





#### **Virginia Housing Programs and Policies Survey**

Please answer the following questions about yourself and your organization. This information will be used to analyze aggregate trends by geography and industry sector. Your identity and individual responses will not be distributed or shared.

#### Part 1: Organizational Information

Please answer the following questions about yourself and your organization. This information will be used to analyze aggregate trends by geography and industry sector. Your identity and individual responses will not be distributed or shared.

\*1. What is the name of your organization?

2. Please describe your organization's service area. What localities do you serve? Select all that apply or select "Other" and describe your service area.

All Localities - STATEWIDE

**Accomack County** 

Albemarle County

Alexandria City





* 3. Wl	hich of the following best describes your organization?			
	Nonprofit housing developer, operator, and/or service provider			
	Homeless service provider			
	Housing counseling provider			
	For-profit housing builder/developer			
	Financial institution (banker, lender, CDFI, etc.)			
	Real estate professional (REALTOR, broker, etc.)			
	Public housing authority			
	Local government			
	Other			
* 4. Pl	ease provide your full name below:			
* 5. Pl	ease provide your professional title below:			
6. Please provide your e-mail address below:				

*7. HousingForward Virginia will organize a number of focus groups in January-February 2021 to
discuss the findings of this survey and other topics in more detail. Would you (or another
representative of your organization) be interested in participating?
Yes
○ No
O Unsure - Need more information

### Part 2: Community housing needs

In this section you will be asked to select which areas of the housing market your organization addresses in its work. You may select more than one if applicable. For each selection, you will be asked to complete a brief series of questions.

st 8. Which of the following areas of the housing market does your organization address through it	S
program or work? Select all that apply.	

- "Homeownership" refers to all activities associated with the planning, development, construction, financing, and purchase of single-family, townhouse, and condominium homes offered for-sale to homebuyers.
- "Rental housing" refers to all activities associated with the planning, development, construction, financing, and leasing of apartments and other housing types that are rented.
- "Senior and age-restricted housing" refers to all activities associated with providing new housing, housing repair and rehab, accessibility improvements, and other related services for persons over the age of 55.
- "Supportive housing and housing for persons with disabilities" refers to the provision of housing, case management, and other related services for persons with chronic housing instability who struggle with chronic physical or mental health issues.
- "Homelessness" refers to all activities associated with providing shelter, rapid re-housing, and other related services to persons currently experiencing homelessness.

Homeownership
Rental housing
Senior and age-restricted housing
Supportive housing and/or housing for persons with disabilities
Homelessness

# In your opinion, how significant of a problem are the following issues with respect to <a href="https://homeownership.org/nctunities">homeownership.org/nctunities</a> in your service area?

	Not a problem	Minor problem	Moderate problem	Major problem	I'm not sure
Cost of labor	$\circ$	$\circ$	$\bigcirc$	$\circ$	$\bigcirc$
Cost of materials	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Site/land availability	$\circ$	$\circ$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Land use and zoning regulations	$\bigcirc$	$\bigcirc$	$\circ$	$\bigcirc$	$\circ$
Building codes and inspections	0	$\circ$	$\circ$	$\circ$	$\circ$
Amount, location, and type of available inventory	$\bigcirc$	$\bigcirc$	$\circ$	$\bigcirc$	$\circ$
Quality/age of available inventory	0	$\circ$	$\circ$	$\circ$	$\bigcirc$
Homebuyer education / qualification	$\bigcirc$	$\bigcirc$	$\circ$	$\bigcirc$	$\circ$
Awareness of affordable housing programs	0	$\circ$	0	$\circ$	0
Cash to close (down payment, etc.)	$\bigcirc$	$\circ$	$\circ$	$\bigcirc$	$\bigcirc$
Price of homes	0	0	$\circ$	0	$\bigcirc$

In your opinion, how significant of a problem are the following issues with respect to **rental housing** opportunities in your service area?

