

# **Fair and Equitable Housing: Closing Racial and Ethnic Opportunity Gaps**

## **SABOR Diversity Committee Fair Housing Month Event**

**April 11, 2023  
1:00 - 3:30 PM**

**Leilah Powell & Lori Hall, LISC San Antonio**

**LISC**

# Local Initiatives Support Corporation

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Locations

Atlanta, GA  
Boston, MA  
Buffalo, NY  
Charlotte, NC  
Chicago, IL  
Cincinnati, OH  
Cleveland, OH  
Denver, CO  
Detroit, MI  
Duluth, MN  
Flint, MI  
Greenville, SC  
Hartford, CT

Honolulu, HI  
Houston, TX  
Indianapolis, IN  
Jacksonville, FL  
Kalamazoo, MI  
Kansas City, MO  
Los Angeles, CA  
Louisville, KY  
Memphis, TN  
Milwaukee, WI  
Minneapolis/  
St. Paul, MN  
New York, NY

Newark, NJ  
Norfolk, VA  
Oakland, CA  
Peoria, IL  
Philadelphia, PA  
Phoenix, AZ  
Providence, RI  
Richmond, VA  
San Antonio, TX  
San Diego, CA  
Seattle, WA  
Toledo, OH  
Washington, DC

Rural Program working in  
**49** states and Puerto Rico

## National Affiliates

National Equity Fund  
[www.nefinc.org](http://www.nefinc.org)

New Markets Support Company  
[www.newmarkets.org](http://www.newmarkets.org)

LISC Strategic Investments  
[www.liscstrategicinvestments.org](http://www.liscstrategicinvestments.org)

# LISC San Antonio

## San Antonio Local Office

LISC San Antonio opened our doors in 2016 in order to expand the affordable housing and community development sector by increasing capacity of local partners and non-profits, directly financing the construction and preservation of housing units and leveraging local investments to attract national resources.

## Founding Partners & Supporters

City of San Antonio  
San Antonio Area Foundation  
Methodist Healthcare Ministries  
Bank of America  
BB&T (Truist)  
BBVA Compass  
Broadway Bank  
Crockett National Bank  
Frost Bank  
Jefferson Bank  
JPMorgan Chase  
USAA Federal Savings Bank  
Wells Fargo

## Results

\$36 million committed  
Almost 1000 affordable homes preserved or created  
28,000 square feet of community space  
More than \$1,000,000 in grants committed to local Community Development Corporations and non-profits  
Training for hundreds of community advocates and professionals  
More than 2000 hours of technical assistance to nonprofits and local governments

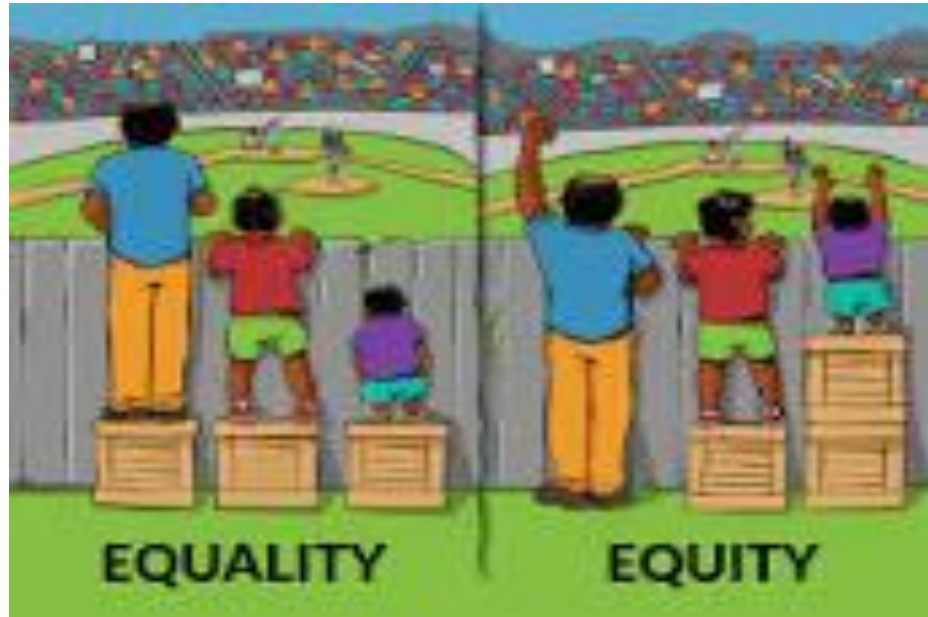
# What Is “Fair Housing?”



