



# GoSection8's Award-Winning, Revolutionary HUD Compliant Shared Waiting List Software

A truly **customizable**, and universal application system that **revolutionizes** the way families find and apply for **affordable housing**



# About Us

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## Affordable Housing Network and GoSection8.com

Since 2003, we have partnered with **600+ housing agencies** across the country to provide affordable housing to millions of low- and middle-income families – while at the same time, ensuring that those agencies operate efficiently and remain compliant with HUD regulations.



# Mission/Vision

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## Our Story

We **believe** a sustainable future starts at home, but the current system leaves many working people **navigating** high rent and little choice.

Our transparent and easy-to-use platform **streamlines** the process, matching renters and landlords with the largest inventory of eligibility-based programs and affordable housing options nationwide.

As industry thought leaders with decades of practical experience, deep government relationships and data-driven applications, we are **shaping** a uniquely efficient marketplace – and **bringing more people home every day**.





# Accomplishments

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## Largest Affordable Housing Network in the Country

Our affordable housing database is accessed by tens of millions of visitors, and our proprietary rent reasonable reports have **saved taxpayers more than \$3+ billion dollars** -- in fact, when HUD wrote the 2007 rent reasonableness handbook, we provided input and helped establish an official definition of **“rent reasonableness.”**





# Proprietary Software Suite and Offerings

RevoList Waiting List Software | 5

## Current Cloud-Based Software & Offerings

- **RevoList** – Award Winning Waiting List Software
- **RentWatch** – Industry Leading Rent Reasonable Software
- **QuickMatch** – Expediting Voucher Placement / Lease-up
- **HA Dashboard** – Market Trends, Payment Standard, Tenant Tracking, and more
- **GoSection8.com** – Largest Affordable Housing ILS (Internet Listing Service)
- Custom **Housing Locators** for HAs
- Admin Plan, Policy and Best Practices **Consulting**



# RevoList™

By GoSection8

A Game Changer That Will Disrupt All Other Online Listing Services



# The Problem: Do the Math

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## Too Many Applications + Too Many Data Flaws = Too Many Families without Homes *or Options*

- There are hundreds of affordable housing programs out there, managed by thousands of different agencies, and each program has a variety of unique waiting lists, broken down by specific rules, demographic information, and other qualifying factors. These waiting lists allow agencies to prioritize applicants based on specific criteria.
- For example, one agency may serve veterans before other types of applicants, while another agency might prioritize applicants based on local residency.
- In many cases, individuals and families qualify for multiple types of assistance through several state and federal agencies – but in order to get on a waiting list, they are required to apply to each agency and program separately.
- In other words, if a family qualifies for 20 different programs, they need to fill out 20 applications. And by the time any of those lists are open, the applicant's information may be out of date, thus they are never even aware of any new opportunities and continue to have little to no housing options.





# The Solution: **RevoList**™

By GoSection8

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## Bringing More People Home Every Day!

- **RevoList** uses proprietary technology that enables applicants to complete and update **only ONE** application for all housing programs and waiting lists.
- More importantly, our proprietary notification technology uses a combination of current and historic data from website traffic (user behavior) to create an activity algorithm that sends out intelligent alerts to the applicant.
- This helps to ensure that a families' **application information is kept up-to-date** and that critical contact information is always kept current.
- By reducing the likelihood of a family being removed from a waiting list due to outdated information and missing an opportunity, we are truly able to fulfill our company mission and vision.





# Key Clients and Partnerships



## Agencies, Associations, PHA's, and more.

GoSection8.com has worked closely with HUD and industry groups such as the Public Housing Agency Director's Association (PHADA), the Massachusetts Chapter of the National Association of Housing and Re-Development Officials (MassNAHRO) on the development and implementation of **RevoList**.

We continue to work closely with our clients and partners on enhancing the capabilities of **RevoList**.





# Awards

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## NAHRO BPC Award

- At the 2019 NAHRO National Conference and Exhibition, GoSection8 was presented with the inaugural **NAHRO's Business Partners Council (BPC) Partnership Award** for our work with MassNAHRO on their combined waiting list.
- The NAHRO BPC Award recognizes a vendor partner to a housing or community development agency whose partnership exemplifies a joint effort that creates positive change.





