

**CLEAN ENERGY ADVISORY BOARD
PROGRAM DEVELOPMENT COMMITTEE**

DRAFT MEETING MINUTES

April 19, 2023 (Wednesday)

10:30 am - 12:00 pm

****Meeting was open to the Public ****

Recording is available at: [Webex meeting recording](#)

Password: iKveUiR2

CEAB website hosted at energy.virginia.gov, direct link [here](#)

Call to Order

Taylor Brown, Committee chair, called the meeting to order at 10:00 AM.

Roll Call, Welcome, and Introductions

Present: Toni Ostrowski, Taylor Brown, Douglas Lamb, Carrie Hearne – VE, (KC Bleile – not on committee but a CEAB member).

Virtual: Brook Vernon, Bettina Bergoo, Ryan Dorland, Michael Urban

Not Present: William Greenleaf, Kendyl Crawley Crawford

Review Previous Meeting Minutes

There were no previous committee meeting minutes to be reviewed.

Presentations by Virginia Housing

A brief overview of the CEAB Mission and an introduction to the Virginia Housing was provided by Taylor Brown. Committee member, Toni Ostrowski and Michael Urban provided a presentation for board committee members on VA Housing and the loan programs for first time home ownership. Following the presentation, committee members engaged in discussion around loan solutions, how to include energy efficiency and solar products into the loans offered, as well as providing extensive education on how energy efficiency helps save homeowners on costs.

Public Comment

Public comment opened at: 11:46 am. There were no comments made.

Next Steps

Committee members addressed next steps and to establish a date for the next committee meeting and following up with DHCD and Habitat for Humanity.

Conclusion

The meeting was adjourned at 11:54 am.

CEAB

Programs Committee

March 2023



Virginia Housing Background

- Virginia's state housing finance agency (HFA) celebrating 50 years of service
- Increasing affordability for 1st time buyers
- 1st and 2nd mortgages, grants for DPA/CCA, Mortgage Credit Certificates (MCCs)*
- Network of 80+ lenders
- Underserved rural markets-Mobile Mortgage Offices
- Free Homeownership Education classes & on-line course
- Free post-purchase educational tools

