

COG HOUSING DIRECTORS ADVISORY COMMITTEE

January 19, 2022 Meeting



Metropolitan Washington
Council of Governments

Agenda

1. Welcome, Introduction & Announcements

- *Dana Lewis, Co-Chair*
 - Appreciation for outgoing Co-Chair Tom Fleetwood
 - HDAC members survey open – 2021 evaluation and 2022 priorities
 - Fair housing survey push & HAND survey responses

2. COG Housing Affordability Planning Program (HAPP) Update

- *Paul DesJardin and Hilary Chapman, COG staff*

3. New Treasury ERA Resources and Grantee Listening Session

- *Vanessa Megraw, Policy Advisor, Emergency Housing Team, Recovery Program Outreach, U.S. Department of the Treasury*

4. Mortgage Relief Programs in the Metropolitan Washington Region

- *Drew Hubbard, Interim Director, District of Columbia Department of Housing and Community Development; Malika Mickey, Program Delivery Manager, Virginia Mortgage Relief Program, Virginia Housing; Maddy Ciulu, Director, Single Family Housing, Maryland Community Development Agency and Brandon Smith, Homeowner Assistance Fund Operations Manager*

5. Adjourn

Welcome, Introduction & Announcements

Dana Lewis, Co-Chair

- Appreciation for outgoing Co-Chair Tom Fleetwood
- HDAC members survey open – 2021 evaluation and 2022 priorities
- Fair housing survey push & HAND survey responses

(10:00 – 10:10 A.M.)

COG Housing Affordability Planning Program Update

Paul DesJardin and Hilary Chapman, COG staff

Program Overview:

- Up to \$75,000 flexible grant funds available for local governments or non-profit housing developers (with local government support letter)
- \$500,000 total grant funds to be awarded across the region

Funding Priorities:

- Help increase the total amount of mixed-income housing units near high-capacity transit stations
- Help increase the amount of housing units that are affordable to low- and middle-income households
- Are located in Equity Emphasis Areas mwcog.org/equityemphasisareas

Scoring Bonus Points:

- 1.) Developments or studies around HCTs and within a half-mile of a COG-designated Equity Emphasis Area;
- 2) From jurisdictions which have adopted local housing targets that respond to the 2019 COG Regional Housing Initiative; and
- 3) MBEs (Minority Business Enterprises) and WBEs (Women Business Enterprises) applicants.



COG Housing Affordability Planning Program Update

Paul DesJardin and Hilary Chapman, COG staff

Application Schedule:

Abstracts Due: **February 9, 2022 at 5 P.M.**

Applications Due: **March 23, 2022 at 5 P.M.**

Selection Panel: **May 2022**

COG Board Approval: **June 8, 2022 at 2 P.M.**

Questions?

- Email to HAPP@mwkog.org until Monday, March 14th at 5pm

Apply online: www.mwkog.org/HAPP



New Treasury Resources & Listening Session for ERA Grantees

Vanessa Megraw, Policy Advisor, Emergency Housing Team, Recovery Program Outreach, U.S. Department of the Treasury

Questions for Committee Member Consideration:

- Has the ERA program revealed any opportunities for longer term improvements in social services or renter protections (eviction diversion, housing stability services, etc.)?
- What are some of the challenges/opportunities you are facing over the next couple of months?
- Of the guidance, flexibilities, and tools provided by Treasury over this last year, what has been the most helpful? What topics would you be interested in seeing more examples of in the near future?

(10:20 – 10:50 A.M.)



Mortgage Relief Programs in Maryland, Virginia and the District of Columbia

Maddy Ciulu, Director, Single Family Housing, Maryland Community Development Administration and Brandon Smith, Homeowner Assistance Fund Operations Manager

Drew Hubbard, Interim Director, District of Columbia Department of Housing and Community Development

Malika Mickey, Program Delivery Manager, Virginia Mortgage Relief Program, Virginia Housing

In December of 2021 and January of this year, Maryland and Virginia launched new statewide mortgage relief programs to help prevent delinquencies, defaults, and foreclosures for people experiencing financial challenges due to the COVID-19 pandemic. The District of Columbia is also updating its assistance programs for homeowners. Representatives from Virginia, Maryland, and the District of Columbia will provide an update on the latest statewide programs to ensure that homeowners can remain stably housed.