# HUD Recommended Methodology

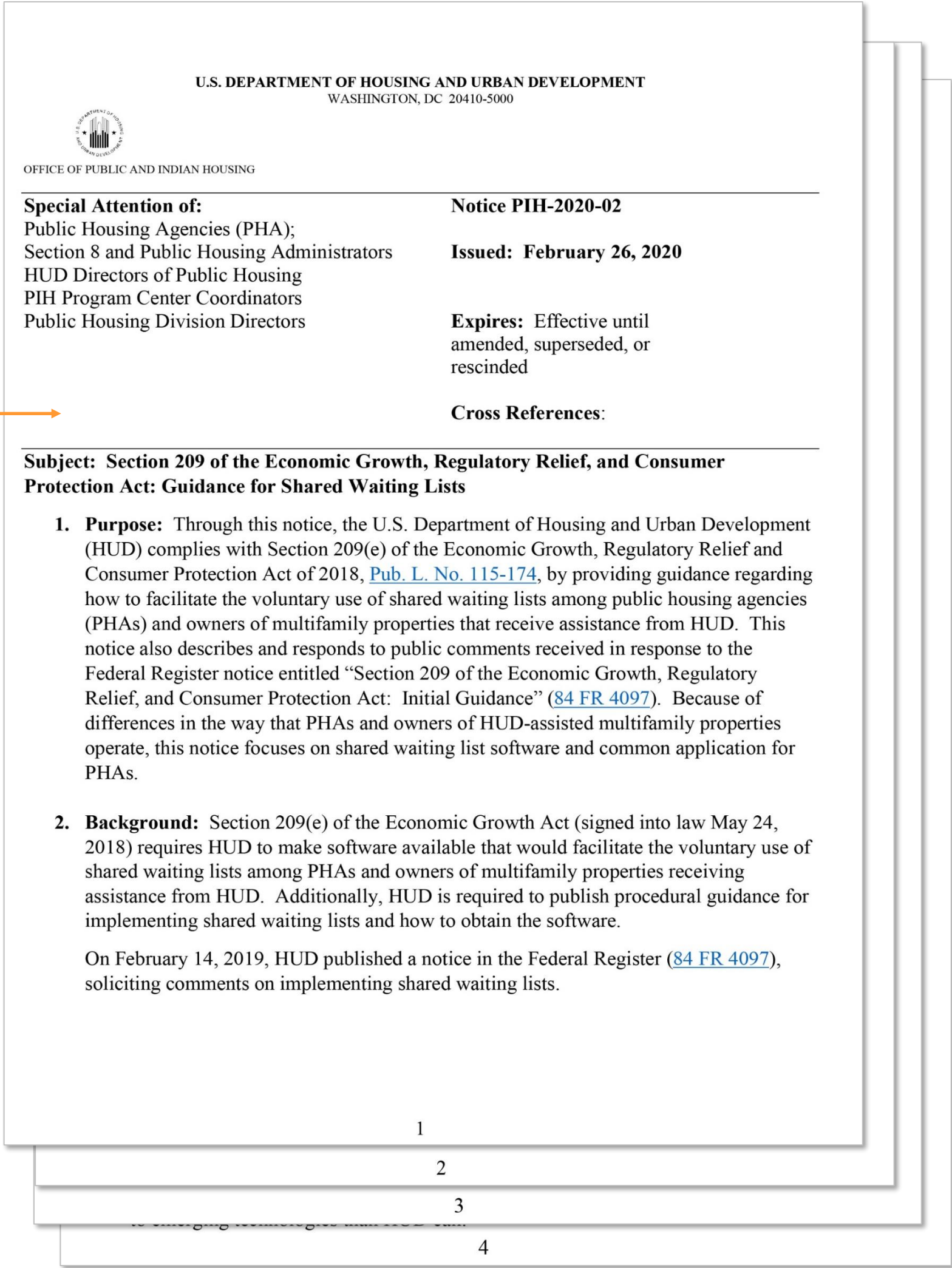
## PIH Notice 2020-02 – Issued February 26, 2020

We were instrumental in helping HUD write the language and requirements for shared waiting lists, application pools and common applications. [To read the entire HUD document, click here.](#)



Additionally, HUD acknowledges the effectiveness of **RevoList’s** “Official Record” capability, which offers a sufficient way that agencies can stay compliant with HUD regulations and auditing requirements.

