

Challenge:
Changing Housing Market
Richmond MSA

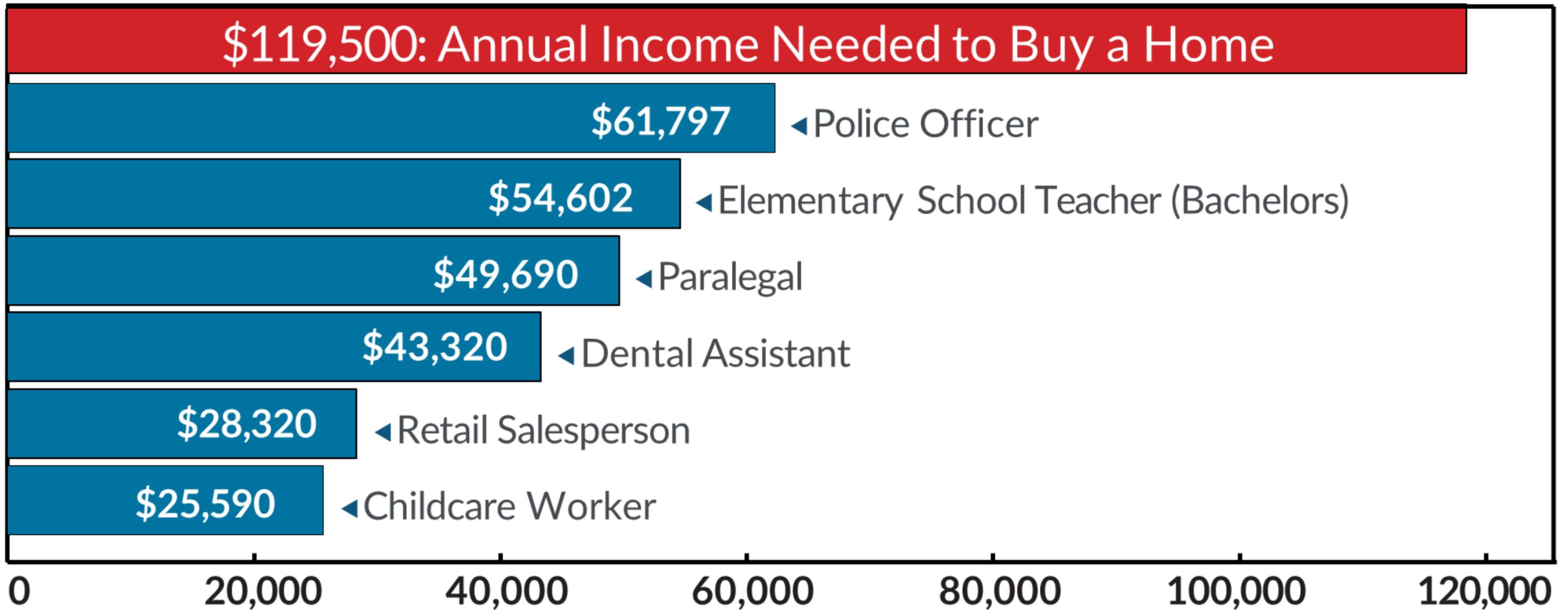
Home Price Increases

	Median Home Price	Mortgage Rate	Monthly Payment	Income Needed
2020	\$279,950	3.11%	\$1,400	\$59,982
2021	\$310,191	2.96%	\$1,528	\$65,492
2022	\$345,000	5.34%	\$2,129	\$91,250
2023	\$371,925	6.81%	\$2,613	\$111,971
2024	\$400,000	6.72%	\$2,788	\$119,500

