

Addison County
Data Meeting
2024

AGENDA

AGENDA

- 8:30-9: Networking Breakfast
- 9-9:10: Introduction/Agenda/Goals
- 9:10-9:50: Data Trends / Stories / Reflections
- 9:50-10:30: Highlights from Housing Coalition & Discussion
- 10:30-11: Next Step Collaboration

GOALS

- Review and Understand Recent Trends (Forecasting)
- Understand Housing Process/Navigation/Continuum
- Develop Next Steps and Accountability Plan
Regarding Housing
- Identify Future Deep Dives - Frequency of Data
Focused Topics
- Develop at least 1 New Partnership

2024 DATA INFOSHEET

- What surprised you? (Trends, numbers, partners ,etc)
- Highlights
- Reflection or stories of successes/challenges in the past year

COORDINATED ENTRY 101

- Paving the way for more efficient housing assistance, Coordinated Entry (CE) is a process that ensures people experiencing a housing crisis have fair and equal access and are quickly identified, assessed for, referred and connected to housing assistance based on their strengths and needs.

HOW DOES THIS HAPPEN IN ADDISON COUNTY

- The designated CE Lead Agency oversees the CE process in each district.
- **CHARTER HOUSE COALITION** is our lead agency and works weekly with Assessment (11) and Referral Partners* to ensure that all referred participants can complete the CE Assessment within 5 days and are then connected to a housing service provider that will meet regularly to guide households to sustainable housing opportunities.
- ***ANY INDIVIDUAL OR ORGANIZATION can refer**

HOW TO MAKE A REFERRAL?

- Call Charter House, preferably with the individual or head of household. 802-989-8621 or info@chcvt.org
- Contact any of the (11) Assessment Partners – contact list to be provided with follow up
- Provide information to households that may be **at risk** of losing their housing, encourage them to make contact with an agency from the list. There may be financial assistance to help avoid eviction.
- Provide information to individuals and households that have no housing available. Emergency shelter or temporary transitional housing through motels *may* be available immediately.

REFERRAL FORM

COORDINATED ENTRY PARTNERS

CE Partnerships

11 organizations were involved in Addison County's Coordinated Entry as formal partners (signed onto a local partnership agreement) this year.

- Addison Housing Works
- Agency of Human Services - Economic Services Division
- Atria Collective
- Champlain Valley Office of Economic Opportunity
- Charter House Coalition
- Counseling Service of Addison County
- HOPE
- John Graham Housing and Services
- Addison County Parent/Child Center
- Pathways Vermont
- Turning Point Center of Addison County
- United Way of Addison County
- VT 2-1-1

Addison County Coordinated Entry Data Report

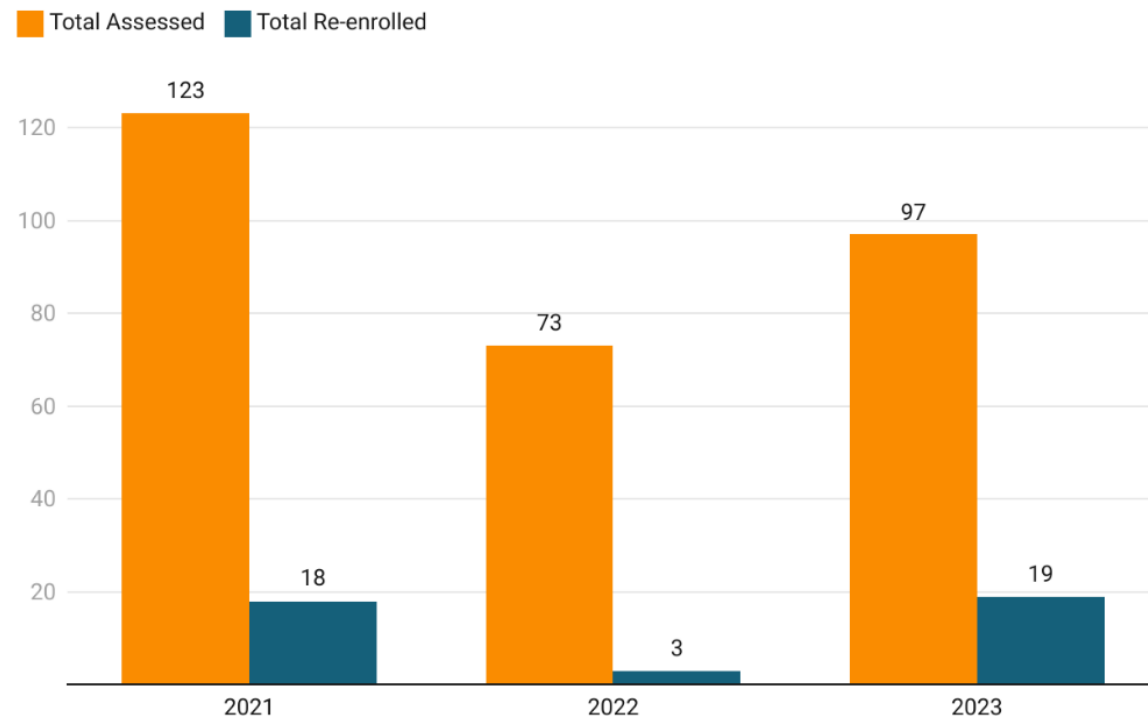
7/1/22-6/30/23

Between 7/1/22-6/30/23 there were 172 households in Coordinated Entry. Data shows that BIPOC Vermonters tend to be overrepresented within the Coordinated Entry system when compared to Vermont's overall population.

Race	Head of Households in Coordinated Entry		Vermont Population
	Exited as of 6/30	Still Enrolled as of 6/30	
White	95%	89%	89.80%
Multiple races	2%	8%	5.80%
Black, African American, or African	2%	1%	1.40%
American Indian, Alaska Native, or Indigenous	0%	0%	0.40%
Native Hawaiian or Other Pacific Islander	0%	0%	0.00%
Asian or Asian American	0%	0%	1.80%

ASSESSMENTS

Coordinated Entry Assessments



Created with Datawrapper

97 households were assessed for Coordinated Entry between 7/1/22-6/30/23.

- 53 (58%) of the households assessed for Coordinated Entry were literally homeless at the time of assessment (place not meant for habitation/unsheltered, emergency shelter, or motel paid for by an organization).
- 19% (20) of the households assessed had been in the CE system at least once before and returned.

EXITING COORDINATED ENTRY

As of 6/30/23, 87 households had exited Coordinated Entry.

- 78% of households who exited Coordinated Entry were identified as being best served by long-term assistance, with 22% identified as being best served by medium-term assistance.
 - Both length of time experiencing homelessness and disability status are taken into consideration when matching households to long-term assistance within the current Coordinated Entry system. It is possible that extended GA emergency housing program stays and self-reported disabilities have contributed to a high percentage of households being matched to long-term assistance.
- 78% of households had at least one member with a self-reported disability.
- 82% of households were composed of adults only; 17% of households included at least one child under the age of 18.
- 8% of households were headed by someone 18-24 years old, with 16% headed by someone 62 years old or above; 76% of households were headed by someone between the ages of 25-61.
- 67% of the households who exited Coordinated Entry in Addison County went to a permanent housing destination, such as rental, homeownership, or permanently staying with friends or family. 45% of households who exited Coordinated Entry across the balance of state went to a permanent housing destination.

