



**Urban Land  
Institute**

**Baltimore**

# Emerging Trends in Real Estate 2020

# We would like to thank our sponsors:



# Affordable Housing Issues: Maryland Context

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January 28, 2020



# Anne Arundel County Trends in House Price vs. Income

Source: Arundel Community  
Development Services; 2019  
Homeowner Needs Assessment

Year	Median Sales Price	Median Household Income	Ratio of Price to Median Income
2000	\$155,850	\$61,393	2.54
2001	\$162,856	\$65,617	2.48
2002	\$188,180		
2003	\$219,079		
2004	\$266,225		
2005	\$322,446		
2006	\$342,340		
2007	\$342,109	\$75,325	4.54
2008	\$322,971	\$80,790	4.00
2009	\$296,500	\$81,779	3.63
2010	\$296,429	\$83,573	3.55
2011	\$280,583	\$84,320	3.33
2012	\$293,613	\$81,688	3.59
2013	\$305,987	\$84,511	3.62
2014	\$308,483	\$89,267	3.46
2015	\$303,888	\$89,450	3.40
2016	\$308,627	\$91,263	3.38
2017	\$324,604	\$92,575	3.51
2018	\$338,287	\$95,598	3.54
2019	\$348,198	\$98,900	3.52

Compounded House Price Growth 2000 to 2019 **4.3%**

Compounded Income Growth 2000 to 2019 **2.5%**

## Classification of Rental Housing

- **Market rate properties** - residents are expected to pay the full rent. Rent restrictions or income qualifications are not required.
- **Affordable properties** - either the rent is restricted and/or occupancy is limited by a tenant's income by some type of housing program (often LIHTC). Residents are expected to pay the full rent.
- **Subsidized properties** - offer rental assistance to low income residents. Typical tenant's out-of-pocket housing costs including shelter and utilities is limited to 30 percent of the household income. Some governmental entity or program (Section 8/Housing Vouchers) pays balance of housing cost.

# Income Disparity between Maryland Markets

## HUD 2019 Median Income

Baltimore-Columbia-Towson, MD MSA

**\$101,000**

Household Income Limits by Household Size:					
Household Size	30%	40%	50%	60%	80%
1 Person	\$21,210	\$28,280	\$35,350	\$42,420	\$56,560
2 Persons	\$24,240	\$32,320	\$40,400	\$48,480	\$64,640
<b>3 Persons</b>	\$27,270	\$36,360	<b>\$45,450</b>	<b>\$54,540</b>	<b>\$72,720</b>
4 Persons	\$30,300	\$40,400	\$50,500	\$60,600	\$80,800
5 Persons	\$32,730	\$43,640	\$54,550	\$65,460	\$87,280
LIHTC Rent Limits by # Bedrooms (1.5 persons per bedroom):					
	30%	40%	50%	60%	80%
# Persons	Net	Net	Net	Net	Net
1 Bedroom	\$478	\$667	\$856	\$1,046	\$1,425
<b>2 Bedroom</b>	\$551	\$779	<b>\$1,006</b>	<b>\$1,233</b>	\$1,688
3 Bedroom	\$627	\$890	\$1,153	\$1,415	\$1,941

Washington-DC-VA-MD HUD Metro FMR Area

**\$121,300**

Household Income Limits by Household Size:					
Household Size	30%	40%	50%	60%	80%
1 Person	\$25,500	\$34,000	\$42,500	\$51,000	\$68,000
2 Persons	\$29,130	\$38,840	\$48,550	\$58,260	\$77,680
<b>3 Persons</b>	\$32,760	\$43,680	<b>\$54,600</b>	<b>\$65,520</b>	<b>\$87,360</b>
4 Persons	\$36,390	\$48,520	\$60,650	\$72,780	\$97,040
5 Persons	\$39,330	\$52,440	\$65,550	\$78,660	\$104,880
LIHTC Rent Limits by # Bedrooms (1.5 persons per bedroom):					
	30%	40%	50%	60%	80%
# Persons	Net	Net	Net	Net	Net
1 Bedroom	\$592	\$820	\$1,048	\$1,275	\$1,731
<b>2 Bedroom</b>	\$689	\$962	<b>\$1,235</b>	<b>\$1,508</b>	\$2,054
3 Bedroom	\$786	\$1,102	\$1,417	\$1,733	\$2,364

