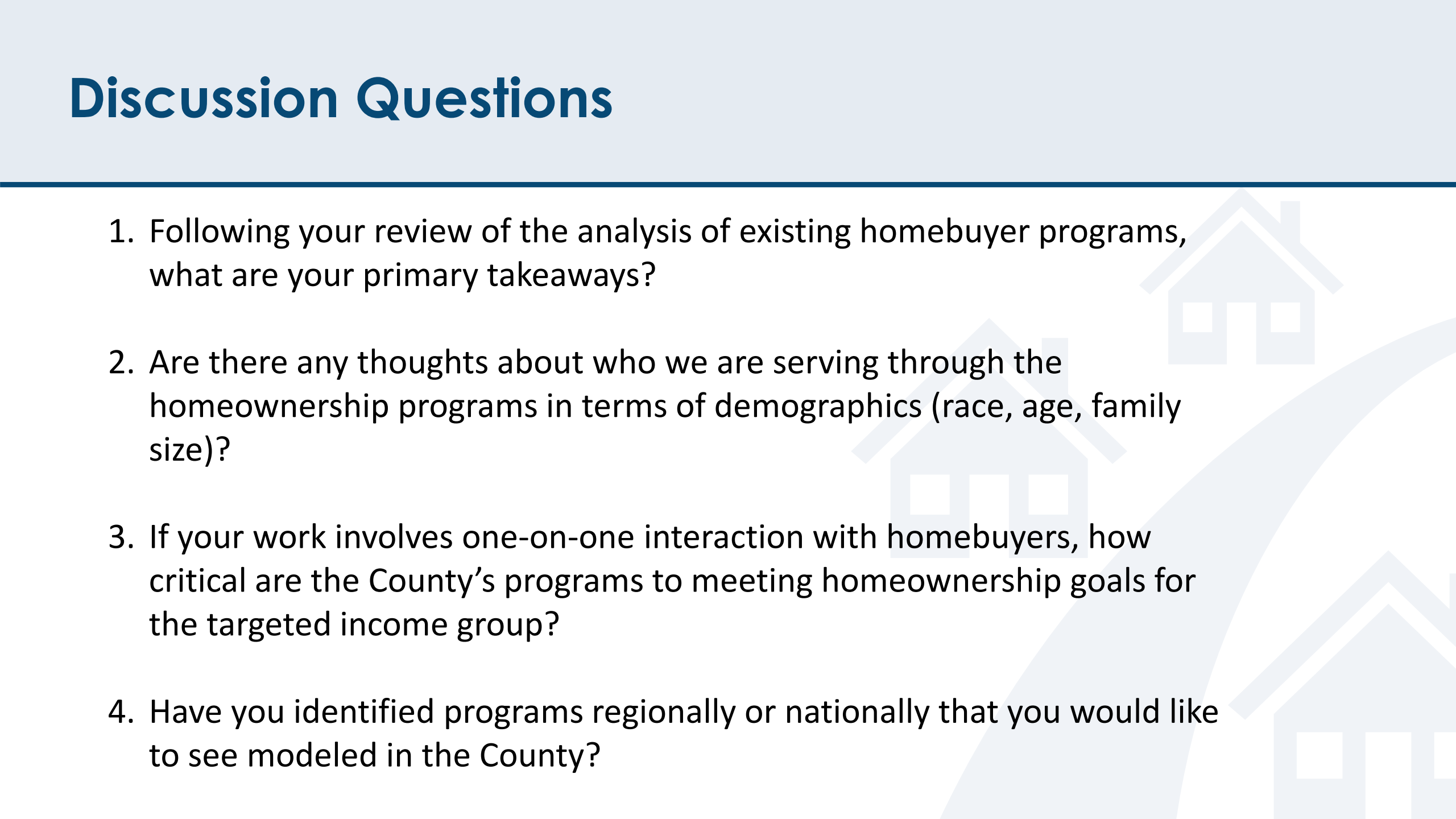


Homeownership
Notification List

Questions/Comments?



Discussion Questions

1. Following your review of the analysis of existing homebuyer programs, what are your primary takeaways?
 2. Are there any thoughts about who we are serving through the homeownership programs in terms of demographics (race, age, family size)?
 3. If your work involves one-on-one interaction with homebuyers, how critical are the County's programs to meeting homeownership goals for the targeted income group?
 4. Have you identified programs regionally or nationally that you would like to see modeled in the County?
- 
- The background features a light blue gradient with a white line graph that trends upwards from the bottom left towards the top right. Three stylized house icons are scattered across the scene, each with a white outline and a light blue fill. The houses are positioned at various heights and angles, creating a sense of depth and movement.

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



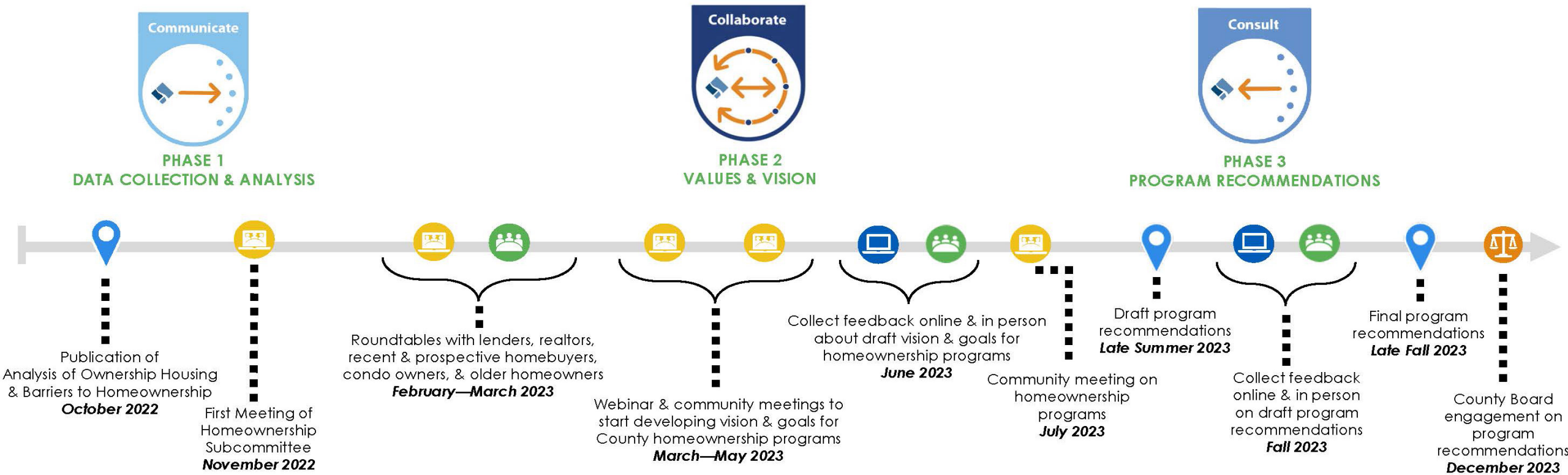
Share and refine program recommendations

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



Questions? Next Steps

