

# Overview of LACAHSF-Funded Technical Assistance (TA) Studies

South Bay Regional Housing Trust

6/18/2026

# LACAHSA Technical Assistance Request for Proposal

LACAHSA released an RFP for Technical Assistance: Innovative Housing Solutions to Produce and Preserve Affordable Housing, Protect Renters, and Prevent Homelessness.

On behalf of the SBRHT, the SBCCOG submitted two proposals with the following partner organizations:

Title of Proposal	Co-Applicant(s)	Status of Proposal
Build-to-Own: Leveraging LIHTC for Wealth-Building Homeownership Pathways	The Apex Collaborative	Awaiting meeting with LACAHSA Contract Officer
Naturally Occurring Affordable Housing (NOAH) Preservation Strategy	HR&A Advisors, Inc. Gateway Cities Council of Governments	

# Build-to-Own: Unlocking Homeownership Through LIHTC

California Isn't Building Owners. It's Building Renters.

- 58% of LA County renters are cost-burdened; over 90% of those earning under \$50K pay more than 30% of income on housing
- Homeownership has fallen to 45% – a 53-year low
- Home values are nearly 10x median income
- 83% of all housing built 2018-2024 was rental
- The primary vehicle for intergenerational wealth-building is being lost to the communities that need it most

# Build-to-Own: A Tool That Already Exists

- Section 42(i)(7) of the federal tax code allows LIHTC projects to be designed for eventual tenant homeownership
- California's TCAC already permits a reduced 15-year compliance period for qualifying projects
- This provision is legal, available, and has never been deployed at scale in California
- **The Apex Collaborative wants to understand why, and how this can one of the tools in our toolbox**

# Build-to-Own: The Five Components

## 1. Legislative & Regulatory Analysis

- Comprehensive review of federal, state, and local barriers to LIHTC homeownership conversion
  - *Deliverable: White paper of regulatory landscape*

## 2. National Case Studies

- Research of existing programs in Washington, Minnesota, and other states, with lessons for California
  - *Deliverable: 3-5 detailed case studies with lessons for CA*

## 3. Prototype Financial Model

- Full-lifecycle model testing townhome and stacked-flat configurations across AMI tiers and capital structures.
  - *Deliverable: Excel-based model*

## 4. Implementation Toolkit

- Model regulatory documents, homeownership counseling design, equity set-aside mechanics, condo conversion framework, and developer's guide.
  - *Deliverable: Developer's guide, model documents, HOA framework*

## 5. Pilot Program Design

- *Deliverable: Final Report, Board Presentation materials*

# LACAHSA TA Studies Cost and Timeline

Title of Proposal	Build-to-Own: Leveraging LIHTC for Wealth-Building Homeownership Pathways
Co-Applicants(s)	The Apex Collaborative
Cost (Funded by LACAHSA)	\$246,750
12 Months Timeline (July 1, 2026 - June 30, 2027)	<p>Component 1: Legislative &amp; Regulatory Analysis White paper on federal, state, and local (Weeks 1-8)</p> <p>Component 2: National Case Studies (Weeks 4-12)</p> <p>Component 3: Prototype Financial Model (Weeks 8-20)</p> <p>Component 4: Implementation Roadmap &amp; Toolkit (Weeks 16-28)</p> <p>Component 5: Pilot Program Design (Weeks 20-40)</p> <p>Final Synthesis &amp; Presentation (Weeks 36-44)</p>

# NOAH Preservation Strategy: The Context

- This initiative spans the Gateway Cities Council of Governments (GCCOG) and South Bay Regional Housing Trust (SBRHT) – covering 38 cities and nearly 3 million residents
- Together they represent 30% of LA County's population and a significant share of its estimated 320,000 at-risk NOAH units
- Cities across both subregions face the same core problem: they know residents are housing vulnerable but lack the data, tools, and capacity to act
- By coordinating TA across two COGs, this initiative builds shared capacity, generates economies of scale, and creates a replicable model LACAHSAs can scale countywide

# NOAH Preservation Strategy

## 1. Housing Opportunity Roadmap:

- Tailored needs assessments for linking rent burden, covenant expiration, housing typology, and fiscal data into a unified framework
- NOAH preservation mapping, prioritization framework, and feasibility analysis of deals under current LACAHSAs guidelines
  - *Deliverable: Draft and final data dashboard and needs assessment with specific feasibility findings memos, draft and final roadmaps*

## 2. Municipal Capacity Building

- Direct TA to help cities conduct feasibility analysis, structure developer solicitations, and negotiate partnership agreements with nonprofits, CDFIs, and housing partners
  - *Deliverable: Advisory support, template RFP documents, negotiation agreements*

## 3. Peer Learning:

- A structured peer learning program would connect cities and staff across both GCCOG and SBRHT through convenings, workshops, and shared resource development
  - *Deliverable: Shared resource library, joint convening, recommendations for priorities*

# NOAH Preservation Strategy: The Context

There are naturally occurring affordable housing in every city that need to be preserved before investors buy them and charge market rate rent



## Marine Bay Apartments | 3351 Marine Ave

81 Unit Apartment Building | \$13,900,000 (\$171,605/Unit) | 6.60% Cap Rate | Gardena, CA 90249

California / Gardena / 3351 Marine Ave, Gardena, CA 90249



### UNIT MIX INFORMATION

DESCRIPTION	NO. UNITS	AVG. RENT/MO	SF
Studios	46	\$1,344	296 - 367
1+1	31	\$1,635	548
2+1	4	\$1,941	950

# LACAHSA TA Studies Cost and Timeline

Title of Proposal	Naturally Occurring Affordable Housing (NOAH) Preservation Strategy
Co-Applicants(s)	HR&A Advisors, Inc. Gateway Cities Council of Governments
Cost (Funded by LACAHSA)	\$313,000
12 Months Timeline (July 1, 2026 - June 30, 2027)	Workstream 1: Project Initiation and Stakeholder Alignment (Weeks 1-4)  Workstream 2: Housing Opportunity Roadmap (Weeks 4-28)  Workstream 3: Municipal Capacity (Weeks 8-48)  Workstream 4: Peer Learning and Information Sharing (Weeks 8-52)