Eastern Shore Average

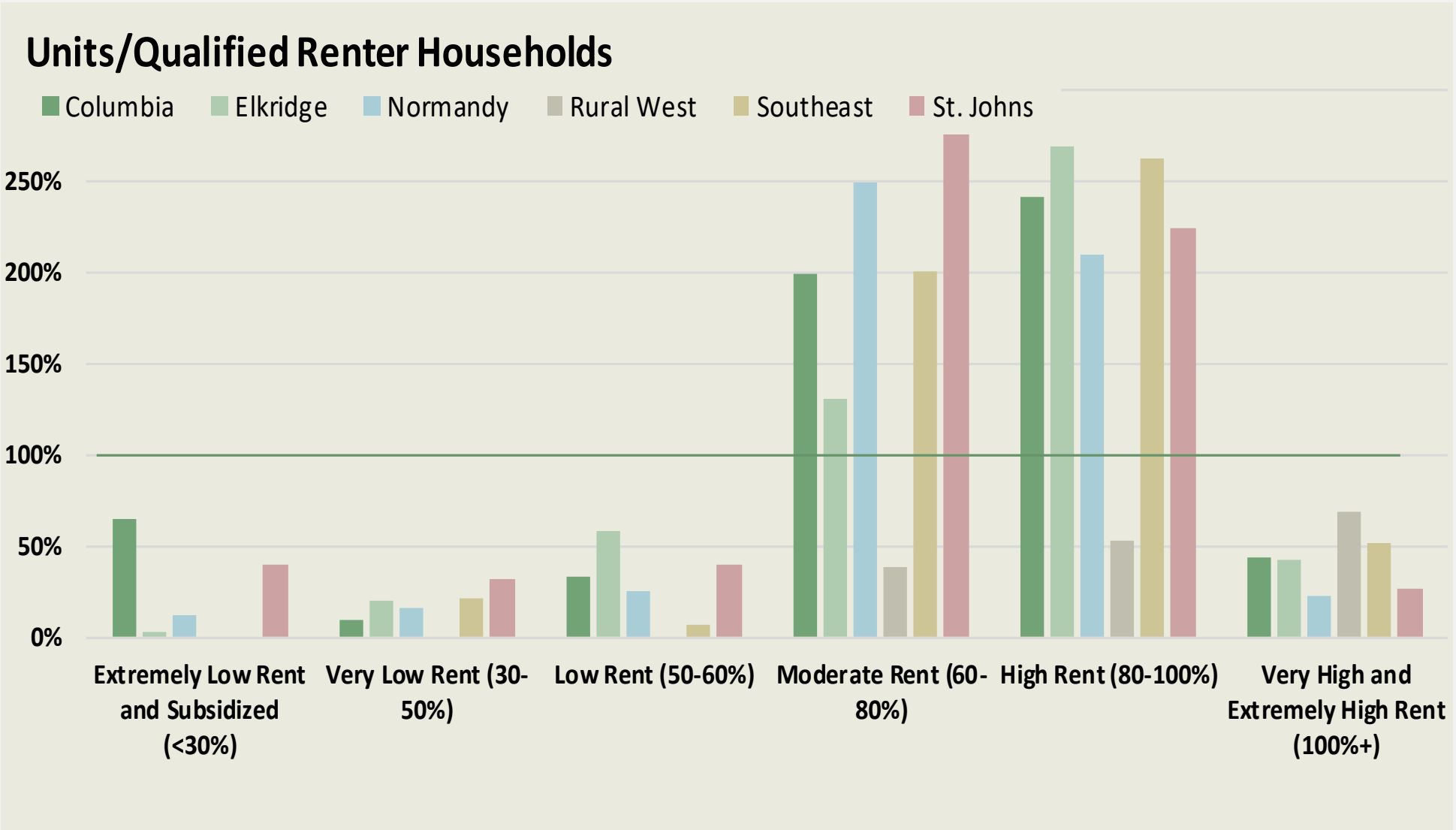
**\$75,700**

Household Income Limits by Household Size:					
Household Size	30%	40%	50%	60%	80%
1 Person	\$15,900	\$21,200	\$26,500	\$31,800	\$42,400
2 Persons	\$18,180	\$24,240	\$30,300	\$36,360	\$48,480
<b>3 Persons</b>	<b>\$20,460</b>	<b>\$27,280</b>	<b>\$34,100</b>	<b>\$40,920</b>	<b>\$54,560</b>
4 Persons	\$22,710	\$30,280	\$37,850	\$45,420	\$60,560
5 Persons	\$24,540	\$32,720	\$40,900	\$49,080	\$65,440
LIHTC Rent Limits by # Bedrooms (1.5 persons per bedroom):					
	30%	40%	50%	60%	80%
# Persons	Net	Net	Net	Net	Net
1 Bedroom	\$336	\$478	\$620	\$762	\$1,046
<b>2 Bedroom</b>	\$381	<b>\$552</b>	<b>\$722</b>	<b>\$893</b>	\$1,234
3 Bedroom	\$430	\$627	\$824	\$1,021	\$1,415

# 2018 Howard County Penetration Analysis

## Qualified Units compared to Qualified Households

Source: 2018 Howard County Rental Survey



# Renter Cost Burden

Source: American Community Survey  
2014-2018

## Baltimore Region

Rent Cost Burden		
Total Renter Households	#	%
Less than 30.0 percent	165,294	47.6%
30.0 to 39.9 percent	51,006	14.7%
40.0 to 49.9 percent	28,581	8.2%
50.0 percent or more	82,788	23.8%
Not computed	19,584	5.6%
Total	347,253	100.0%

## Suburban MD

Rent Cost Burden		
Total Renter Households	#	%
Less than 30.0 percent	126,165	47.0%
30.0 to 39.9 percent	44,794	16.7%
40.0 to 49.9 percent	24,175	9.0%
50.0 percent or more	63,053	23.5%
Not computed	10,090	3.8%
Total	268,277	100.0%

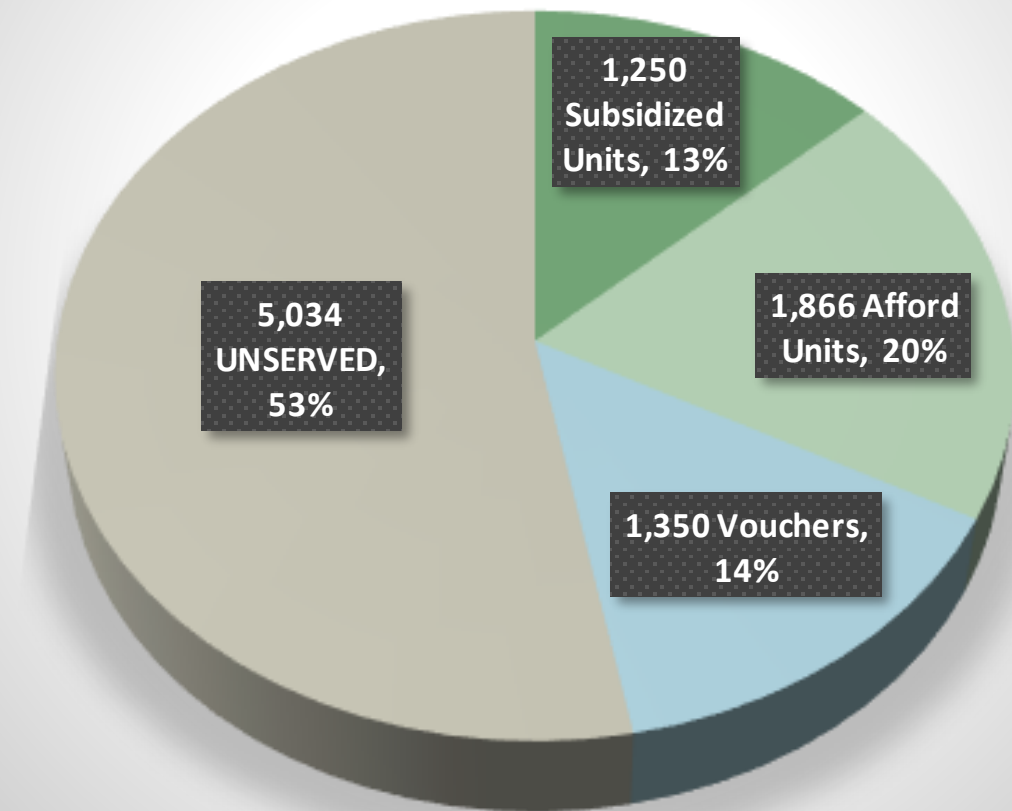
## Eastern Shore

Rent Cost Burden		
Total Renter Households	#	%
Less than 30.0 percent	22,018	42.3%
30.0 to 39.9 percent	8,116	15.6%
40.0 to 49.9 percent	5,308	10.2%
50.0 percent or more	12,428	23.9%
Not computed	4,209	8.1%
Total	52,079	100.0%

## Howard County 2018 Affordable and Subsidized Units compared to Low Income Households

Source: 2018 Howard County Rental Survey

Units Available for the 9,500 Howard  
County Renter Households with incomes  
below \$50,000.





