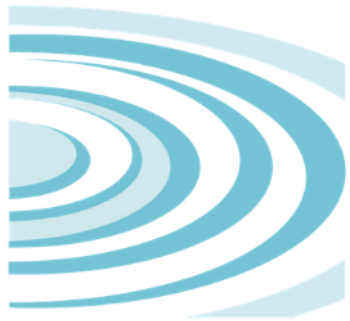


Innovative Housing Solutions: Master Leasing and Shared Housing



Dalio
Education

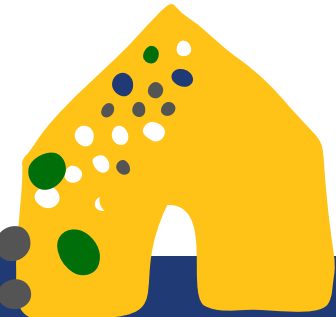
HOUSING
INNOVATIONS



dmhas

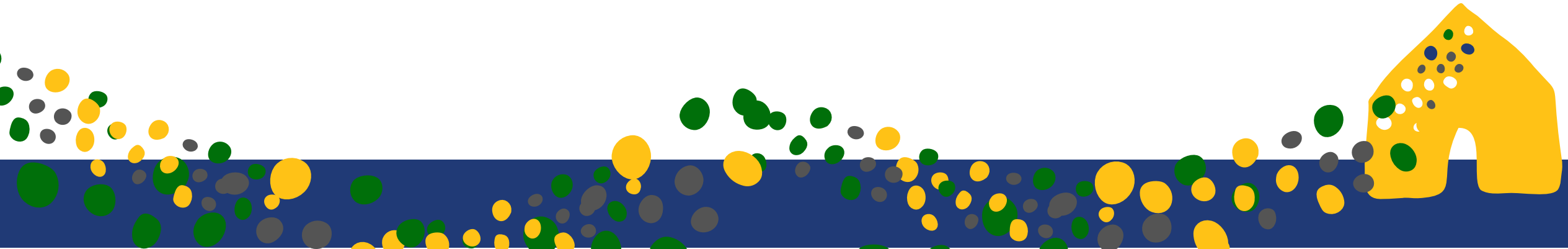


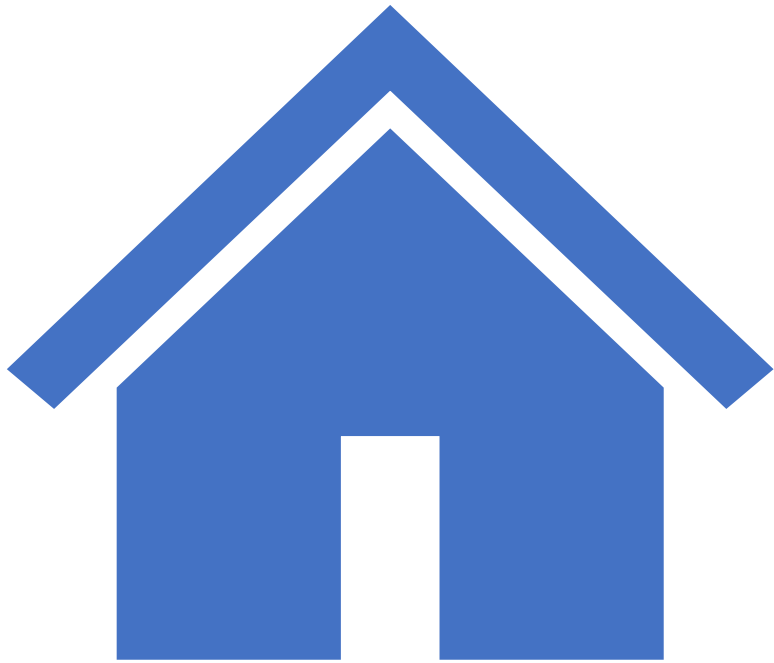
Connecticut
Department of
HOUSING



Innovative Housing Solutions: Master Leasing and Shared Housing