	Not a problem	Minor problem	Moderate problem	Major problem	I'm not sure
Cost of labor	$\circ$	$\circ$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Cost of materials	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Site/land availability	$\circ$	$\circ$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Land use and zoning regulations	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\circ$	$\bigcirc$
Building codes and inspections	$\circ$	$\circ$	$\circ$	$\circ$	$\bigcirc$
Amount, location, and type of available inventory	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Quality/age of available inventory	0	$\circ$	$\bigcirc$	$\circ$	0
Awareness of affordable housing programs	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Tenant screening	$\circ$	$\circ$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Market rent amounts	$\circ$	$\bigcirc$	$\bigcirc$	$\circ$	$\bigcirc$

In your opinion, how significant of a problem are the following issues with respect to <u>senior and</u> <u>age-restricted housing</u> opportunities in your service area?

	Not a problem	Minor problem	Moderate problem	Major problem	I'm not sure
Cost of labor	$\circ$	$\bigcirc$	$\bigcirc$	$\circ$	$\bigcirc$
Cost of materials	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Site/land availability	$\circ$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Land use and zoning regulations	$\bigcirc$	$\circ$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Building codes and inspections	0	$\circ$	$\bigcirc$	$\circ$	$\circ$
Amount, location, and type of available inventory	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Quality/age of available inventory	0	$\circ$	$\circ$	$\circ$	$\bigcirc$
Cost to buy, rent, or maintain	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Accessibility and other types of home modifications	$\circ$	0	$\bigcirc$	0	$\bigcirc$

# In your opinion, how significant of a problem are the following issues with respect to <u>supportive</u> <u>housing and housing for persons with disabilities</u> in your service area?

	Not a problem	Minor problem	Moderate problem	Major problem	I'm not sure
Cost of labor	$\circ$	0	$\bigcirc$	$\circ$	$\bigcirc$
Cost of materials	$\bigcirc$	$\circ$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Site/land availability	$\circ$	0	$\bigcirc$	$\circ$	$\bigcirc$
Land use and zoning regulations	$\bigcirc$	$\circ$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Building codes and inspections	0	$\circ$	$\bigcirc$	$\circ$	$\bigcirc$
Amount, location, and type of available inventory	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Quality/age of available inventory	$\circ$	$\circ$	$\circ$	$\circ$	$\bigcirc$
Accessibility for persons with disabilities	$\circ$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Coordination with other agencies and providers	0	0	$\circ$	$\circ$	$\bigcirc$
Funding availability	0	$\circ$	$\circ$	0	$\circ$

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	Not a problem	Minor problem	Moderate problem	Major problem	I'm not sure
Cost of labor	$\circ$	$\circ$	$\circ$	$\circ$	$\bigcirc$
Cost of materials	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Site/land availability	$\circ$	$\circ$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Land use and zoning regulations	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Building codes and inspections	0	$\circ$	$\bigcirc$	$\circ$	$\bigcirc$
Amount, location, and type of available shelters	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Quality/age of available shelters	0	$\circ$	$\circ$	$\circ$	$\bigcirc$
Accessibility for persons with disabilities	$\circ$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Coordination with other agencies and providers	0	$\circ$	$\circ$	$\circ$	$\bigcirc$
Funding availability	$\circ$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
9. Over the next year, how con	icerned are vo	u about COVID	-19 affecting t	he following in	vour service

### 9. Over the next year, how concerned are you about COVID-19 affecting the following in your service area?

	Not at all concerned	Slightly concerned	Somewhat concerned	Moderately concerned	Extremely concerned	I'm not sure
Homeownership opportunities	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Rental housing opportunities	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Senior and age-restricted housing opportunities	$\circ$	$\bigcirc$	$\circ$	$\bigcirc$	$\circ$	$\bigcirc$
Supportive housing and housing for persons with disabilities	$\circ$	$\circ$	$\circ$	$\circ$	$\circ$	$\bigcirc$
Homelessness	$\circ$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$

10. Please add any additional comments about housing needs in your service area.	
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### Part 3: Assessment of current housing programs and policies

In this section you will be asked to select which housing-related state policies and/or programs your organization (or its members) regularly use. Policies and programs are divided into broad categories. For every category from which you select at least one item, you will be asked a series of brief questions about those programs.