# ReBUILD Metro- Building Affordable & Sustainable Markets



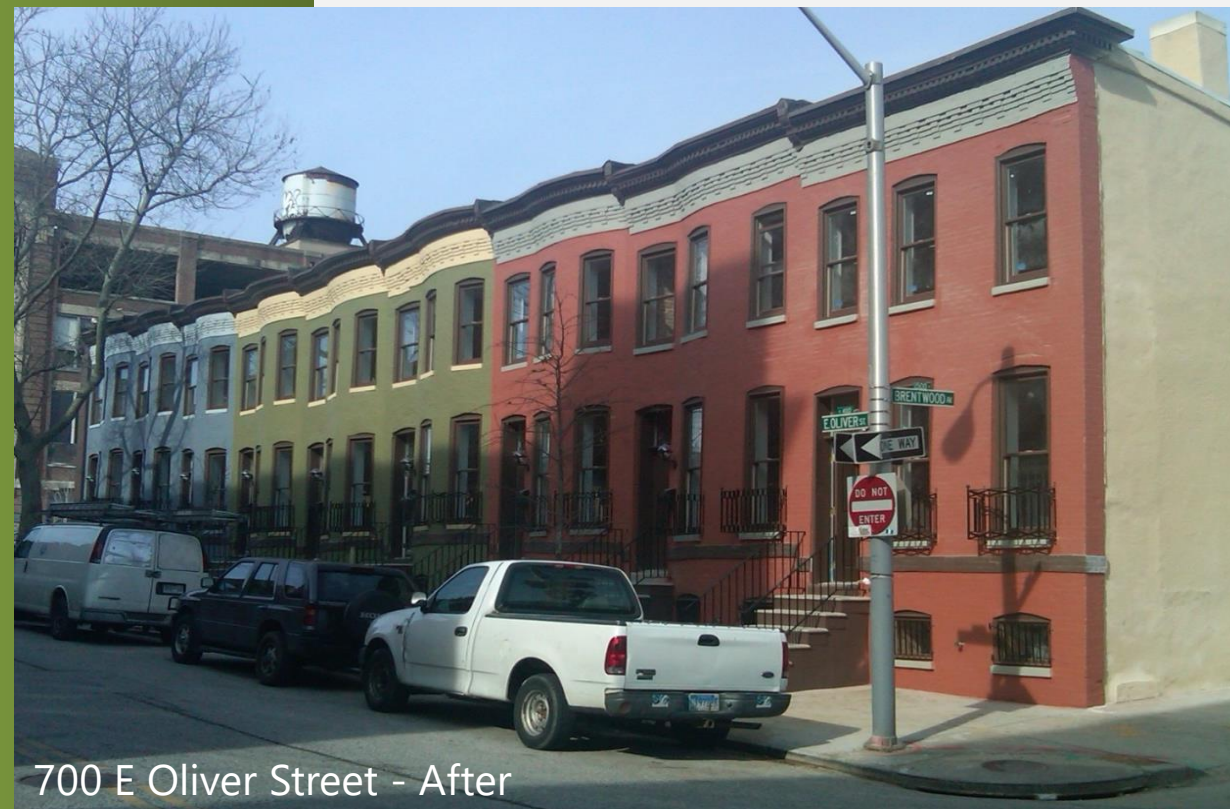
Sean Closkey  
President  
ReBUILD Metro







700 E Oliver Street - Before



700 E Oliver Street - After

## OUTCOMES TO DATE

- **\$114 million** in investment generated in East Baltimore
- **230** single-family homes built or rehabilitated
- **129** multifamily housing units built (another 60 units in development)
- **180** vacant properties demolished and/or consolidated for open space