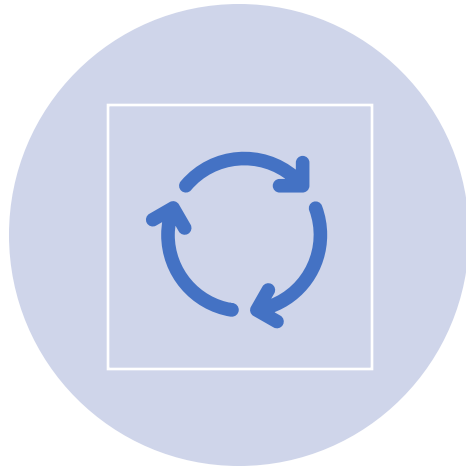
Kris Freed, LEAP4ward





Innovative Housing Acquisition Strategies

Kris Freed, The Impact Group/LEAP4ward



HOW DO WE
GET SYSTEM
THROUGHPUT?



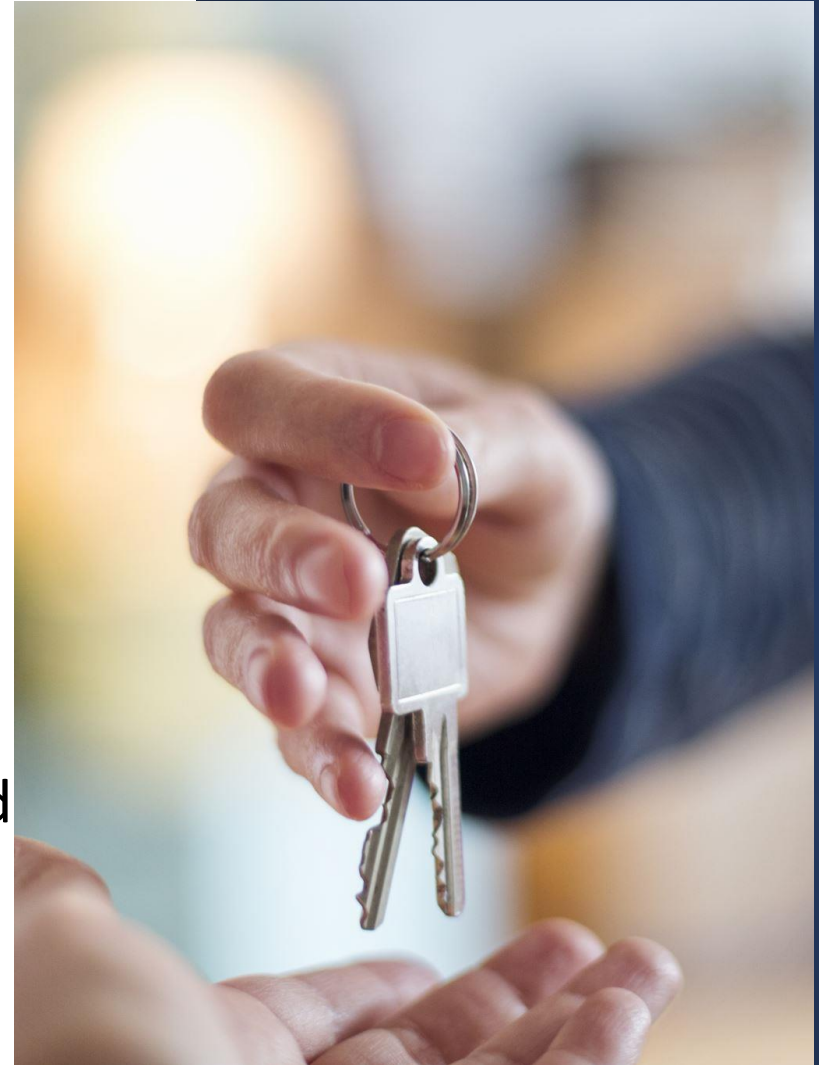
HOUSING



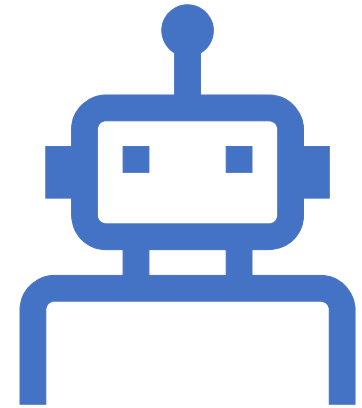
How do we get housing?

What Have We Done?