- The Fair Housing Act ( aka Title VIII of the Civil Rights Act of 1968)
- Prohibits discrimination concerning the sale, rental, and financing of housing based on race, religion, national origin, sex (amended to include handicap and family status)
- Covers housing rental and sales, mortgage lending, eviction, harassment, “blockbusting”

# Equitable Housing

Equality:  
each is given  
the same  
resources or  
opportunities.



Equity:  
each person has  
different  
circumstances  
and needs  
different  
resources and  
opportunities to  
reach an equal  
outcome.



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# **BIPOC Homeownership and The Strategic Housing Implementation Plan (SHIP)**

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## What is the SHIP?

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A shared vision to stabilize households most at risk for housing instability through:

- A new definition of affordability
- New production & preservation targets focused on households with the lowest incomes
- A 10-year funding outlook
- 36 strategies sourced from many different plans & initiatives

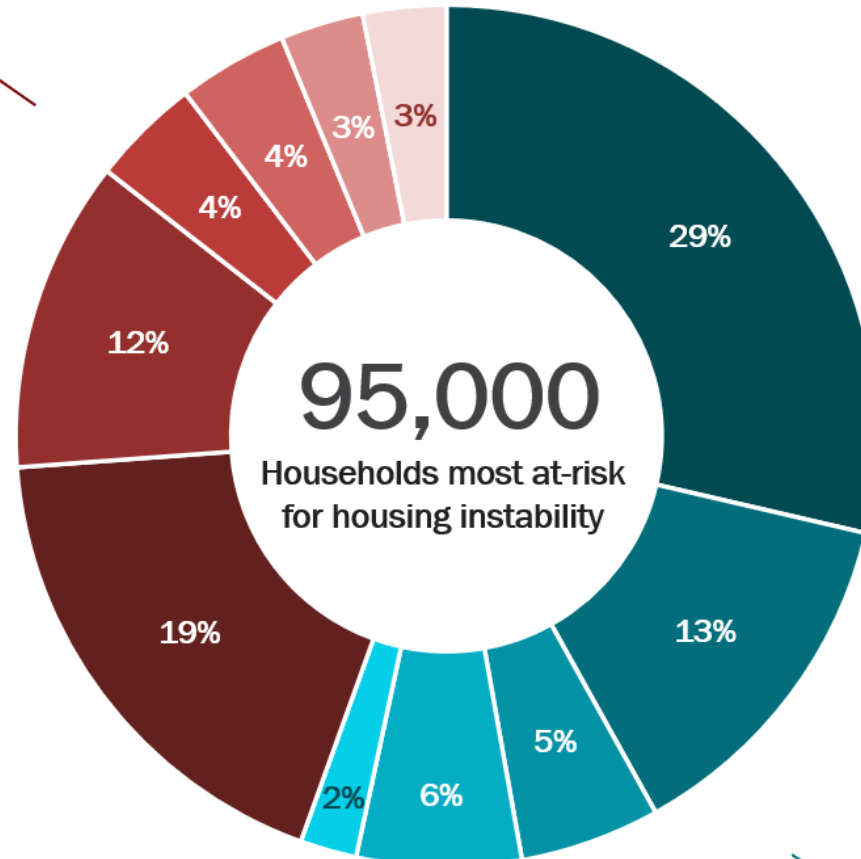


# SHIP: Households Most At-risk (by Area Median Income)

## Homeowners

45% of overall need

- 0-30% AMI | \$ 20,010  
17,470 Households
- 31-50% AMI | \$33,350  
11,150 Households
- 51-60% AMI | \$40,020  
3,896 Households
- 61-80% AMI | \$53,360  
3,926 Households
- 81-100% AMI | \$66,700  
2,974 Households
- 101-120% AMI | \$80,040  
2,974 Households



- 0-30% AMI | \$ 20,010  
27,264 Households
- 31-50% AMI | \$33,350  
12,665 Households
- 51-60% AMI | \$40,020  
5,014 Households
- 61-80% AMI | \$53,360  
5,886 Households
- 81-100% AMI | \$66,700  
2,024 Households