# CASE STUDY: OLIVER



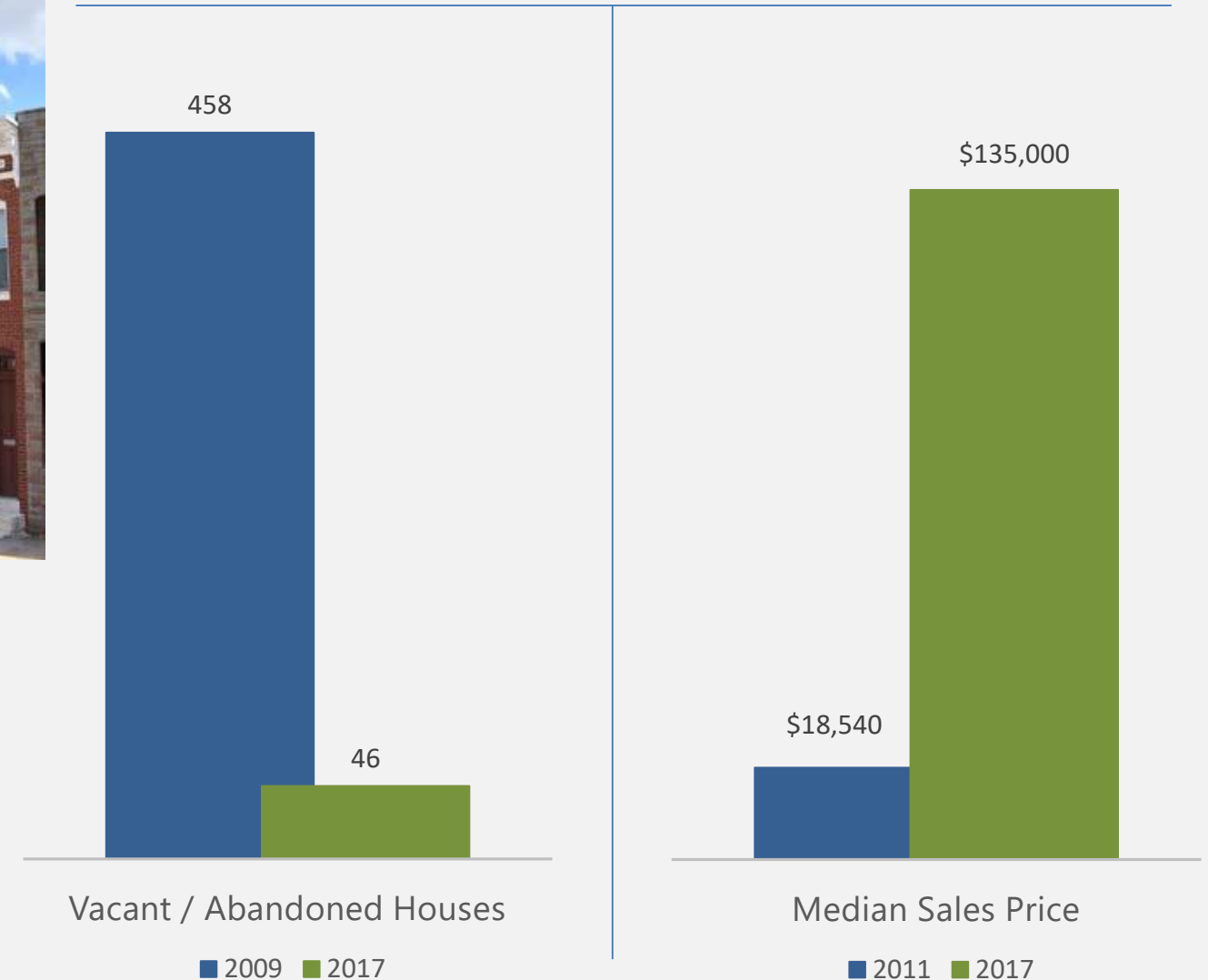
700 E Oliver Street - After

## CASE STUDY: OLIVER



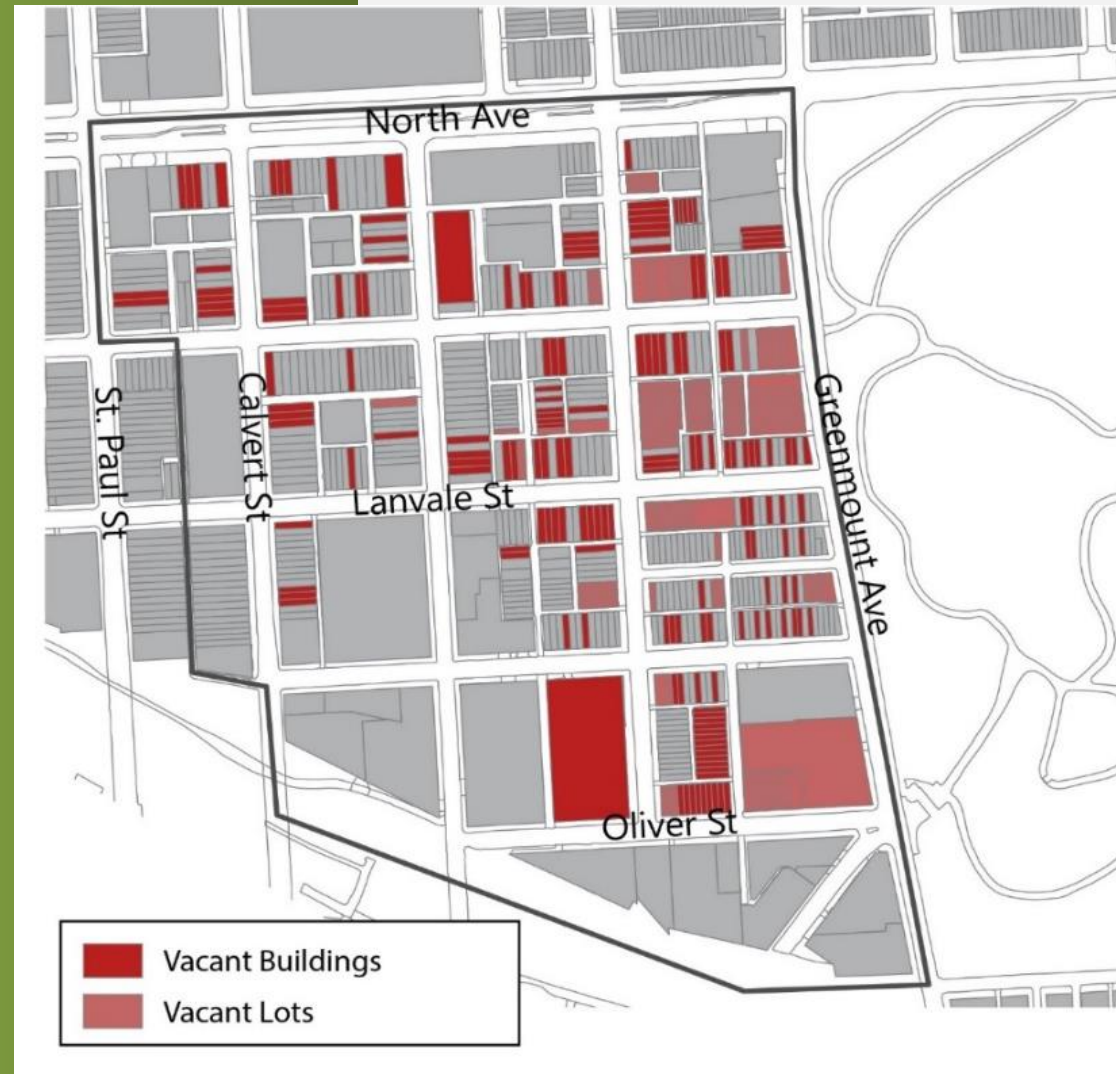
### KEY RESULTS

- **\$50 million** in reinvestment
- **184** single-family homes built or rehabilitated
- **44** new homeownership opportunities
- **2** community gardens and **1** playground created
- **4** storefronts rebuilt for nonprofits and entrepreneurs