<u>Please select only those programs which you have significant familiarity in implementing.</u>

hich, if any, of these broad-based housing and community development assistance programs your organization have experience with?
<ul> <li>[1] Non-entitlement communities only. Select this program if the funding is awarded by DHCD, not direct from HUD.</li> <li>[2] Includes funding from HUD HOME Investment Partnerships Program, National Housing Trust Fund, Virginia Housing Trust Fund competitive loan pool, and state permanent supportive housing funds.</li> <li>[3] For agencies with HCVs administered through Virginia Housing, not direct from HUD.</li> <li>[4] Administered by the Department of Behavioral Health and Developmental Services (DBHDS) to serve individuals with developmental disabilities.</li> </ul>
Community Development Block Grant (CDBG) [1]
Affordable and Special Needs Housing (ASNH) [2]
Vibrant Community Initiative (VCI)
Opportunity Zones (OZ)
Tax-exempt Private Activity Bonds
Historic tax credits (state and federal)
Virginia Housing Capacity Building Grants
Virginia Housing Community Impact Grants
hich, if any, of these <u>affordable rental housing development programs</u> does your organization experience with?
Low-Income Housing Tax Credit (LIHTC) - 9% competitive program
Low-Income Housing Tax Credit (LIHTC) - 4% bond program
Workforce Housing: Mixed-Use and Mixed-Income (MUMI) / Mixed-Income (MI)
Virginia Housing Predevelopment Loan Program
Other Virginia Housing multifamily loan programs



grams does your organization have experience with?
<ul><li>[3] For agencies with HCVs administered through Virginia Housing, not direct from HUD.</li><li>[4] Administered by the Department of Behavioral Health and Developmental Services (DBHDS) to serve individuals with developmental disabilities.</li></ul>
Housing Choice Voucher program [3]
State Rental Assistance Program (SRAP) [4]
Virginia Rent and Mortgage Relief Program
Communities of Opportunity Tax Credit (COPTC)
Which, if any, of these homelessness prevention and special needs housing programs does your unization have experience with?
[1] Non-entitlement communities only. Select this program if the funding is awarded by DHCD, not direct from HUD.
Balance of State (BoS) Continuum of Care (CoC)
Virginia Homeless Solutions Program (VHSP)
Homeless Reduction Grant (via Virginia Housing Trust Fund)
Emergency Solutions Grant [1]
Housing Opportunities for Persons with AIDS/HIV (HOPWA) [1]

13. Which, if any, of these <u>rental assistance, eviction prevention</u>, and foreclosure <u>prevention</u>

hich, if any, of these home purchase assistance programs does your organization have rience with?
Virginia Housing Down Payment Assistance (DPA) Grant
DHCD HOMEownership Down Payment and Closing Cost Assistance (DPA)
Virginia Housing home purchase loans
/hich, if any, of these home rehabilitation and accessibility programs does your organization experience with?
Acquire, Renovate, Sell (ARS)
Emergency Home and Accessibility Repair Program (EHARP)
Rural Homeowner Rehabilitation Program
Indoor Plumbing Rehabilitation (IPR)
Weatherization Assistance Program (WAP)
Lead Hazard Reduction (LHR)
Livable Homes Tax Credit (LHTC)
Virginia Housing Granting Freedom Program
Virginia Housing Rental Unit Accessibility Grant Modification Program (RUAM)
hich, if any, of these housing counseling and education programs does your organization have rience with?
Virginia Housing Housing Counseling Grants
Virginia Housing Housing Education Programs (homeownership and/or renter)
HUD Housing Counseling Grants (administered by Virginia Housing)
Virginia Housing Search



# 18. As a whole, how would you rate the effectiveness of the following state-level program areas **to meet current housing needs** in your service area?

	Not effective	Slightly effective	Moderately effective	Very effective	Extremely effective	I'm not sure
Broad-based housing and community development assistance programs	$\circ$	$\circ$	0	0	0	$\circ$
Affordable rental housing development programs	$\bigcirc$	$\bigcirc$	$\circ$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Rental assistance / Eviction and foreclosure prevention programs	0	0	0	0	0	$\circ$
Homelessness prevention and special needs housing programs	$\circ$	$\circ$	0	0	$\circ$	$\circ$
Home purchase assistance programs	$\bigcirc$	$\circ$	$\circ$	$\bigcirc$	$\circ$	$\bigcirc$
Home rehabilitation and accessibility programs	$\bigcirc$	$\circ$	$\circ$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Housing counseling and education programs	$\bigcirc$	$\circ$	0	$\circ$	$\bigcirc$	0

19. As a whole, how would you rate the effectiveness of the following state-level program areas **to further your organization's mission**?