## Renters

55% of overall need



# SHIP Housing Production & Preservation Goals (2022-31)



Greater focus on households with the lowest incomes and housing preservation

| Household AMI | HOMEOWNERSHIP |              | RENTAL     |              |
|---------------|---------------|--------------|------------|--------------|
|               | Production    | Preservation | Production | Preservation |
| 0-30% AMI     | 0             | 5,786        | 6,897*     | 909          |
| 31-50% AMI    | 0             | 3,200        | 2,653      | 1,137        |
| 51-60% AMI    | 0             | 1,000        | 1,061      | 455          |
| 61-80% AMI    | 650           | 500          | 0**        | 2,046        |
| 81-100% AMI   | 650           | 250          | 0          | 0            |
| 101-120% AMI  | 650           | 250          | 0          | 0            |
| Sub Totals    | 1,950         | 10,986       | 10,611     | 4,547        |
|               | 12,936        |              | 15,158     |              |
| Grand Total   | 28,094        |              |            |              |

*Includes 1,000 units of Permanent Supportive Housing*

\*\* Production at 61-80% AMI will be tracked for informational purposes, but not counted towards the City's targets

# SHIP: COSA Investments in Affordable Housing



- Preserve single-family housing (**Home Rehabilitation Programs**)
- Establish a **Land Banking Program** (acquire land for future affordable housing projects)
- Establish a **Community Land Trust**
- Connect low-income code compliance violators with **Owner-Occupied Repair Programs**
- Expand land title remediation and create sustainable Model for **Heirs Property Title Clearance** and **TODD Programming**