# CASE STUDY: GREENMOUNT WEST

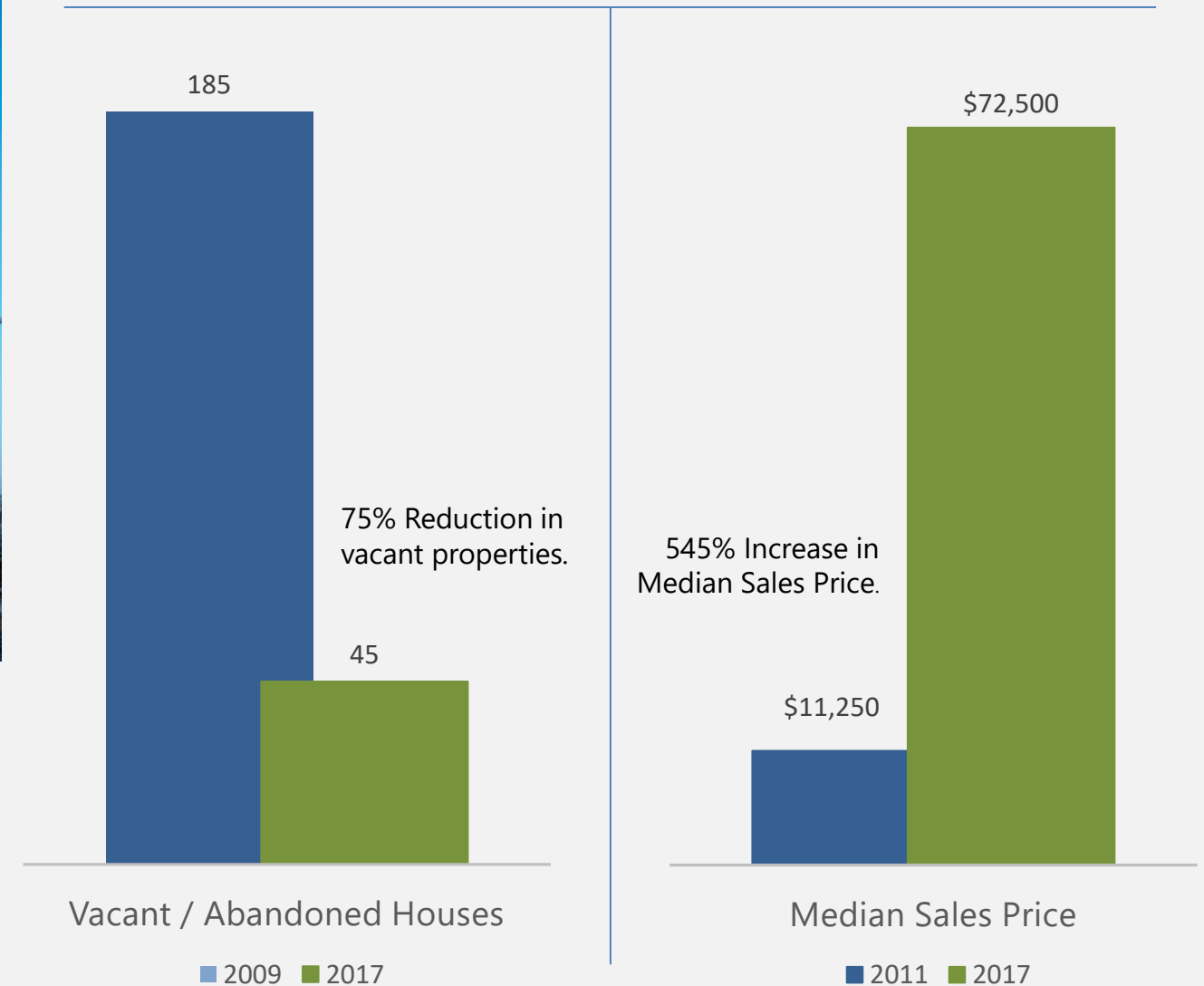


# CASE STUDY: GREENMOUNT WEST



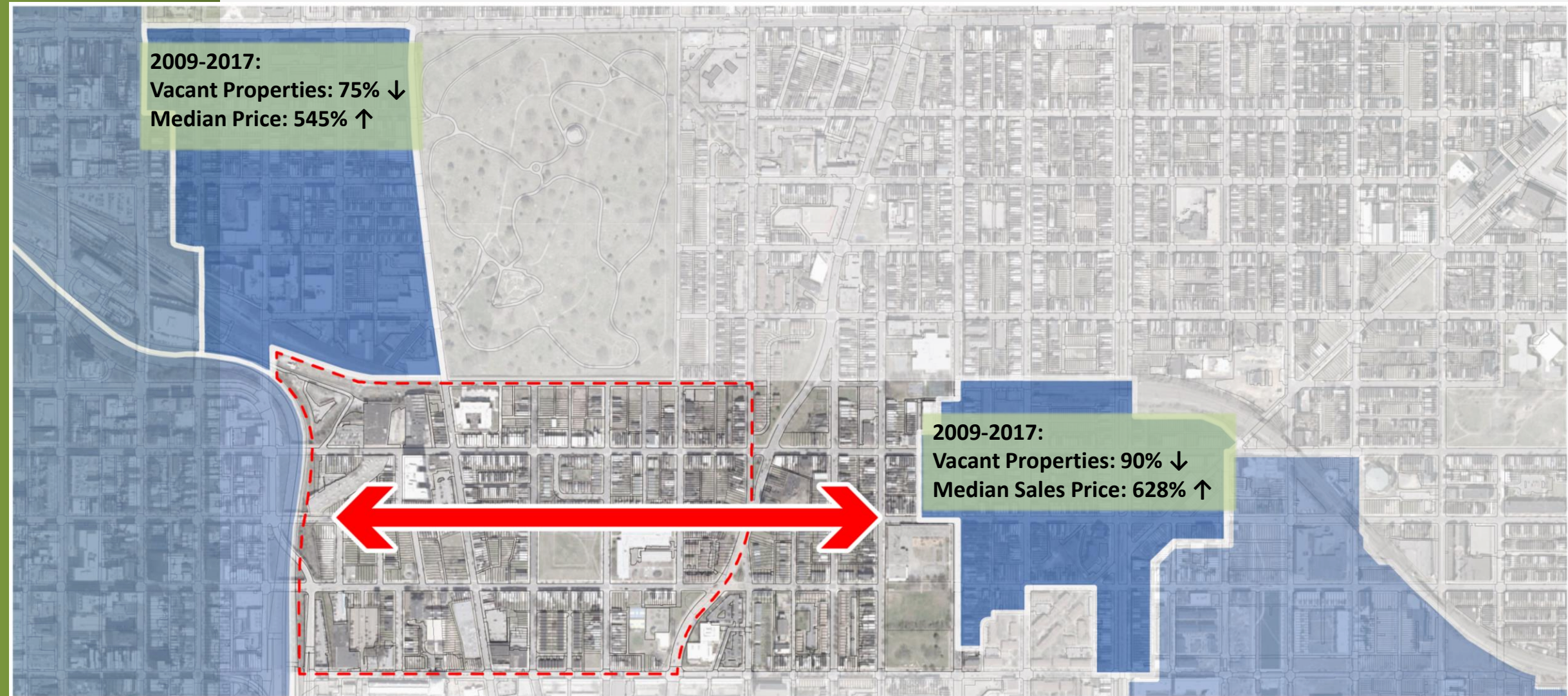
## KEY RESULTS

- **\$35 million** in reinvestment
- **23** single-family homes built or rehabilitated
- **129** units of multifamily housing created
- **1** playground and splash park created





# NEXT INVESTMENT: JOHNSTON SQUARE







# NEXT INVESTMENT: JOHNSTON SQUARE



## PROJECTS COMPLETED OR IN DEVELOPMENT

Scattered-Site Rental Phase I (12 Properties)	\$4.0 Million
Henrietta Lacks Park Phase I	\$1.5 Million
700 East Chase Street (60 Units)	\$15.0 Million
<b>TOTAL</b>	<b>\$20.5 Million</b>