	Not effective	Slightly effective	Moderately effective	Very effective	Extremely effective	I'm not sure
Broad-based housing and community development assistance programs	$\circ$	0	0	0	0	$\bigcirc$
Affordable rental housing development programs	$\bigcirc$	$\bigcirc$	$\circ$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Rental assistance / Eviction and foreclosure prevention programs	0	0	0	0	0	$\bigcirc$
Homelessness prevention and special needs housing programs	0	0	0	$\circ$	$\circ$	0
Home purchase assistance programs	$\bigcirc$	$\circ$	0	$\circ$	$\circ$	$\bigcirc$
Home rehabilitation and accessibility programs	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Housing counseling and education programs	$\bigcirc$	$\circ$	0	$\circ$	$\bigcirc$	$\circ$

20.
As a whole, what INTERNAL challenges have you faced with the following state-level program areas? Select all that apply.

	Administrative burden (e.g. application, compliance, reporting)	Program guidelines and fund uses are overly restrictive	Insufficient and/or complicated program guidance	Limited staff capacity to implement program	Other
Broad-based housing and community development assistance programs					
Affordable rental housing development programs					
Rental assistance / Eviction and foreclosure prevention programs					
Homelessness prevention and special needs housing programs					
Home purchase assistance programs					
Home rehabilitation and accessibility programs					
Housing counseling and education programs					
What other <b>INTERNAL</b> challeng	ges have you f	aced with state	e-level progra	m areas?	

21.
As a whole, what **EXTERNAL** challenges have you faced with the following state-level program areas? Select all that apply.

	Difficulty marketing to potential clients	Limited support from elected officials	Limited support from local/regional government staff	Citizen opposition (e.g. NIMBY-ism)	Other
Broad-based housing and community development assistance programs					
Affordable rental housing development programs					
Rental assistance / Eviction and foreclosure prevention programs					
Homelessness prevention and special needs housing programs					
Home purchase assistance programs					
Home rehabilitation and accessibility programs					
Housing counseling and education programs					
What other <b>EXTERNAL</b> challeng	ges have you f	aced with stat	e-level progra	ims?	//

22. Please rate the degree to which each program area needs improvement to better serve housing needs in your service area.

	No improvement	A little improvement	Some improvement	Significant improvement	Complete redesign	I'm not sure
Broad-based housing and community development assistance programs	0	0	0	0	$\circ$	$\bigcirc$
Affordable rental housing development programs	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Rental assistance / Eviction and foreclosure prevention programs	0	0	0	0	0	$\bigcirc$
Homelessness prevention and special needs housing programs	$\bigcirc$	$\circ$	0	$\circ$	$\circ$	$\bigcirc$
Home purchase assistance programs	0	$\circ$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Home rehabilitation and accessibility programs	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Housing counseling and education programs	0	0	0	0	0	$\bigcirc$

23. Please rate the degree to which COVID-19 has negatively impacted the following program areas.

	Not at all	A little	Somewhat	Significantly	Very significantly	I'm not sure
Broad-based housing and community development assistance programs	0	0	0	0	0	$\circ$
Affordable rental housing development programs	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Rental assistance / Eviction and foreclosure prevention programs	0	0	0	0	0	$\bigcirc$
Homelessness prevention and special needs housing programs	0	0	$\circ$	$\circ$	$\circ$	$\circ$
Home purchase assistance programs	$\bigcirc$	$\bigcirc$	0	0	$\circ$	$\bigcirc$
Home rehabilitation and accessibility programs	$\bigcirc$	$\bigcirc$	$\circ$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Housing counseling and education programs	$\bigcirc$	$\circ$	0	0	0	$\bigcirc$

24.
Please rate the degree to which you feel each program area helps address racial inequities in housing in your service area.