Maryland Homeowner Assistance Fund (HAF)

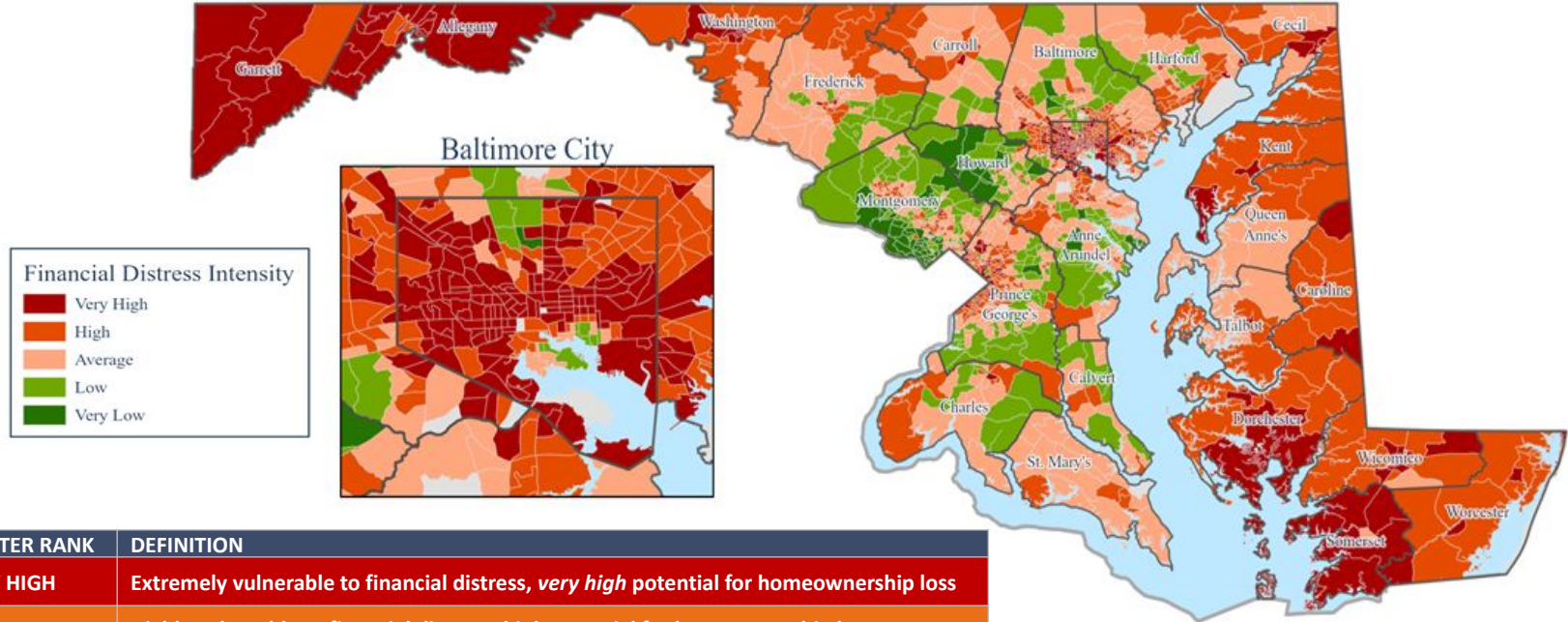
January 2022

Size and Purpose of the Maryland Homeowner Assistance Fund (HAF)

- The plan has \$248 million appropriated to the state of Maryland from the U.S. Department of Treasury, under section 3206 of the American Rescue Plan Act of 2021 (ARP)
- The plan estimates the MD HAF program will be able to assist more than 10,000 Maryland households
- It provides residential mortgage modification funding, home rehabilitation and weatherization programs, all to avoid loss of residence for eligible homeowners
- The program will conclude in September 2026.