- Landlord incentives
- Hold Fees
- Double security
- Damage mitigation
- Vacancy loss
- Guaranteed tenancy
- Financial assistance
- Paid Higher rents
- Hired real estate experts, salespeople that understand the business acumen
- 24-hours call line
- Housing stabilization
- Centralized Housing Location Workgroups



How Are We Doing?



What Have We Learned?



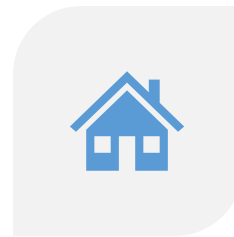
WHAT WORKS/ED



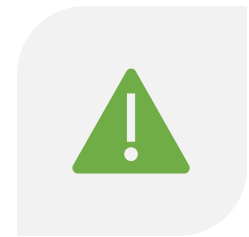
LANDLORDS WANT TO
PARTNER WITH NON-
PROFIT/GOV'T SECTOR



BETTER UNDERSTANDING
OF WHAT LANDLORDS
NEEDS/WANTS



DISASTERS HAVE
NEGATIVE IMPACTS ON
THE HOUSING MARKET



WE'VE EXPERIENCED
SOME UNINTENDED
CONSEQUENCES

Where Should We Pivot?

What new, innovative, creative methods are we using to expand our housing placement impacts?



Innovative Strategies

- Centralized Housing Location
- **Shared Housing**
- **Master Leasing**
- Master Rent Subsidy Agreements
(deeper incentivized programs)
- Shallow Subsidy
- Transfer Policy
(upstream/downstream)





Shared Housing

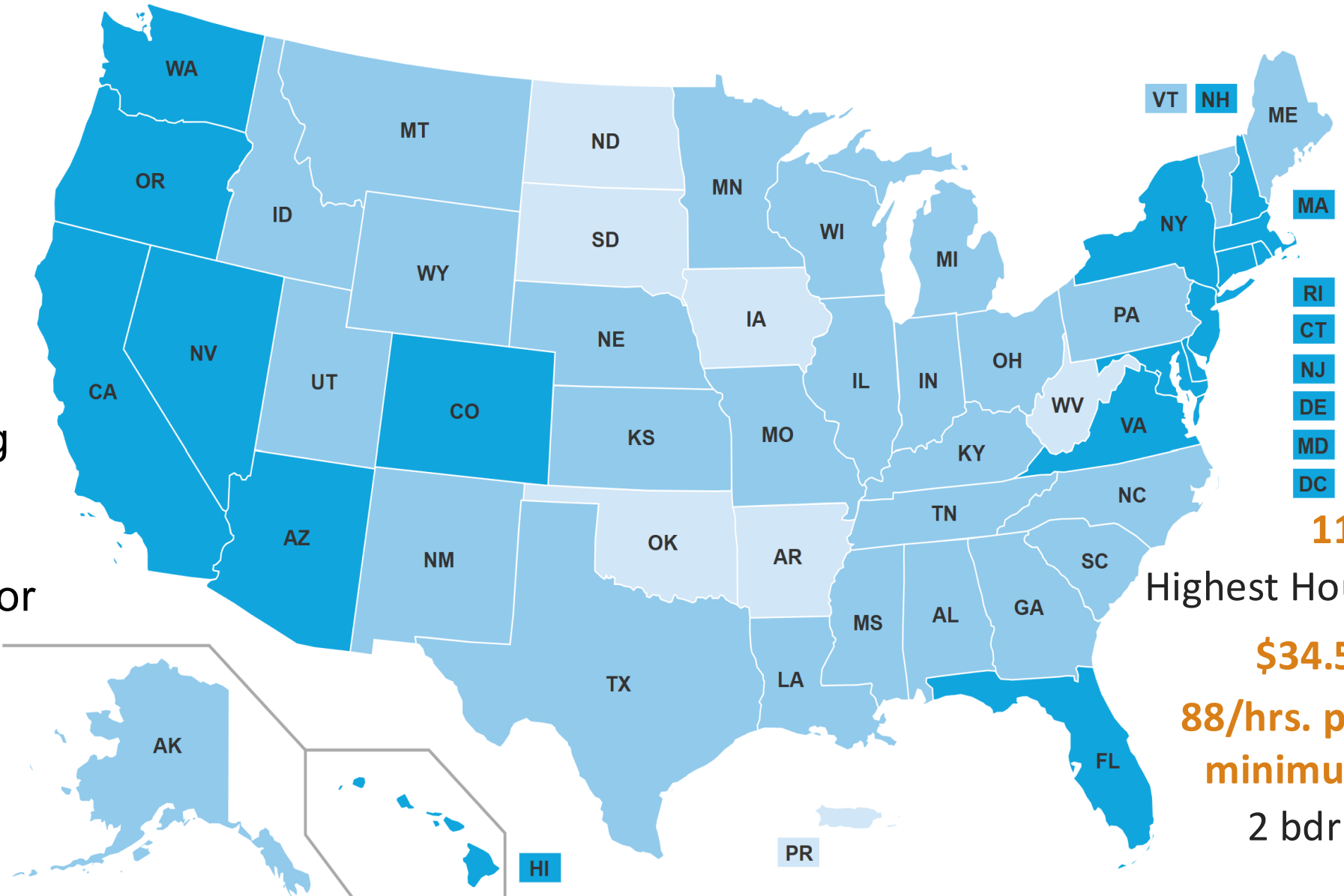
HAVE YOU EVER LIVED IN SHARED HOUSING?