* MCC program is being suspended 4/28/23

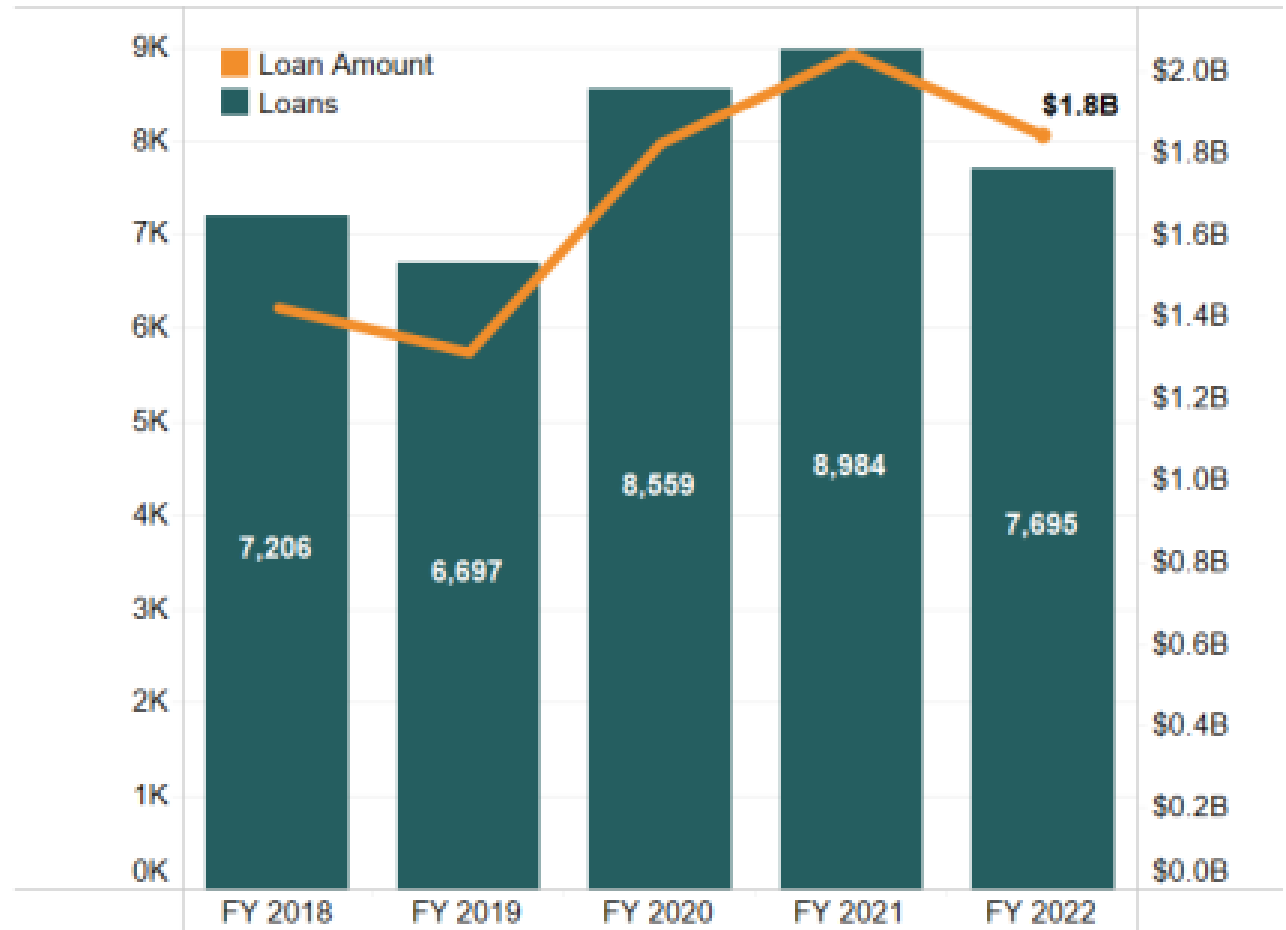
Income & Sales price limits

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

Production-Originations

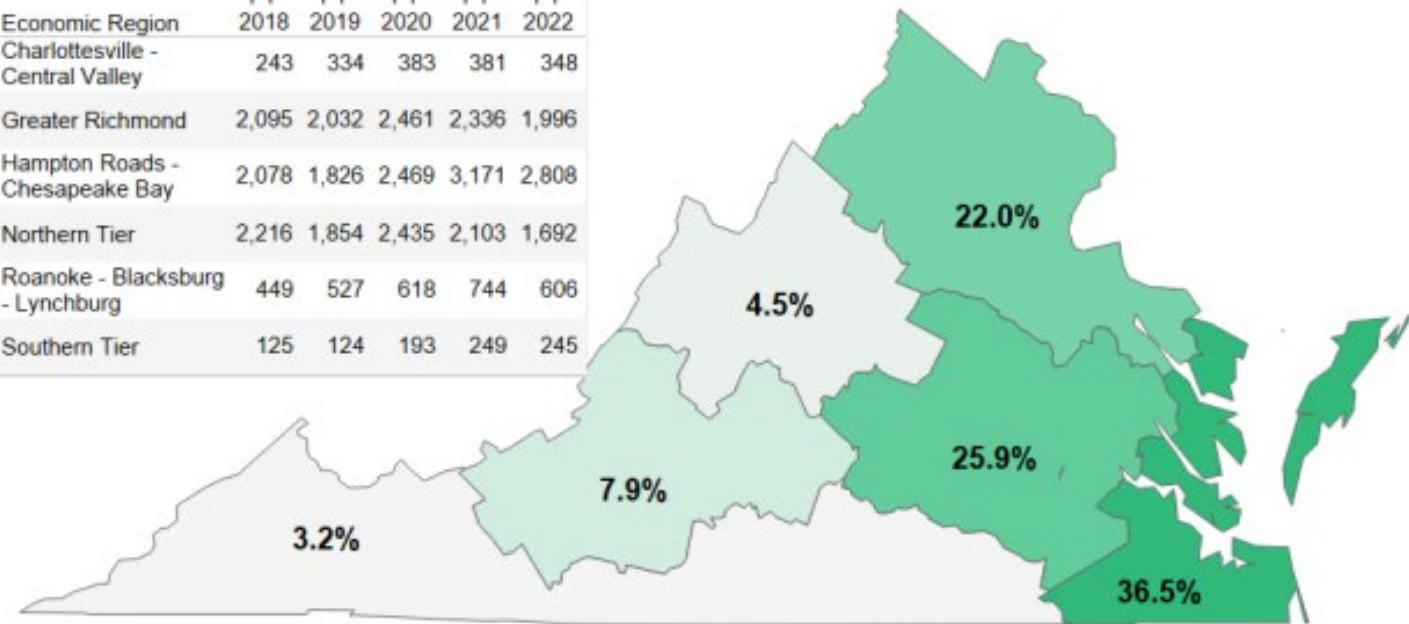
- In FY 22, HO Originated 7,695 loans totaling \$1.8 billion