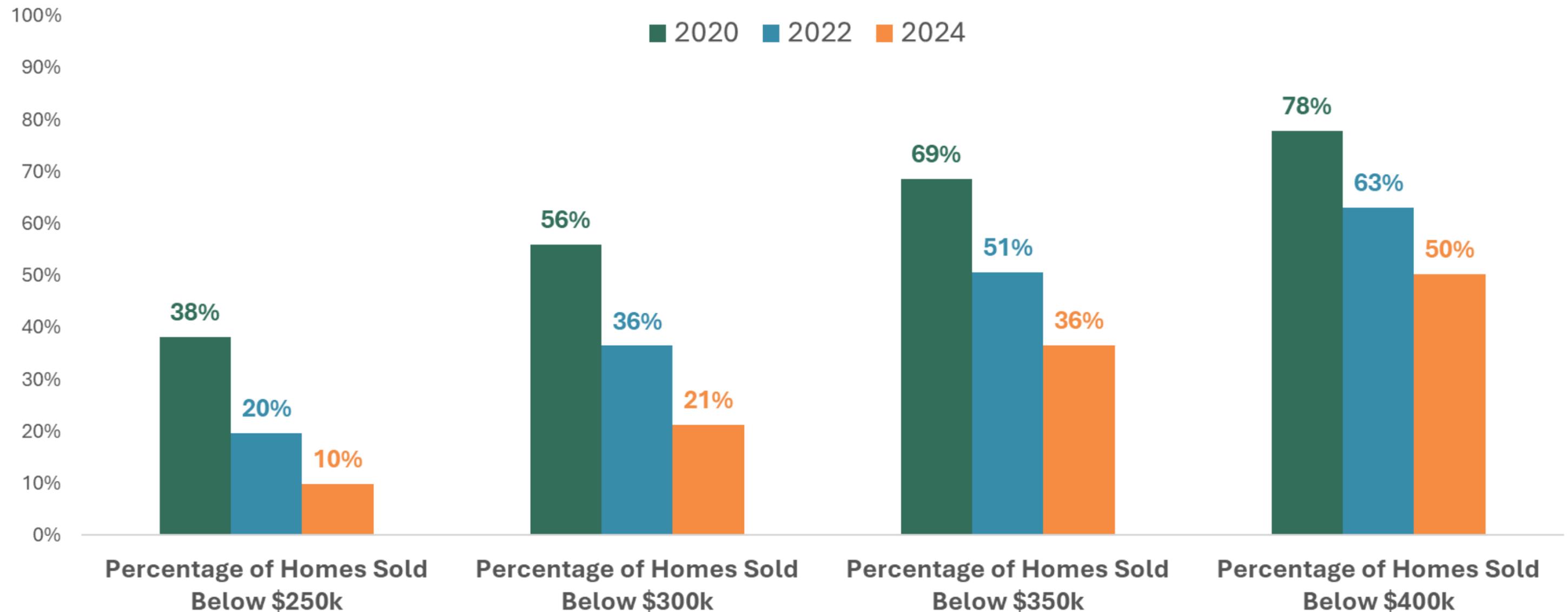
+ 43%

+ 99%

Wages Not Keeping Pace



Limited First-Time Buyer Options



Solution:

Local Housing Trust Fund

Henrico Trust Fund

\$60M

INITIAL INVESTMENT

New dedicated funding source-- economic development revenue generated by data centers across Henrico County.