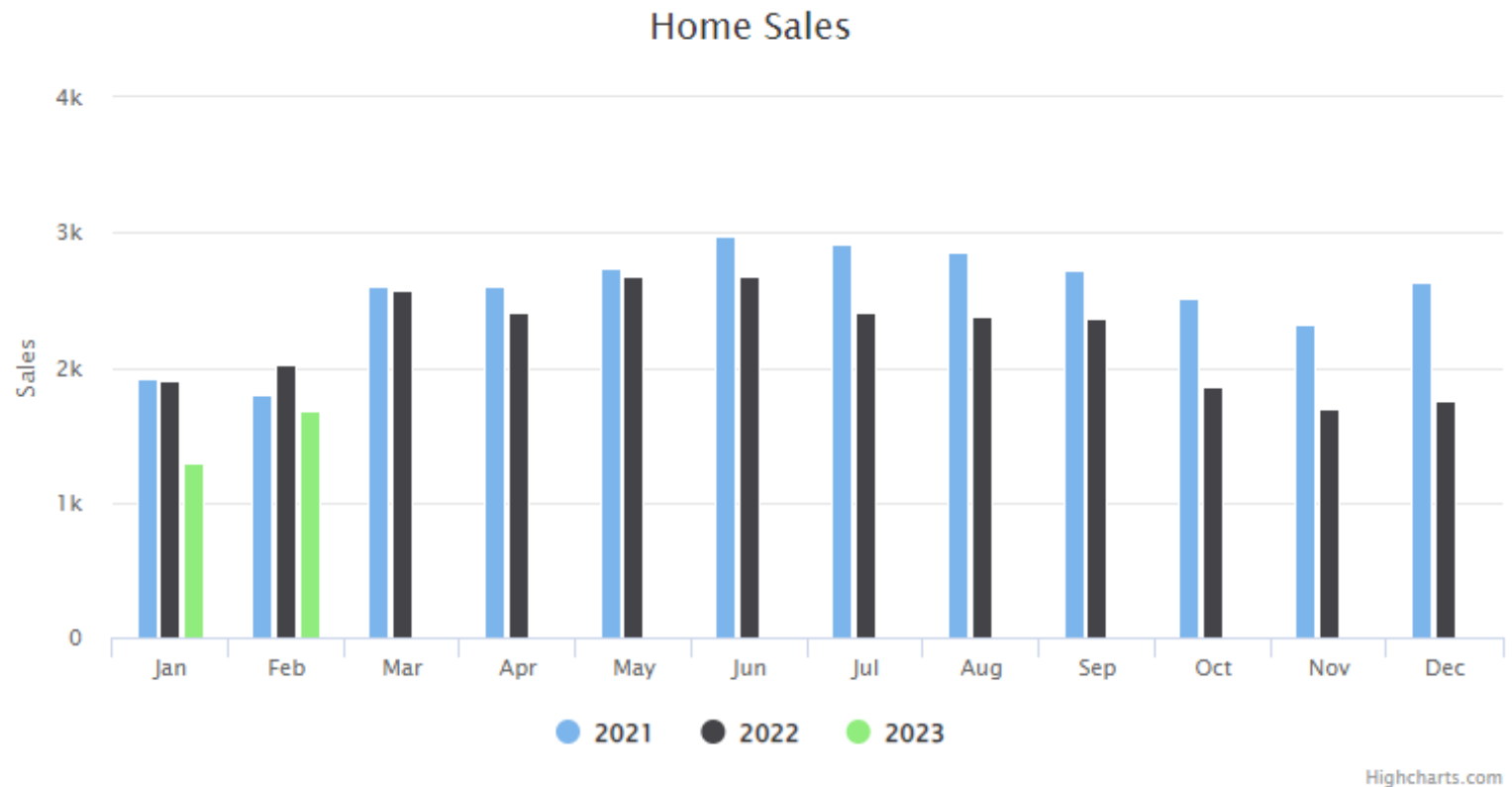
# State of the Market and Market Demand

- 26,850 homes/condos sold in Bexar County in 2022
- Median home price increased in Bexar County from \$275,000 in 2022 to \$300,000 in 2023
- Currently have 3.2 months of inventory in 2023

KEY FIGURE

**\$300,000**

Median Home Sale Price in Bexar County 2023



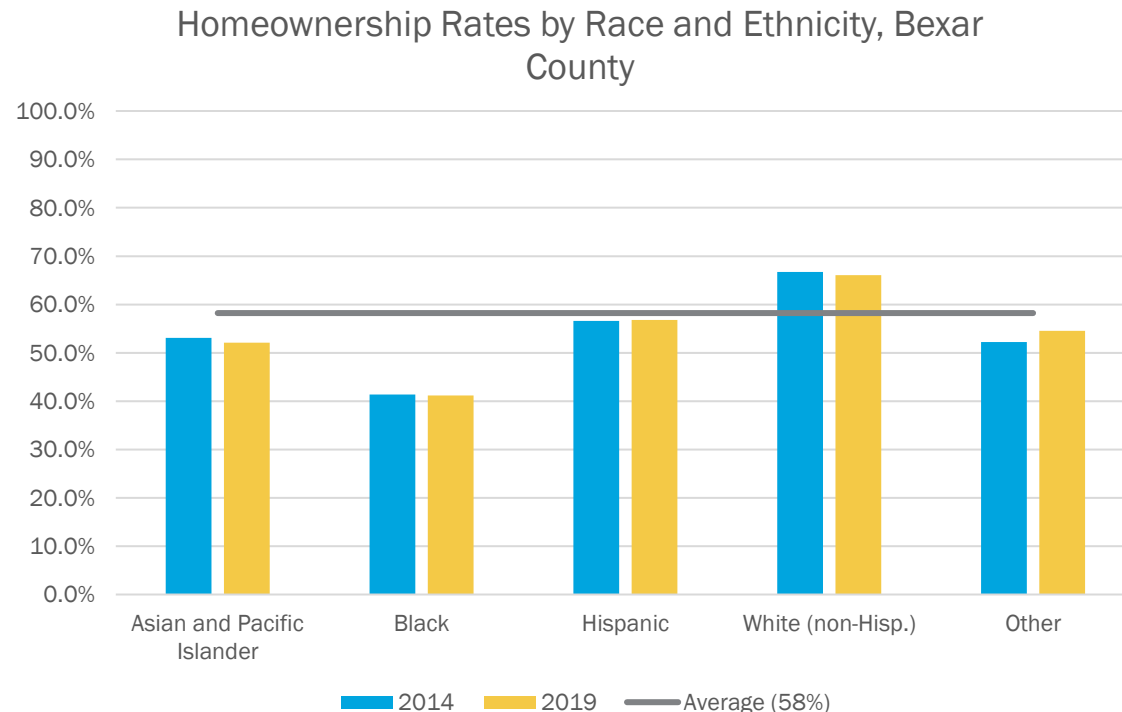
# State of BIPOC Homeownership

- Non-Hispanic Whites are substantially more likely than BIPOC households to own their own homes.
- Homeownership is declining; rates are down 1-2% for most race/ethnicity categories
- **Age of Householders:** 78.1% of households over 65 own a home vs 40% of households under 44, a larger gap than the race gap.