Statewide Loan Production



FY22 Regional Production

Economic Region	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
Charlottesville - Central Valley	243	334	383	381	348
Greater Richmond	2,095	2,032	2,461	2,336	1,996
Hampton Roads - Chesapeake Bay	2,078	1,826	2,469	3,171	2,808
Northern Tier	2,216	1,854	2,435	2,103	1,692
Roanoke - Blacksburg - Lynchburg	449	527	618	744	606
Southern Tier	125	124	193	249	245



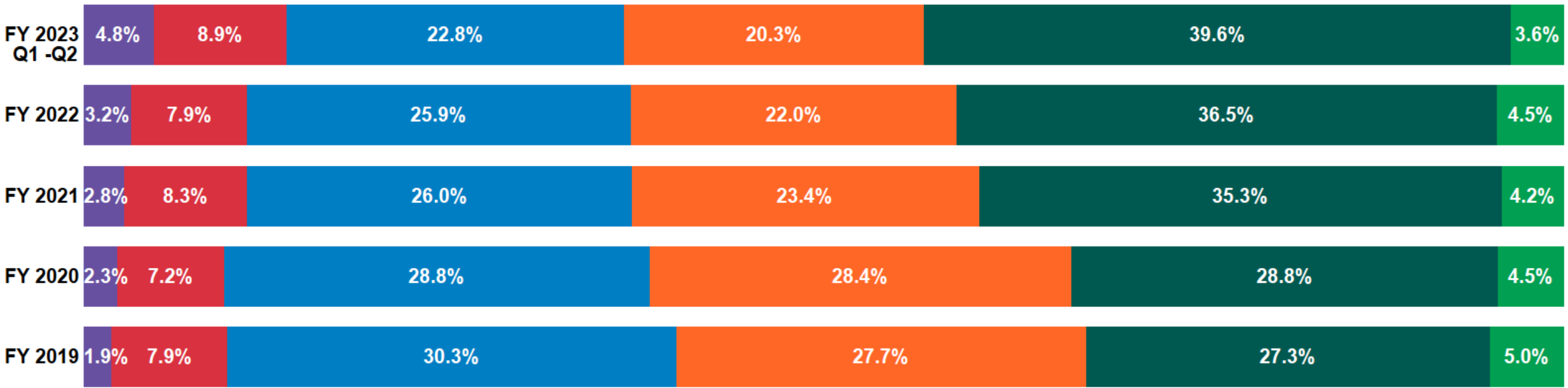
Share of State - FY 2022

Regional Distribution of Borrowers

Virginia Population Age 25 - 54 Years Old



Virginia Housing Borrowers

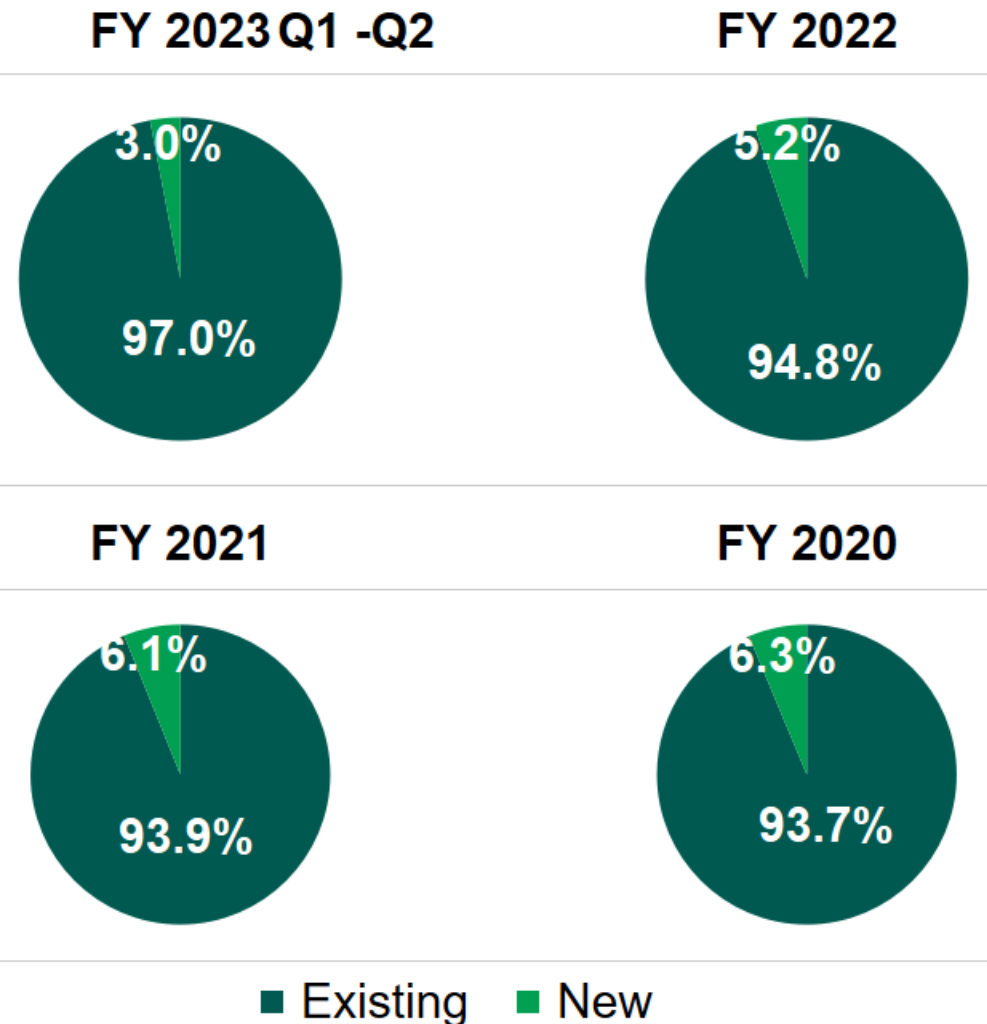


- Southern Tier
- Richmond
- Hampton Roads/Ches
- Roanoke/Blacksburg/Lynchburg
- Northern Tier
- Charlottesville/Central Valley

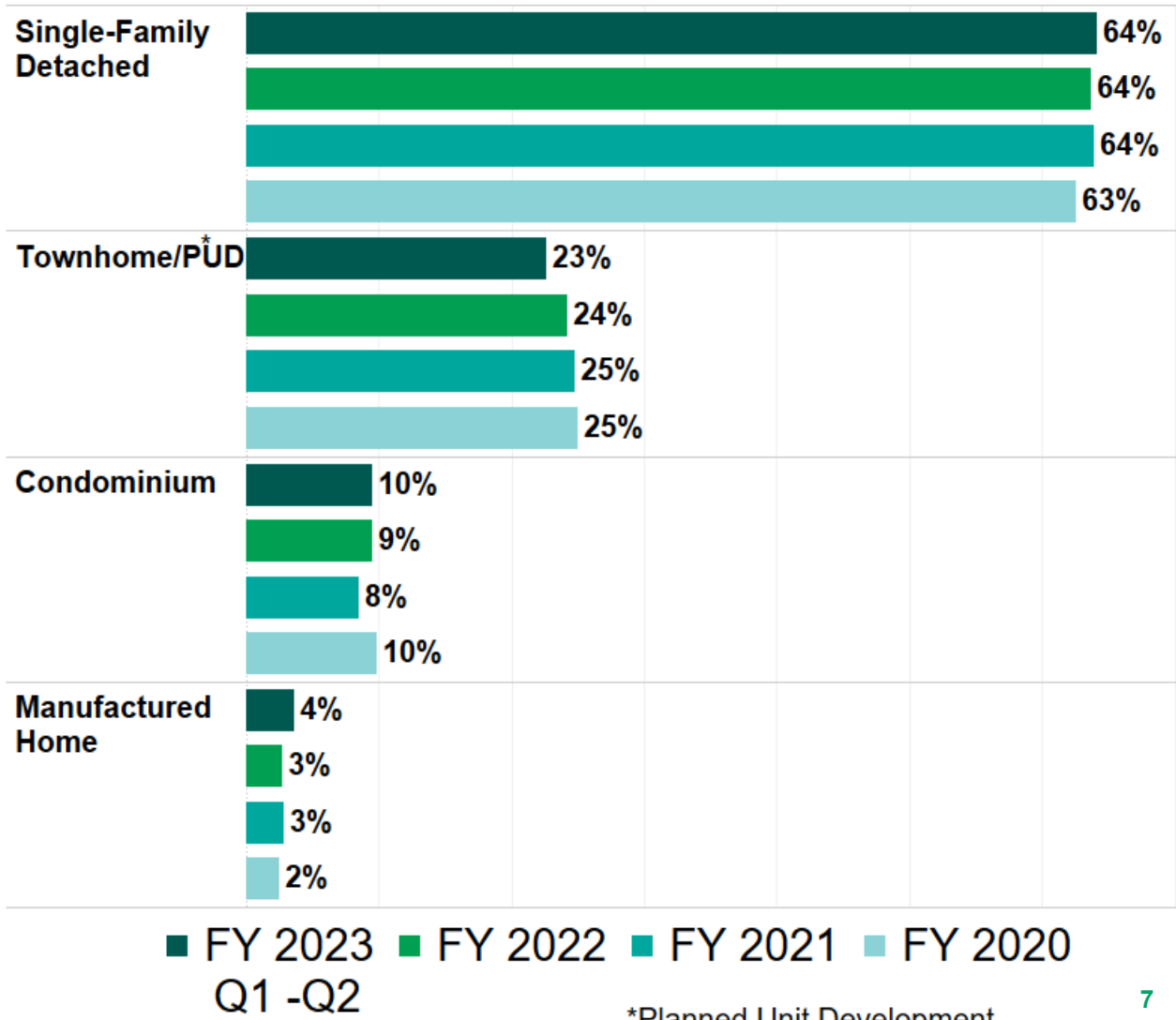
Population Data Source: U.S. Census Bureau 2021 Population Estimates