What does shared housing look like for you?

What do you like about it?

What could be better?





1st
Highest housing
wage
\$47.38/hr.
118/hrs. per wk for
minimum wage
2 bdrm apt

11th
Highest Housing Wage
\$34.54/hr
88/hrs. per wk for
minimum wage
2 bdrm apt

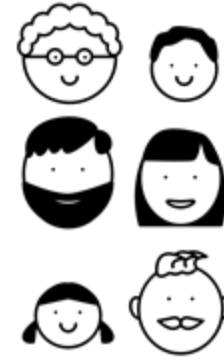


Why Shared Housing?

- ✓ Rising cost of housing
- ✓ Lack of adequate housing stock
- ✓ Limited affordable housing
- ✓ Stagnant incomes
- ✓ Great problem-solving strategy
- ✓ More affordable
- ✓ Environmental Impact
- ✓ Access to more neighborhoods
- ✓ More sustainable
- ✓ Built-in supports
- ✓ Families of choice
- ✓ House more than one household at a time
- ✓ System throughput

Who does Shared Housing?

- Single Adults
- Seniors
- Those with high and low acuity
- Transition Age Youth
- Families



- Participant/Family with former participant/family
- Participant/Family with a non-participant/family
- Participant/Family with employment type placement

What's Required?



Each *household*
has their **own lease**



Each household
must be **willing
to participate**



Each household
must **decide who
they live with**



A System Perspective

Shared Housing is an effective, rapid, and solution-based housing option for all people.

- Shared Housing **extends the capacity** of the system to move more people out of homelessness sooner, especially in tight housing markets
- Shared Housing allows **greater throughput** in our systems by utilizing existing housing stock and housing more than one person at a time
- Shared Housing allows the **community to be part of the solution** of ending homelessness—by renting a room in their home to renting to people experiencing homelessness if they own multi-unit housing
- Shared Housing provides **expanded housing options**
- Shared Housing **increases social connectivity** and reduces social isolation

Master Leasing



What is Master Leasing?

- **Innovative financing tool** designed to help homeless systems acquire many units of housing for people in need
- **Pools** resources and **leverages public and private partners** towards the common goal of ending homelessness
- **Reduces pressure** on service providers to be experts of all domains and **limits risk**
- **Proven concept** around since 1990s, as a way to **quickly address the needs of large numbers** of people experiencing homelessness

Why Master Leasing?

- Service providers **competing with one another** for units
- Too **many barriers to housing** for homeless participants
- Original **decentralized approach** to searching for one unit at a time couldn't generate enough housing at scale



Core Components of LAHSA's Master Leasing Strategy

Government Backed

- Absorbs liabilities that agencies traditionally had to take on
- Government fully backs financially leases and liabilities

Efficient Use of Resources

- Supports system throughput by eliminating landlord biases
- Increase regional housing options i.e., Shared Housing, Scattered and Single Site

Centralized Model

- Addresses in-system competition
- Clear and consistent segregation of duties ensures standardized and equitable provision of services
- Supports outcome measurement