5YRS

PERFORMANCE PERIOD

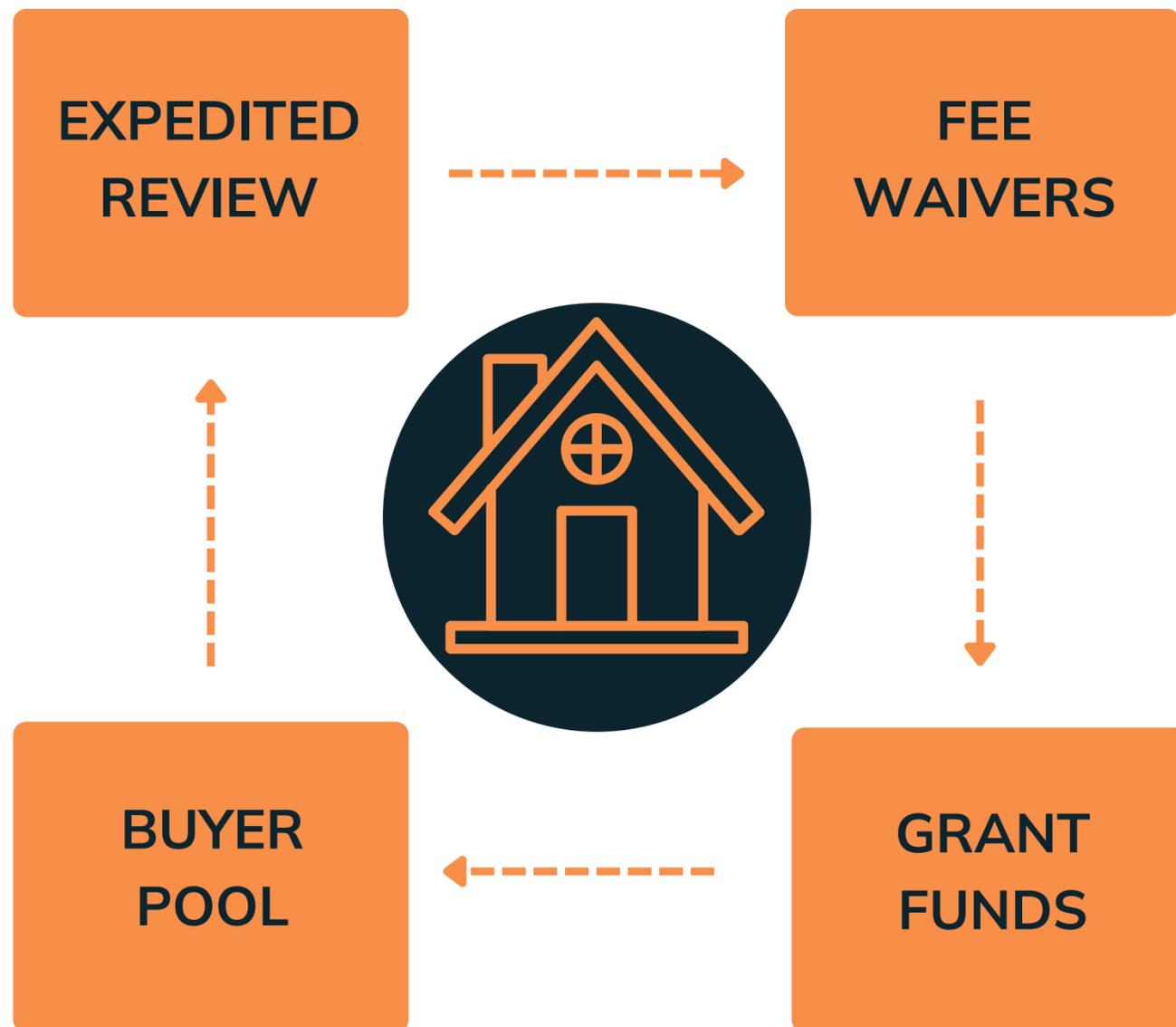
Support new construction townhouse, condo, and single-family detached developments in every magisterial district.

750 UNITS

PRODUCTION GOAL

Homes must be sold to first-time homebuyers earning 60%-120% Area Median Income (AMI).

State Enabling Legislation



Code of Virginia

§ 15.2-958.4. Waiver of certain fees for affordable housing.

A. A locality may by ordinance provide for the waiver of building permit fees and other local fees associated with the construction, renovation, or rehabilitation of housing by a § 501(c)(3) organization with a primary purpose of assisting with the provision of affordable housing.

B. A locality may by ordinance provide for the waiver of building permit fees and other local fees associated with the construction, renovation, or rehabilitation of housing by a private-sector entity that is pursuing an affordable housing development.

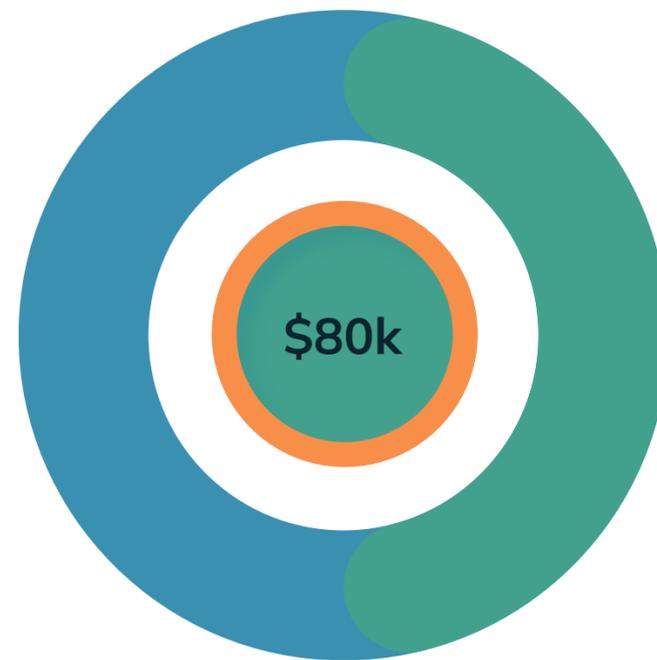
Reducing Development Costs



Market Price

Mixed-income developments with Trust Fund units interspersed.