	Not at all	A little	Somewhat	Significantly	Very significantly	I'm not sure
Broad-based housing and community development assistance programs	0	$\bigcirc$	0	0	0	$\circ$
Affordable rental housing development programs	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Rental assistance / Eviction and foreclosure prevention programs	0	0	0	0	0	$\bigcirc$
Homelessness prevention and special needs housing programs	$\bigcirc$	$\circ$	0	0	0	$\bigcirc$
Home purchase assistance programs	$\circ$	$\bigcirc$	$\circ$	$\circ$	$\circ$	$\bigcirc$
Home rehabilitation and accessibility programs	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Housing counseling and education programs	0	$\bigcirc$	$\circ$	0	$\circ$	$\bigcirc$

25. Please add any additional comments or suggestions on state housing programs your organization uses on a regular basis. *If you would like to share more information than allowed in this space, please make sure you respond "Yes" to Question 7 about participating in a focus group.* 

### Part 4: Racial Equity

In this section, you will answer a brief series of questions about your perceptions of racial disparities in housing throughout your service area, along with any actions your organization is taking to address these issues.

For the purposes of this survey, "racial disparities" shall refer to any disproportionate challenges, opportunities, and outcomes that result in households of color having a disadvantage in finding and securing high-quality housing.

## 26. In your opinion, how significant are racial disparities in your service area for the following housing areas?

	Not at all significant	A little significant	Somewhat significant	Significant	Very significant	I'm not sure
Homeownership	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Rental housing	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Senior and age-restricted housing	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\circ$	$\bigcirc$
Supportive housing and housing for persons with disabilities	$\circ$	$\circ$	$\circ$	$\circ$	$\circ$	$\bigcirc$
Homelessness	0	$\circ$	$\circ$	$\bigcirc$	$\bigcirc$	$\bigcirc$

27.							
Has your or	ganization develope	d and imp	lemented a	ny specific μ	rogram or	effort to ad	dress racial
inequity in	your service area?						
For exam	ple, the Maggie Walker Comm	unity Land Trus	t's Bridge to Hor	neownership prog	ram is a new, le	ase-to-own	
homeow	nership opportunity for familie	es making arour	nd 50% of area n	nedian income. Bla	ck households a	are	
dispropo	ortionately impacted by poor o	r limited credit	, and are freque	ntly underbanked.	This program a	llows participant	s to
rent thei	r home for a year while they wo	ork with a credi	it counselor to in	prove their credit	score and addr	ess any other	
outstand	ing credit issues. Their rent is	set at the same	e rate as their an	ticipated monthly	mortgage paym	ent, and each mo	onth
\$500 of t	that rent goes into an escrow a	ccount that can	be used to cove	er closing costs and	d down payment	t at the time of	
purchase	2.						
Yes							
O No							
O Unsur	е						
	ist the name(s) and p grams below:	provide a s	short 1-2 ser	ntence descr	iption of th	nose specifi	c racial
							/
29.							
Please rate	how effective those area?	racial equi	ty program	s have been	in address	ing racial ir	nequities in
-		Not	Slightly	Moderately	Very	Extremely	
.,		effective	effective	effective	effective	effective	I'm not sure
Your organi program(s)	zation's racial equity	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$

30. What state-level resources or support do you feel your organization needs to address racial gaps in housing within your service area?								
Part 5: COVID-19 impa	act and	respons	se					
In this section you will be a 19 on your organization's o			-		_			
31. To what extent did/is the CC services provided by your organ	-	ndemic disrı	upt(ing) cor	e housing a	nd housing-	related		
	Not at all	Only a little	Somewhat	Significantly	Very significantly	I'm not sure		
At the beginning of the COVID- 19 pandemic (March through May 2020)	0	0	0	0	0	0		
Currently (November through December 2020)	0	0	0	0	0	0		

32. In your opinion, to what extent have residents in your service area been concerned about the following challenges since the beginning of the COVID-19 pandemic?

	Not at all concerned	Slightly concerned	Somewhat concerned	Moderately concerned	Extremely concerned	I'm not sure/Not applicable
Ability to pay mortgage	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Ability to pay rent	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Food access	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Lower income due to reduced hours or loss of job	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Health of self and/or loved ones	$\circ$	$\circ$	$\circ$	$\circ$	$\circ$	$\bigcirc$
Disruption to education of self or child(ren)	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Difficulty accessing aid	$\circ$	$\circ$	$\circ$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Internet access	$\circ$	$\circ$	$\circ$	$\circ$	$\circ$	$\circ$

## 33. How important have the following sources of COVID-19 financial relief been to providing services to your clients/residents since the beginning of the pandemic?

