



*Housing*

# Welcome

**Anti-Displacement  
Technical Advisory Committee  
(TAC) Meeting #6**

**September 10, 2021**

# Agenda Overview

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- 🏠 Welcome
- 🏠 Introductions/roll call
- 🏠 Presentation on COPA components:
  - Tenant Engagement
  - Ownership/Long-Term Stability
- 🏠 Discussion and Activity
- 🏠 Wrap up/next steps



# Introductions

Name and  
Organization/Affiliation



## Ground Rules

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- Be curious
- Keep an open mind
- Speak from your perspective
- Challenges accompanied by solutions
- Make proposals
- Everyone has space to talk





*Housing*

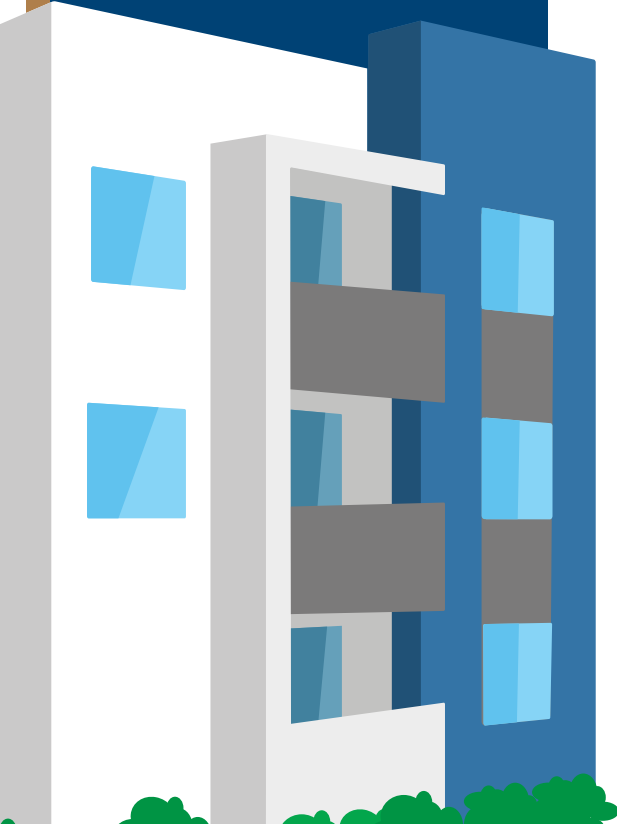
# Building Ladders of Opportunity

Empowering tenants and creating pathways to ownership and asset building

Anti-Displacement  
Technical Advisory Committee  
Meeting #6  
September 10, 2021

**Asn Ndiaye**

*Partnership for the Bay's  
Future Fellow, Housing  
Department*



# Where We Are Now

## 🏠 Prior

- Overview, process, timeline, applicability, qualified nonprofits, financing, affordability

## 🏠 Today

- **Tenant engagement, ownership**

## 🏠 Future meetings

- Education/outreach, enforcement
- Draft framework



# Tenant Engagement & Ownership Objectives

- Empower tenants throughout the COPA process.
- Ensure community and tenant buy-in to COPA transactions
- Create multiple pathways to ownership and home stability
- Help at-risk families build assets
- Maintain community networks and relationships



# Tenant Engagement





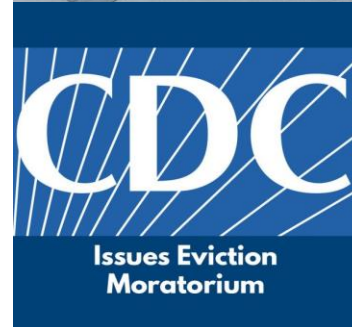
# Current Tenant Landscape

## Recent Wins

- Local
  - Just cause
  - Tenant Protection Ordinance
  - Rental assistance
- Changes to State Law
  - AB 1482

## Upcoming risks and opportunities

- COVID-19 eviction cliff



# Benefits of More Engaged Tenants

- ◆ Empowered tenants with information
- ◆ Reduced fear of adverse impacts (evictions, large rent increases)
- ◆ More participation in property upkeep and maintenance
- ◆ Process created for decision making and addressing collective issues
- ◆ Ability to seek assistance and redress from support organizations



# Tenant Engagement in Other Cities

## 🏠 San Francisco

- MEDA: engages in deep community engagement and outreach. Seeks to get 100% buy-in from tenants. Generally partners with housing tenant group.



## 🏠 Oakland

- OakCLT: seeks a resident-led model for preservation with conversions to tenant-managed co-ops.



## 🏠 Berkeley

- Work with Supportive Partner to ensure tenant outreach and education.