HAF Targeting Strategy for Preserving Homeownership in Maryland's Vulnerable Communities



CLUSTER RANK	DEFINITION
VERY HIGH	Extremely vulnerable to financial distress, <i>very high</i> potential for homeownership loss
HIGH	Highly vulnerable to financial distress, <i>high</i> potential for homeownership loss
AVERAGE	<i>Average</i> vulnerability to financial distress
LOW	<i>Low</i> vulnerability to financial distress
VERY LOW	<i>Very low</i> vulnerability to financial distress, stable

Source: DHCD Housing Economic Research Office, Strategic Impact Advisors

Number of Targeted and HAF-Income Eligible Households by Cluster (As of December 2021)

Exhibit. Number of Targeted and HAF-Qualified Households by Cluster Intensity in Maryland

INDICATOR	INTENSITY OF HOMEOWNER FINANCIAL DISTRESS					ALL CLUSTERS
	Very High	High	Average	Low	Very Low	
Units with Housing Costs >30%	39,020	92,059	99,840	51,651	13,473	296,043
Minority Population	665,239	1,006,528	793,931	374,365	90,561	2,930,624
HAF Income Eligible Households	184,619	309,205	239,125	88,716	14,103	835,768
Targeting	Extensive outreach campaign	Active outreach campaign	Moderate outreach campaign	Continue tracking foreclosure trends and general outreach	General outreach, pending availability of funds	

Maryland Mortgages' Data Breakdown (As of Sept 2021)

Maryland Loan Status (as of December 2021)				
Category	Number of loans	Percentage		
*Total of FHA, VA, Conventional loans	966,961	100%		
Delinquent loans cohort	67,010	6.23%		
30 days delinquent	15,523	1.68%		
60 days delinquent	6,171	0.60%		
90+ days delinquent	45,413	3.95%		
Maryland Loan Foreclosure Status				
Category	Number of loans	% of total loans above		
Notice of Intent to foreclose (NOI)	7,762	0.80%		
Foreclosure process started (filed with local jurisdiction)	386	0.04%		
Delinquency by Loan Type				
Loan Type	Number of loans	% of all loans above	Number of delinquent loans (90+ days)	Percentage of delinquent loans (90+ days) out of all loans delinquent (90+ days) above
FHA	155,530	16.1%	16,020	35.3%
VA	76,384	7.9%	3,964	8.7%
Conventional Loans	734,777	76.0%	23,439	51.6%

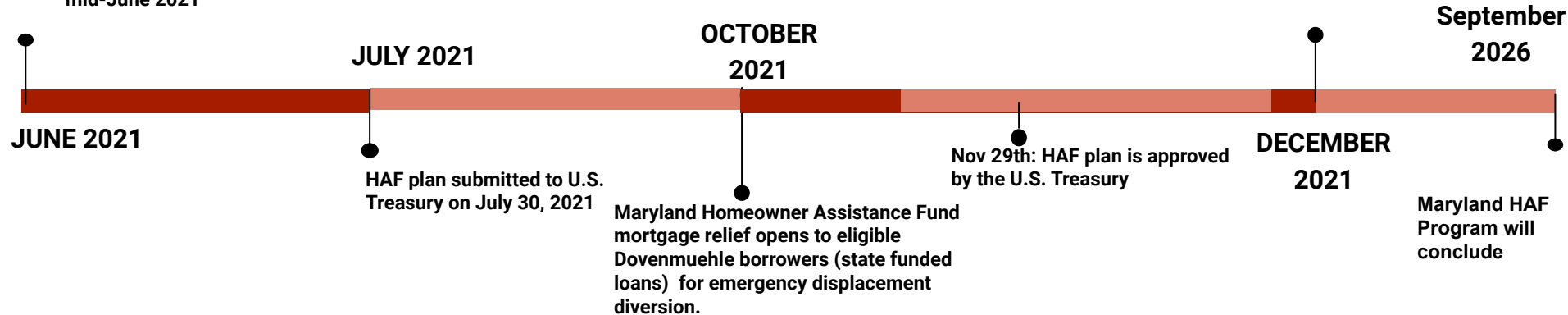
Data contained in this table does not include USDA, non-government (or Government Sponsored Entities) backed loans or private label loans. These numbers will be updated in the future to include all loan types reported and subject to public availability of such information.

