

Finding Shelter: Affordability Squeeze in a Tight Texas Housing Market

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Presenter Paul A. Lynn, CCIM



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- **Senior Managing Consultant, Hilco Real Estate, LLC,**
- **45+ Years as Licensed Real Estate Broker**
- **Brokers' Licenses - 6 States, Auctioneer - TX**
- **30+ Years doing Real Estate Auctions**
- **30+ Years as CCIM**
- **Published Numerous Articles**
- **Presentations to Many Professional Audiences**
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Houston Housing Authority (HHA)

- Offered 175, Closed and boarded up Properties
- 1 day auction event generated \$8M+ for HHA, 500 +/- Attendees
- Sold and closed all properties
- Part of 400+ property Scattered site home program from HUD
- Average sales price \$48,000
- Rehab needs, \$5 - \$30 K



ABSOLUTE AUCTION
174 Residential Properties Throughout Houston

Saturday
Nov 12th

- 171 single family homes
- 3 residential lots
- Average home is 1,504 +/- SF with 3 or 4 Bedrooms
- Many homes need renovation
- Located throughout Harris and Fort Bend Counties in the Greater Houston Metro Area

For further information and details:
866-575-6131 ext. 175
natresauctions.com/hha

National
Residential
Auctioneers

San Antonio Housing Authority (SAHA)

- 80+/- Homes and Lots Offered
- 1 Day auction, users and investors
- Generated \$1.8M sales
- Mostly surplus properties of SAHA

80+ Homes & Lots in San Antonio, Texas

PROPERTY PORTFOLIO AUCTION

San Antonio Housing Authority (SAHA) is auctioning 80+ homes and development lots in a one-day auction event! The properties are located throughout San Antonio.

<p>Buyer Seminar: A Buyer Seminar will be held on Wednesday, August 26, 2015 at 7:00pm at The Park Church located at 2605 Courtmead Road, San Antonio, TX 78209. Registration begins at 6:30p.</p> <p>Open Houses: The homes will be viewed on September 7, 2015 from 10:00am to 1:00pm and 2:00pm to 4:00pm. Please see catalog for property specific details. The vacant lots may be viewed at your leisure.</p> <p>Off-site Auction Date: September 21, 2015. Registration begins at 9:00am.</p> <p>Off-site Auction Location: Harry E. Gonzalez Convention Center, 300 East Market St., San Antonio, TX 78205.</p>	<p>Directions to the Convention Center: The convention center is located on Market Street just east of E. Alamo Street. The main entrance to the convention center is on the north side of Market Street. There is paid parking on the street and in various parking garages.</p> <p>Auction Day Schedule: Registration will begin at 10:00am. The NPO Only Auction will begin at 11:00am. The Public Reserve Auction will begin at 11:30am, and the Absolute Auction will begin at 1:00pm. There are approximately 150 properties for sale. If you are a successful high bidder, please bring your additional time for completion of the contract signing process.</p> <p>Pre-Registration/Check-in: You may register early for the auction and avoid long lines on auction day. Simply download the Pre-Registration Instructions from our website, thoroughly read and understand the Auction Purchase and Bid Agreement and the Terms and Conditions. Then sign the Terms and Conditions and the (100-894-7076) or send them to saaha@saaha.org or send them to saaha@saaha.org by Wednesday, September 16th at 10:00 PM CDT. Once AmeriBid has received the required documents, we will send an email confirming your registration. When you arrive at the auction, go to the "Pre-Registration" table and present your confirmation email, government-issued ID, and proof of funds for deposit. We will have your bidder number waiting for you. This is the fastest way to register for the auction.</p> <p>On-site Registration: Bidders will be required to read, complete and sign the Bid Auction Terms & Conditions as well as present a government issued ID and certified funds (certified funds requirements have not been met). Once registration is complete a bidder number will be assigned. On-site registration will be open at 10:00 AM on Saturday, September 19th and will remain open throughout the auction.</p>
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Deposits: Bidders are required to provide cash or cashier's check, money order or bank draft at the time of registration in a minimum amount of \$500 per property on the basis of a bidder's cash, money order or bank draft to be used for your actual deposit. NO PERSONAL OR BUSINESS CHECKS OR CREDIT CARDS WILL BE ACCEPTED AT THE AUCTION FOR MINIMUM \$500 REGISTRATION DEPOSITS - NO EXCEPTIONS. The deposit MUST be received by the submission of 10% of the bid price for each property you purchase. Checks should be made out to you and not made out to AmeriBid. Company or reserve agent upon being recognized as the winning bidder. Third required deposit amount shall equal 10% of the Total Purchase Price. Personal checks will be accepted for any amount over the minimum cash requirement of \$500. Any additional deposits over the 10% made at the auction will be applied toward your total purchase price at closing. The deposit will become your actual down payment and the balance of the Total Purchase Price will be due at closing, not on the day of the auction.