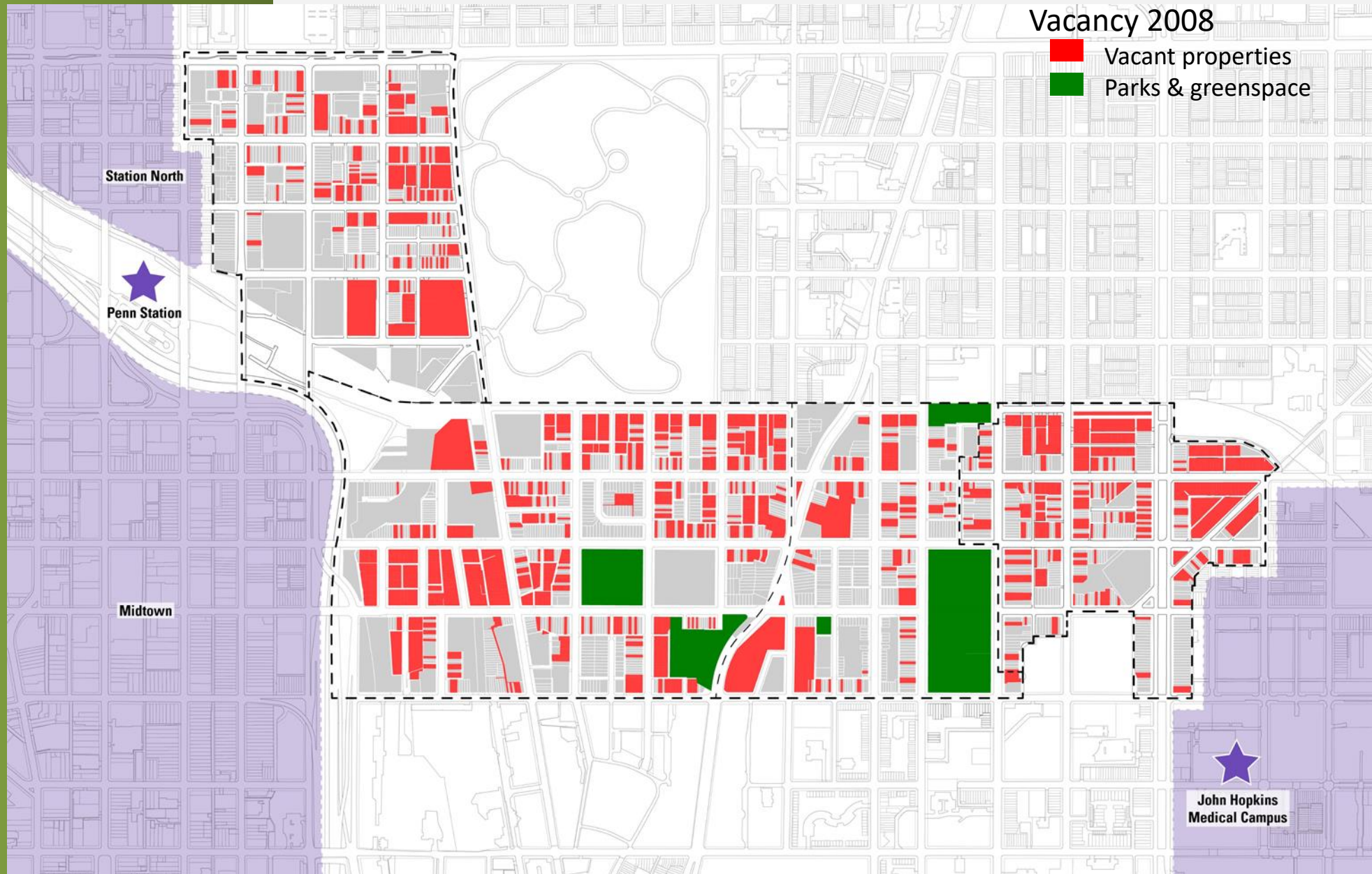
## PROJECTS PLANNED: 2019-2029

Scattered-Site Rental Phase II-V (200 properties)	\$53.0 Million
Brentwood Place (25 For-Sale Units)	\$6.5 Million
Greenmount Avenue Commercial and Retail	\$36.0 Million
Saint Frances Fields and Mixed-Use	\$15.0 Million
Henrietta Lacks Park Phase II	\$1.5 Million
Demolition and Greenway Development	\$8.0 Million
<b>TOTAL</b>	<b>\$120.0 Million</b>