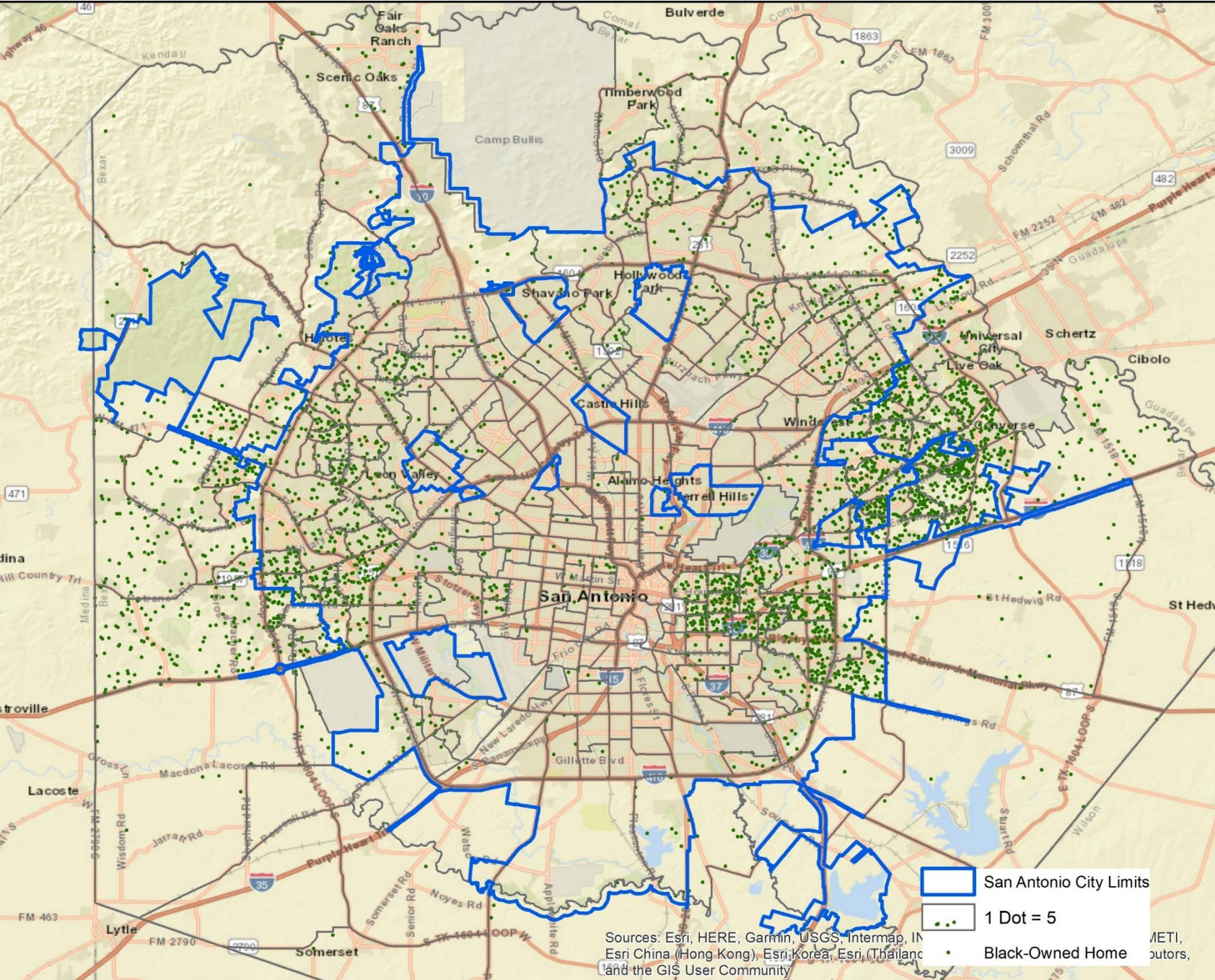
KEY FIGURE

25%

Homeownership Gap Between White and Black Households in Bexar County



# Distribution of BIPOC Homeowners in Bexar County



# Comparison of White and BIPOC Households

BIPOC Households have lower incomes than Non-Hispanic White Households:

- \$73-74,000 for White and Asian households
- \$48,000-\$50,000 for Black, Hispanic, and Other household
- Almost twice as likely to be in poverty: 17.5% vs 9.2%.