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Per Unit Grant & Fee Waivers

Grant funding, water & sewer connection credits and building permit waivers for Trust Fund units.

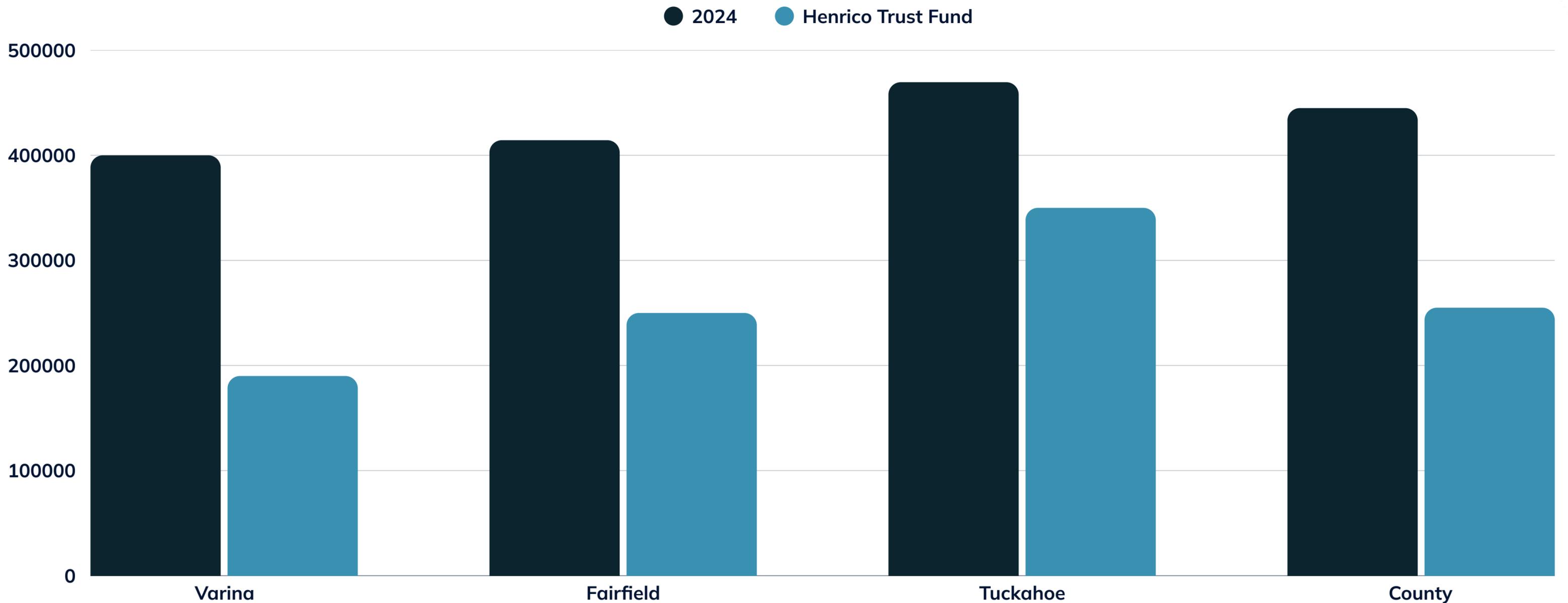
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Affordable Price

Sold to First-Time Homebuyer earning 60%-120% AMI. Eligible to pair with other DPA programs.

Median Sales Price: New Construction



Economic Impact

Economic Impact Report by Mangum Economics

HENRICO AFFORDABLE HOUSING TRUST FUND



Prepared for



JANUARY 2025



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General Benefits of Affordable Housing

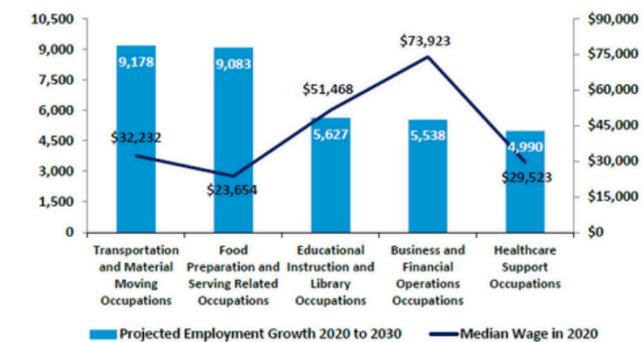
In addition to the economic benefits cited in the previous section, affordable housing also has less direct economic and social benefits.