REMAINING IN COORDINATED ENTRY

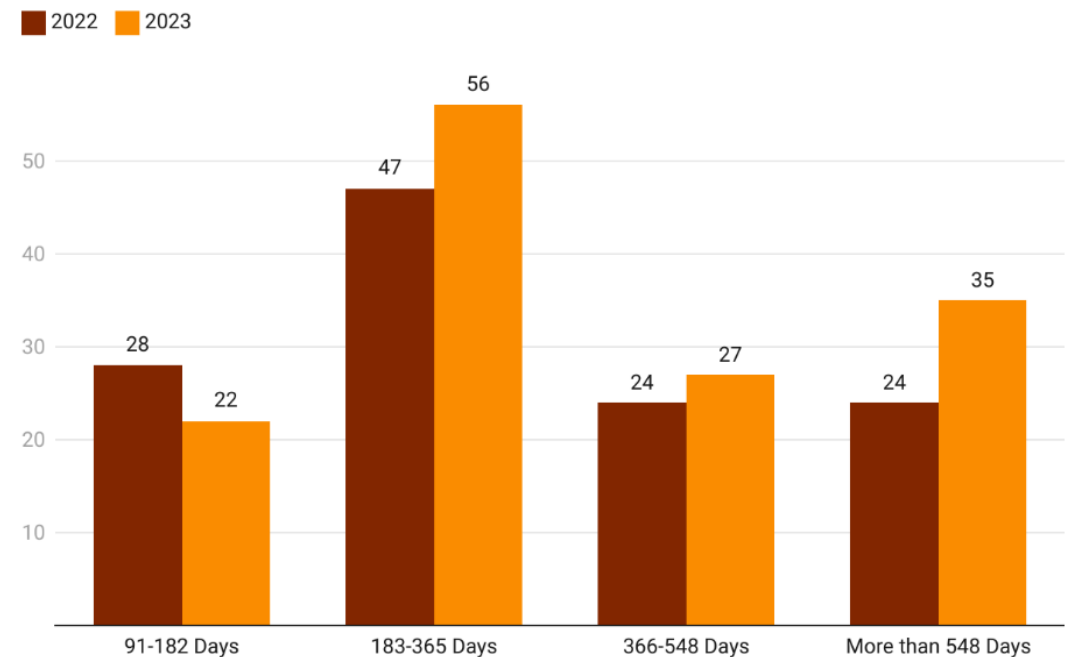
As of 6/30/23, 85 households remained in Coordinated Entry.

- 87% of households remaining in Coordinated Entry were identified as being best served by long-term assistance, with 9% identified as being best served by medium-term assistance, and 2% identifies as being best served by short-term assistance.
 - Both length of time experiencing homelessness and disability status are taken into consideration when matching households to long-term assistance within the current Coordinated Entry system. It is possible that extended GA emergency housing program stays and self-reported disabilities have contributed to a high percentage of households being matched to long-term assistance.
- 74% of households had at least one member with a self-reported disability
- 75% of households were composed of adults only; 25% of households included at least one child under the age of 18.
- 2% of households were headed by someone 18-24 years old, with 16% headed by someone 62 years old or above; 81% of households were headed by someone between the ages of 25-61.

LENGTH OF TIME ENROLLED IN COORDINATED ENTRY

Compared to last year, the Coordinated Entry system continues to see households enrolled for longer lengths of time.

Households Enrolled in Coordinated Entry by Number of Days Enrolled



LEAD AGENCY RESPONSIBILITIES

- **Lead Agency (Charter House)**
- 43% of all households assessed for Coordinated Entry had their assessment completed by the Lead Agency. To monitor the effectiveness of connecting households to Coordinated Entry as quickly as possible, the CE Committee collects data on the time between referral and initial outreach, as well as referral and assessment. This year's data shows that:
 - Initial outreach by the Lead Agency within 3 days of referral occurred with 100% of households compared to 63% statewide.
 - The average number of days between referral and assessment was 2 days (target = 7 days, state average was 4.4 days).

[REFERRAL FORM](#)

KEY TAKE AWAYS

- It takes a long time to house individuals and families
- There are many households with self-identified disabilities (high needs and acuity)
- We are able to house folks quicker in Addison County compared to VT
- 20% of folks are exiting the system (destination) and coming back into CE

Addison Housing Works Overview

Addison County Population
Characteristics

Housing Affordability

Who Is/Isn't Served by
Affordable Housing in Addison
County

Why It's So Hard to Build More
Housing

Housing Data – What It Tells Us

Housing data helps us define the need and gives us information to assess how we are doing at meeting the need, including any gaps

- Population Information: what are the general characteristics of people in our service area that might inform their housing needs?
- Scarcity: how scarce is housing? How many units do we need to meet demand?
- Affordability: how expensive is housing, and how do incomes compare to the cost of housing?
- How is AHW addressing these needs?
 - Who does our housing serve?
 - Who is not served by our housing?
 - Are we keeping up with demand?

Housing Data: Population Information

Takeaways:

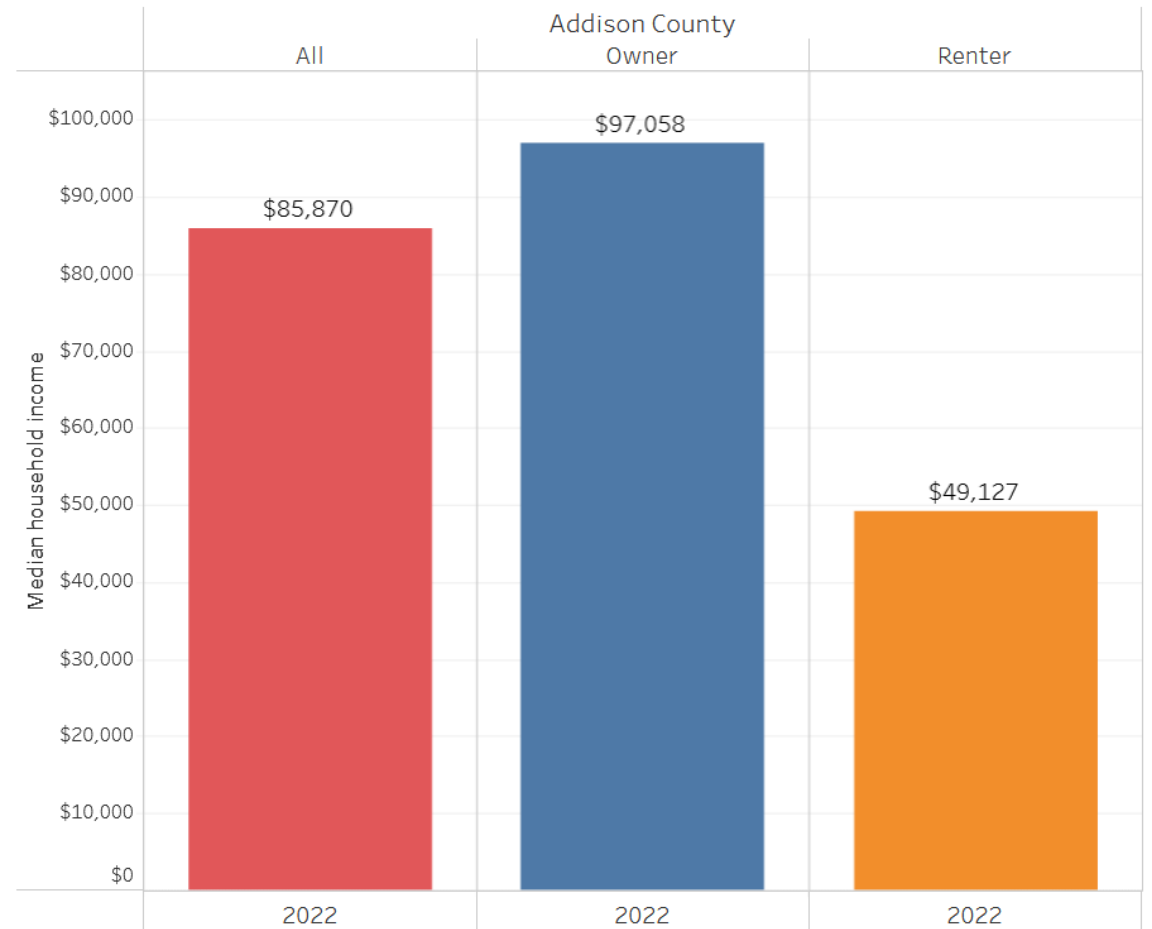
- Population of Addison County is growing slowly
- Households are growing more quickly – more people need housing
- Population is aging and also getting more diverse
- One in four households is renting
- Renters earn half of what owners do on average
- Households are small – mostly one and two people

Median Income, Renters vs. Owners

Median Income:

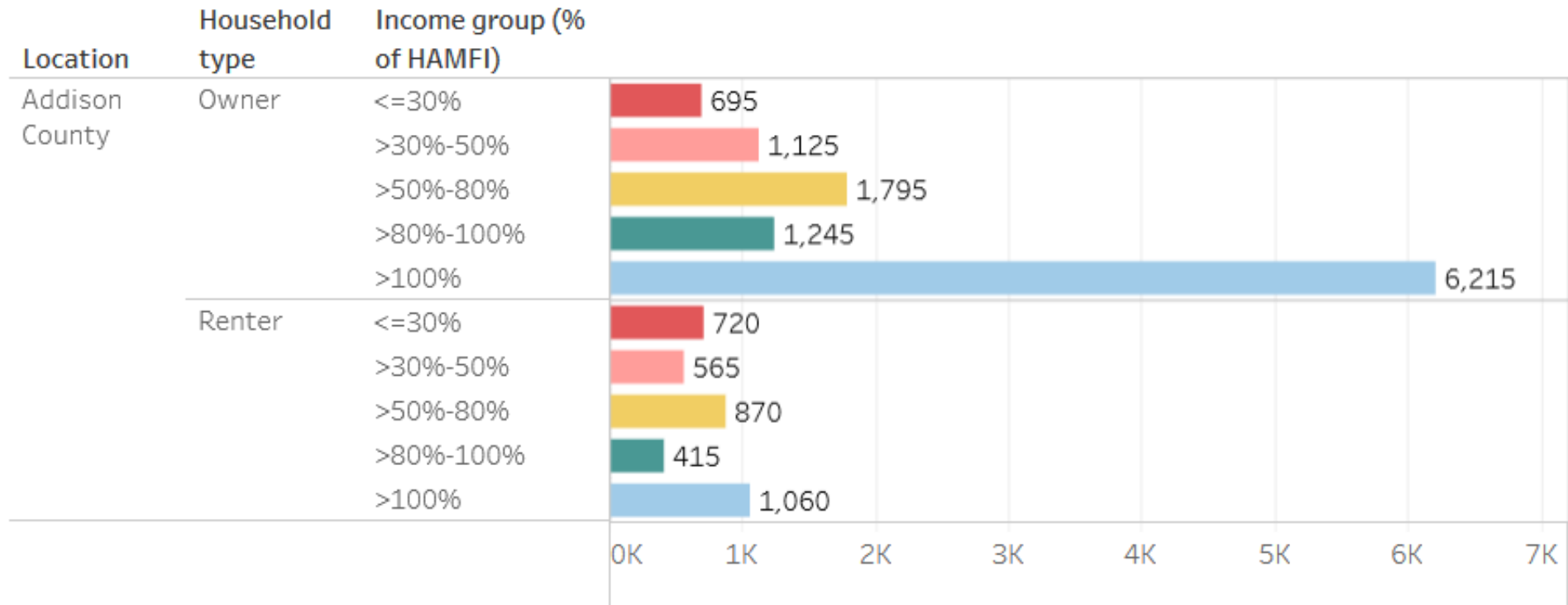
- Renter income is half of owner income
- Median renter can afford \$1,225 per month
- Median owner can afford \$268,000 home price

Estimated median household income by tenure



Income Levels by Tenure

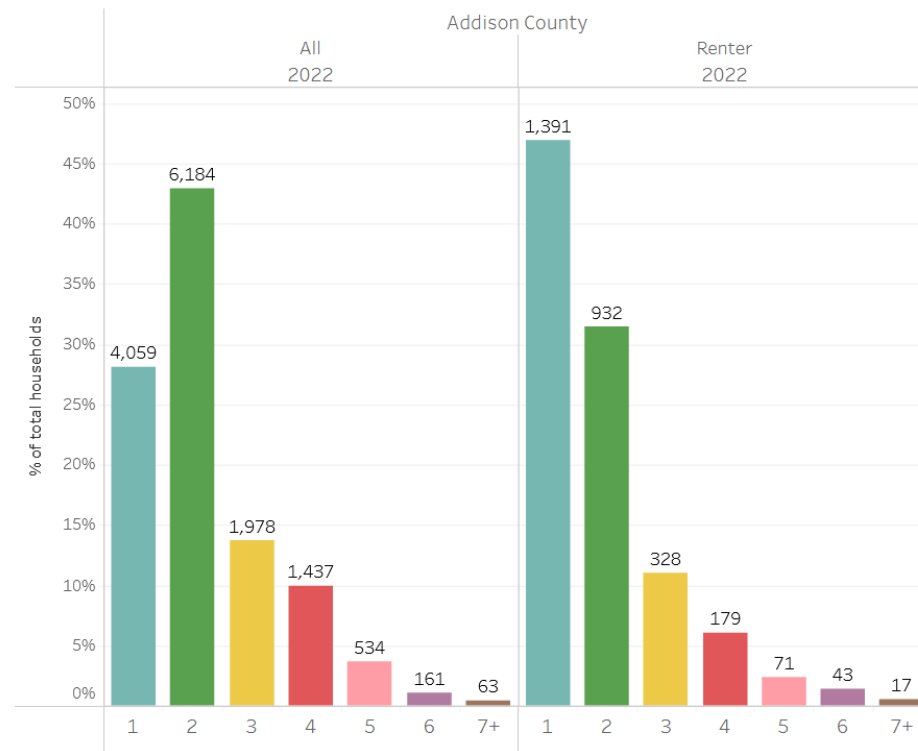
- Most renters earn below area median income (AMI)
- In fact, most earn below 80% of median income
- Over 3,000 households in Addison County earn less than 50% AMI
 - AHW is serving ~16% of renters earning less than 80% AMI



Small Household Size

- Renter households are small – mostly one and two people
- Owner households are slightly larger, but still mostly one and two people
- Average household size
 - Renter: 2
 - Owner: 2.5

Estimated households by number of people



Housing Affordability & Scarcity Data

Takeaways:

- Both rental and ownership housing is **extremely scarce**
- Building permits have continued to stagnate since Great Recession
- The **affordability gap** has widened even further for homeownership as high interest rates exacerbate high prices
- But, renters continue to experience housing cost burden at a much higher rate than homeowners

Waitlist for Affordable Housing Is Long

- AHW averaged 171 Households on the Waitlist in 2023
- About half of applicants (151) were denied or deemed in eligible—they didn't even make it on to the waitlist
- 39 households “leased up” in an apartment in 2023.
- At 2023 pace, it would take between four and five years for someone on the waitlist to obtain housing.
- Including denied applicants, eight households applied for every apartment that became available during the year.

Poverty Is a Factor

- Poverty Rate is 8.8%
- ~1,300 households
- Roughly, less than or equivalent to 30% AMI (\$15k-\$30k depending on household size)
- Probably about 300 AHW households live below the poverty line
- Many more households in poverty than have access to ~500 affordable apartments in Addison County

Households by housing costs as a percentage of household income

Select a view to display:

% of all households

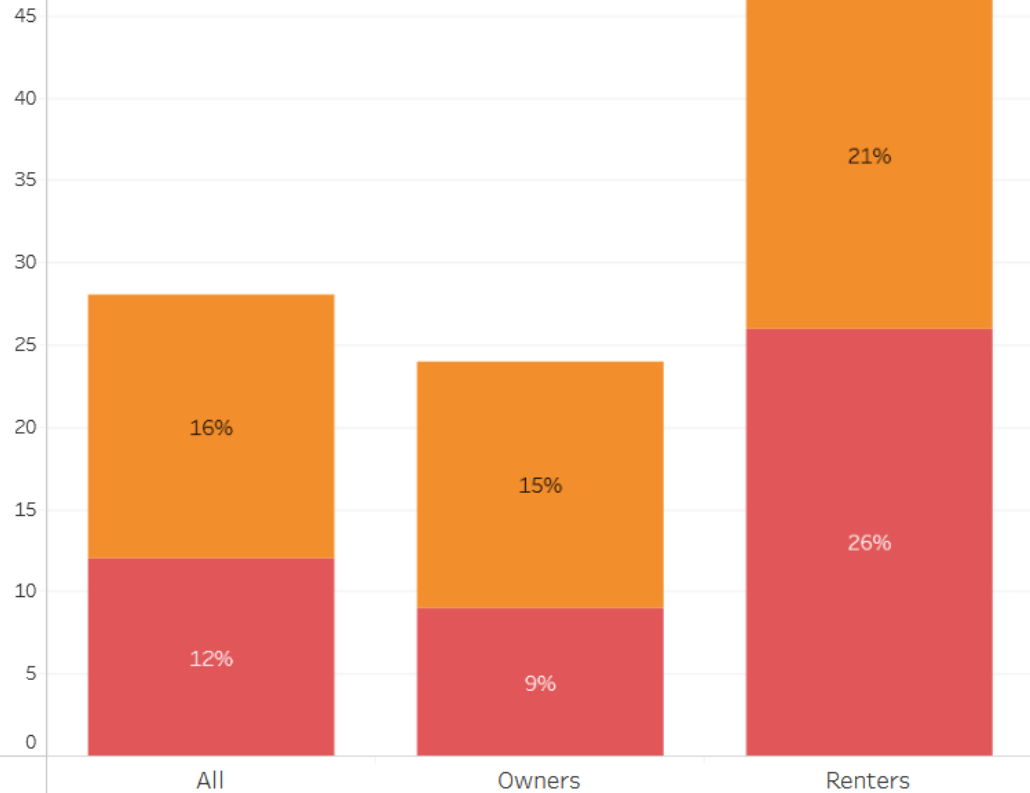
Households

Cost burden level

Paying 30-49% income

Paying 50% income or more

Addison County
2022

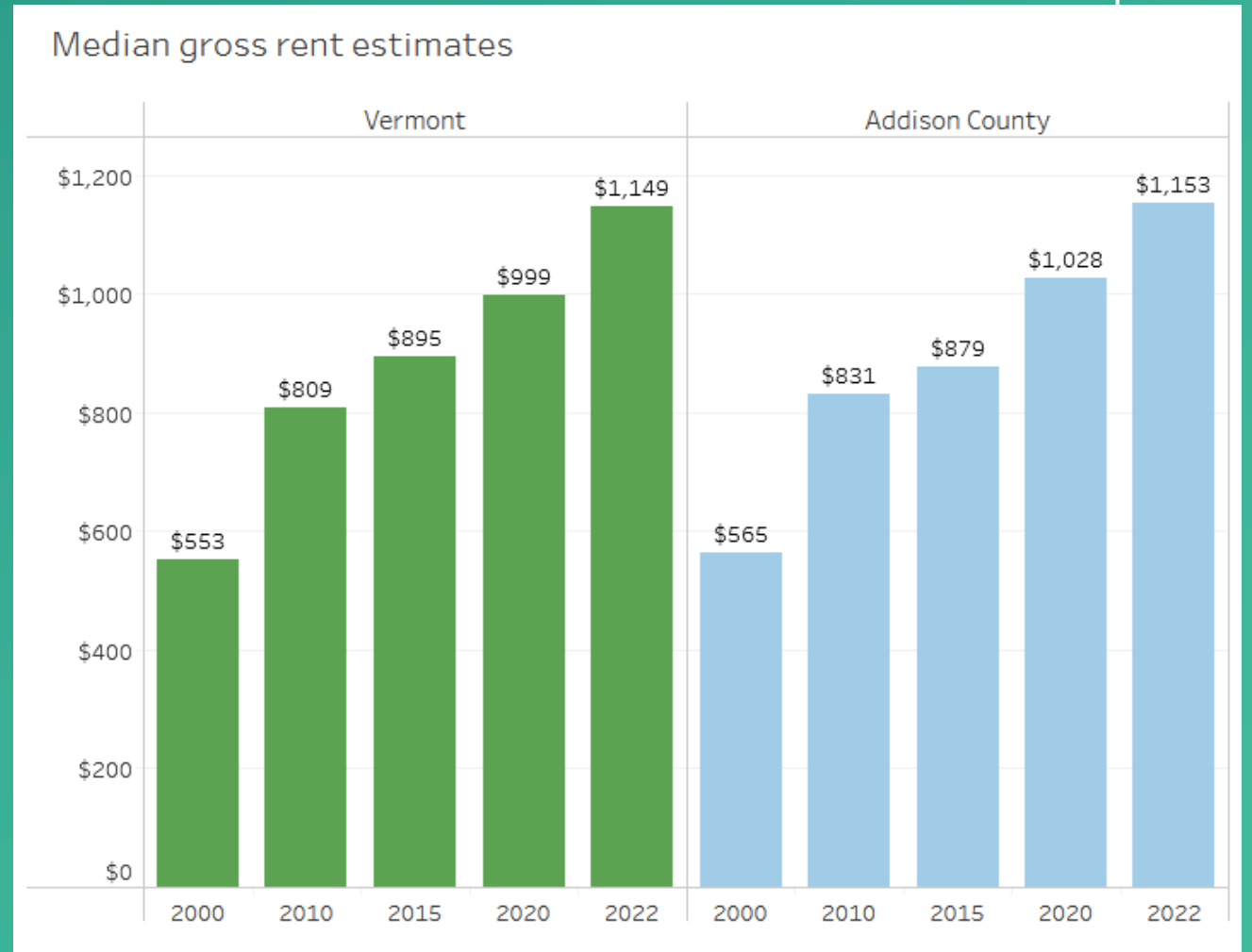


Housing Cost Burden

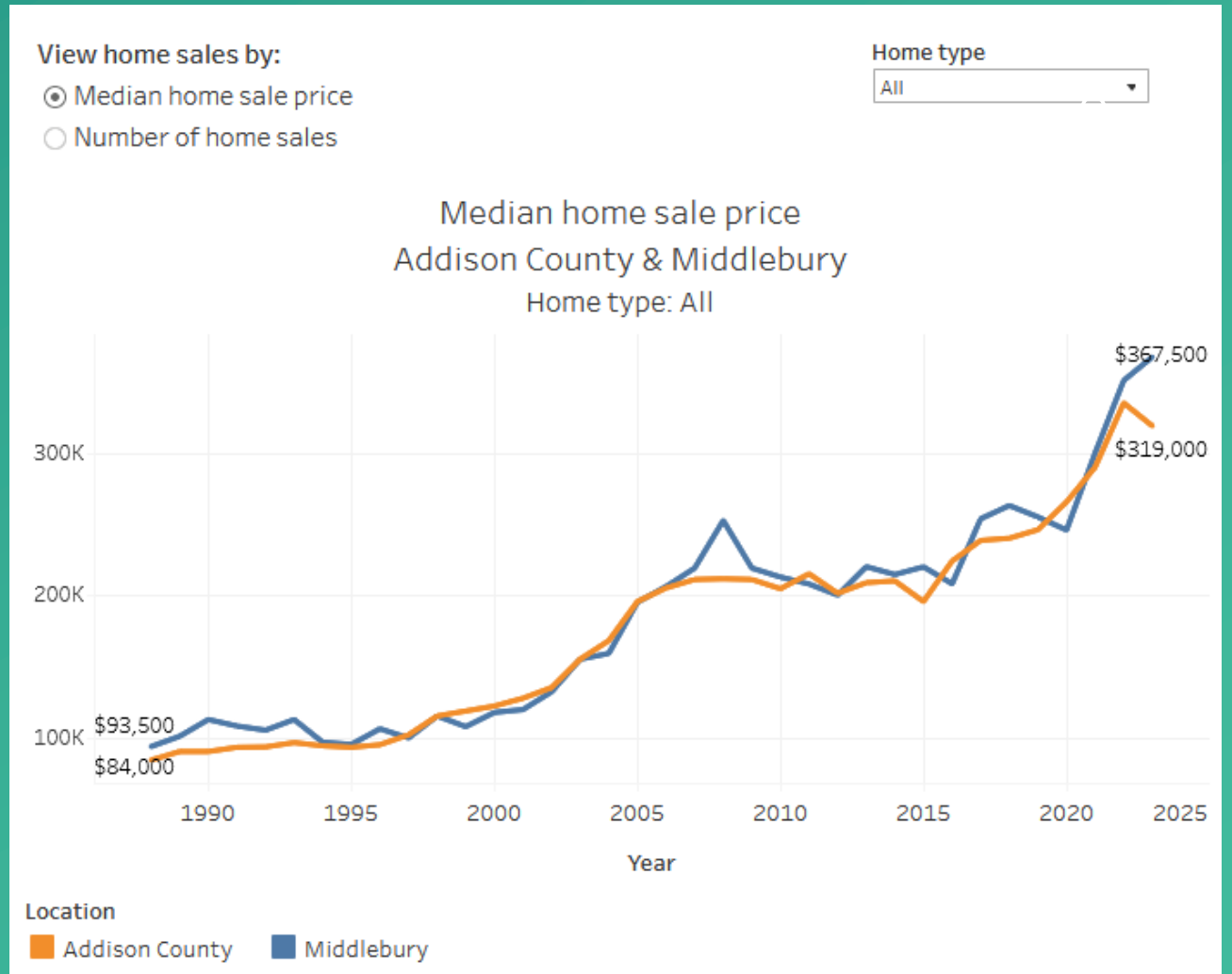
- Nearly half of renters in Addison County are paying more than 30% of their income in rent, the typical threshold considered affordable.
- A quarter pay more than half their income in rent.