	Not important	Slightly important	Moderately important	Important	Very important	I'm not sure
Payroll Protection Program (PPP)	$\bigcirc$	$\circ$	$\bigcirc$	$\bigcirc$	$\circ$	$\bigcirc$
CARES Act grants (CDBG-CV, etc.)	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Local government funds	$\bigcirc$	$\circ$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Philanthropic support	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Other	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$

What other sources of COVID-19 financial relief have been important to your organization's operations?									
						,			
34. How important will the followour clients throughout the length	_	-	_	n's ability t	o provide s	ervices to			
	Not important	Slightly important	Moderately important	Important	Very important	I'm not sure/Not applicable			
Additional technology for virtual work and client services	$\circ$	$\circ$	0	$\bigcirc$	$\bigcirc$	$\bigcirc$			
Personal protective equipment and related health precautions	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$			
Restrictions lifted on grants and other funding									
New funding to support changed/expanded programs	0	0	0	0	0	0			
35. Please add any other common not addressed above.	ients about	COVID-19's	impact to h	ousing need	ds in your co	ommunity			
						,			
	•								
Part 6: Organization-	-specific	questi	ons						
This is the final section of t specific to your sector(s) of	•			ollowing o	uestions 1	that are			

#### Nonprofit housing developer, operator, and/or service provider

On average, how many homes does your organization produce, repair, or manage on an **annual** basis?

	Fewer than 10 per year	10 to 24 per year	25 to 49 per year	50 to 99 per year	100 or more per year	I'm not sure/Not applicable
New units produced	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Repairs/rehabs provided	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Units managed	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$

For programs your organization provides, has the COVID-19 pandemic led to an expansion or reduction in services?

	Significant reduction	Slight reduction	No change	Slight expansion	Significant expansion	I'm not sure/Not applicable
New construction	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\circ$	$\bigcirc$
Repairs/rehabs	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Weatherization	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Accessibility upgrades	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Homeowner services	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Renter services	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$

Please briefly describe any plans to expand programs or services in the next year to respond to trends in housing needs in your service area.



### Homeless service provider

How would you describe the demand for homeless services in your service area at these different points in time over the past year?

	No demand	Low demand	Average demand	Moderate demand	High demand	Not sure / Not applicable
Before onset of the pandemic (pre-March 2020)	0	$\bigcirc$	0	$\circ$	$\bigcirc$	$\bigcirc$
At the beginning of the pandemic (March-April 2020)	$\circ$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Today (November-December 2020)	0	$\circ$	0	$\circ$	$\bigcirc$	$\circ$

Please rate your level of agreement with the following statement.

	Strongly disagree	Disagree	Neither disagree nor agree	Agree	Strongly Agree	I'm not sure/Not applicable
During 2020, our organization was able to fully meet the needs of all persons experiencing homelessness.	0	0	0	0	0	0

	sponse to COVID-19, which of the following measures has your organization implemented or nded in order to better serve persons experiencing homelessness? Select all that apply.
	Procured hotel/motel rooms
	Closed emergency shelters
	Opened new emergency shelters
	Secured new permanent housing
	Nothing new
	Other
In re	sponse to COVID-19, have you added beds to any of the following system? Check all that apply.
	Congregate shelter
	Hotel/motel rooms
	Permanent supportive housing
	Other
How	many <u>congregate shelter beds</u> did you add?
How	many <u>hotel/motel room beds</u> did you add?
How	many <u>permanent supportive housing beds</u> did you add?