ECONOMIC DEVELOPMENT

Put simply, businesses need workers, and workers need housing. Following up on the earlier discussion about occupational employment projections and wages, Figure 6 presents data on the five major occupational categories that are expected to experience the largest increases between 2020 and 2030 in the Greater Richmond Area, along with their median wages.

As these data show, the two major occupational categories with the largest projected employment between 2020 and 2030 (i.e., Transportation and Material Moving Occupations and Food Preparation and Serving Occupations), both paid wages in 2020 that were below the \$45,101 median wage across all occupations, as did the occupational category with the fifth largest projected employment (i.e., Healthcare Support Occupations). As a result, it is likely that affordable housing will be a necessary and important part of accommodating this projected employment growth.

Figure 6: Major Occupational Categories with the Largest Projected Employment Growth between 2020 and 2030 and their Median Wages in 2020¹⁵



¹⁵ Data Source: Virginia Department of Workforce Development and Advancement. These projections are for the Capital Region Workforce Development Area, which covers the Greater Richmond Area (i.e., the counties of Charles City, Chesterfield, Goochland, Hanover, Henrico, New Kent, and Powhatan, and the cities of Colonial Heights and Richmond).

“Housing is a precursor to economic development. Put simply, businesses need workers, and workers need housing.”

Local Housing Trust Fund Report Findings

Household expenditures by new home-owners and construction of **750 housing units** could yield:

Local Job Growth

+1700 Jobs

Local Economic Output

\$365M

Local Tax Revenue

\$6.3M

Associated Local Wages

\$125M

Awarded Projects



District: Tuckahoe
Homes Available: December 2024



Discovery Ridge

Developed by Mungo Homes, this project includes 7 affordable townhomes within a 24-unit development. These homes will be integrated into the broader community, ensuring architectural compatibility and blending seamlessly with market-rate residences.



3 Bedrooms + Bonus Room



2 Full Baths + 2 Half Baths



1,970 Sq. Ft.

Henrico Trust Fund
Price

\$318,000

Market Price

\$460,000

AMI Restrictions

120%

Affordability Period

10 Years

Community Amenities

- Access to Wilde Lake and Just Five Minutes Away From Short Pump
- Stainless Steel Appliances and Granite Kitchen Countertops
- HERS Energy Efficiency Rated
- Each Floorplan Features a One-Car Garage



District: Fairfield
Homes Available: July 2025



The Crossings at Mulberry

Developed by StyleCraft Homes, this project includes 25 affordable townhomes within a 165-unit development. Homes will be identical to market rate products, featuring open living spaces, a second-floor loft, and Owner's Suite with private bath.



3 Bedrooms



2.5 Bathrooms



1,525 Sq. Ft.

Henrico Trust Fund Price

\$255,000

Market Price

\$360,000

AMI Restrictions

100%

Affordability Period

10 Years

Community Amenities

- All homes have an attached 1-car garage.
- The subdivision features a dog park, walking trails, and pavilion within the community.
- Conveniently located minutes from I-95.
- Located on mass transit line routes and in close proximity to major employers Amazon and Richmond Raceway.



District: Varina

Homes Available: November 2025



Landmark Condos

Developed by Ryan Homes, this project includes 16 affordable condos within the first phase of a 500 unit community. These modern single-level condos include stainless steel appliances, upgraded cabinetry, washer & dryer, and private patio. ADA units available.



2-3 Bedrooms



2 Bathrooms



897-1,091 Sq. Ft.

Henrico Trust Fund Price

\$185,000

Market Price

\$255,000

AMI Restrictions

80%

Affordability Period

10 Years

Community Amenities

- Low-maintenance lifestyle with lawn care included
- Scenic walking trails, pickleball courts, cornhole, a park with a covered pavilion, and a dog park
- Quick access to I-295 and I-64
- Chickahominy Family YMCA is just a quick 2-minute drive away