

Virginia Housing
2026 Southern Virginia Regional Housing Summit

Financial Resource Panel

Virginia Housing



Virginia Housing Overview

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

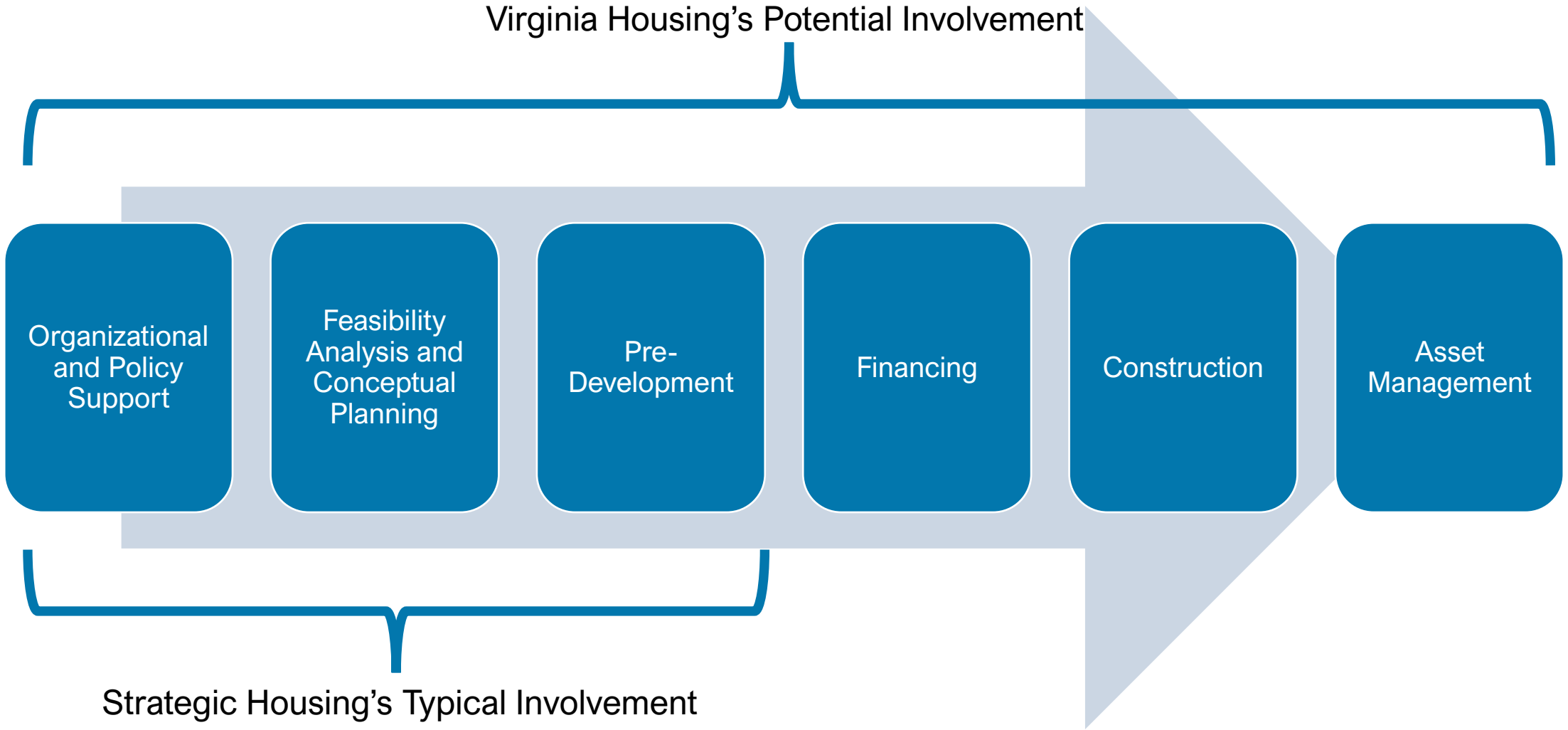
Virginia Housing's Traditional Partners

- Non-Profit Housing Developers and Service Providers
- For-Profit Housing Developers
- Local Governments
- Redevelopment and Housing Authorities

Expanding to Non-Traditional Partners

- Churches and Other Houses of Worship
- Colleges and Universities
- Economic and Industrial Development Authorities
- Planning District Commissions

Housing Development Paradigm



Planning: Market and Project Analysis

- A variety of study types are available to assess properties and conceptually plan projects
- You can apply for multiple studies in one application
- Up to $20,000 per study

Area Planning

- Historical study
- Expert report
- Small area plan

Project Planning

- Preliminary A&E report
- Site planning
- Feasibility study
- Title search/boundary survey
- Area market study

Market Assessment

- Local market assessment
- Regional market assessment

Policy Study

- Development code analysis
- Policy analysis
- Needs assessment

Planning: Community Engagement

- Assists with community engagement and making plans for physical transformation of properties
- For consultant costs and meeting and communication expenses; translation supplement available
- Up to $50,000

Community Input Sessions

- Gathers targeted public input on a development proposal
- Shapes the final plan

Neighborhood Community Planning

- Produces a community-based plan for an affordable housing site and its context
- May facilitate a rezoning or SUP

