



## 2030 Entry Level Homeownership Questions and Answers

*Questions must be submitted no later than 3pm on March 6, 2026, so that staff can post final updates, if any, by March 13, 2026. Please note that staff does not guarantee a response to every submitted question.*

February 13, 2026

**Q1. I would like to buy an affordable home; can I apply for this program?**

A1. No, this program is for developers building new affordable homes to be sold for homeownership in the future.

**Q2. Does this program require deed restrictions?**

A2. Yes. Priority will be given to projects that commit to a minimum 10-year restriction, though EOH understands that longer restrictions may be necessary.

**Q3. The RFP states there is a five unit minimum. Would you accept an application for a project with fewer units?**

A3. No, a minimum of five units is required for this program. Scattered site projects are eligible and may provide a viable path to meeting the five-unit threshold.

**Q4. What is the development timeline?**

A4. We are seeking projects that would be able to close on financing and proceed to construction within 9 months of the award. Awards should be given in June so this would mean a start to construction by March 2027.

**Q5. Do the deed restrictions supersede other restrictions set by towns?**

A5. We do not have the ability to supersede a restriction that may be required by law. A 10-year deed restriction is preferred but not required.

**Q6. What is a monitoring agent and is one required for this program?**

A6. A monitoring agent is an entity that has been vetted by EOH to monitor and ensure that the home is both being sold at an affordable price and that the buyer is an eligible buyer. If awarded funds, you will need to engage a monitoring agent before you begin selling any



units. More information about monitoring agents can be found on the EOH website here [Monitoring Agent Program | Executive Office of Housing](#).

**Q7. Is this program only for new construction, or does it allow new affordable deed-restricted units? For example, is converting single-family homes used as affordable rental units to homeownership eligible?**

A7. This program is for new construction only to support the Housing 2030 goals.

**Q8. Is a condo budget required and if so, why?**

A8. Yes, a condo budget is required and will be accepted in any format. We want to ensure buyers can afford the condo fees over time. A condo budget outlining the budget at the outset will hopefully lower the risk to the buyer.

**Q9. Do I have to apply the Freddie Mac interest rate when using the Purchase Price Calculator?**

A9. Yes, the Freddie Mac interest rate (Primary Mortgage Market Survey – PMMS) must be used for consistency. We must ensure that any buyer at a certain income level can afford the unit regardless of the products, programs, and/or interest rates some buyers might be able to attain.

**Q10. Is the maximum purchase price equal to the TDC per unit?**

Q10. These are typically two different amounts to allow for developer profit. The maximum purchase price can be up to the amount determined by the calculator depending on your inputs. Certainly, the developer can choose to have a price that is lower than that but cannot have a price higher than \$399,999. Any gap in the budget between funding including sales proceeds and all expenses can be shown as a profit for the developer. There is no minimum or maximum developer profit for these units.

**Q11. Can program fund be used to plan for peripheral expenses for open spaces such as playgrounds, for expenses associated with municipal population studies and analysis, for municipal budget expansion for fire, rescue, and law enforcement, or to assess the impact on municipal agencies staffing levels with increased housing?**

A11. Actual expenses that the developer reasonably expects to incur as part of the project may be included in the project budget, including planning costs and any studies required by the municipality.



February 20, 2026

**Q12. Are grant funds limited to future construction costs, or may they also be used to reimburse previously incurred construction costs?**

A12. Construction costs incurred for projects permitted on or after January 1, 2026, are eligible for reimbursement. Please note, this program requires an explanation of the need for funding, specifically of why the income restricted units would not be developed without these program funds. If all funding has already been secured, reimbursement may not be possible.

**Q13. How is the award amount per unit determined?**

A13. The amount of the award per affordable unit is determined by the developer but may not exceed \$100,000 or \$50,000 if a development is more than 50% market rate and has benefited from a density bonus under the comprehensive permit law. The maximum award limit per project is \$4,000,000. The per unit award amount will be reflected in the development proforma. EOH reserves the right to reduce the per unit award if the development proforma illustrates that the project is over subsidized.

**Q14. Does the award amount per unit impact scoring?**

A14. Yes, leveraging of these funds impacts scoring. Please review the scoring criteria in the RFP for points assigned to various award amount per unit tiers.

March 6, 2026

**Q15. When funds are "granted at construction," what draw schedule or milestone payments are anticipated?**

A15. Development expenses incurred during construction can be submitted for reimbursement. We intend to limit submitted requisitions to no more than once per month. Specific information on reimbursements will be included in the Grant Agreement and many differ depending on the project.



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**Q16. For the equity sharing provisions - can you provide an example calculation showing how profit is determined and shared?**

A16. Profit sharing example:

Purchase Price year 1 - \$325,000

Property Sales Price year 6 - \$425,000

Cost of selling - \$34,000

*Cost associated with sale (RE agent fee, closing costs including conveyance tax, etc.) are typically 6% - 10% of the sales price. We will assume 8% for this example- but all costs must be documented.*

Sales Profit:

Sales Price	\$425,000
Purchase Price	(\$325,000)
Cost of Selling	(\$34,000)
Sales Profit	\$66,000

In this example, the property is being sold in year 6. The state's equity share decreases by 10% per year, therefore in year 6, the state will receive 50% of the equity.

Year 1	100%
Year 2	90%
Year 3	80%
Year 4	70%
Year 5	60%
<b>Year 6</b>	<b>50%</b>
Year 7	40%
Year 8	30%
Year 9	20%
Year 10	10%

The seller receives \$33,000 of profit (50% of \$66,000) after sales expenses, and the balance of \$33,000 is returned to the state.



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**Q17. May this program be used to subsidize the construction of two-family homes? And if so, is there a higher sales price allowed?**

A17. Yes, this program can be used to construct and sell two-family homes. The maximum sales price for the program must be no more than \$399,999 for all homes, including two families, and the maximum subsidy remains \$100,000 if the home is providing one household with a homeownership opportunity.

For a two-family, the total number of bedrooms in the two units combined would be used for the purpose of setting the price. For example, a two family with 2 two-bedroom units would have its price set based on the appropriate AMI for a family of 5 (because there are four total bedrooms in the property), rather than a family of 3 if only based on the primary unit. In using the EOH Purchase price calculator, "Non-Condo (Single Family)" would be used even though the property is not a single family.

For two family properties, 75% of projected rental income from the rental unit shall be counted toward the buyer's income for qualification and affordability purposes.

The Housing 2030 Entry Level Homeownership program may also be used to fund 2-unit condo or townhome developments. When each unit is sold separately, the sales price for each unit is limited to \$399,999.

**Q18. Do I need a letter from the Town Manager or other chief elected or appointed official of the municipality or is a planning director's positive recommendation sufficient?**

A18. A letter of support from the Town Manager or other chief elected or appointed official is not required to submit an application, however, it is necessary to receive the 4 community support points for scoring. Letters from other local officials, such as a planning director, do not meet this requirement.

**Q19. How do we calculate developer fees?**

A19. There is no minimum or maximum developer fee/profit for this program. Any gap in the budget between funding sources, including sales proceeds, and expenses can be shown as a profit for the developer.

**Q20. Do you expect applicants to submit a self-scoring matrix?**

A20. No, a self-scoring matrix is not required for this program. If a developer feels self-scoring will add to their application, they can feel free to submit it.



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**Q21. Can you provide a typical condominium budget to determine HOA/condo fees?**

A21. A condominium budget is not provided as part of the application. Any condominium budget can be used to illustrate that the income restricted homes will remain affordable, including condo fees and assessments, over the term of any deed restriction.