**RevoList is the ONLY software that meets all HUD Requirements!**





# HUD Definitions Per 2020-02

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GoSection8 collaborated with PHADA and MassNAHRO in responding to HUD's Federal Register Notice regarding the issuance of their guidance on shared waiting lists and common applications. Based on the responses, HUD has defined the following key terms:

## Shared Waiting List

- “Any computer program or script that enables a household to submit a single application for multiple waiting lists, which will be accessible by multiple interested PHAs.”
- ✓ **RevoList** has a shared waiting list feature built in! Your agency can collaborate with other agencies to create a shared waiting list for one or more of your programs. (Examples: Massachusetts Section 8 Centralized Waiting List & Utah Section 8 Centralized Waiting List).

## Common Application

- “A single application form that is used by more than one PHA.”
- ✓ **RevoList** utilizes a common application which is used by all agencies that use the system.

## Shared Application Pool

- “A shared applicant pool is a group of PHAs that maintain a common database of all applicants to one or more of their programs.”
- ✓ **RevoList** is a shared application pool for all participating PHAs using the system.





# Why Use a Shared Waiting List?

**Each participating housing agency can maintain their own policies and can share collective functionality**

- Allow applicants to apply to multiple agencies at once
- Automatically withdraw applicants from other specific waiting lists when they are housed or receive a housing voucher
- Eliminate the need to enter an application multiple times at different agencies
- Sync existing applications to ensure data consistency and to avoid duplication errors
- Share application history, status and all activity
- Allow HAs who prefer a regional approach to assisted housing to work together on their admittance policies
- Especially effective for agencies that shared all or part of a jurisdiction





# Why RevoList Utilizes a Shared Application Pool *and* Common Application

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**RevoList's Built in Application Pool and Common Application has many benefits for applicants and housing agencies:**

- Create administrative efficiencies
- Allows applicants to submit their application to **ANY agency, ANY program, and ANY property... *with ONE application***
- Give individual agencies a broader, diverse application pool as per HUD requirements
- **Streamlines the entire application process and frees up agency resources so you can focus on your mission to serve**
- Increase housing opportunities for families, and help improve vacancy/occupancy rates
- Reduce burden on applicants, and offers them peace of mind knowing that they are actually ON active waiting lists
- Applicants can easily keep their application up-to-date and not miss an opportunity
- Instant data-driven information for your agency to make local decisions like determining waiting list preferences or the need for additional development or resources





# RevoList Benefits For Agencies

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## Creates a centralized application center for Housing Agencies, public housing and housing choice voucher programs

- One application for multiple lists
- Allows for quick initial processing
- Screens out obviously ineligible applicants
- Defers completion of full application and eliminates need to re-verify
- Limits delays in issuance



## Create an Official Record with just ONE click!

- A copy of your waiting list is created and saved every day! ***What used to take days or months, can now be done in minutes!***
- Our comprehensive activity log tracks all changes and communications, preventing any of the he said/she said discrepancies





# RevoList Benefits For Agencies

## *Continued*

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### Save money, staff time and increase efficiency