Affordable Housing Awareness

- Supports communications and marketing strategies promoting affordable housing acceptance
- Broad uses



Predevelopment Resources

- Stabilization and Deconstruction Grants (up to $150,000)
- Rental Predevelopment Loan Program
  - Supports predevelopment activities for affordable rental projects





Workforce Housing Investment Program

Virginia Housing Allocation for Middle Income Housing

Supports new housing units for households between 80 and 120 percent AMI

Rental and Homeownership Projects are eligible



Homeownership

Unique / Affordable Financing

High LTV Conventional with very low MI

Government – FHA / VA / RHS

Down Payment Assistance

DPA Grant

Community Heroes Grant

Plus Second Mortgage

Closing Cost Assistance

CCA Grant

Plus Second Mortgage

Benefits of Virginia Housing

- Borrower has all loan options - FHA, VA, USDA, Fannie Mae, and Freddie Mac
- No loan-level pricing adjustments for most loans means lower interest rates
- Specialty Products - Down Payment Assistance Grant, Closing Cost Assistance Grant, Plus Second Loan, Sponsoring Partnerships and Revitalizing Communities (SPARC) and FirstHome Dream & Community Heroes
- Non-First Time Homebuyers are now eligible for assistance

First-time Homebuyer

Bond Requirement

All borrowers cannot have owned and occupied a primary residence in the past 3 years.

Virginia Housing requirement, unless:

- Using a non-bond first mortgage program, or
- Property is in a targeted area using a bond program.

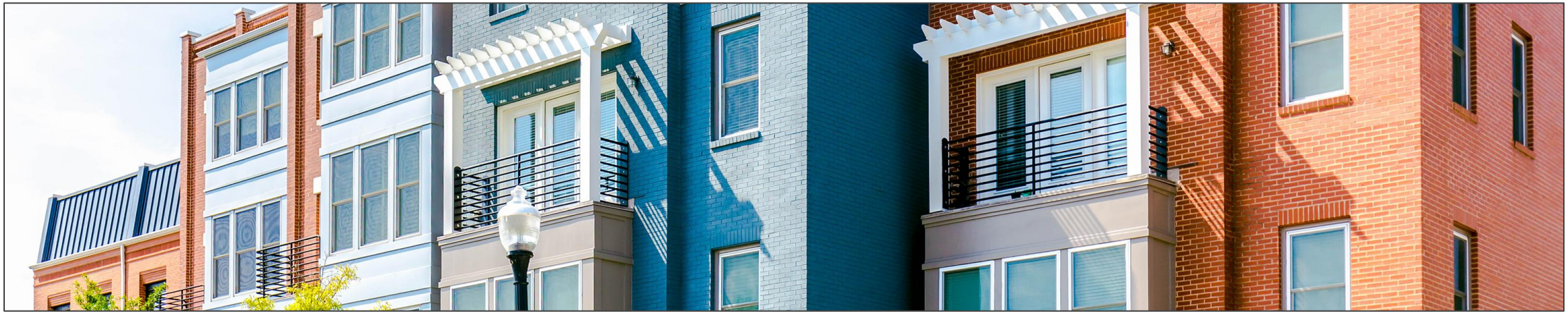




Homebuyer Education

- Required for all first-time homebuyers for all programs.
- Virginia Housing's free online or in person class. (English & Spanish)
- HUD approved counseling agency course
- Fannie Mae Framework or Freddie Mac CreditSmart. (Fannie Mae Homeview not acceptable)

**Valid for 2 years*



Rental Housing Overview

Housing Tax Credits

9% Competitive
4% with Tax-Exempt Financing

Rental Lending

Taxable with 9% Credits
Tax-Exempt with 4% Credits
Taxable / Mixed-Income

Affordable Housing Through Rental Options



Our Loans: Fixed-rate, long-term and tailored. Require no external bond counsel or credit enhancement



We Offer: Loan origination, underwriting, and servicing, design and construction reviews, asset management and compliance, legal resources and on-site inspections



Our Financing: Taxable and tax-exempt bonds as well as *REACH Virginia* (internally-generated funds)



Lending Perks: Non-Recourse; Fixed interest rates; In-house bond issuance and loan retention; Match deals to funds

NEW: Geographic Strategic Lending Product

*Up to **$3 million in REACH** loan available based on the following criteria:*

- **Non-Major MSA* location w/ population of 40,000 or less**
- 10 - 50 units
- 1.15x Minimum DSCR; Max DSCR pending underwriting
- 75% Maximum LTV
- Taxable Permanent Loans Only (Construction Loan not available)
- 30-year Term; Fully Amortizing
- Up to $3 million REACH Loan available per project

NEW: Geographic Strategic Lending Product

*Up to **$3 million in REACH** loan available based on the following criteria: (con'd)*

- Standard VH policies, Minimum Design & Construction Requirements and approvals apply.
- If Mixed-Use, minimum 60% of project income must derive from residential leases.
- Standard REACH interest rate applies (currently 3.95%).
- Additional loan proceeds available at standard taxable interest rate if supported by cash flow; See VH website for current pricing.
- Two (2) Geographic Strategic Loans per developer per calendar year.
- Loan applications considered on a rolling basis.



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