**TOTAL ACTIVE/PLANNED INVESTMENT**      **\$140.0 Million**

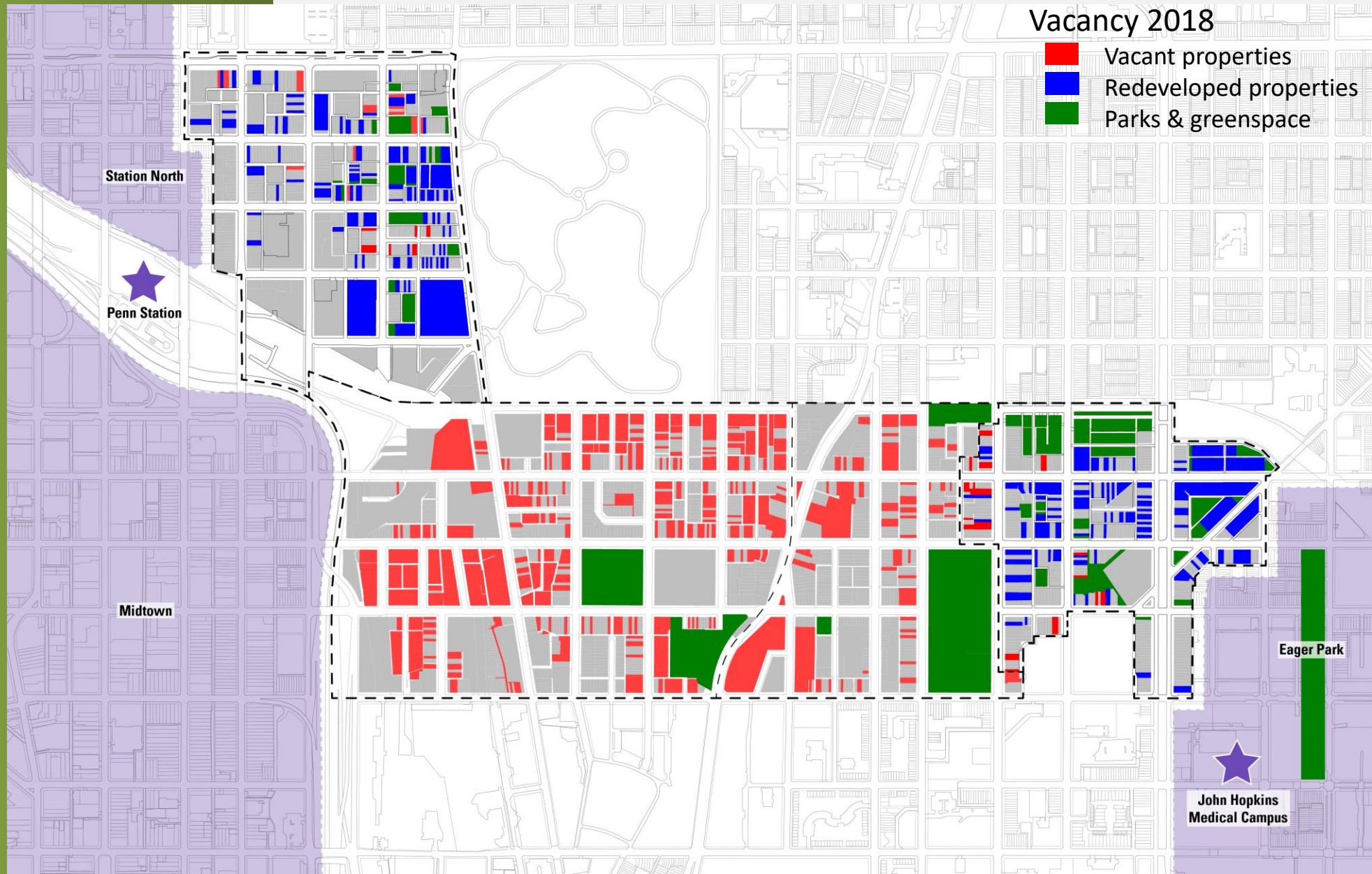


# 20 YEAR INVEST PROCESS



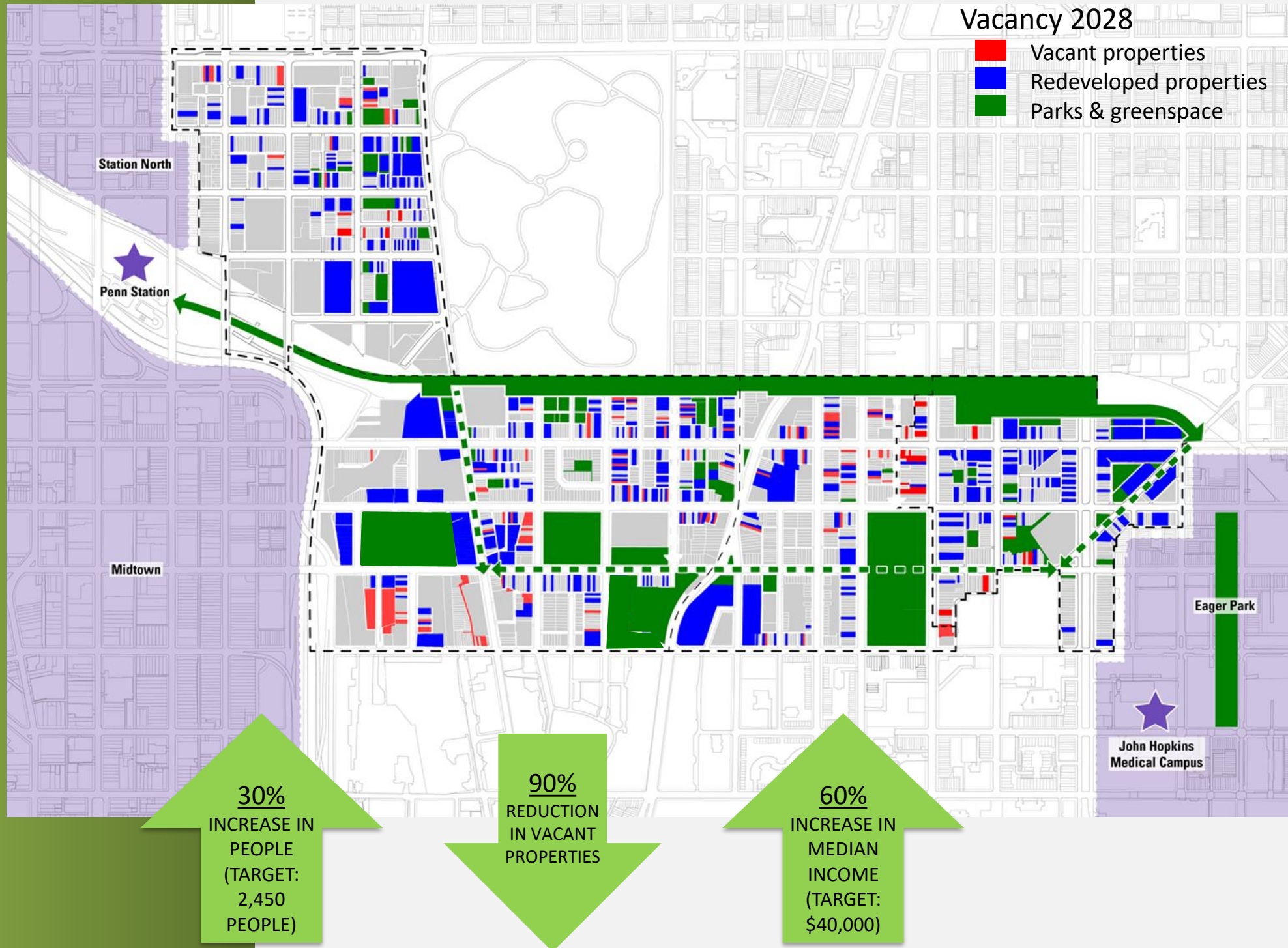


# 20 YEAR INVEST PROCESS





# 20 YEAR INVEST PROCESS





# Affordable Housing Across MD

## The Suburban Perspective

January 2020



9770 Patuxent Woods Drive  
Suite 100  
Columbia, MD 21046  
443.518.7800  
HouseHoward.org







## The Howard County Housing Commission

- Own and operate about 2,000 mixed income units in the County
- Active development pipeline
- No Public Housing
- Administer about 1,350 Housing Choice Vouchers



9770 Patuxent Woods Drive  
Suite 100  
Columbia, MD 21046  
443.518.7800  
HouseHoward.org



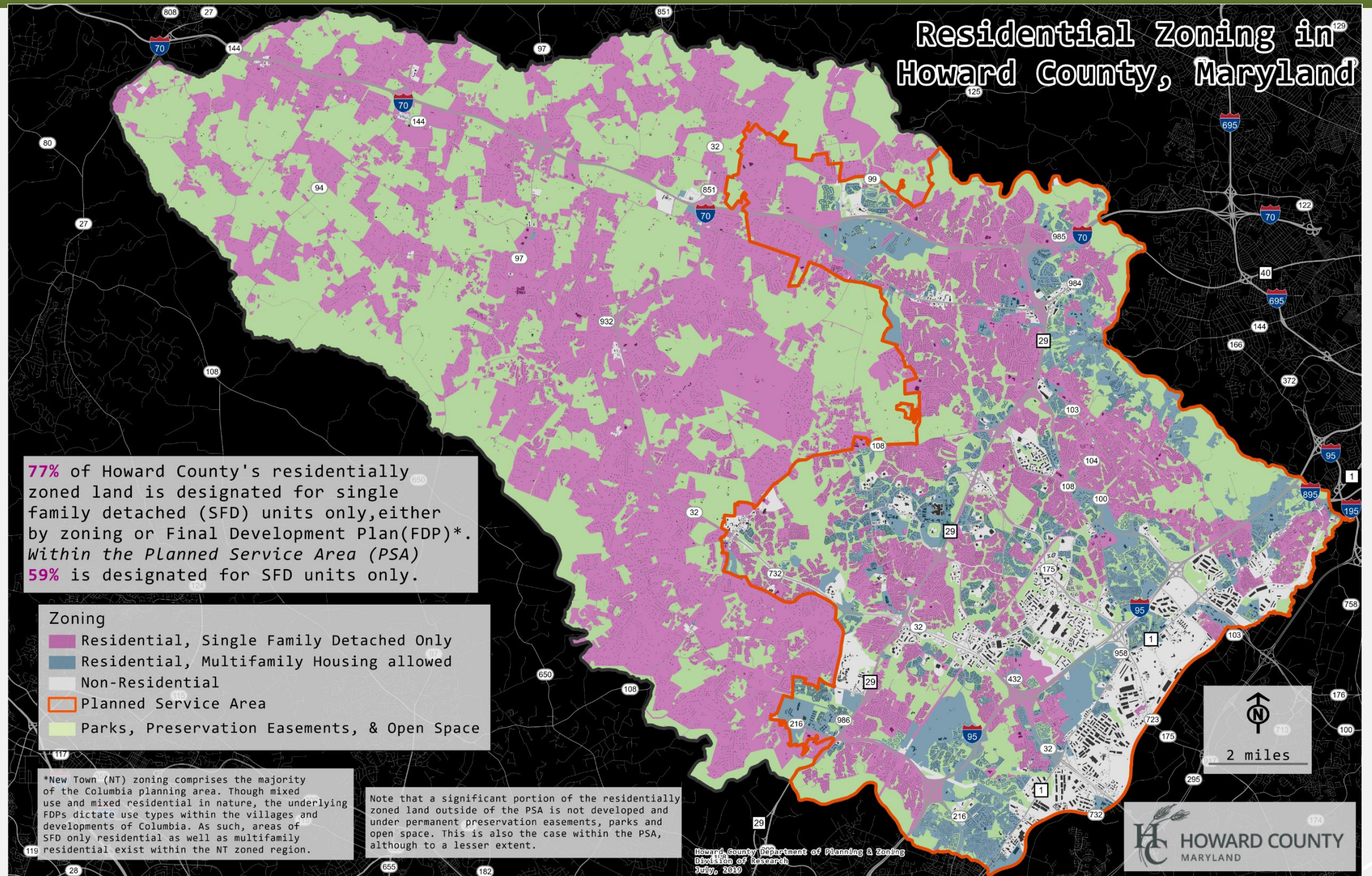






# Howard County Land Use – The Map

- 17% of County Land is available for Multifamily
- 77% of Residential is Single Family
- Within PSA, 59% of Residential Land is Single Family







## Contact

Peter Engel  
Executive Director  
Howard County Housing Commission

9770 Patuxent Woods Drive  
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Columbia, MD 21046

443-518-7825  
[pengel@househoward.org](mailto:pengel@househoward.org)