Maryland Homeowner Assistance Fund (HAF) Launch Timeline

Timeline reflects “on or before” dates

Public Review and Comment
on draft plan completed
mid-June 2021

HAF portal opened on December 20th,
2021 to all qualified Maryland
homeowners and DHCD began
accepting applications from all
qualified homeowners on HAF website.



Maryland Homeowner Assistance Fund (HAF) Program Design

Avoids displacement of homeowners by

- creating partnership with mortgage servicers and
- creating long-term sustainable and affordable mortgages.

Provides two types of financial assistance:

- Maryland Homeowner Assistance Fund Grant
- Maryland Homeowner Assistance Fund Loan



Maryland Homeowner Assistance Fund Grant

Designed to avoid imminent displacement due to, but not limited to:

- Tax delinquency, chattel loan or land lease delinquency
- Homeowners association fee / condominium association fee delinquency
- Mortgage delinquency
- Insurance delinquency

Eligibility:

- Covid-19 related financial hardship after January 21, 2020
- Under 100% of AMI
- Maryland homeowners (by evidence of the deed of trust) residing in their primary residence

Terms:

- Grant – no instrument recorded
- Maximum assistance - \$10,000

Example 1: Homeowner is \$4,000 behind on their mortgage and can regain their mortgage payments going forward.

Homeowner gets a \$4,000 Emergency grant

Example 2: Homeowner is a senior citizen, has a reverse mortgage and is \$5,000 behind on their property taxes and tax sale is scheduled next month.

Homeowner gets a \$5,000 HAF grant

Maryland Homeowner Assistance Fund Loan

Designed to offer a one-time payment of a delinquent mortgage amount (not limited to adding additional funds to facilitate a principal curtailment or rate reduction).

Eligibility:

- Covid-19 related financial hardship after January 21, 2020
- Under 150% of (area median income) AMI
- Maryland homeowners (by evidence of the deed of trust) residing in their primary residence.
- Exhausted all other loss mitigation options offered by the servicer and/or the resulting mortgage payment is greater than 40% of gross monthly income.
- Original mortgage amount cannot exceed Fannie Mae conforming loan limits.

Terms:

- Recorded Lien
- 0% Interest
- Deferred payments for the life of the first mortgage
- Payment due in full when the first mortgage ends (repayment, refinance, transfer sale)