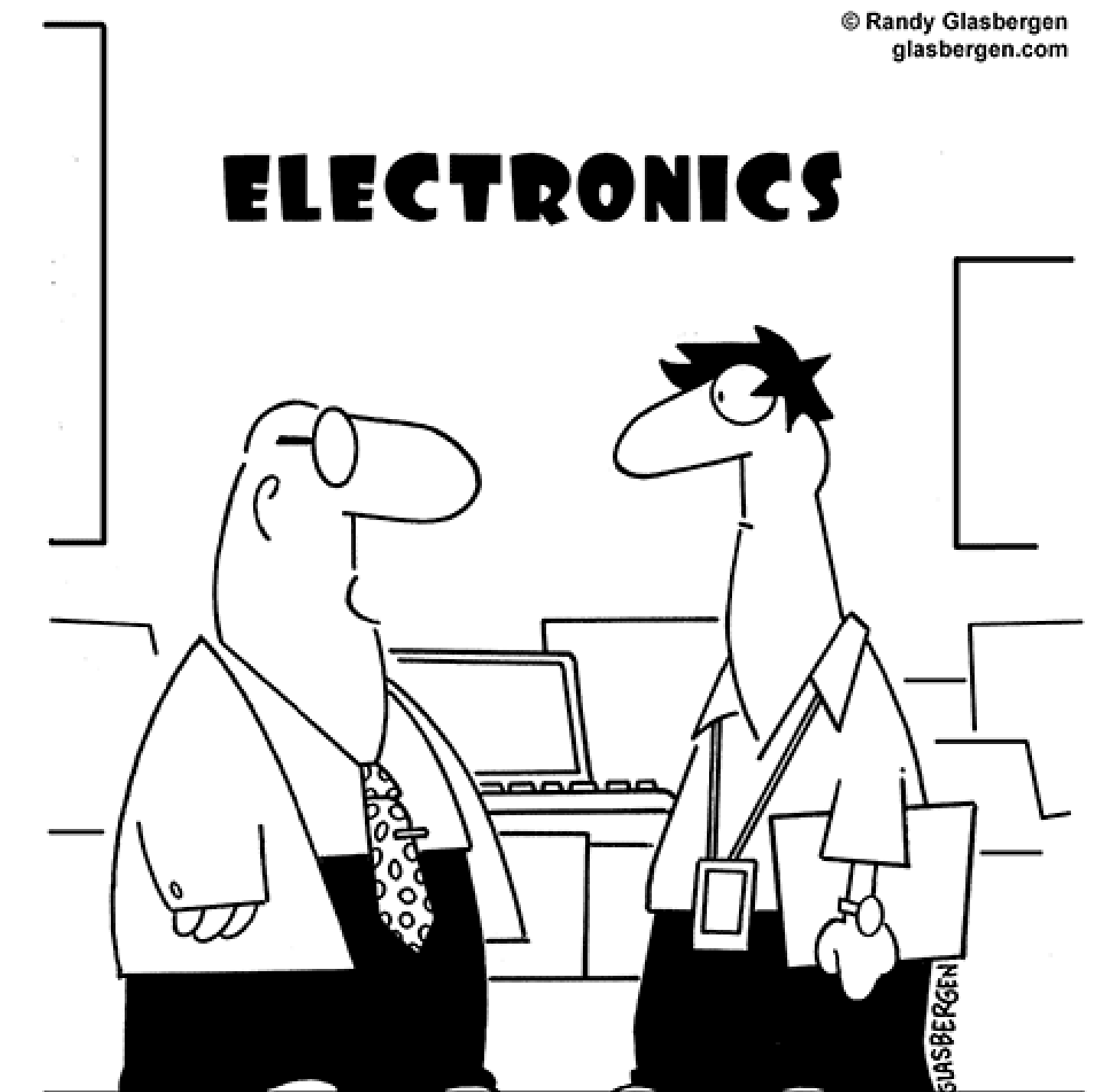
- Reduce the duplication of efforts among surrounding agencies
- Decrease time dedicated to application intake, updates, and calls
- Reduce the time and resources needed when opening, closing, or updating a waitlist
- Help more people find a home!





# RevoList Benefits For Applicants

- ONE place to search for all open waitlists and affordable housing opportunities
  - *no more need to read a newspaper (what's that????)*
- Reduces confusion and burden for applicants, offering hope while they are waiting
- We will notify them about other waiting list openings while they are waiting
- They will not be incorrectly removed from lists
- They will be able to apply to new lists with a click of the button
- Increases their chances of finding an affordable housing opportunity by streamlining efficiencies