Home Purchases

New vs Existing Construction



Home Type



Note: Unidentifiable home types are removed.

Home Prices

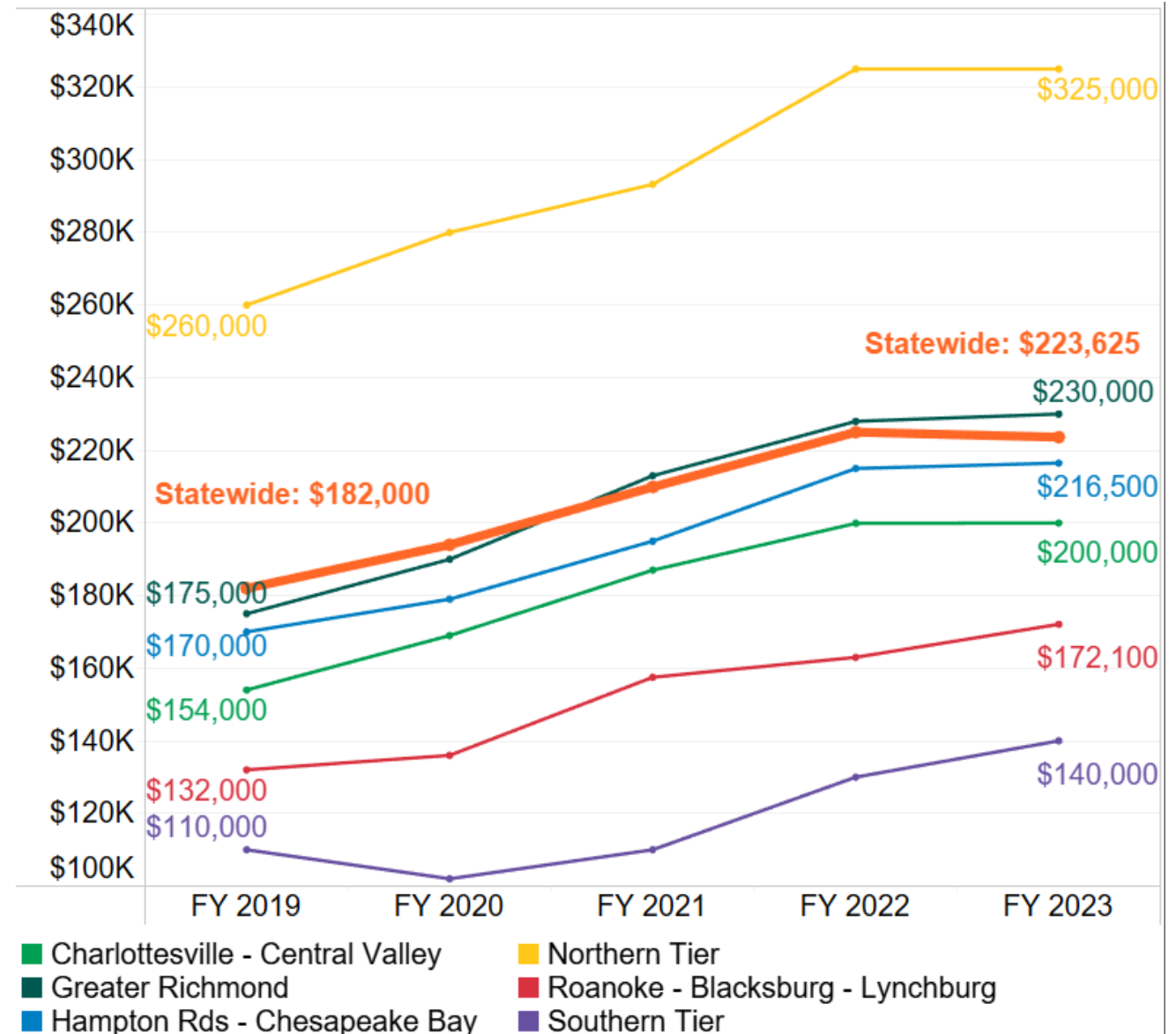
The statewide median sales price of Virginia Housing borrowers was flat from mid-year FY 22 but remains high compared to the last 5 years.

