Rehousing Strategies: Transforming Housing Access Through Master Leasing

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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

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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

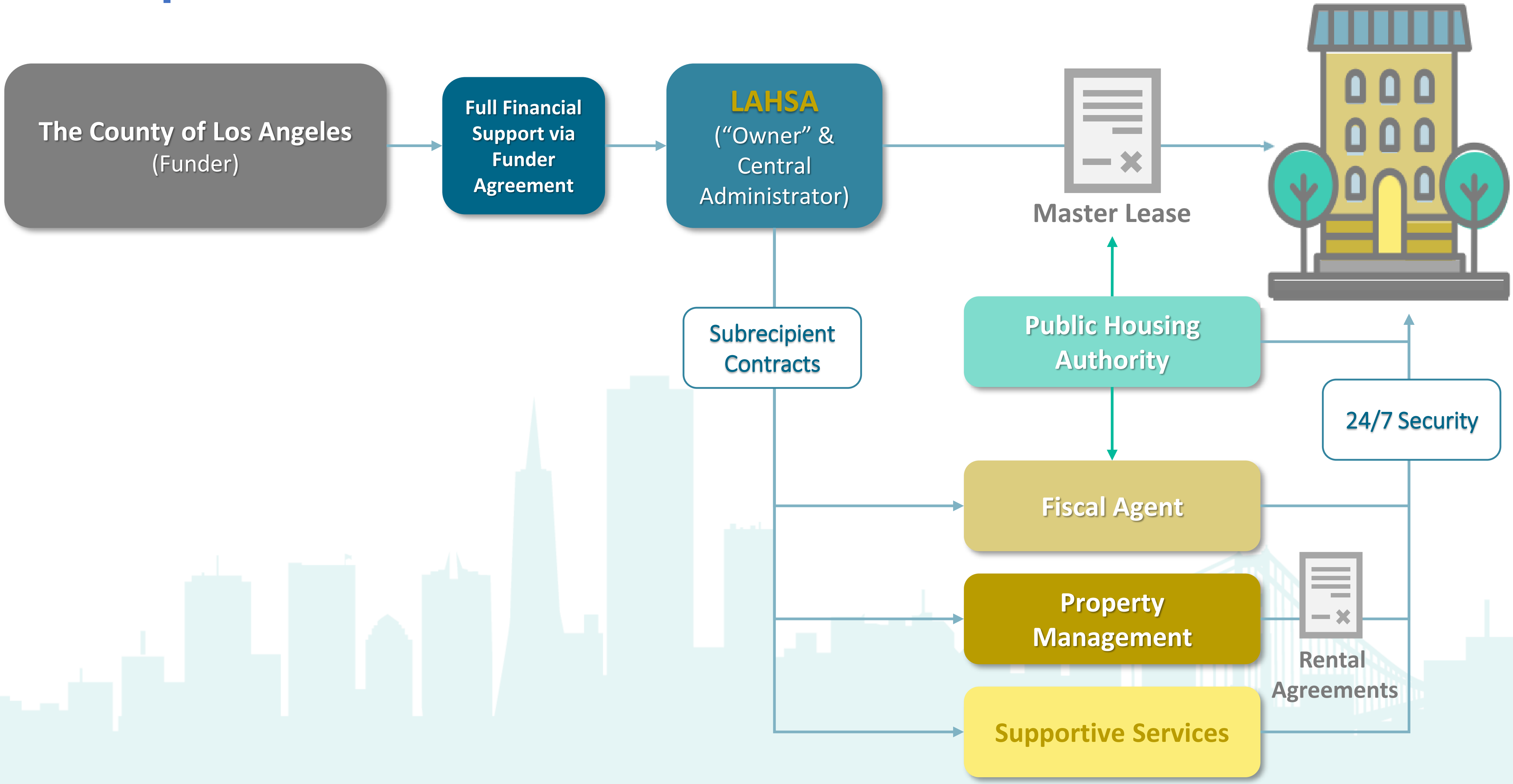
Core Components of LAHSA's Master Leasing Strategy

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
  - LAHSA Resident Coordinators
  - Onsite services
  - Trauma informed property management
  - Multiple rent payment options for participants