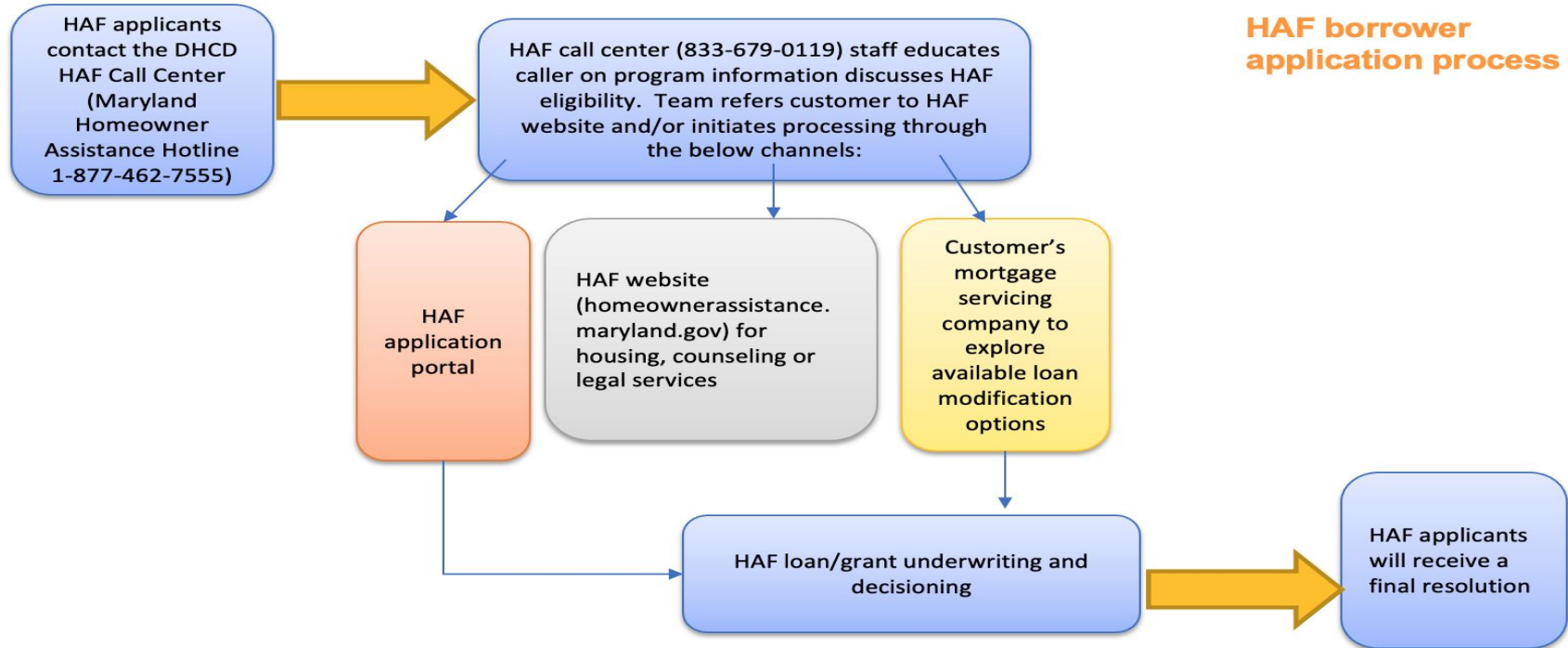
Example 1: Homeowner requested forbearance, and is \$15,000 in arrears. The homeowner can only resume making payments at 60% of the monthly payment amount.

- Servicer will place the forbore amount at the back of the loan at 0% interest with no payments
- Servicer will engage in loss mitigation to reduce payments to 80% of pre-default amount.
- Maryland Homeowner Assistance Fund loan is necessary to further reduce monthly mortgage payment.

Example 2: Homeowner has defaulted on their mortgage. Homeowner is in arrears by \$40,000.

- Servicer offers to assist with \$30,000 partial claim
- Maryland Homeowner Assistance Fund (HAF) loan is necessary in the amount of \$10,000.

Maryland Homeowner Assistance Fund Application Process



HAF help for Maryland borrowers

Website- homeownerassistance.maryland.gov

The Department's website includes:

- Eligibility check and application portal- **NOW OPEN**
- FAQs
- Contacts for counseling agencies, legal services, and other supplementary resources
- Steps/referrals for non-eligible homeowners



Application Support Call Center - 833-676-0119

- Provides support to customers who need assistance filling out the online application and need to check the status of their application

Maryland Homeowner Assistance Hotline 1-877-462-7555

- Directs callers to housing counseling agencies and legal services.
- Directs homeowners to HAF website, application portal and other supporting resources



Maryland
DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT

Homeowner Assistance Fund

You may qualify for assistance under the Maryland HAF Program.

