



# BONUS

## For Bucks Landlords

- Welcome
- Bucks County Commissioners
- Overview of the Housing Link
- The Bonus for Bucks Event
- Landlord and Realtor Partners
- Q&A

Opening Doors—Ending Homelessness



# Bucks County Housing Link Overview

August 5, 2021



# What is the Housing Link

The Housing Link is a collaborative partnership between The County of Bucks, our non-profit partners, and community members that provides a single, coordinated, inclusive housing crisis assistance system that works toward preventing and ending homelessness within Bucks County.



Advocates for Homeless  
& Those in Need



PENNDel MENTAL HEALTH CENTER





# Program Types



**Rapid Re-housing (RRH)** is the core housing program of the Housing Link and a national best practice. RRH aims to quickly move households into permanent housing (in their own name) and provides rental assistance and supportive services to achieve housing stability. RRH average 6-9 months and can last up to 2 years.

**93%**

**Of Housing Link participants in Rapid Rehousing exit the program as successful, stable tenants.**



# Myths



**Myth 1:** Housing Link tenants will cause more issues.

**Fact:** Housing Link program participants are similar to other tenants you may consider renting to. A key difference is that should any concerns or problems arise, you get the added support of housing locators and case managers.



**Myth 2:** I will have to accept whoever applies.

**Fact:** Housing Link program participants go through the same application and selection process as any other tenant you would consider renting to.



**Myth 3:** I won't get my rent in time.

**Fact:** Our Housing Link agencies ensure they pay their portion of the rent quickly and on-time. We also work closely with tenants to ensure their portion is paid. The National Multifamily Housing Council reports that in July of this year, 76% of tenants nationally paid their full rent Housing Link numbers are closer to 99% of tenants paying full rent.



# Bonus for Bucks Landlords Event Overview

Opening Doors—Ending Homelessness



# Bonus for Bucks Landlords Event

Now through January 31, 2022



## Bonus Rent

- Get a bonus when you lease up a Housing Link program participant. Available up to 3x!



## Finder's Fee

- Landlords and Realtors can refer a landlord to the Housing Link. If that landlord leases up with a Housing Link program participant, you get a \$2,000 finder's



## Continuity Coverage

- The Housing Link offers payments of up to one month in between leases when you rent to Housing Link program participants.



# Terms (aka the fine print)

- One Finder's Fee per new landlord referral. A landlord who has not have leased to a tenant through the Housing Link Locators in the past 24-month period qualifies as a "new landlord".
- Property must meet Housing Quality Standards (HQS) to be eligible.
- Landlords who contact Housing Locators of their own initiative are not counted as a "New Landlord Referral."
- A Landlord must mention their realtor's name in the initial conversation with Housing Link staff.
- An agent may contact Housing Locators to register for the finder's fee and providing the name of the landlord referred. If this is recorded prior to the landlord contacting Housing Link (or within 24 hours of landlord contacting Housing Link), then the landlord will count towards that agent's referral total.
- Realtors, current BCOC landlord partners (currently renting to Housing Link clients) or new partners who have leased or are intending to lease to Housing Link participants are eligible to receive the Finder's Fee payment
- All finder's fees and bonus payments are dependent on Housing Link funding.



# Benefits



Reliable Rent



Get Support



Save Money



Write the Lease



Keep the Commission



Fight Housing Insecurity



# Contact

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<https://www.buckshousinglink.org/bonusforbucks>



# Questions & Answers

Opening Doors—Ending Homelessness