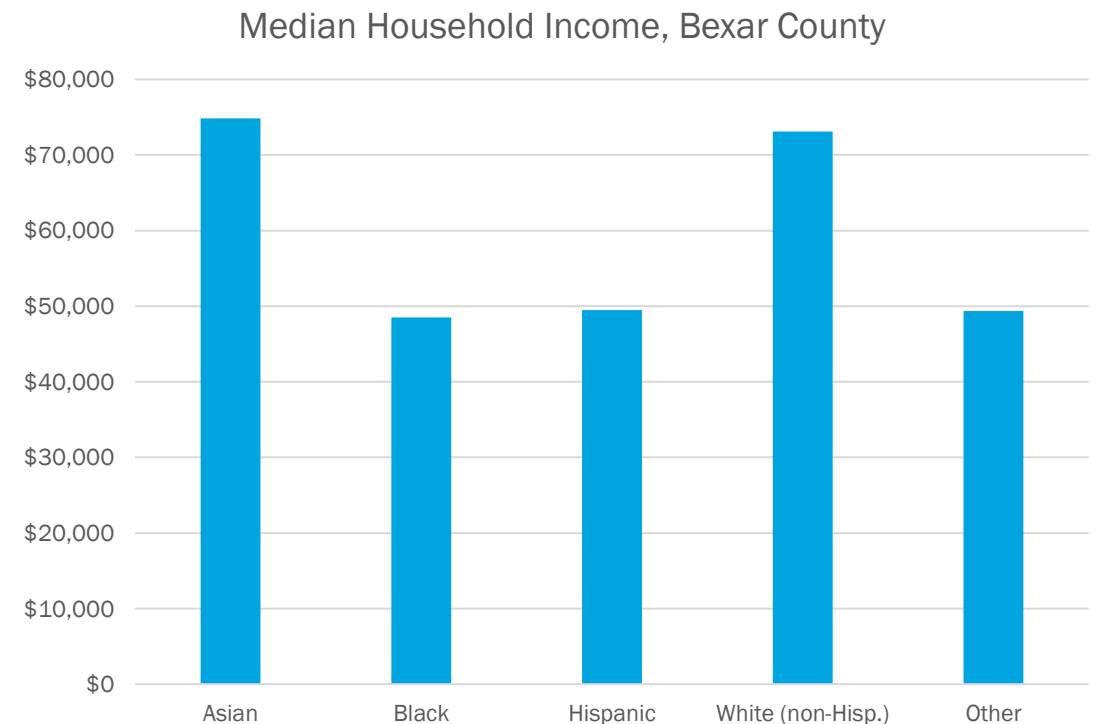
Experience rejection for loans at twice the rate:

- White households: 21.4%
- Hispanic Households: 43%
- Black Households: 37.3%

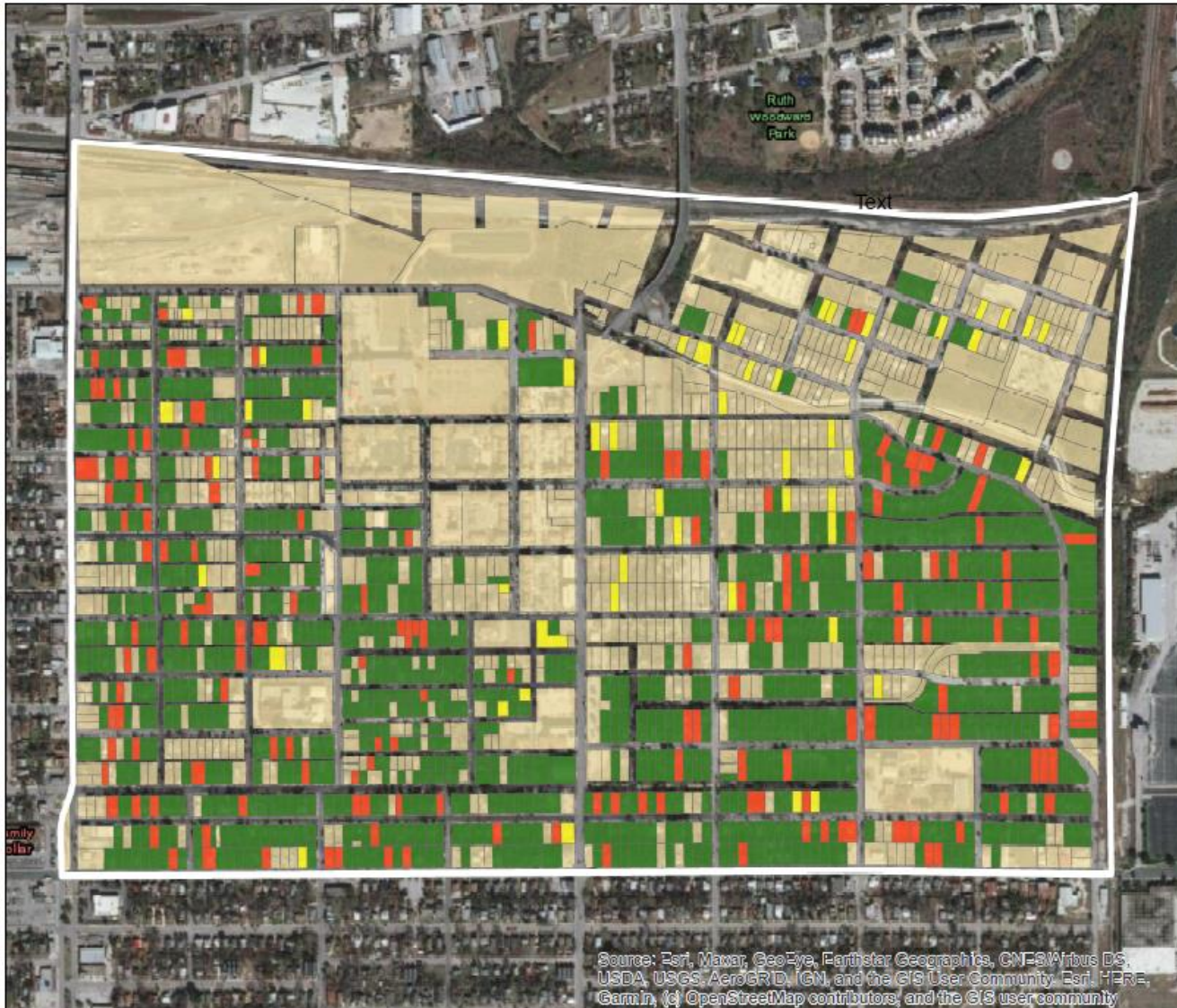
More likely to have debt in delinquency: 49% vs 20%

Unbanked or Underbanked households:

- Less likely to have cash reserves
- More likely to use predatory lending products, e.g. payday loans



# Threats to BIPOC Homeowner Retention: Aging Homes and Homeowners (Sample Threat Map)



Population - 4786  
% BIPOC - 94.6%  
% Own Their Homes - 39.3%  
Number of BIPOC Homeowners - 589

Total Homes - 1796  
Homes Older than 70 years - 1105  
Homeowners older than 65 years - 215

## Legend

- House older than 70 years
- Homeowner older than 65 years
- Both

# Expanding Racial and Ethnic Opportunity Gaps



- During the **past three years**, the median price of a single-family home in Bexar County has risen by one-third
- Our community, the majority of which identifies as Black, Indigenous, or persons of color (BIPOC), was severely impacted by job loss, underemployment, limited digital access, and other impacts of the COVID-19 pandemic
- The result is a housing crisis caused by the complex interplay of economic, social, and demographic factors, including persistent inequality



# Partnering on Strategies to Remove Barriers and Close Gaps

1. Construction, Trades, and Workforce Development
2. Equitable Housing Access: Financial and Housing Counseling Collaborative
3. Manufactured Housing and Mobile Home Stabilization
4. Title Clearance for Heirs Properties
5. Accessory Dwelling Units (ADUs)
6. Nonprofit/Community Ownership Models
7. Advocacy and Implementation