Strength Based Approach

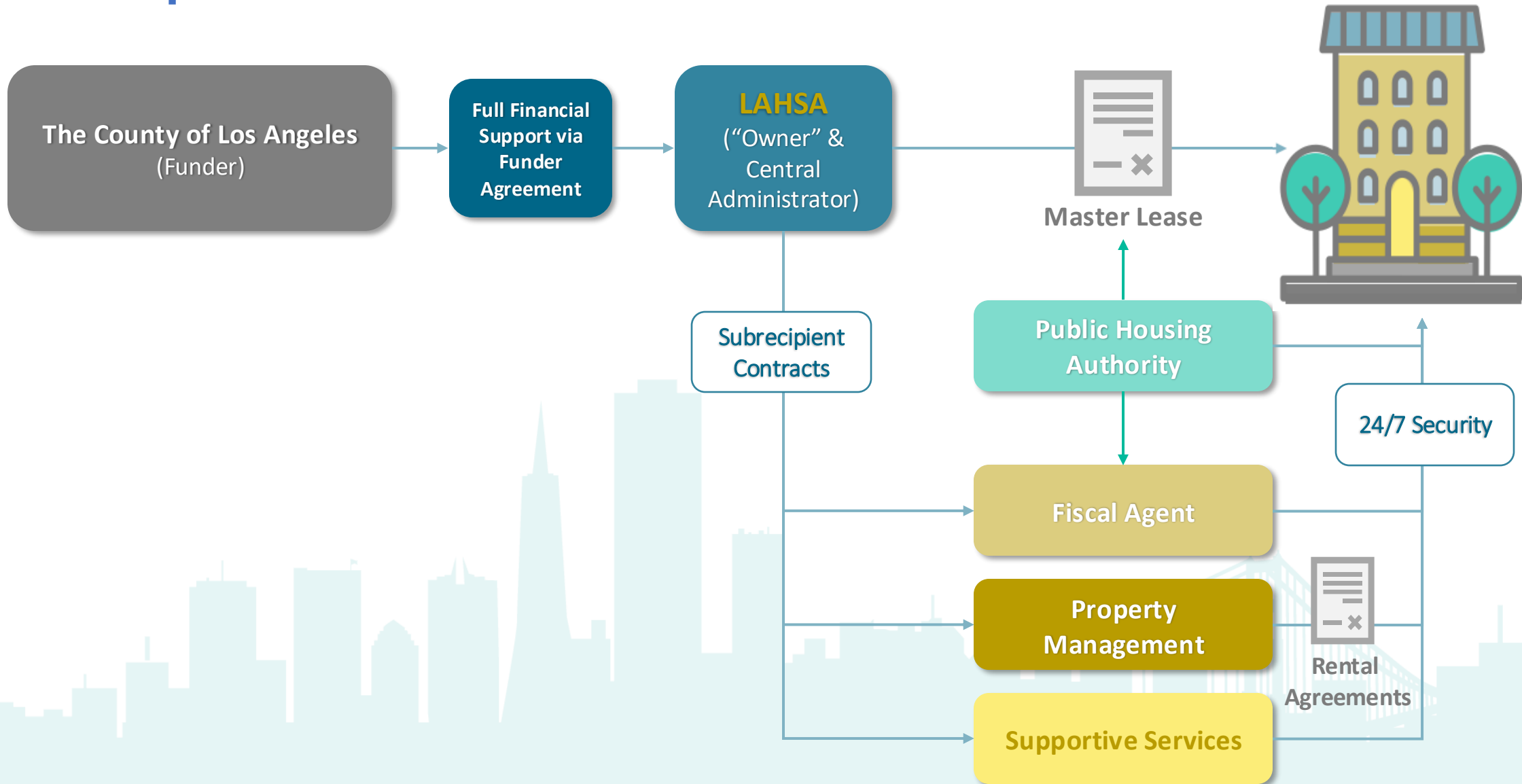
- Stakeholders are only responsible for doing what they do best
- Not one entity needs to be an expert of all domains

What Makes LAHSA's Master Leasing Approach Different?