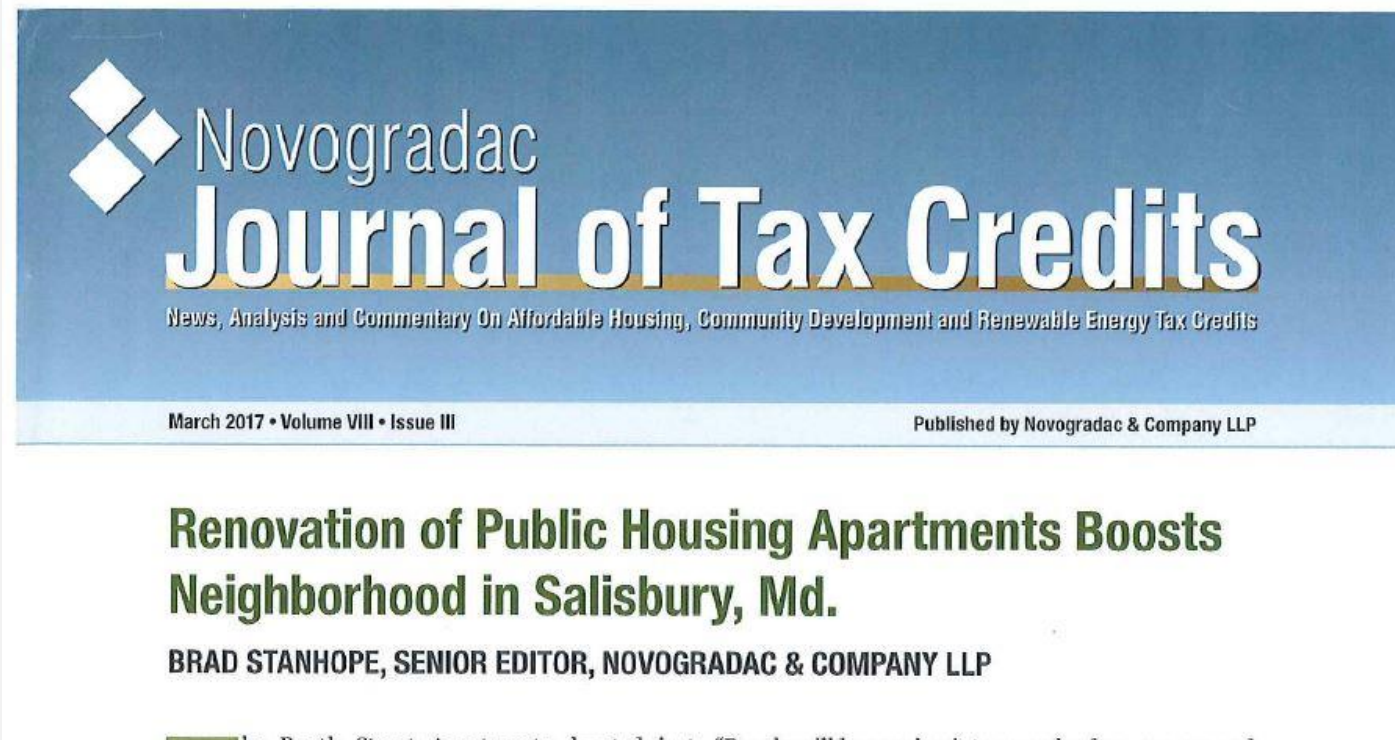


9770 Patuxent Woods Drive  
Suite 100  
Columbia, MD 21046  
443.518.7800  
[HouseHoward.org](http://HouseHoward.org)





# The Square at Merritt Mill & Stone Grove Crossing





**Contact:**

**Don Bibb Executive Director Wicomico County Housing Authority &  
the Crisfield Housing Authority**

**900 Doverbrook**

**Easton, MD 21601**

**410-822-5358**

**Email: [don001\\_hctc@verizon.net](mailto:don001_hctc@verizon.net)**



# St. Ambrose Housing Aid Center

Since 1968 Our mission is to create, preserve and maintain equal housing opportunities for low and moderate income people, primarily in Baltimore City, and to encourage and support strong and diverse neighborhoods

# Started in 198

HOMESHARING  
Started in  
1988

Home sharing is an affordable option primarily for single adults on a fixed income.

# How does it work?

- Home owners who have extra space in their homes agree to become a provider
- Home Seekers who meet the qualifications match with a provider and the match begins
- Every 30 days up to 1 year we check in on the match to see how well its going

# Screening Process

- HP'S complete an application with specific details about themselves, homes and space available
- Homesharing staff visits the home, interviews the HP to determine HP Profile. Room size and rent amount.
- HS interviews with a counselor, submits references, goes through a budgeting session, completes all of the necessary paperwork
- Once this is done our staff begins the matching process

# COST

The HP pays an initial \$50.00 application fee

The HS pays anywhere between \$20 and \$80 DEPENDING ON THEIR INCOME.

Match fees are double the application fee for the HS and 1/3 of the first months rent for the HP

# Who are we serving?

- Singles aged 40-88
- Low income earners
- Aging in place adults
- Battered women
- Homeless youth
- At risk for homelessness/homeless
- Aging out of foster care youth
- Single Parents with one child
- Seniors who want to remain in their home

# FUNDING !!

- **Community Development Block Grants**
- **Department of Aging**
- **Foundations**
- **Private Donors**
- **Agency Allocations**
- **Baltimore City Youth Fund**
  
- **We never have enough funding!!**

# Why do Homesharing?

It's a creative solution for helping with the shortage of affordable, stable housing issue we are currently facing



## Contact Information

Karen Heyward-West, Director

St. Ambrose Homesharing

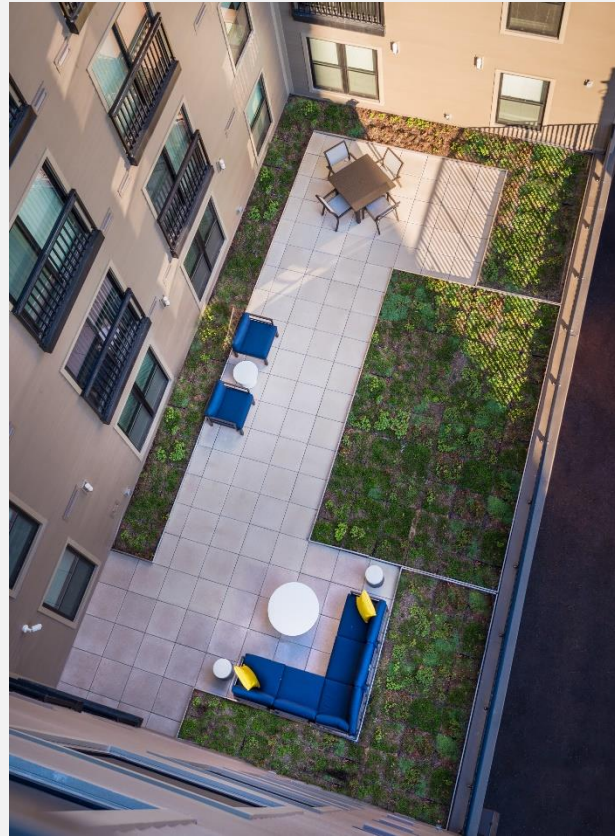
321 East 25<sup>th</sup> Street

Baltimore, Md 21218

410 366-6180

Karenh@stambros.org

# Affordable or Market?





# Affordable or Market?





# Affordable or Market?





# Affordable or Market?





# Affordable or Market?