Pre-purchase     O     O     O     O     O       Post-purchase and reverse mortgage     O     O     O     O     O       Foreclosure and loss mitigation     O     O     O     O     O       Rental housing     O     O     O     O     O       Homeless services     O     O     O     O     O       Financial and credit     O     O     O     O     O       Other     O     O     O     O     O	Overall, how would you rate the service area?		r the follow	ving housing	g counseling	services ir	ı your	
Post-purchase and reverse mortgage  Foreclosure and loss mitigation  Rental housing  O  O  O  Rental housing  O  O  O  O  Reverse mortgages  O  O  O  O  O  O  O  O  O  O  O  O  O		No demand					sure/Not	
Foreclosure and loss mitigation O O O O O O O O O O O O O O O O O O O	Pre-purchase	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	
Rental housing O O O O O O O O O O O O O O O O O O O		$\circ$	$\bigcirc$	$\circ$	$\circ$	$\bigcirc$	$\circ$	
Homeless services  O O O O O O O O O O O O O O O O O O	Foreclosure and loss mitigation	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	
Financial and credit O O O O O  Reverse mortgages O O O O O	Rental housing O O O O							
Reverse mortgages O O O O	Homeless services O O O O							
	Financial and credit	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	
Other O O O O	Reverse mortgages	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	
	Other	$\circ$	$\bigcirc$	$\circ$	$\bigcirc$	$\bigcirc$	$\bigcirc$	
What other housing counseling services not listed above are you referring to?	What other housing counseling	services not	listed abo	ove are you	referring to?			
what other housing counseling services not tisted above are you referring to.	what other housing counseting.	361 11663 1166	tisted abo	ve are you	referring to.			



Overall, how significant of a problem are the following issues that households may face when seeking housing counseling services in your service area?

l'm not Not at all a Moderate sure/Not problem Minor problem problem Major problem applicable										
Credit worthiness	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\circ$	$\bigcirc$					
Savings	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$					
Loan default	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$					
Financial literacy	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$					
Mediation (e.g., with a lender)	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$					
Fair housing	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$					
Accessing services	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$					
Criminal background	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$					
Other	$\circ$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\circ$					
What other challenge not liste					//					
How have housing counseling pandemic?	needs in your	community cha	anged, if at a	ll, during the CC	OVID-19					
					//					



For-profit housing builder/developer

Whic	h type of housing does you	ır organizat	ion focus or	n? Select all	that apply.		
	Single-family detached hon	nes					
	Single-family attached hom	ıes (townhor	mes)				
	Small-scale multifamily (du	plexes, etc.)					
	Large-scale multifamily hou	ısing					
	Manufactured and/or mod	ular housing	5				
	Other						
	s? units produced s managed	Fewer than 10 per year	10 to 24 per year	25 to 49 per year	50 to 99 per year	100 or more per year	Not applicable
Plea	se describe any major cha ect to make over the next y		-		-	-	s you
Fin	ancial institution						//

Where is your institution curre	ently financing	g housing? Sel	lect all tha	t apply.		
Central city						
Suburbs						
Small towns						
Rural						
Other						
In your opinion, with respect tyear?	to financing, h	ow do you ex	pect intere	est rates t	o change o	over the next
	Trend down	Remain stable	e Trend ι	up Ris	se sharply	I'm not sure
Home mortgage financing	$\bigcirc$	$\bigcirc$	$\circ$		$\bigcirc$	$\bigcirc$
Commercial gap financing	$\bigcirc$	$\bigcirc$	$\bigcirc$		$\bigcirc$	$\bigcirc$
Multifamily rental gap financing	0	0	0		$\bigcirc$	$\circ$
		*11 12				
In your opinion, with respect t	Loosen greatly		emain the	ents cnar Tighten	Tighten greatly	e next year?  I'm not sure
Credit requirements over the next year	$\circ$	0	$\bigcirc$	$\bigcirc$	$\circ$	$\bigcirc$
In your opinion, how will tax c	redit equity p	ricing change	e over the i	next year	?	
	Trend down	Remain stable	e Trendι	ıp Ris	se sharply	I'm not sure
Tax credit equity pricing over the next year	0	0	0		$\circ$	0

Overall,	, how significant	of a problem	are the f	following	issues that	affordable	housing r	ental
develop	pers face in you	r service area	?					

	Not at all a problem	Minor problem	Moderate problem	Major problem	I'm not sure/Not applicable
Lack of development sites	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Limited gap funding	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Debt and equity costs	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Market conditions	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Community opposition	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Local development requirements	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Real estate professiona	ıl				
What type of residential real of the state o	estate do you	specialize in?	Select all that	t apply.	
Luxury					
Resale					
New Construction					
Urban					
Suburban					
Rural					
Other					

In your experience, how much has COVID-19 impacted the demand for the following housing types in your service area?