On-line Bidding: If you cannot be at the auction on September 21st, and you are not a Non-Profit Organization, you may submit bids during the auction or online bid online via the AmeriBid online bidding platform. Click on the "Online Bidding Requirements" and follow the instructions. You must contact our office and we can guide you through the process. To bid online, present complete set of the registration process by Wednesday, September 16th at 10:00 PM CDT. Additional requirements include receipt of a Minimum Deposit of \$500 per property by wire transfer into the Auction Company's secure account, retaining the signed Auction Terms & Conditions to the auction company and agreeing to pay an additional 1% Buyer's Premium online buyer's commission fee at closing.

Don't Miss This Opportunity!

- Non-Profits Welcome
- Online Bidding Available
- Buyer Seminar August 26th

For more information, please contact Fernando Palacios at 877.933.7779

Summary of Terms, Conditions, and Instructions: The representations or warranties, approval, or approval as required by the Seller or Auctioneer. All properties being sold "AS-IS, WHERE-IS" in order to bid at the auction, a non-refundable deposit of 10% (10% minimum) of the purchase price is required and closing within 30 days. No Bidding participation offered. Complete terms and conditions will be provided prior to auction day.

License Information: Paul A. Cass, Jr. Agent, LIC. TX. Broker/0449, Paul A. Cass, TX. 049207

Whether you're a home owner, investor, developer, Non-Profit organization or just looking for a good investment, this is your opportunity to buy one or more of the homes and development lots from the San Antonio Housing Authority (SAHA). At auction there is a unique opportunity for you, the buyer, to "name your own price" for these properties located throughout the San Antonio area. SAHA has received many of these properties for a number of years and has decided to auction these properties placing them back into the private market for sale. Find out more or schedule a tour with SAHA. All organizations will be given special consideration to purchase lots in a special "NPO Only" auction prior to the public auction. It can be important each property before bidding and be prepared to close your purchase within the required 72 day closing period. All properties are sold as is, "As-Is, Where-Is" condition.

Challenges w/Gov Agencies

- **Housing Authorities Est. in 1930's as part of New Deal Initiatives**
- **Local and Federal relationship**
- **Need to be revamped to reflect current state of affordable housing needs**
- **HUD needs to lighten restrictions and rules, Ben Carson recently stated:
“...Bureaucrats are concerned with process, we want to focus on results”**
- **Too much overlap between competing agencies**
- **Need to focus on vouchers and qualifications of users/constituents**
- **Sell off surplus and unused real estate**
- **Develop Public/Private partnerships**
- **Partner with other Non-Profits focused on affordable housing needs**

Manufactured Home Communities

- **99 Manufactured Home Communities**
- **High Quality Communities**
- **Offered in a series of 3 auction programs over 2 years**
- **56 Offered Absolute**
- **Sold – 59 Communities, \$200+ Million**
- **Avg. Cap Rate 7.5%**



Challenges for MHCs

- Most Communities/Govs Restrict Location
- Perceived Financial Stigma
- Offers Affordable housing option
- Financing/Ownership Structures
- MFC need to be operated correctly
- Different than RV parks



Take Away

- **Public Agencies have excess/surplus properties that can be sold to generate funds to fulfill their core mission**
- **Local, State and Federal Housing Agencies need to restructure rules and requirements to encourage more affordable housing options, but not give up on safety concerns**
- **Communities tend to add restrictions, regulations and rules that discourage or limit additional affordable housing options**
- **Public Agencies should serve to qualify those in need vs. being large real estate developers/owners**
- **Public/Private Partnerships need to be created with NPOs and For- Profit developers that will provide affordable housing options**
- **Affordable alternative living arrangements need to be created and encouraged**

Thank you

Paul A. Lynn, CCIM

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