Rising Rents

Rent is increasing steadily, with steeper increases since the pandemic



Rising Home Prices



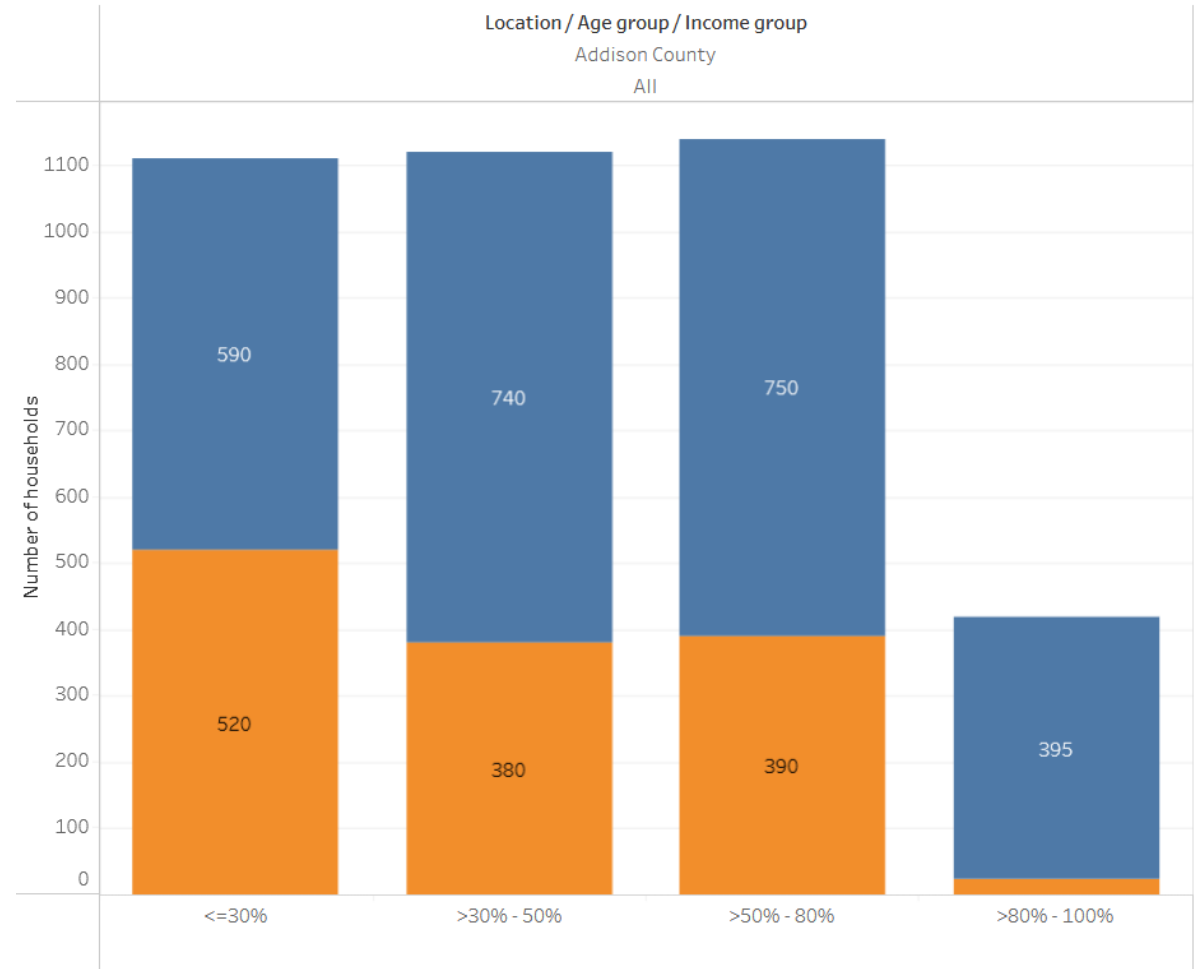
What's “Affordable”?

Income Level	Affordable Rent	Affordable Purchase Price
Household earning \$26,000 (AHW average; ~FT min wage)	\$650	\$71,000
Household earning \$38,000	\$950 (average AHW gross rent)	\$103,500
Individual earning \$20 per hour (60% AMI 2023)	\$1,040	\$110,500
Income needed to afford median rent: \$46,120 (\$43,102 median renter)	\$1,153 (2022 median rent)	\$126,000
Household earning \$51,000 (73% AMI 2023)	\$1,275	\$140,500 (median AHW SEP home price)
Household earning \$85,870 (2022 median)	\$2,147	\$236,000
Income needed to afford median home: \$116,000 (120% median for four-person household)	\$2,900	\$319,000 (median Addison County sale price 2023)

