

The Housing Crisis in MA: Housing Lotteries Show that 90% of applicants end up competing for the few lowest income level units made available in the lottery.

Representative 2022 Lotteries for mixed income housing show that close to 100% of applicants are competing for less than 5% of the units in every development.

Lottery	Total # of Applicants	# of applicants <u>only</u> eligible for the 30% or 50% % units	# of 30% and 50% AMI units in the building	% of 30% & 50% AMI units relative to the whole building	% of eligible applicants <u>who will actually receive a unit</u>	# of additional applicants eligible for higher income units only because they have vouchers
A	3021	1987 65% of total applying population	16 (30% AMI units only)	33%	0.8%	301
B	397	202 50.8% of total applying population	10 (30% AMI units)	32%	4.9%	33
C	1449	955	11 (Six 30% and Five 50% AMI units)	21.5%	1.1%	Not collected
D	2035	1299	8 (30% AMI units)	21%	.6%	121

Context: HousingWorks.net has run or helped run 11 lotteries in the Boston area. All these buildings contained units designed for applicants at two or more AMI levels. Samples above are from 2022 and the percentages are representative of all the lotteries.

Findings:

- Only the smallest percentage of eligible applicants who need the housing will find a solution in a lottery;** the housing doesn't address the needs of who is applying.
- Developers can't afford to build properties that do address the need without additional government assistance or innovation.** Developers can't afford to build a property where even the proportion of available units by AMI level matches the proportions of households who can afford them (i.e., 96 to 99% of the units at each property would have to be at the 30% AMI level to match what is needed).
- The Affordable Housing Plans and 40-B may help the middle class, but have not, and do not, address the thousands already sitting on low-income waitlists.**
- The data raises important questions about how affordable housing is being underwritten:**
 - whether mobile vouchers can be better integrated into new affordable housing (for instance in Inclusionary Development Policy (IDP) units), and
 - how new programs (such as the Boston's new rent subsidy program) can address this serious shortcoming of the affordable housing sector. *HousingWorks.net data has already helped explore this area by being a part of the Boston Rent Subsidy Coalition team that convinced Mayor Marty Walsh to make Boston the second city in the country to fund its own voucher program that converts so-called "affordable units" into truly affordable units. The pilot program, now in its second year, could convert 1000 such affordable units to truly affordable, but does not on its own address the staggering remaining need.*

Credits:

Data Conceptualization, Data Conclusions, Editing, Chart and Report Design

Liz Hauck, John Kraft, Daniel J. Curley, Mat Thall, Michael Kane, Thuan Nguyen, and Dan Derman

The Data Set Explained: What is the data? Where do the numbers come from? How are they Real-Time?

HousingWorks.net is comprised of three modules of service and data collection:

THE FIRST MODULE lets applicants and housing advocates locate and apply to all low-income housing across the [40+ different independent housing inventories](#). The first component allows applicants to anonymously search for and download applications free of cost. The second component is a subscription-based program for advocates to enter applicant information and download applications that are prepopulated with the entered information. This second component records and stores applicant information the moment they start applying, and updates information every time an applicant applies for any other housing property. This makes HousingWorks.net the only system that can quantify and unduplicate applicant information across private and public housing properties.

THE SECOND MODULE is the only a comprehensive inventory listing of truly low-income housing in Massachusetts tied with a subscription-based waitlist software and service for low-income housing administrators. This service product lets us build and update waitlists for more than 125 properties, mostly on the Eastern side of the state. This module allows HousingWorks.net to quantify and unduplicate applicant information up to the moment they are housed or rejected for housing. This module is connected to the first module so that HousingWorks.net also has comprehensive data on applicants from the moment they first apply to the moment their housing search ends across numerous, independent housing properties.

THE THIRD MODULE is a real-time data reporting system. Since applicants sit on waitlists for years, it's necessary to pull data from the first two modules to achieve a clear picture of the relationship between the applicant population and the housing inventory. Our datasets pull from the two service modules and the data sets are a byproduct of the increased service, which is a crucial feature. Further, by combining these two unique sets of data, these interactive modules allow HousingWorks.net to run real-time, supply-demand data comparisons that have never before been available; data that identifies gaps and can help suggest more efficient policy and planning.

Since its inception in 2000, the HousingWorks team has understood that it was essential to offer all three modules simultaneously, and that the data module needed to be an automatic side-effect of improved service delivery because data quality is inevitably better when there is an immediate benefit to the applicant – getting housed - and the landlord – filling vacancies.

HousingWorks is alone in being able to provide real-time affordable housing data. **For More Information**

Contact HousingWorks, 617-504-0577 (or 617-304-9961) admin@housingworks.net