**"I'm looking for a laptop that turns into a tablet that turns into an old-fashioned printed newspaper."**





# RevoList Benefits For Applicants, *Continued*

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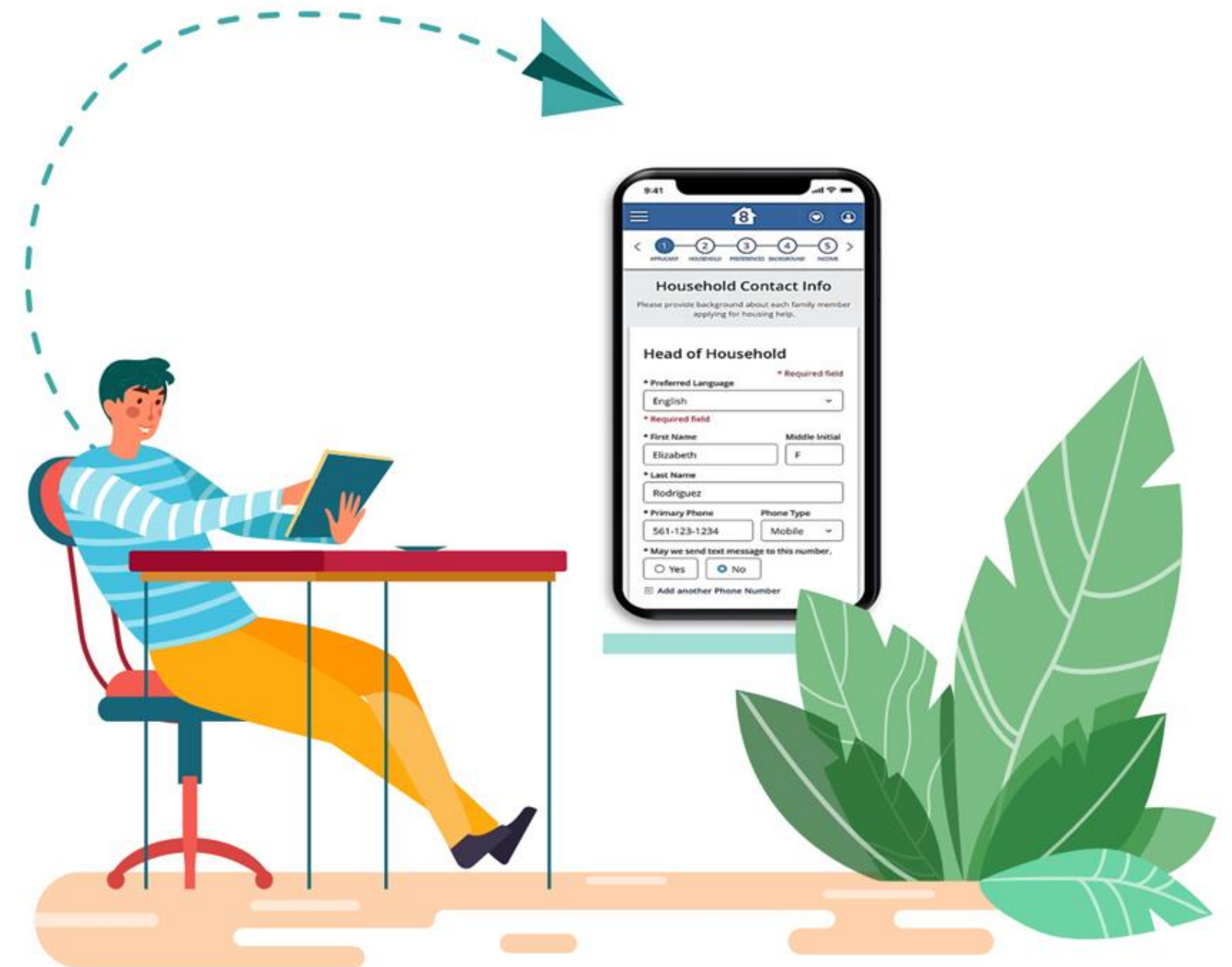
- **Mobile-friendly – can be accessed anywhere, anytime, with any device**
- Multiple language support
- SMS and email alerts increase communication speed and data accuracy
- Provides more comprehensive information on housing opportunities in a variety of areas
- Dedicated customer support team, FREE, by phone, email or chat



# Keep Your Waiting List Open

## Efficient Process Management at Your Fingertips

- Waiting lists were NEVER intended to be closed – that is the unfortunate circumstance of inefficiencies – RevoList fixes this so that you have the **OPTION** of keeping your List open
- Use technology to send less mail and reduce response time
- 24/7 Access to **real-time address, phone & email verification**
- Reduces marketing costs and amount of mail sent by PHAs
- Updated contact info = less pulling from the list and a more accurate waitlist
- Reduces applicants from being removed for no response (e.g., who didn't update application)
- Eliminates unnecessary application processing costs
- Staff can devote time to other important program activities





# Just Imagine...

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## The Realities with RevoList!