# Potential Tenant Engagement Guidelines

## 🏠 Pre-Acquisition

- Mandatory effort to reach out and communicate with residents about potential acquisition
- Target threshold of tenants in support of QNP acquisition plan if other than ongoing rental (% of households)
- Using sharing of information as an indication of support for acquisitions
- Partnership with Qualified Community Partner to assist



# Potential Tenant Engagement Guidelines

## 🏠 During Transaction

- Effort to communicate with residents during transaction and about any changes in the property.

## • Post-Acquisition

- Meaningful resident engagement in major property decisions
- Support for resident organizing and tenant association formation
- Subject to tenant right to purchase in the future (within 5-10 years)



# Small Groups



# Report Out



# Ownership





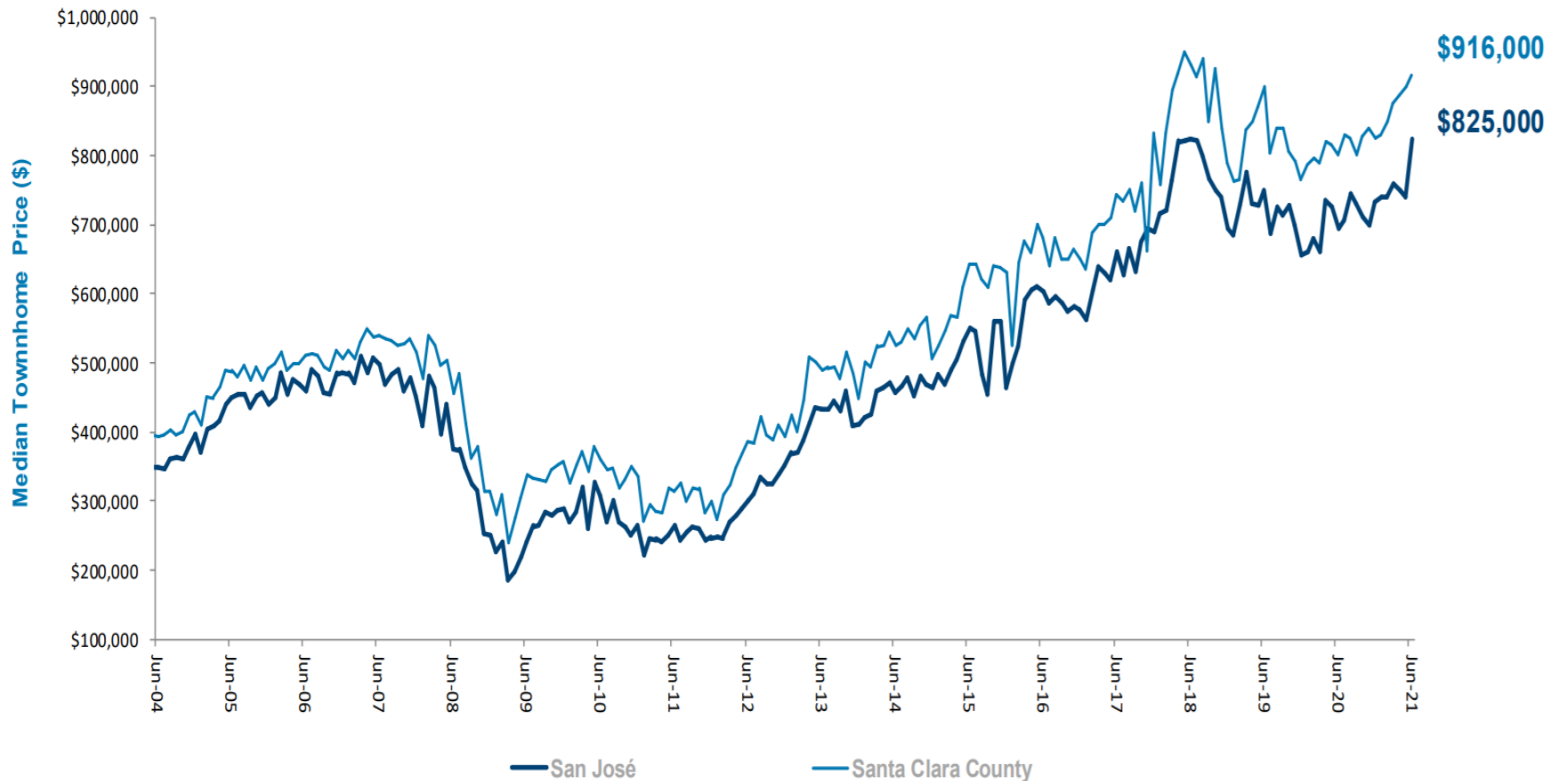
# Ownership Prices Have Risen Sharply

## San José Single Family Median Home Prices Continue to Climb - Up 4% QoQ and 24% YoY



# Entry-level Sales Prices Increasingly Out of Reach

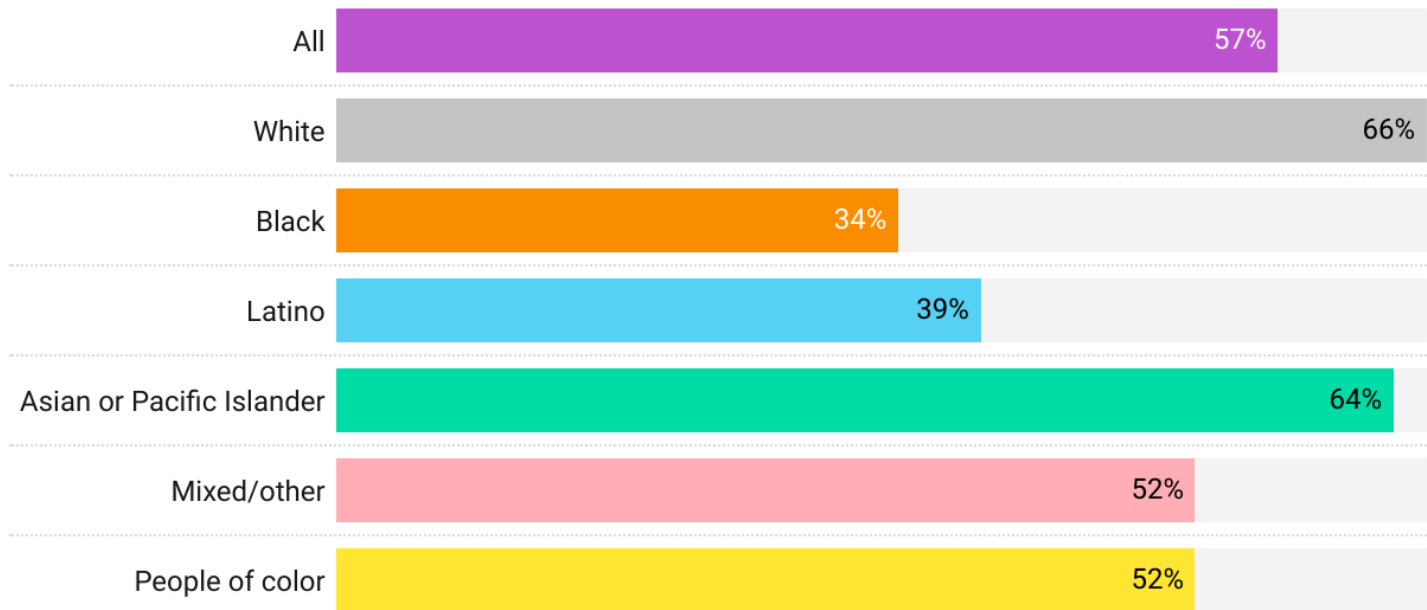
## San José Condo/Townhome Median Prices Up 9% QoQ and 17% YoY



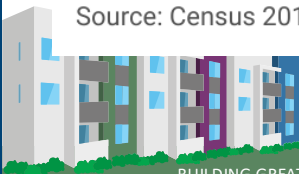
# Ownership Background & Context

- Historically, many groups were shut out of owning homes. We still see the impacts of that today in differing rates of ownership.