Households At-Risk of Losing Stable Housing

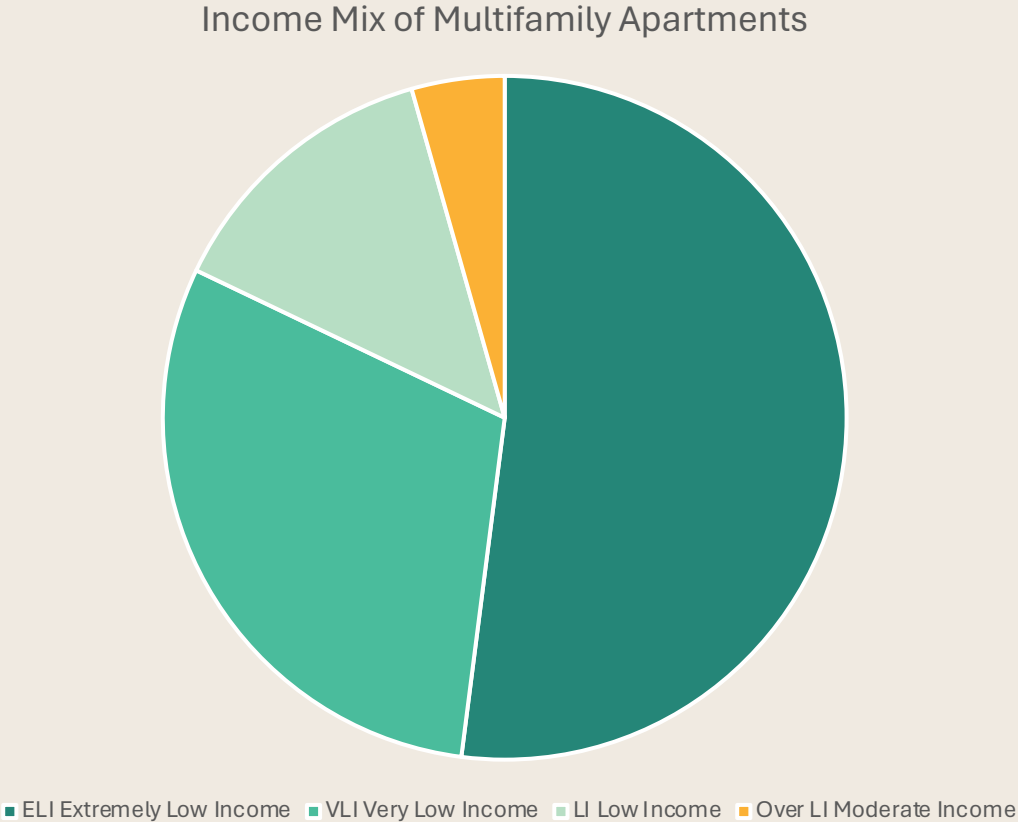
Household type

- Owner
- Renter



Resident Income Mix in AHW Apartments

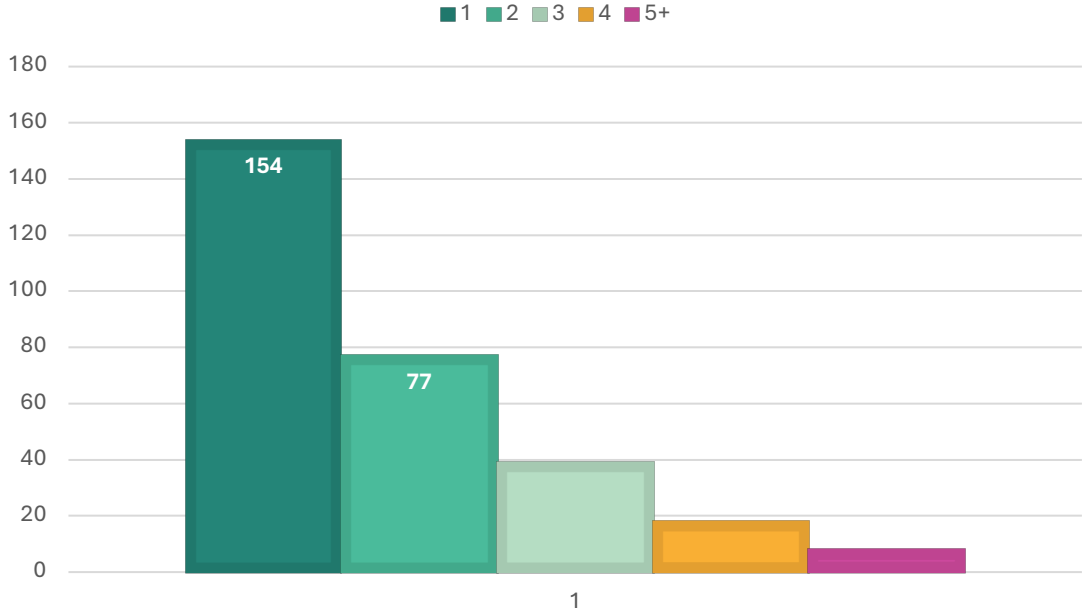
30% AMI	Extremely Low Income (ELI)	154	52%
50%	Very Low Income (VLI)	89	30%
60%	Low Income (LI)	40	14%
>60%	Moderate Income	13	4%



Demographics of AHW Residents

Elderly:	109	37%
Disabled:	94	32%
Female:	202	68%
Median Income:	\$ 21,084	25% AMI

HOUSEHOLD SIZE



Housing the Homeless



14 of 39 lease-ups in 2023 (36%) to formerly homeless households



21.5% of AHW apartments are dedicated to households who were formerly unhoused



Of 88 formerly or at-risk of being homeless households who lived in an AHW apartment in 2023, eleven exited in 2023. Ten were “negative exits” and one passed away.

11% negative exit rate, vs. 3.6% for all apartment residents

Nine of 11 had case management support from a service provider partner



Homeless applicants had an acceptance rate of just 30% compared with 56% acceptance rate for non-homeless households, usually because homeless households were less likely to complete the application process (54% denied for failure to respond, vs. 39% of all denied applications)

How Well?

Housing Retention Rate

- 96% of AHW residents remained stably housed in 2023.
- No significant difference in retention rate for households participating in the Family Support Program

Rent Affordability

Purchase Price Affordability

How Well?

Housing Retention Rate

Rent Affordability

- 211 of 353 households have rental assistance of some kind (64%)
- Those who have rental assistance should only pay 30% of income in rent.
- Average tenant share of rent is \$550, affordable to 20-30% AMI (median AHW renter income is 25% AMI/\$21k)
- 142 residents without subsidy pay below-market rents from \$800 to \$1,000 on average (affordable to households earning about \$32k-\$40k per year)

Purchase Price Affordability

How Well?

Housing Retention Rate

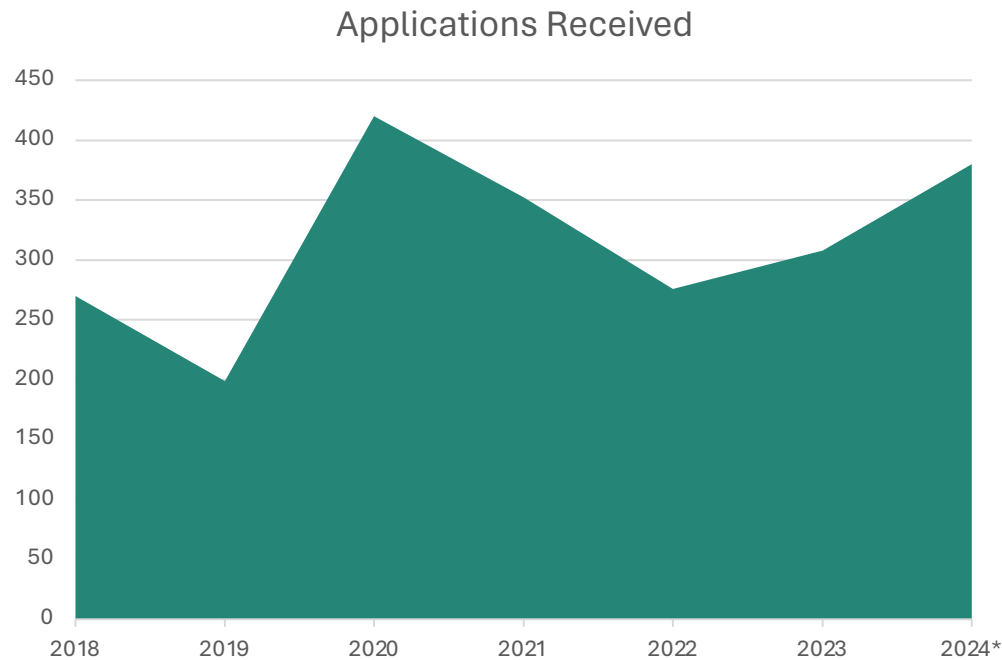
Rent Affordability

Purchase Price Affordability

- Median Appraised Value of Resales 2016-2022: \$201,000
- Median Purchase Price to Buyer: \$140,400
 - Affordable to household earning \$51,000 (60% AMI)
- Average Appreciation Earned by Seller (25% of total): \$4,332 over 7.7 year average holding period
- Buyer Driven: Up to \$80,000 for a home price up to \$300,000 → net price = \$220,000
 - Affordable to household earning \$80,000 (93% AMI)

2023 Application Data

- 308 unique applications received in 2023



Median Income	\$22,963
Median Age	44
Average Household Size	1.8
Average Processing Time (Days)	25
Female Head of Household	68%
Formerly Homeless	41%

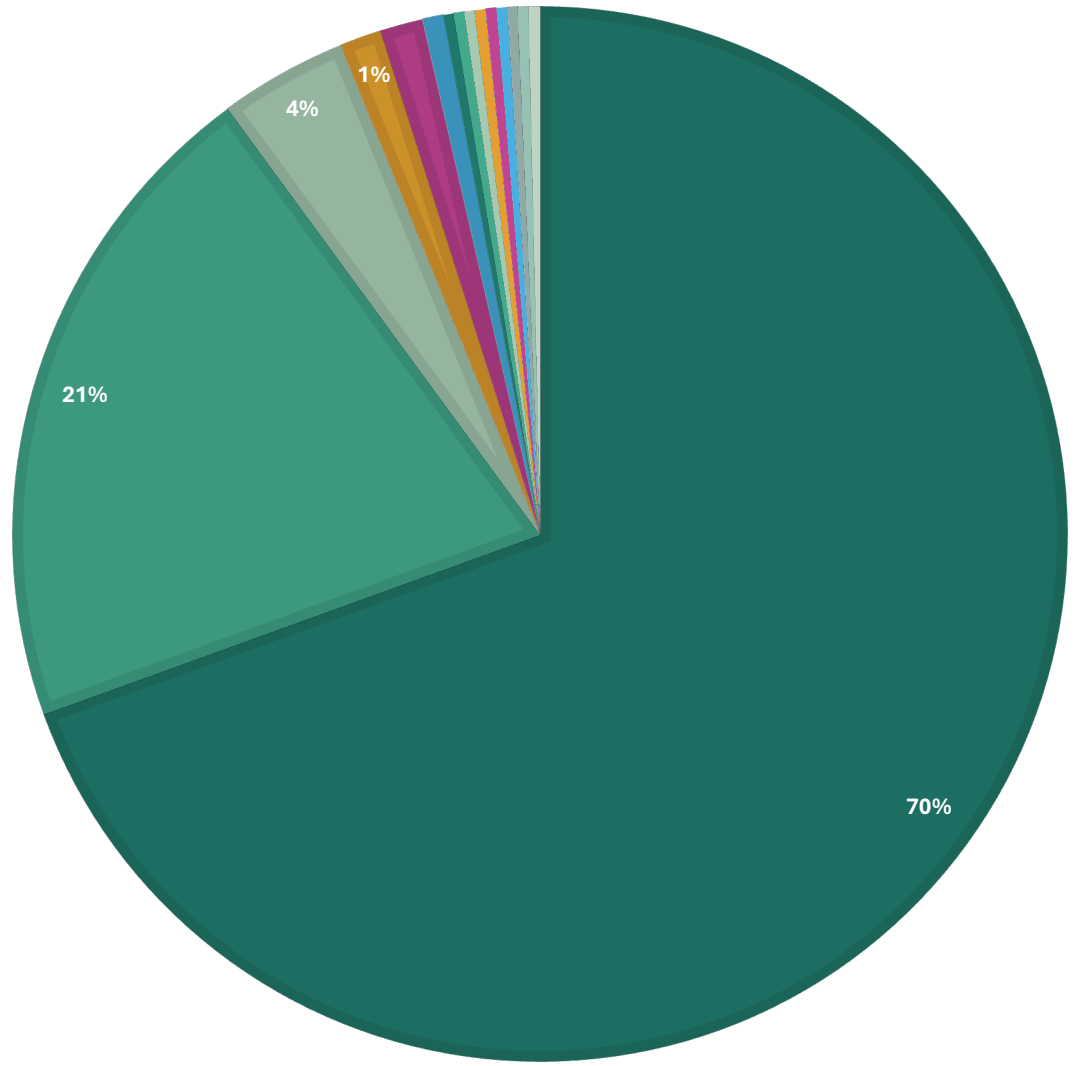
2018	2019	2020	2021	2022	2023	2024 (annualized)
270	199	420	352	276	308	380