Are you a resident of the State of Maryland? **Yes**

Please select the county in which you reside, from the drop down below? **Prince Georges**

Has COVID-19 affected your ability to pay your mortgage, property taxes, insurance and/or other household expenses? **Yes**

How many people are in your household, including yourself? **2**

What is your current individual/household monthly income? **\$2,000.00**

Start Over

Continue



Success

You will receive an email to complete your registration so that you can log in and finish your HAF application.

If you do not receive the email within 5 minutes, please check your Spam or Junk Mail folder.

Close

Marketing and Outreach Strategy

Targeted Marketing



- Letter from the Secretary to eligible homeowners in the state's mortgage portfolio
- Press Release
- Targeted marketing through a variety of channels in areas of high need, including billboards, radio, print, digital and social media
- Inclusion in Department of Labor outreach letters to homeowners receiving a Notice of Intent to foreclose
- Direct Mail postcard marketing HAF will be sent to high areas of need and the Notice of Intent to foreclose list
- ~~Direct coordinated outreach with mortgage servicers that operate in Maryland~~

Servicer Outreach

Community Engagement



- ~~Develop collaborative opportunities and build partnerships with academia, nonprofits, and business and government entities to get the word out at the "grassroots" level~~
- Hold in-person/virtual events
- Mail foreclosure collateral to community partners (faith-based, nonprofits, housing counselors, etc.)
- Culturally-specific outreach for Hispanic and African-American communities

HAF Dashboard - Cover Page



HOMEOWNER ASSISTANCE FUND DATA DASHBOARD

Welcome to the Maryland Homeowner Assistance Fund Data Dashboard

The Homeowner Assistance Fund was established to help homeowners struggling with their mortgage payments or other housing costs due to the COVID-19 pandemic. This financial assistance will be in cooperation with the loss mitigation tools provided by mortgage servicers. This dashboard shows statewide progress from the new HAF program funded by the American Rescue Plan Act. The Maryland Department of Housing and Community Development is administering funds to applicable homeowners experiencing financial hardship after January 1, 2020. To learn more and to apply for the program, visit homeownerassistance.maryland.gov.

Navigating the Dashboard

The dashboard includes: HAF Program, Demographic, and Marketing data. You can navigate to these pages using the arrows at the bottom of the dashboard. Each page is automatically set to show state-wide program data. You can use the red filters on the top left of each page to look at program data for a specific county, or type of HAF assistance.

Data Updates

New data will be added to the dashboard monthly unless otherwise noted.

HAF Dashboard - Program Data

 **Overall HAF Program Data** Data Period: December 27 - December 30, 2021
Last Data Refresh: December 30, 2021
Next Data Refresh: January 31, 2022

LOAN OR GRANT
All

COUNTY
All



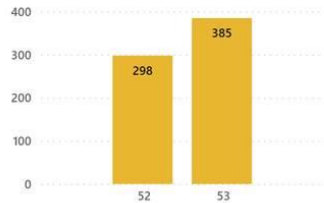
Applications in Progress

683

Applications Submitted

55

Applications Started by Week



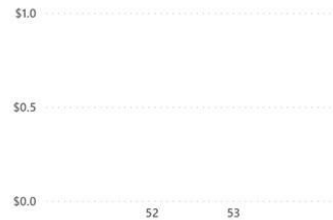
Total Financial Assistance Disbursed



Payments in Progress



Assistance Distributed by Month



HAF Dashboard - Demographic Data

 **Maryland**
DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT

HAF Demographic Data

Data Period: December 27 - December 30, 2021
Last Data Refresh: December 30, 2021
Next Data Refresh: January 31, 2022

COUNTY

All

Average Household Size

3

Average Borrower Gross Income

TBD TT

Average Default Amount

TBD TT

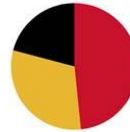
Race

● Black or Africa... ● Multicultural ● Other



Gender

● Data Not Collected ● Female ● Male

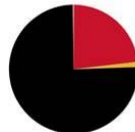


Income



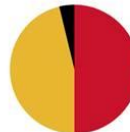
Age

● Adult 25-64 ● Senior 65+ ● Unknown



Ethnicity

● Data Not C... ● Not Hispa... ● Hispanic ...