- Never having to update your lists again
- Having us set up your preferences and groups, updating your admin plan, all for FREE
- Keeping your waiting lists open indefinitely
- Having real-time verification of emails, phone and address information at the time an applicant applies – *the system will reject any false information before they can move on to complete the app.*
- Having a partner that TAKES ALL APPLICANT CALLS if they ever have a question when filling out the initial application, when trying to update their information, or needing to know how to apply to multiple lists



**WE DO IT ALL ...SO YOU DON'T HAVE TO!**



# Plus... You'll Get Customization

## Your Own Agency Portal

- Beyond what you have already learned, we will also build and maintain a courtesy custom renter portal and housing locator for your website
- Our housing locator can be easily customized to fit the theme of your agency's website
- This gives easy access to families searching for housing in your area and for landlords to list and manage their properties
- Best of all, your housing locator will display verified listing details  
*...in real time*





# RevoList Highlights

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## Key Features:

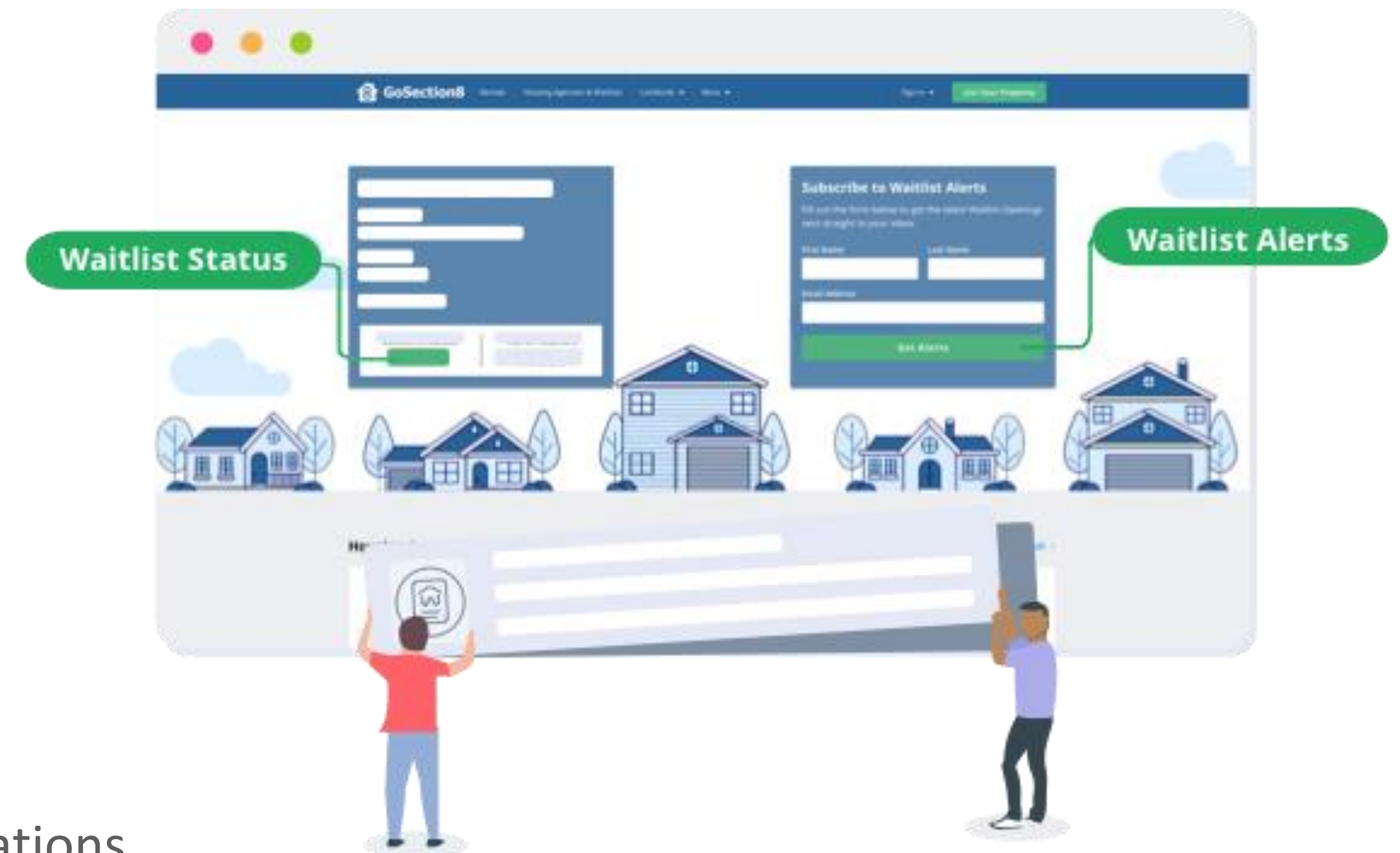
- **Completely Mobile Friendly**, and Compatible with all commercially available browsers such as Google Chrome, Internet Explorer, Firefox, Safari, etc.
- Ability to process paper applications to accommodate individuals who are unable to access an electronic form and as a reasonable accommodation
- Optimized screen processes for frequent and repetitive data entry tasks
- Ability to import and export data in a variety of standard formats, including fixed width, comma quote delimited, Excel spreadsheets, and PDFs
- Extranet accessibility for approved HAs/parties (Referral Waiting Lists; i.e. VASH, FUP)
- Complies with HUD recommended Technical and Functional Considerations;
- **Accessible, particularly to individuals with disabilities, elderly populations, and Limited English Proficiency (LEP) populations.**
- Audit trail created for every field that was added, changed, or deleted (and sometimes viewed) and track the details of an individual applicant, a type of applicant or program, a PHA or the entire system



