

fair housing is by combining management experience from housing industry experts with an understanding of the fair housing laws and regulations and how the courts have interpreted the laws.

Furthermore, it is not easy to access good fair housing education, because it is often necessary to go to several different sources for thorough and accurate information.

One of the hallmarks of the FHI course, Williams says, is that it can be beneficial to brand-new hires, experienced management and maintenance employees. "New employees will learn the basics while more experienced employees can use it as a refresher course," she says, and "there are inclusions in the course that will likely be new to even the most experienced employees."

Purchasers of the course are usually property managers or main office executives who want to insure that their employees receive fair housing training, Williams says. The training is sold per seat at \$79, and discounts are available for companies purchasing 25 or more seats.

The response so far has been "excellent," Williams reports. The course has a certification test, and everyone who has taken the course has passed the test with a score of 80% or better. Hence, "we know the course information is being understood by our students," says Williams.

As for the future, right now the FHI Online team is not working on any new courses, but plans are in the mix to add several courses during the next five years. They include a course for maintenance employees in English and Spanish, a course for elderly properties, a course for federally subsidized properties, a course on accessibility standards and a course for tax credit properties.

**Info:** Fair Housing Institute, 770/840-7005.

## IREM to Offer Tax-Credit Courses

The Nat'l Assn. of Homebuilders (NAHB) and the Institute of Real Estate Management (IREM) join to expand the opportunities for multi-housing managers to earn NAHB's Housing Credit Certified Professional (HCCP) designation.

IREM will develop courses to train managers to earn the designation and will promote it among IREM members. Previously, the HCCP designation was offered only through NAHB and a network of private trainers.

Affordable housing professionals with at least two years of experience can earn the credential by passing the HCCP exam. They are required to take 10 hours of course work. NAHB established the HCCP credential in 1998 to recognize the special skills and expertise required to own and manage affordable housing developed using the fed-

eral Low-Income Housing Tax Credit. The affordable housing industry and its regulators recognize the accreditation as signifying a high level of competency and commitment to ethical standards.

**Info:** [www.nahb.org](http://www.nahb.org); [www.irem.org](http://www.irem.org)

## MULTI-HOUSING FINANCING

### Tenant in Common Investments Growing Source of Multi-Housing Funds

Spurred by the issuance of a 2002 Internal Revenue Service revenue procedure, so-called tenant in common (TIC) investments are a fast-growing source of capital for multi-housing, says Kathy Heshelow, president of Legacy Real Estate & Investments in Seminole, FL, who has just written what apparently is the first book on the TIC industry.

Since the IRS declared TIC investments are not partnerships and therefore can be sold and the proceeds reinvested in another property without incurring capital gains taxes, the amount of investment in TIC properties has grown from \$356 million of equity to an estimated \$5 billion in 2006, Heshelow tells *LLMHR*. About 40% of the deals in 2005 involved multi-family properties, she adds.

The investors have a deed stating their percentage of ownership in a property. Most TIC investments are sold as securities and fall under the jurisdiction of the Securities & Exchange Commission (SEC).

TIC investments are attractive both to the investors and to multi-housing management, says Heshelow. They are used for passive investments in high-grade real estate and the investors have nothing to do with day-to-day management of the properties. If performance of the property managers is consistently poor, however, the TIC investors could vote to replace them.

Heshelow says the types of investors who should consider a TIC investment include persons who like real estate assets but are uninterested in property management, retiring investors who understand real estate, investors who want to diversify their holdings, investors who want to trade up to higher-quality assets and persons planning for retirement who want to build various sources of cash flow.

Short-term investors should not consider TIC investment, she warns, as the hold period could be 5-7 years or longer. TIC investors must have a minimum net worth of \$1 million under SEC rules and the typical investment is at least \$100,000.

**Info:** [LegacyKathy@aol.com](mailto:LegacyKathy@aol.com)