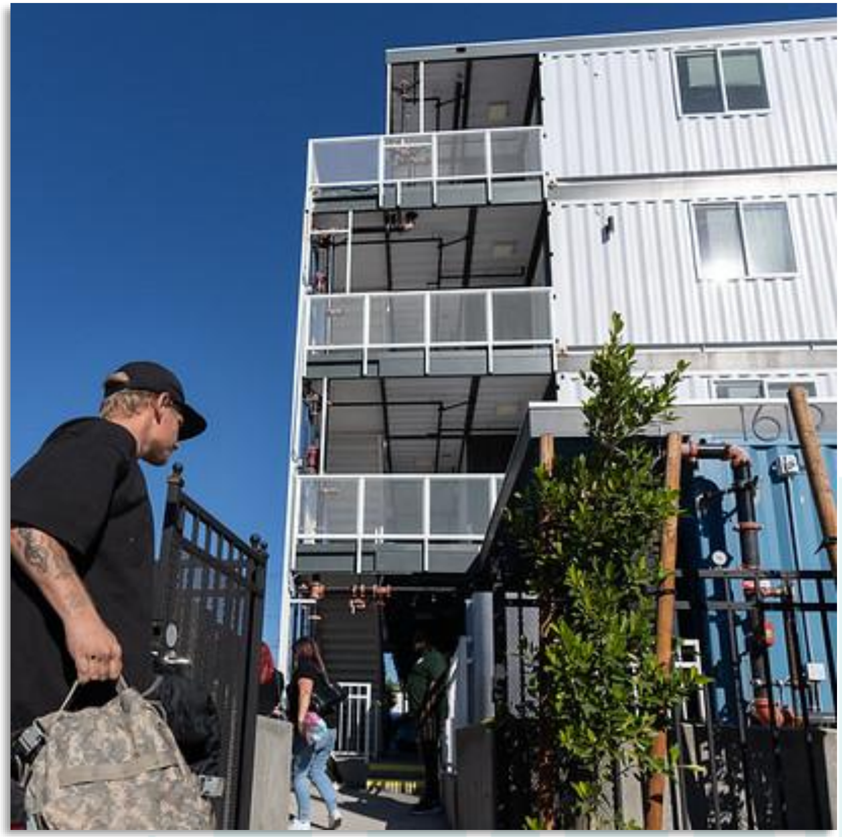
Snapshot of Critical Stakeholders



All Master Leasing Configurations Will Have:

- **Tenancy Rights** in place for all participants
- **HQS approved** units
- Pre-inspection by **Housing Authorities**
- Leases approved by **LAHSA Commission**
- **Low-Barrier** best practices in the leasing process
- Appropriate **insurances** in place
- **Fiscal Agent** to oversee and manage the financial health of assets
- **Property Management** to oversee day-to-day building operations

Move-In Ready Units



The Property Manager will ensure that all sites:

- Comply with lease requirements
- Pre-Furnished
- 24/7 Security
- On call property maintenance support e.g., plumbing, lock out, emergency repairs

How Units Are Allocated

Regionally Based

- Referrals accepted from the local region in which master leased units are located

Units Allocated by Group

Group A	Group B
• Participants of an **Encampment Resolution**	• Participants in Interim Housing

- Unit inquiries will be taken at 2.5x the number of units available
- LAHSA Unit Interest Form and Universal Application Form must be completed
- IDs an documents are NOT required for move-in, but should be made available soon to ensure rental assistance

Group A and B eligible households will be assigned appointment times

Participants should be accompanied by agency staff

Rental Agreements may be signed immediately

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 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

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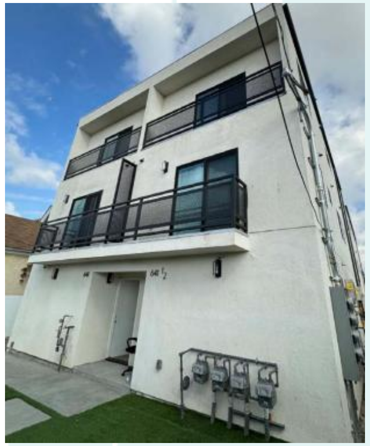
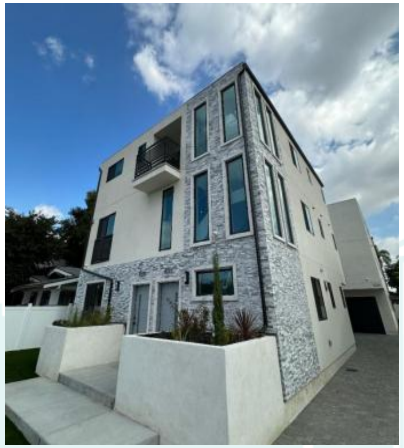
Centralized Master Leasing

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.