

SHARED HOUSING

Across our region there is a severe lack of affordable housing. Shared Housing is a way to help solve that problem.

Shared Housing:

- increases access to stable housing
- decreases vacancies



How to Connect with Landlords:

Establishing working relationships with local landlords is built upon common connections and deep listening.

Key to ensuring a strong partnership is affirming the landlord's real estate goals, timely acknowledgment of any concern and addressing problems in real time.

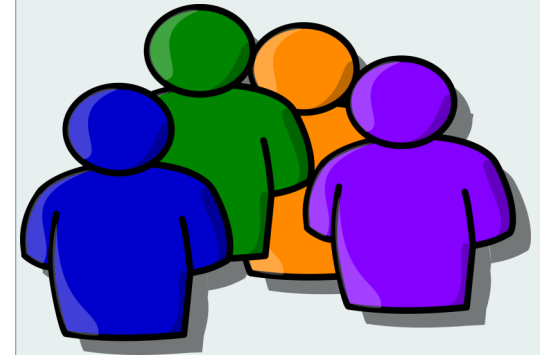
Ongoing mutual respect and transparency sustain future landlord openings.



**Shared Housing
Institute**

Sharing Housing Landlord Engagement

Desk Guide



SHARED HOUSING

Shared housing is a housing norm; an option when two or more tenants rent a unit or house, have own bedroom, and share common spaces.



LANDLORD BENEFIT CHECKLIST

- ✓Deposit Assistance for qualifying households
- ✓Timely Rent Payments from both tenant and agency
- ✓Case Management with tenants who receive rental assistance
- ✓Rental Assistance for households that meet income requirements



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Sharing Housing Works for Landlords!

- ✓No more advertising costs, agency works to fill vacancies
- ✓ Agencies may have risk mitigation, vacancy loss funding



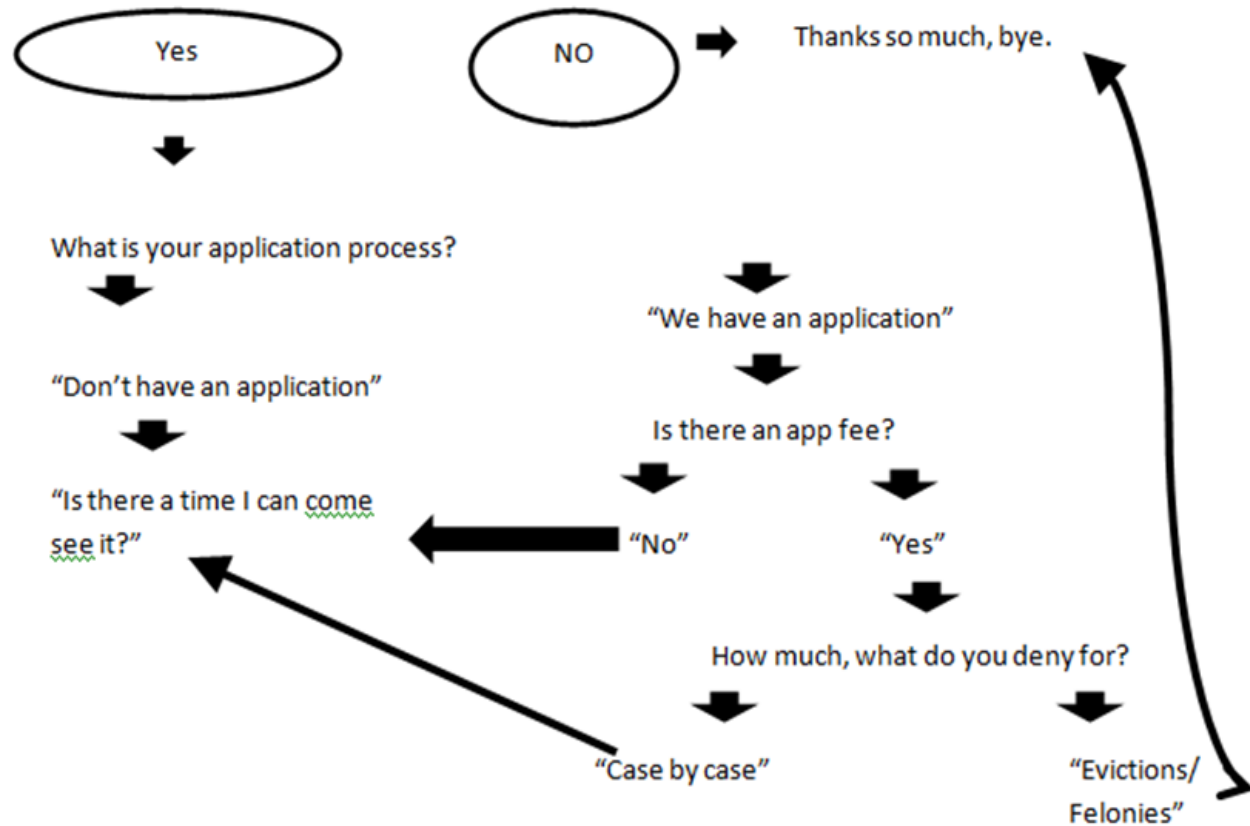
Empower the client to call landlord on their own, when appropriate, to ask:

- *Is the unit available?*
- *What is application process?*
- *Can I see it?*
(share client guidance flow *)

Unit Availability Search Tool

Hi, my name is _____ and I am calling about your ad on _____ (website, newspaper or sign) for the unit on _____.

Is that unit still available?



*Client guidance based on The Road Home, Utah Shared Housing Tools



Landlord Pitch Points:



- **Housing/service supports educate, mediate, problem solve as issues arise.**
- **Staff fill vacancies, and help match new tenants for compatibility**
- **Should an issue arise, staff provide support as needed with shared housing tenants.**
- **Landlord incentive funds may be available for Shared Housing**

Shared Housing

Helps End Homelessness

Community Client Supports

Quickly Move People into Available Units

Decreased Vacancies

Decreased Financial Stress

LL FAQ's: How do you decide which tenants share a unit?

Tenants participate in a matching process to help increase compatibility.

What happens when a tenant does not pay rent or vacates early? LL informs housing specialist who then troubleshoots with tenant for non-payment. Housing specialist identifies another tenant for vacancy.

What happens if there is conflict among tenants? Housing specialists trained in conflict mediation can support tenant relations.

On Utilities: LLs can cap utilities at a certain amount, tenants pay extra if over.

What supports are provided? Housing staff educate, mediate, problem solve as issues arise,

LANDLORDS WIN with Shared Housing:

Cost of two bedroom rental = \$1,300 with SH

(\$650/tenant w/ utilities)

Without Shared Housing:

Cost of two bedroom rental = \$1,100