The Ana Townhomes: Frequently Asked Questions (FAOs)

- **What is a Quick Move-in Home?**
    - A quick move-in ready property is a newly built home that is fully completed and ready for immediate occupancy. These homes are ideal for buyers looking for the convenience of a new, untouched living space without the wait time or coordination involved in building a home from scratch.

2. **Are there opportunities for buyers to customize certain aspects of their home during the construction process, such as finishes, fixtures, or upgrades?**
    - Since all the properties are quick move-in homes, ***buyers will not be able to customize the home.*** This feature also ensures that you will not be see additional fees added to the sales price.

3. **What are the (ADU/Workforce Housing) resale restrictions for The Ana?**
    - **Resale Restriction Period:** Properties cannot be resold for a period of 5 years from the date of purchase.
    - **Occupancy Requirement:** All occupants must be primary occupants of the property. This means that the property must be used as the main residence of the owner(s).
    - **Prior Homeownership Condition:** All occupants must not have owned a home within the past 3 years. This ensures that the housing opportunity is available to those who have been out of homeownership for a significant period.
    - These restrictions are in place to maintain the integrity and purpose of the ADU/Workforce Housing program, ensuring that the benefits are directed towards those who need them most.

4. **Do you have decorated model homes available for purchase?**

    -We do have a decorated model home available soon and you are welcome to purchase the decorated model (furniture not included).

5. **Can I buy a home at The Ana as an investment home?**

- **No**, you cannot buy a unit at The Ana Townhomes as an investment home. According to the Housing Investment Program in DC and the covenants of The Ana property:
    - Investment Use Restriction: No unit at The Ana Townhomes can be purchased and used for short-term rentals or as an investment property. The primary purpose of these homes is to provide affordable housing options for primary occupants.
- While you cannot buy at The Ana as an investment home, real estate generally appreciates over time. As the value of your home increases, so does your equity. This appreciation can result from market conditions, property improvements, and development in the surrounding area. You are welcome to explore using such equity to purchase investment properties in the future.

6. **What are the requirements to qualify for the remaining 14 workforce housing units outside of the 170% MFI requirement? Is household size a factor?**
    - There are no household size restrictions for the workforce units. Only additional requirements are that you are a first-time home buyer and that you are pre-approved with a lender. Don't worry, we have a preferred lender that can assist with that step.
    - To qualify for the remaining 14 workforce housing units, applicants must have a **total household income not exceeding $278,630** This updated cap ensures that The Ana Townhomes remain accessible to moderate- to middle-income families and individuals who may not qualify for traditional affordable housing programs but still face barriers to homeownership. The income limit applies to the total gross income of all household members and is verified during the loan approval process. This eligibility requirement helps support a diverse mix of working professionals and ensures the long-term affordability of the community.
    - In addition to meeting the income requirement, all buyers must agree that **The Ana Townhome will serve as their primary residence at the time of closing** and remain so for a minimum of **five years**, as outlined in the community's resale covenant. This 5-year covenant restricts resale during that period and prohibits the property from being used as a rental or investment home. This requirement is in place to foster community stability

and prioritize long-term residents who are committed to building roots and contributing to the neighborhood's growth.

7. **For the 6 affordable dwelling units, will there be IZ process be a lottery or first come, first served?**
    - The 6 affordable dwelling units will be IZ lottery based. You will need to have your IZ certificate to apply for the lottery.

8. **What is required to reserve a home?**

    To reserve one of the 14 workforce housing units at The Ana Townhomes, applicants must adhere to the following procedures:

    - **Reservation Policy**: Reservations are granted on a first-come, first-served basis. Due to high demand and limited availability, prompt action is recommended.
    - **Preapproval Requirement**: A valid preapproval letter from a recognized financial institution is required. This letter should confirm your eligibility for financing up to a specified amount, demonstrating your ability to complete the purchase.
    - **Sales Contract**: A reservation can only be secured with a signed and completed builder sales contract. This contract is an essential part of the process and must be thoroughly reviewed and agreed upon.

    These requirements ensure a fair and efficient process for all potential homeowners, aligning with our commitment to provide affordable housing options through the workforce housing program.

9. **If I have a housing voucher, can I purchase this home?**
    - We welcome all to consider calling the Ana Townhomes your home. Unfortunately, a voucher is primarily used for renting purposes. We recommend getting your IZ certificate so that you can apply for the lottery.
10. **What other programs will be available if I can't use HPAP to purchase this home?**

    The Ana Townhomes is compatible with all downpayment assistance programs, including HPAP (Home Purchase Assistance Program). If HPAP is not suitable or available for your situation, it's important to note that HPAP will reopen on October 1, 2024.

In the meantime, there are several other programs that might fit your needs. We recommend speaking with your lender to confirm which programs you qualify for based on your financial circumstances and eligibility.

Additionally, if you do not already have a lender, or if you are looking for more specialized assistance, we are happy to connect you with our partners at Homeside Mortgage. They have extensive experience in navigating various financing options and can help tailor solutions that best suit your requirements.

This approach ensures that you have access to the broadest range of assistance programs to support your home purchase at The Ana Townhomes.

11. **Does H2 Communities plan to bring more luxury affordable townhomes to the DC area? If this community sells out, where can I learn more about upcoming communities?**
    - Yes! We planning to deliver our next community in Spring/Summer of 2025. Please join our email list so you never miss out on learning more about our new communities.