# Construction, Trades, and Small Business Development

- National and global issues have impacted local supply chains and labor supply
- I-35 corridor is one of the fastest growing in the country
- Support and expand trend toward incorporation of construction and skilled trades into workforce development and job training
- Avenue for post-COVID BIPOC-owned small business growth
- Potential for non-profit contractors



# Equitable Housing Access: Financial and Housing Counseling Collaborative

- LISC carried our Financial Empowerment Counseling scan (2022)
- Creation of Financial & Housing Counseling Collaborative
- Coordinate recruitment, training and support, especially of BIPOC counselors
- Jointly create culturally appropriate housing roadmaps
- Integrate workforce development and transition from active-duty military service



# Manufactured Housing and Mobile Home Stabilization

- MH represents an affordable housing option but challenges with financing and stability, especially for BIPOC homeowners
- Conversion of rental parks into ownership models through nonprofit or co-op purchase through organizations like ROC
- Collaborate with existing MH lenders, CDFIs to develop purchase and refi loan products
- Use of MH for ADUs
- Building codes challenges



# Title Clearance: Heirs Property Prevention and Remediation



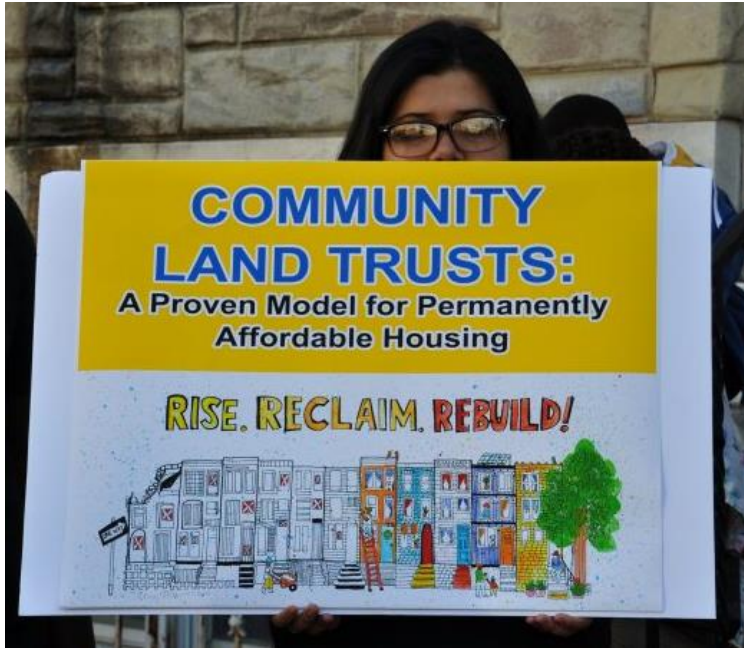
- Only 20% of BIPOC individuals over 55 have a will
- When a homeowner dies intestate, an heirs property dispute can tie up the family's most valuable asset for years, resulting in loss of home
- LISC is working to support and expand strong existing coalition of non-profit organizations
- Working closely with COSA NHSD owner-occupied repair program to identify heirs properties
- Grants to MAUC and SALSA
- System analysis and model development

# Accessory Dwelling Units (ADUs)

- Revised Unified Development Code now in effect
- ADUs provide rental income for low and moderate-income homeowners, aging in place for older homeowners
- LISC grants to nonprofit service providers to learn state of the market and barriers, costs of ADU rehab
- New kits, models and plans to make ADU construction easier
- Frost Bank will sponsor roundtable discussions to collaborate with mortgage and other lenders to develop products that allow easier financing of ADUs
- Outreach campaign proposal (AARP grant application)



# Nonprofit and Community Ownership Models



- Permanent ownership of land and buildings is first step toward preventing displacement, building wealth
- Homeowner continues to own the home, but not the land
- Homes could be single family dwellings, townhomes, or in a multi-family building
- Community Land Trusts (CLTs) and co-op models are more common in other parts of the country; currently one CLT in San Antonio but several in Austin, Houston and other Texas cities.

# Advocacy and Implementation

- Building relationships between partners
- Coordinating activities through coalitions
- Tracking research and best practices from local sources and around the country
- Advocating for new and innovative programming based on best practices
- Securing and delivering technical assistance
- Communicating to partners and the general public
- Raising and investing funds





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