70% of Applicants are from Addison County, and 91% are from Vermont.

Where Do Applicants Come From?

WHERE ARE APPLICANTS FROM?

- VT-Addison
- VT
- NY
- FL
- NH
- CT
- AZ
- CA
- NC
- NJ
- OH
- OR
- SC
- TX
- WI

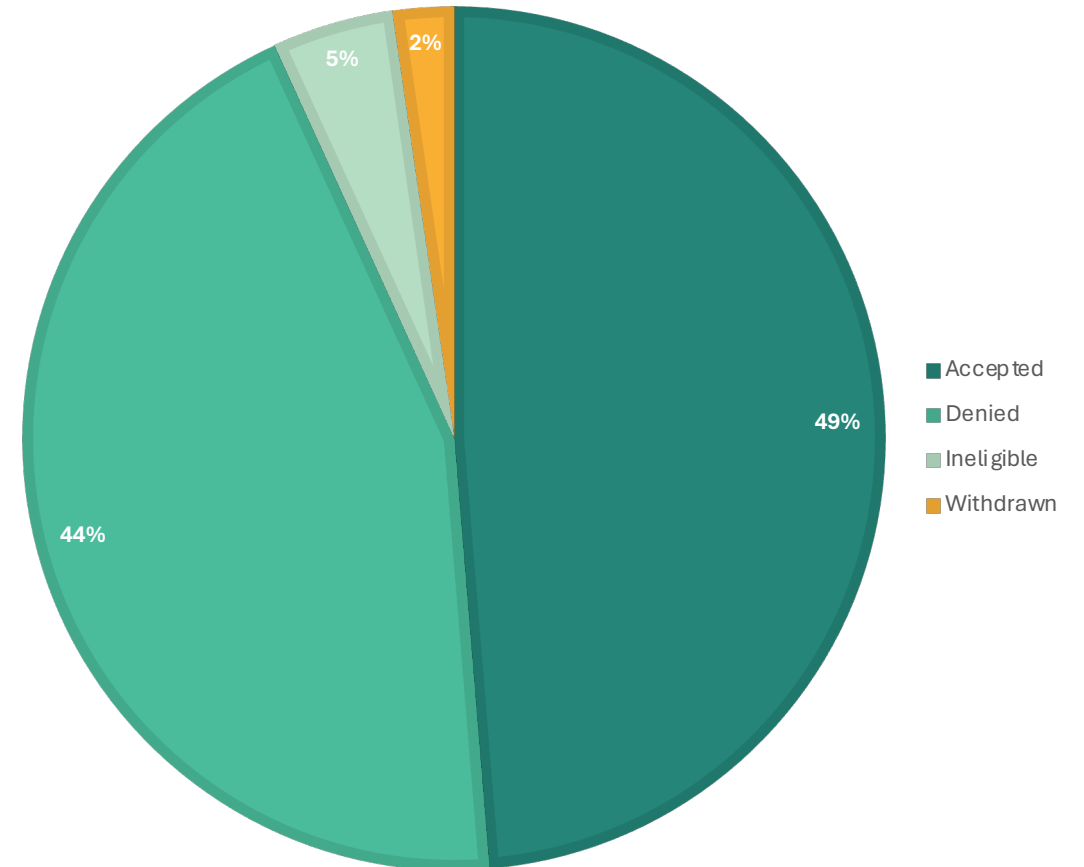


Application Acceptance Rate

- Only half of all applications received are approved to be placed on a waitlist after screening for landlord references, criminal history, credit, and basic eligibility
- Application acceptance rate has stayed fairly stable, but hovered in the low 50s and now has dipped to 49%

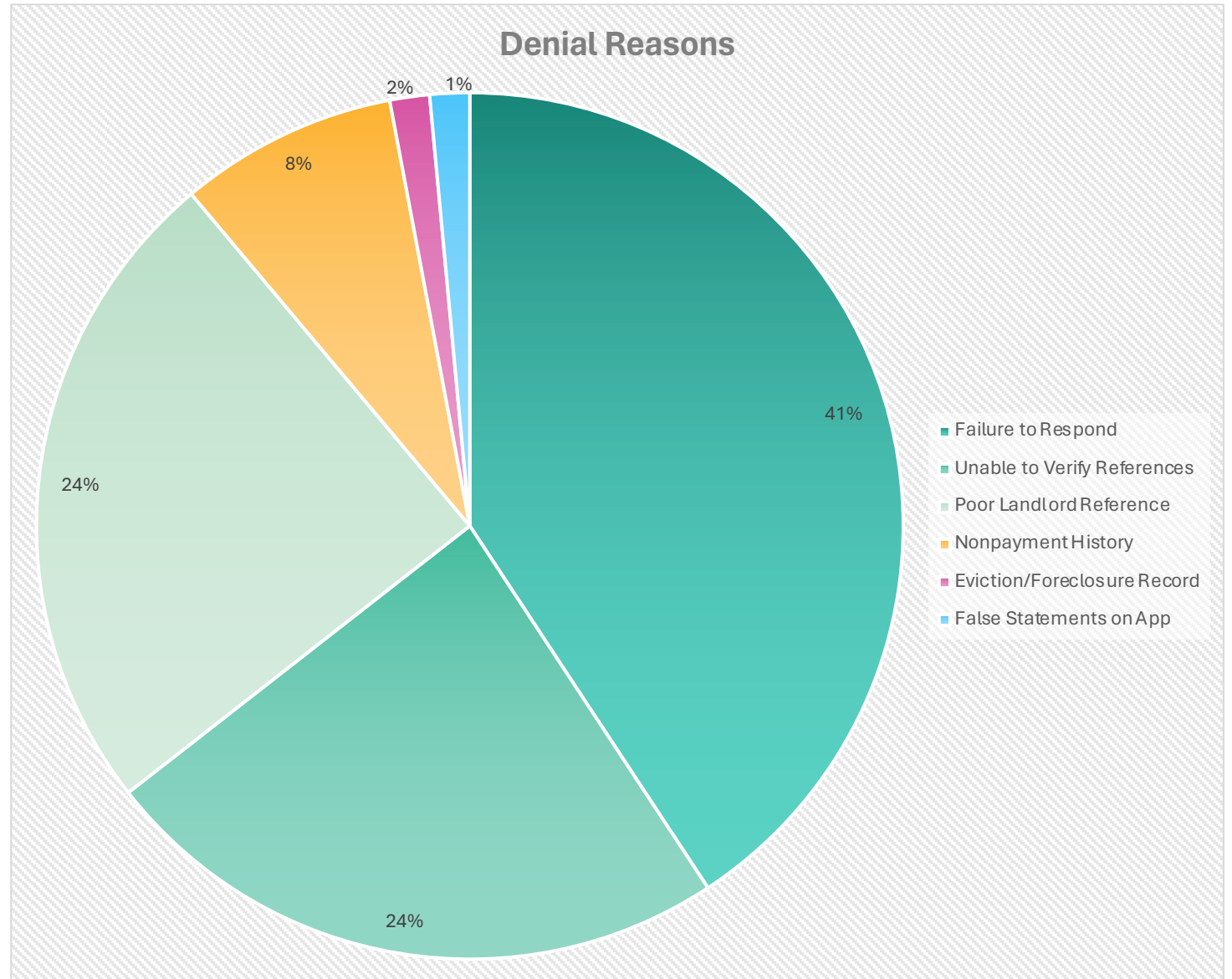
Row Labels	Count of STATUS	Average of Household Income
Accepted	150	\$ 27,965
Denied	137	\$ 25,569
Ineligible	14	\$ 12,962
Withdrawn	7	\$ 29,777
Grand Total	308	26263.11467