Virginia Housing borrowers in more expensive markets are hitting the underwriting ceiling of the loan amount for which they can qualify.

Limited inventory, high borrowing costs, and elevated home prices will continue to constrain the inventory of homes available to potential buyers.

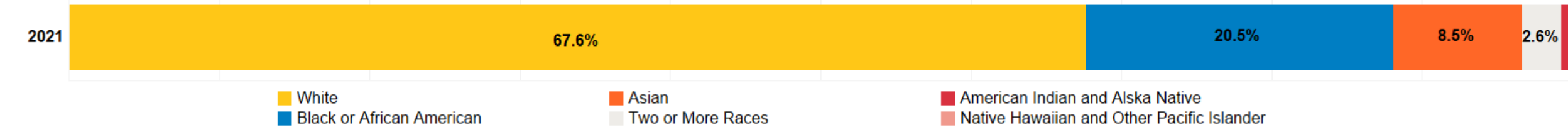
VH Median Sales Price

Mid-Fiscal Year

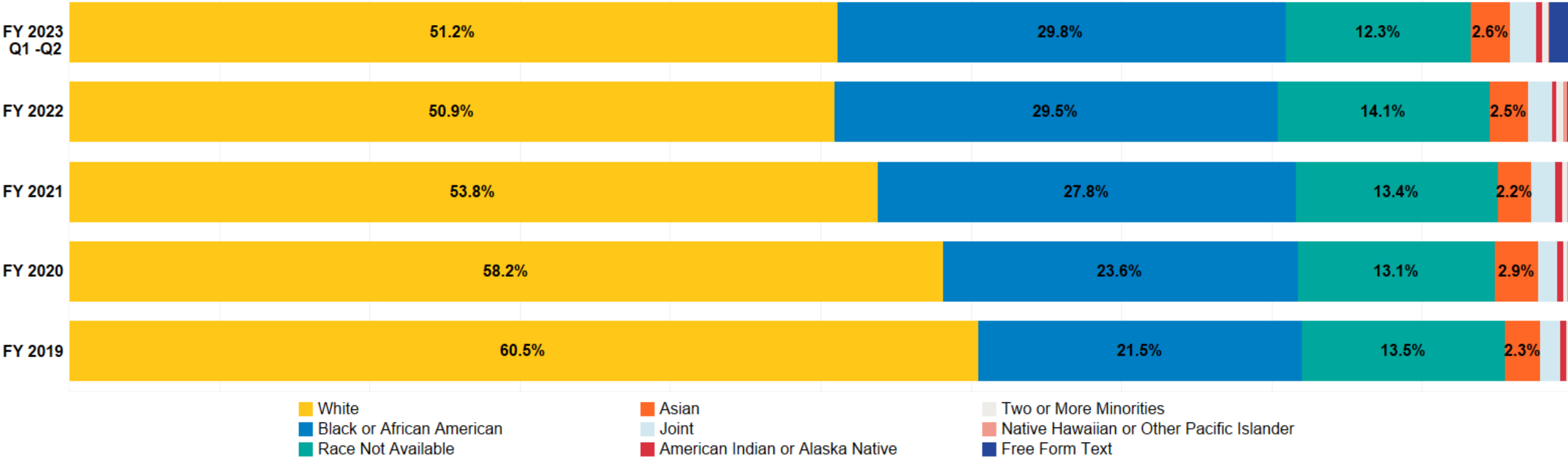


Borrower Race

Virginia Population Age 25 - 54 Years Old



Virginia Housing Borrowers



Population Data Source: U.S. Census Bureau 2021 Population Estimates

Note: Virginia Housing borrower race categories follow the HMDA defined aggregated race categories. Categories include Hispanic and non-Hispanic members. Shares may not sum to 100% due to rounding.