- Unit Acquisition **Strategy**
- **Accelerate** Housing Placement for homeless people
- **Eliminates housing barriers** put in place by landlords
- Negotiates **competitive rents** below rent reasonableness standards
- Puts the **centralized support structure** in place to ensure that participants can thrive in their units
 - Security/Resident Coordinators
 - Onsite services
 - Trauma informed property management
 - Multiple rent payment options for participants

Snapshot of Critical Stakeholders



Connections to Permanent Housing: Transition-In-Place

LAHSA's Master Leasing strategy will support the *Transition-In-Place*

Participants may move immediately in under the RRH assistance and be 'transferred' to a *higher or lower level* of care based on eligibility

TRANSFERS WILL TAKE 4 FORMS

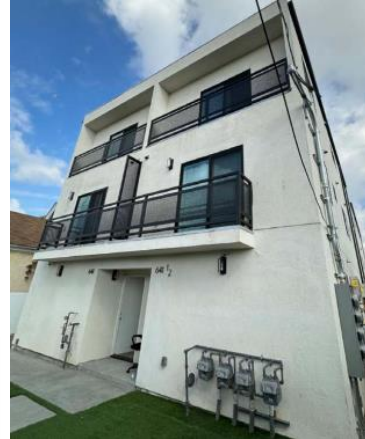
1. Connect people to *vouchers* for which they are *already approved*
2. Connect people to *vouchers* for which they are *eligible but not already connected*
3. Connect people to *shallow subsidy*
4. People will become *self payers*

Community Wins

- **Does not duplicate** the work of housing programs
- **Eliminates equity barriers** such as criminal background checks and credit checks
- **Federal balances** in the Continuum of Care will be reduced
- **HCV utilization rates** will improve with shortened housing navigation time
- **Expedites housing placement** across the entire homeless response system



Centralized Master Leasing
Executed – 772 units
Pipeline – 2,374 units



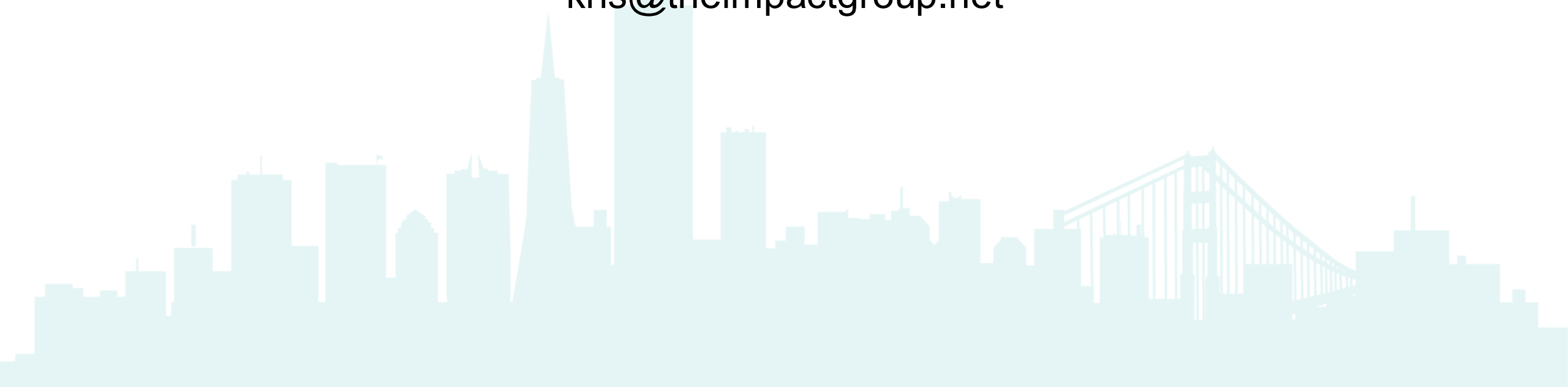
Starting Small

- Housing Innovation Pilot in San Diego
 - Partnership between the Regional Taskforce on Homelessness and City of La Mesa, City of Vista and Townspeople to bring on a combination of 75 units of shared/master leased units in their respective regions.
 - City of La Mesa Total Population is: 60,000
 - PIT Count: 53
 - City of Vista Total Population is: 97,800
 - PIT Count: 170
- King County Regional Homelessness Authority
 - Brought on 2 buildings of master leased units through a state grant that is being utilized as PSH.



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Thank You!

For any questions email
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Visit our website cceh.org