Unemployment



Note: Data Not Collected in the initial application process is gathered by servicers during through further contact with applicants.

HAF Dashboard



Marketing and Outreach

Data Period: December 27 - December 30, 2021
Last Data Refresh: December 30, 2021
Next Data Refresh: January 31, 2022



5

Signed Servicer Agreements
65-70 Servicers Contacted



2K

Email Sent to Interested Homeowners



0

People Reached Through TV, Radio, Print
(English and Spanish)



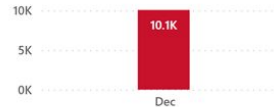
Households Assisted by HAF Call Center
Total Calls: 821



DHCD HAF Website Visitors
Total Visitors: 10,062

Online Ad Views

English Spanish



Public Marketing
and Outreach
campaign launched
January 5th, 2022

Partnerships-Housing Counseling and Legal Services

DHCD will leverage its partnerships with HUD-approved housing counseling agencies and non-profit legal services providers to:

- Educate homeowners about HAF.
- Assist homeowners with applying for a HAF grant or loan, and
- Provide foreclosure prevention services for homeowners that do not qualify for HAF.

Funding

DHCD has administered HAF grant funding to reimburse HUD-approved housing counseling and non-profit leg

Services.

- Grants have been awarded through competitive application process
- Applications were collected, reviewed and awarded as of January 2022.



Virginia Mortgage Relief Program

Program Overview



VIRGINIA MORTGAGE RELIEF PROGRAM



The Homeowner Assistance Fund (HAF) is intended to support homeowners facing housing instability resulting from the COVID-19 pandemic. The Commonwealth of Virginia received approximately \$250 million in American Rescue Plan Act funds through the U.S. Department of the Treasury to launch the Virginia Mortgage Relief Program to keep Virginians safe at home.

The Commonwealth of Virginia launched the **Virginia Mortgage Relief Program (VMRP)** on 1/3/2022 to provide homeowners with assistance to prevent and/or ease mortgage delinquencies, defaults, foreclosures and displacement of homeowners experiencing financial hardship due to the COVID-19 pandemic.

VMRP PROGRAM REQUIREMENTS



- Hardship must have been due to COVID-19.
- Homeowner must be a natural person (cannot be an LLC).
 - Non US Citizens must provide state issued I.D. as permitted for origination of the loan.
- Delinquency became due after 1/21/2020.
 - There is a concession in our plan for homeowners with greater delinquencies.
- Property must be owner occupied/primary residence and located in the state of Virginia.
- Household Income limits:
 - At or below 100% AMI.
 - SDI as defined by Treasury equal to or less than 150%.
 - Treasury’s definition: <https://home.treasury.gov/system/files/136/HAF-Guidance.pdf>
 - Income limits specific to the HAF program have been published by HUD and can be accessed at: www.huduser.gov/portal/datasets/haf-il.html.

VMRP PROGRAM REQUIREMENTS (CONTINUED)



- Conforming loan limits apply (based on origination date).

- Must be an eligible property type
 - Single family unit, attached or detached homes, condo units, cooperatives, mobile/manufactured homes (attached and unattached).

- VMRP assistance may not duplicate any other type of housing assistance received by the homeowner for the same expenses paid for by VMRP.

- Max assistance: the lesser of 20 months of eligible expenses or \$30,000 per household.

Note: Homeowners who have filed for Bankruptcy must provide proof of discharge or court approval to participate in the VMRP.