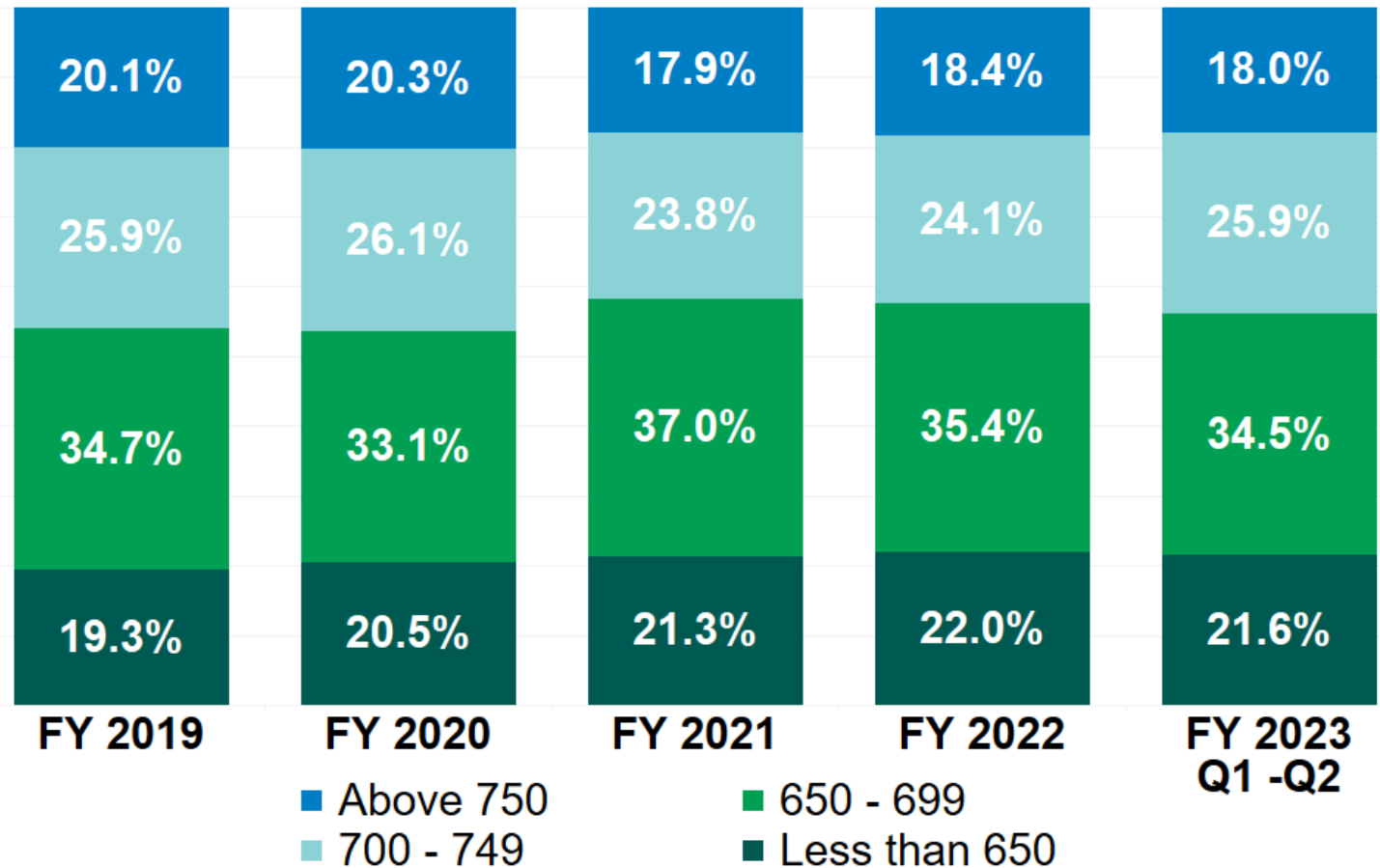
Credit Standing

So far, the median FICO score of a borrower in FY 23 is 691; an increase from 687 in FY 22.

Virginia Housing continues to serve borrowers with lower credit scores, even during market uncertainty when other lenders have tightened.

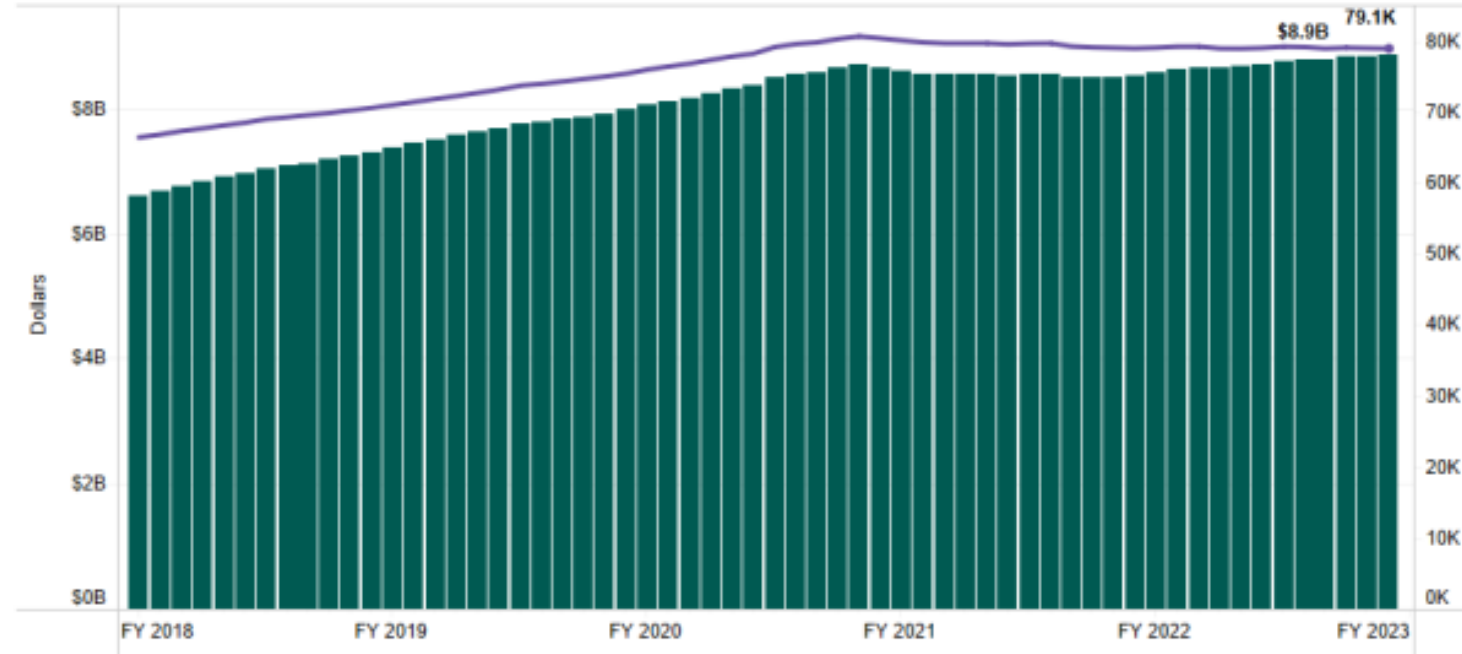
Similarly, our share of FHA loan originations – which have weaker credit profiles than VA, RD, and conventional loans – is growing

Share of New Home Loan Purchases



Notes: Loans with a Null value reported are removed. Shares may not sum to 100% due to rounding.

Servicing Portfolio



Note: The above graph excludes piggyback loans.



Thank You.

Virginia
Housing

50 YEARS

Home helps
everyone.