	Significantly decreased demand	Decreased demand	Neither increased or decreased	Increased demand	Significantly increased demand	I'm not sure/Not applicable
First-time home buyer	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Luxury	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Resale	$\bigcirc$	$\bigcirc$	$\circ$	$\bigcirc$	$\bigcirc$	$\bigcirc$
New Construction	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Urban	$\bigcirc$	$\bigcirc$	$\circ$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Suburban	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Rural	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Other	$\circ$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\circ$	$\circ$

Overall, how significant of a problem are the following issues that prospective home buyers face when seeking to buy a home in your service area?

	Not at all a problem	Minor problem	Moderate problem	Major problem	I'm not sure/Not applicable
Price of homes	$\bigcirc$	$\circ$	$\bigcirc$	$\circ$	$\bigcirc$
Type/size of homes	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Supply of homes	$\bigcirc$	$\circ$	$\bigcirc$	$\circ$	$\bigcirc$
Interest rates	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Downpayment	$\bigcirc$	$\circ$	$\bigcirc$	$\circ$	$\bigcirc$
Qualifying for a mortgage	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Closing costs	$\bigcirc$	$\circ$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Trouble selling current home	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Competition with other buyers	$\bigcirc$	0	$\bigcirc$	$\circ$	$\bigcirc$

### Public housing authority

For housing programs your organization administers, has the COVID-19 pandemic led to an expansion or reduction in services?

	Significant reduction	Slight reduction	No change	Slight expansion	Significant expansion	I'm not sure/Not applicable
Public housing lease-up and operations	$\circ$	$\circ$	$\circ$	$\bigcirc$	0	$\circ$
Housing Choice Voucher allocations	$\circ$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\circ$
Neighborhood redevelopment / revitalization	$\circ$	$\circ$	$\circ$	$\bigcirc$	$\circ$	$\circ$
Homeownership programs	$\circ$	$\bigcirc$	$\circ$	$\bigcirc$	$\circ$	$\circ$
Other	$\bigcirc$	$\bigcirc$	$\circ$	$\bigcirc$	$\circ$	$\bigcirc$
Do you currently own or operate  Yes  No  I'm not sure  How many units do you own or of funds do you utilize for those units and the second se	operate tha					

How would you rate the following challenges to your organization's ability to meet housing needs	ir
your service area?	

	Not at all a problem	Minor problem	Moderate problem	Major problem	I'm not sure/Not applicable
Amount/availability of federal funds	$\circ$	0	$\circ$	$\circ$	$\bigcirc$
Amount/availability of state funds	$\circ$	$\circ$	$\circ$	$\circ$	$\circ$
Amount/availability of local funds	$\circ$	0	$\bigcirc$	0	$\bigcirc$
Limited community support	$\circ$	$\circ$	$\bigcirc$	$\circ$	$\bigcirc$
Lack of capacity	$\bigcirc$	$\circ$	$\bigcirc$	$\circ$	$\bigcirc$
Other	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Local government					//
Do you currently administer a and Mortgage Relief Program.)	•	ed rent relief pr	ogram? (Sep	arate from the V	/irginia Rent
Yes, established before CO	VID-19.				
Yes, established because o	f COVID-19.				
No, but one is planned.					
No, and have no plans.					

Please provide a short description of your locally-funded rent relief program that is in place or planned.
For what reasons do you not have and do not plan to administer a locally-funded rent relief program?
Does your local government have or support an eviction diversion program?
Yes, established before COVID-19.
Yes, established because of COVID-19.
No, but one is planned.
No, and have no plans.
Please provide a short description of your local eviction diversion program that is in place or planned.
For what reasons do you not have and do not plan to administer a locally-funded rent relief program?



Overall, how significant of a problem	are the foll	owing in your	locality's abilit	y to support
affordable housing?				

	Not at all a problem	Minor problem	Moderate problem	Major problem	I'm not sure/Not applicable
Developer capacity	$\bigcirc$	$\circ$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Internal staff capacity	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Public attitude toward growth and affordable housing	$\bigcirc$	0	$\circ$	$\bigcirc$	$\circ$
Limited access to federal and state funds	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Limited local funds	$\bigcirc$	$\circ$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Other	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
					//
Please describe any other programs your locality has implemented that have been successful in reducing housing instability in your community.					
					//
Conclusion					

36. Please add any additional comments or feedback regarding state housing policies and programs below:	
	h