TYPES OF ASSISTANCE

- Reinstatement
 - A lump sum payment to cover delinquency.
 - Ideal for homeowners who's income supports their mortgage payment but need assistance on the past due balance.
- Reinstatement plus future payments
 - A lump sum payment to cover delinquency and monthly payments made on the borrower's behalf until (the sooner of) the borrower is able to support their payment or has exhausted VMRP award amount.
 - Requires recertification of income every 90 days.
 - Ideal for homeowners with payments that are unaffordable.
- Payment Assistance on qualified expenses (for Homeowners who have paid off mortgage debt) can be applied to:
 - Real estate taxes, personal property taxes (unaffixed mobile homes), hazard/flood/mortgage insurance, HOA/Condo fees and special assessments. This includes reasonably required legal fees of payee associated with eligible expenses.

APPLICATION PROCESS



- A link to begin the pre-screen and application can be found on the [VirginiaMortgageRelief.com](https://www.VirginiaMortgageRelief.com) site.
- Application process is an automated self-service portal.
 - Can be utilized to complete prescreen, application, upload documents, check status.
- Applications can also be completed over the phone or in person.

Please note: In person assistance is available by appointment only. Applicants should call 1-833-OUR-VMRP (1-833-687-8677) to make an appointment.

VMRP Application Start to Finish

Program Step

Turnaround Time

STEP 1: Pre-Screen

Initial determination whether an applicant is eligible to apply.

1 Hour

This is dependent on the applicant and their readiness for screening questions and documentation.

STEP 2: Application

Complete application and submit required documentation.

Varies by Applicant

This can range from 1 hour to multiple days, this is entirely dependent on the applicant.

INCOMPLETE APPLICATIONS

Processing will be delayed if application submissions are incomplete.

STEP 3: Application/Eligibility Review

Case manager reviews the application for completeness, eligibility, and income, ultimately determining if the applicant qualifies for program assistance.

1-5 business days

Due to high application volume, the following time frame begins after you are contacted by your assigned case manager.

STEP 4: Quality Control Review

Quality Control (QC) ensures the application contains all required documents prior to moving the file forward to payment.

1-3 business days

STEP 5: Common Data File Process

Includes record transfers, Common Data File, Quality Control verification process, and collaboration with servicers and other payees.

Approximately 4-6 Weeks

Per NCSHA guidance.

STEP 6: Payment Distribution

5-7 business days

RESOURCES



- VirginiaMortgageRelief.com
 - Link to VMRP Application, VMRP Plan, Term Sheets, FAQ's

[Translate to Spanish](#)

Struggling to pay your mortgage due to COVID-19? Assistance is now available for Virginia homeowners.

Virginia Housing is pleased to announce the launch of the **Virginia Mortgage Relief Program**, or VMRP, to provide assistance to homeowners experiencing financial hardship due to COVID-19, to help prevent and/or ease mortgage delinquencies, defaults, foreclosures and displacement. Financial hardship could include an increase in living expenses, childcare, change in household size, job loss or reduction in income, etc.

If you are a homeowner seeking assistance, visit our Eligibility page to review VMRP eligibility requirements, what is covered by VMRP, and a list of all required documents necessary to complete your application.

Apply for mortgage relief today:

[First-time Applicant](#)

[Returning Applicant](#)

- Document Checklist: https://dc29f985-b871-449c-a8d1-05aa7856e4c9.filesusr.com/ugd/6f2695_768a1fc375cd438898e2c0c1ed1464a9.pdf
- StayHomeVirginia.com
- VMRP Call Center
 - 833-OUR-VMRP (833-687-8677)
 - Open Monday through Friday 8 AM to 8 PM
- [Treasury: https://home.treasury.gov/policy-issues/coronavirus/assistance-for-state-local-and-tribal-governments/homeowner-assistance-fund](https://home.treasury.gov/policy-issues/coronavirus/assistance-for-state-local-and-tribal-governments/homeowner-assistance-fund)

Adjourn

Our next meeting is Wednesday, March 16, 2022 at 10am

- ❖ ***Please fill out the survey to share your input on 2022 committee priorities <https://www.surveymonkey.com/r/HDAC2022>***