APPLICATION ACCEPTANCE RATE



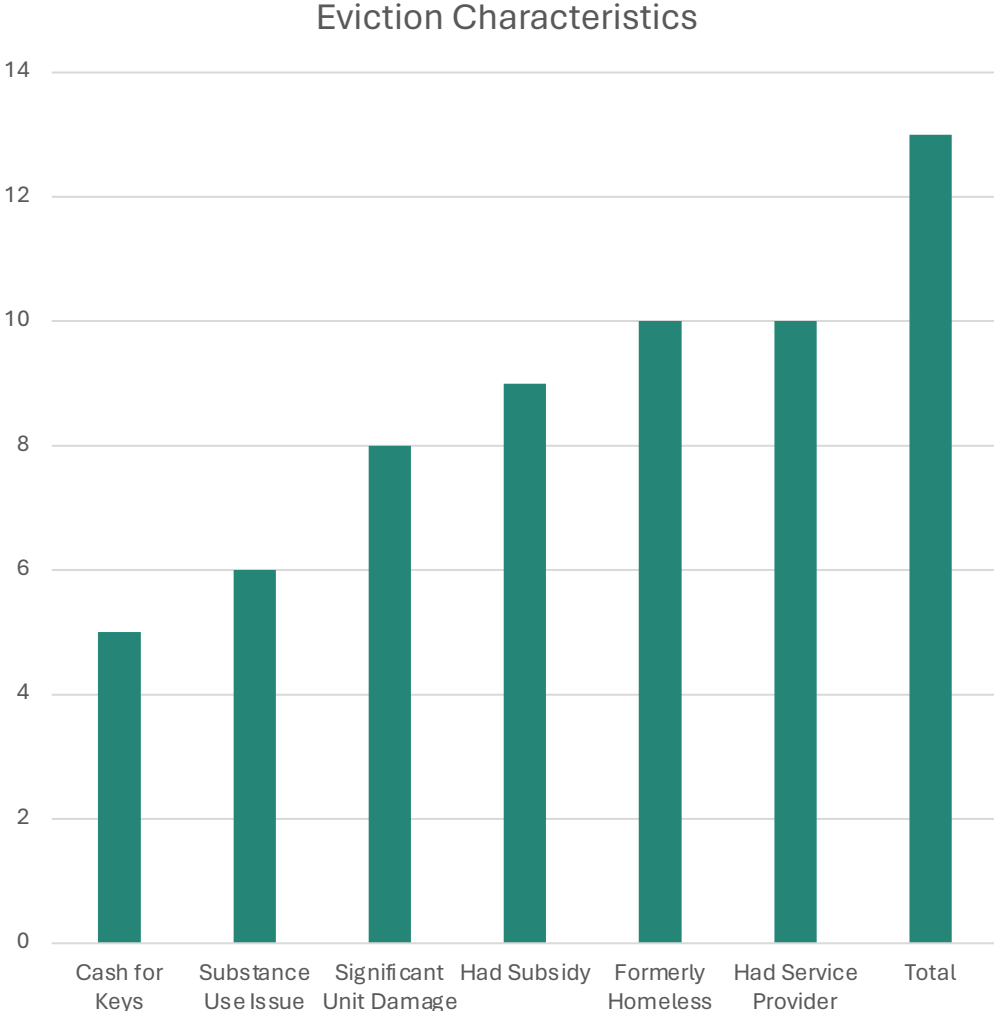
Denial Reasons

- Almost half never made it through the process—they self-selected out or it was too onerous.
- The remainder largely had a background with some kind of indicator they would be unlikely to uphold the terms of the lease.
- Note on unverifiable landlord references:
 - 10% of the applications with unverifiable landlord references were ultimately overturned on appeal
 - 30% with unverifiable references also had poor credit history and were unlikely to be approved.



Who Aren't We Serving – Evictions & Negative Exits

- 13 AMD Evictions in 2023
 - **Nine** (69%) had rental subsidy, though two failed to recertify and lost their vouchers. Similar to general proportion of AHW renters who have subsidy.
 - **Six** (46%) had some kind of substance use involvement and another two had other criminal activity.
 - **Ten** (77%) were referrals from service providers and should have had wraparound supports.
 - **Ten** (77%) were formerly homeless – overrepresented compared with 20% of all households.
 - **Eight** (62%) left significant damages to their unit.
 - **Five** (38%) were offered compensation totaling \$7,500 to leave their unit and avoid a lengthy court process.
- Mostly affected residents with mental health issues & drug involvement who needed treatment options not available in an independent living setting.



Housing Production Cost Inflation

- Vergennes Community Apartments Cost Per Unit (2019):
 - \$200,000 construction
 - \$300,000 total development costs (TDC)
- Firehouse Apartments (2022):
 - \$325,000 construction (63% increase in three years)
 - \$425,000 TDC
- 2024 LIHTC round: \$550,000 per unit



LIHTC Multifamily Finance

Sources	Total	Per Unit (20 Units)	
Low-Income Housing Tax Credit	\$5,000,000	\$250,000	50%
Community Development Block Grant	\$600,000	\$30,000	
HOME Federal Funds	\$550,000	\$27,500	
VHCB State Dollars	\$2,500,000	\$125,000	
Energy Incentives	\$50,000	\$2,500	1%
Mortgage Debt	\$300,000	\$15,000	
Uses			
Acquisition	\$400,000	\$20,000	4%
Construction Hard Costs	\$7,000,000	\$350,000	
Soft Costs	\$1,600,000	\$80,000	
Total Sources & Uses:	\$9,000,000	\$450,000	100%

20% of available funding each year

Includes significant amount of ARPA (pandemic funding)

Low rents → limited cash flow for debt service

Almost \$400psf

Market Rate Development Costs

	High Cost, High Rate (2023)	High Cost, High Rate (2023)	Lower Cost, Lower Rate (2019)
Rent	\$1,500	\$3,000	\$2,000
Operating Expense (Opex)	\$700	\$700	\$600
NOI	\$800	\$2,300	\$1,400
Cash available for debt service (DCR = 1.2)	\$650	\$2,000	\$1,200
Affordable debt per unit	\$100,000	\$300,000	\$250,000
Cost to build per unit	\$400,000	\$400,000	\$300,000
Equity Needed	\$300,000	\$100,000	\$50,000*
Annual Cash Flow	\$150x12 = \$1,800	\$300x12 = \$3,600	\$200 x 12 = \$2,400
Cash on Cash Return:	0.6%	3.6%	4.8%
Cap Rate	2.4%	6.9%	5.6%
Benchmark	8%	8%	6%



BREAK (5 Minutes)

GOALS

- Review and Understand Recent Trends (Forecasting)
- Understand Housing Process/Navigation/Continuum
- Develop at least 1 New Partnership
- Develop Next Steps and Accountability Plan
Regarding Housing
- Identify Future Deep Dives - Frequency of Data
Focused Topics

SMALL GROUP DISCUSSION

- What 3 things stood out to you about the data presented?
- Name 3 new ways your agency could be part of the solution.
- What 3 actions can we take as a group to improve health outcomes?

GOALS

- Review and Understand Recent Trends (Forecasting)
- Understand Housing Process/Navigation/Continuum
- Develop at least 1 New Partnership
- Develop Next Steps and Accountability Plan
Regarding Housing
- Identify Future Deep Dives - Frequency of Data
Focused Topics

CLOSING ACTIVITY

- What went well (Plus)
- What could be improved (Delta)



THANK YOU!!!

Please send data to sylvie@unitedwayaddisoncounty.org