12. **How does the builder handle warranty service requests, and what is the process for addressing any issues or concerns that arise after the home is purchased?**
    - H2 Communities & H2 Design Build are committed to ensuring a high standard of satisfaction and peace of mind for all homeowners at The Ana Townhomes. To address any issues or concerns that may arise after the purchase, we offer a comprehensive 1-2-10 year warranty for new construction:
        - **One-Year Warranty**: This covers any defects in materials and workmanship for the first year following purchase. It ensures that all aspects of your home meet the promised quality standards.
        - **Two-Year Warranty**: This extends coverage to the systems in your home, including plumbing, electrical, heating, and air conditioning, ensuring they are free from defects in workmanship and materials.
        - **Ten-Year Warranty**: This provides long-term protection against major structural defects, offering homeowners peace of mind that their investment is secure.

- **Warranty Service Request Process**:
    - **Submission**: Homeowners can submit warranty service requests directly to H2 Design Build through our dedicated customer service portal or via email.
    - **Assessment**: Once a request is received, a member of our team will assess the issue to determine the appropriate course of action.
    - **Scheduling**: If repairs are necessary, we will schedule a visit by a qualified technician at a time that is convenient for the homeowner.
    - **Resolution**: Our goal is to resolve all issues efficiently and to the homeowner's satisfaction, adhering strictly to the terms of the warranty.

We encourage homeowners to reach out with any issues as soon as they arise to ensure prompt and effective resolution. Our dedicated customer service team is here to assist with any questions or concerns regarding your new home at The Ana Townhomes.

13. **Are there any future development plans or projects in the surrounding neighborhood that buyers should be aware of, and how might these impact their living experience in The Ana Townhomes?**
    - Yes! We invite you to join our email list so that you can stay in the know about all of our future developments in DC and MD.
14. **Will The Ana Townhomes offer any grants or closing assistance to help buyers secure financing for their new home purchase?**
    - Yes, The Ana Townhomes is committed to making homeownership more accessible and affordable. To assist buyers in securing financing for their new home purchase, we offer a $20,000 deferred equity note applied to each unit. This financial assistance is made possible through the DCHFA's Housing Investment Platform (HIP), which is built into the price of the house, effectively reducing the upfront costs and making it more affordable for prospective homeowners. This initiative is part of our broader efforts to support the community and ensure that more people can realize their dream of owning a home.

- In addition to builder incentives, eligible buyers at The Ana Townhomes may also benefit from the District's **Employer Assisted Housing Program (EAHP)**. This program provides up to **$20,000 in down payment and closing cost assistance** for **DC government employees, first responders, and educators**. The EHAP benefit is designed to make homeownership more attainable for those who serve the community, helping reduce upfront costs and increase purchasing power. When combined with The Ana's own builder incentives, this program can significantly ease the financial burden of buying a new home—bringing the dream of ownership one step closer to reality.

15. **Is there an HOA? If so, what are their specific rules or guidelines set by the HOA for the overall community, such as landscaping standards, exterior modifications, or noise restrictions?**
    - Yes, The Ana Townhomes has a Homeowners Association (HOA) in place to ensure the community remains a pleasant and well-maintained place to live. The HOA fee is $190 per month. This fee covers a range of services including landscaping, trash and snow removal, and maintenance of common areas. Additionally, the HOA sets specific rules and guidelines to maintain the aesthetic and functional standards of the community. These guidelines include landscaping standards, regulations on exterior modifications to ensure uniformity and attractiveness, and noise restrictions to maintain a peaceful living environment for all residents. These rules are designed to protect property values and enhance the quality of life within the community.
16. **What is the formal process to request custom design updates to the exterior of the home of property (such as changing the color of the door or building a deck)? Will there be an HOA board to review & approve the requests?**
    - Yes, any requests to make changes to the exterior of a property at The Ana Townhomes, including alterations like changing the color of the door or building a deck, must be submitted to and approved by the HOA board. This ensures that all modifications adhere to the community's aesthetic standards and guidelines. It is important to note that changes made to the interior of the property do not need to be approved by the HOA board. This process helps maintain a cohesive and well- managed community appearance, benefiting all residents.

17. **What additional amenities or services are planned for The Ana Townhomes community such as clubhouse facilities, recreational areas, or maintenance services?**
    - While there will not be additional amenities like clubhouse facilities or recreational areas within our community, the neighboring area offers a variety of amenities that cater to a wide range of interests and needs. We encourage you to explore the local community to discover all that it has to offer.
18. **Do you have to be a DC resident to qualify for The Ana?**
    - You are not required to be a current DC resident to qualify for The Ana Townhomes.
19. **Do I need a real estate agent to purchase my new construction home at The Ana Townhomes?**
    - While it is not mandatory to use a real estate agent to purchase your new home at The Ana Townhomes, we highly recommend enlisting the assistance of a professional to help you navigate the home buying process. A real estate agent can provide valuable insights and guidance, ensuring a smoother and more informed transaction. You are welcome to book a phone consultation with one of our experienced agents by getting in touch with us today or you may choose to find another agent that fits your personal preferences.
20. **How do I speak with an H2 Communities Sales Consultant?**
    - Contact us today to schedule a call
21. **How do I request warranty service for my home at The Ana?**
    - You will be provided with information related to your home warranty once you are under contract on your new home.