# RevoList Highlights

## Key Features, continued:

- Adaptable to any program and PHA policy
- Supports emergency scenarios (i.e. natural disasters)
- Sort list by date/time, or lottery, and any PHA preferences
- PHA Custom Reports
- One-step or two-step application process
  - Pre-app/full-app
- Clear audit trail of selection of applicants and changes made to applications
- Unlimited waitlist openings
  - Targeted funding, emergency apps
- Special admissions override
  - i.e. displaced due to PH demo
- Security of personal information
  - Redacted reports, SSN hidden to most users, data encryption





# RevoList Highlights

## Key Features, continued:

- The ability to allow an applicant to apply for specific program(s) and locations (for the PBV program), as well as perform other tasks related to the application including updating information and checking on status
- The ability for applicants to amend their application with updated information that corresponds to local preferences, such as: Homelessness, Veteran, Disability status, etc.
- Allow or restrict, by user or group on multiple levels (e.g., System Administrator, Local Administrator, PHA administrator, applicants, reviewers the ability to access, or update data
- Include the ability to easily query detailed data and totals for use in reports
- Maintain historical data of every field changed in the system; and all data backed up using common disaster recovery strategies
- And Many, Many More!

Phone Verification

Send Text

(617) 894-3241  
Checked on 07/22/2019

Reasons

- The phone number is not a VOIP number.
- The phone number is reported as a connected phone.

Information

- The phone number is reported to be a

Email Verification

Compose

gosection8applicant@gmail.com  
Checked on 01/13/2020

Reasons

- The email address is a real email address.

Address Verification

5000 T Rex Ave, 150, Boca Raton, FL 33431  
Checked on 03/24/2020

Reasons

- Address is a commercial address

Activity log

Application Updated receipt email sent to applicant

March 05, 2020, 03:01 PM EST

Application Updated receipt email sent to applicant

March 05, 2020, 03:01 PM EST

Go Demo

Updated Application

March 05, 2020, 03:01 PM EST

GO Demo

Updated Status

October 28, 2019, 01:47 PM EST

GO Demo

Updated Status

October 28, 2019, 01:46 PM EST

View All



# RevoList Features Coming Soon

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**Our working group of industry leaders and customers help us to improve and iterate RevoList continuously:**

## **Eligibility Verification**

### **Full application:**

- Collects all applicant and household information to conduct eligibility verification
- Assists in verifying eligibility & preferences.
- Calculates annual income, adjusted annual income, tenant portion of the rent, Housing Assistance Payment of the rent.

## **Export data**

- HUD 50058 form

## **Enhanced reporting**

- HUD's 2-year tool (TYT)





# Let's Bring More People Home Today!

# RevoList™

**By GoSection8**

**Schedule a Personalized Demo by emailing  
[sales@gosection8.com](mailto:sales@gosection8.com)**

**or Call one of our knowledgeable  
RevoList Product Experts at  
Office  [\(561\) 362-1099](tel:(561)362-1099) ext. 237**