## Homeownership in San José



Source: Census 2019 • Created with Datawrapper

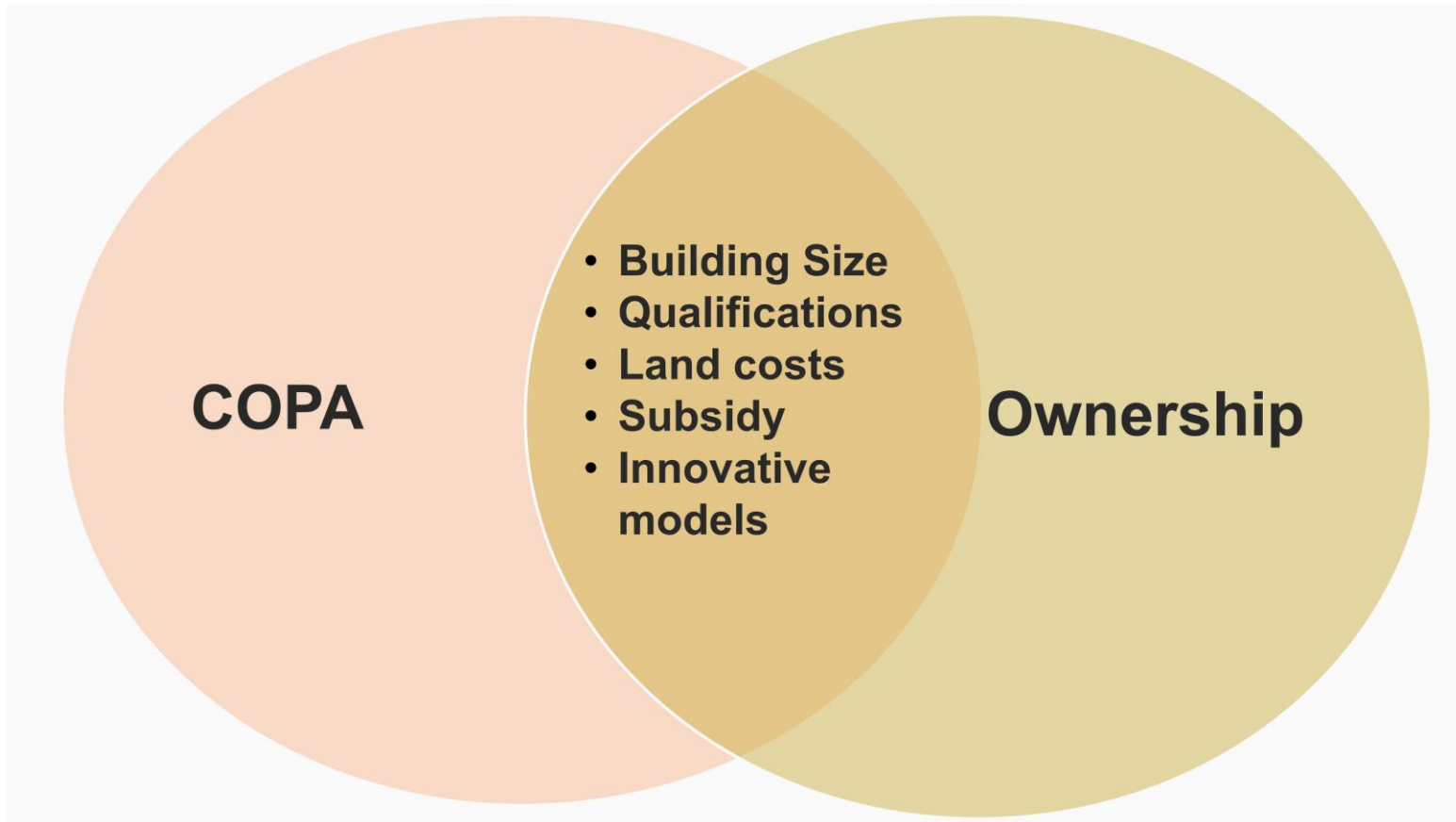


# Benefits of Ownership and Stability

- 🏠 Creating generational wealth: help build family assets
- Stability for residents: reduce fear and stress of housing instability
- Platform for growth: families, businesses, jobs
- Maintain community networks: church, school, families, jobs



# COPA and Ownership



# Models for Ownership: Community Land Trusts

- 🏠 Nonprofit organizations hold title to land to preserve its long-term availability for affordable housing
- 🏠 Flexible model that can support many affordable housing types, including homeownership, co-ops, condos, and rental properties



# Models for Ownership: Co-ops and Condos

## 🏠 Co-operatives

- Collective ownership model
- Generally, owned and managed by residents (may hire management company)
- Residents own share of building; property has a master mortgage



## 🏠 Condominiums

- Individually-owned units within a property
- Residents are responsible for their own mortgage



# Models for Ownership: Tenants in Common and Long Term Leases

## 🏠 Tenancies-in-Common

- Group ownership of separate units in a master mortgage
- Residents purchase share of property based on unit
- Lower-cost path to homeownership
- All jointly liable for mortgage



## 🏠 Long-term Leases

- Lease of unit can approximate ownership
- Can be for terms of 10+ years
- Can be partnered with savings program that saves portion of rent that can be used for home purchases





# Supporting Ownership within COPA

## City and County Programs

- 🏠 2016 Measure A
- 🏠 Moderate-income Strategy
- 🏠 Down payment assistance
- 🏠 Capacity building for nonprofit organizations

## Supportive Partners/Ecosystem

- 🏠 CDFIs
- 🏠 Community Land Trusts
- 🏠 Legal organizations
- 🏠 Community organizations
- 🏠 Philanthropy/private sector



# Questions



# Small Groups



# Report Out



# Wrap Up & Next Steps

- SAC Meeting #5: 9/23, 6-7:30 pm
  - <https://bit.ly/SanJoseSAC5>
- TAC Meeting #7: 9/30, 11am-12:30pm
- TAC Meeting #8: 10/8, 1-2:30pm
- Feedback survey
  - <https://bit.ly/TAC6feedback>



# Thank you!

