

September 25, 2023

Secretary Tom Vilsack  
U.S. Department of Agriculture  
1400 Independence Ave, SW  
Washington, DC 20250

Re: Proposal to discourage use of the Qualified Contract loophole in the Low-Income Housing Tax Credit program

Dear Secretary Vilsack:

We are writing to urge the U.S. Department of Agriculture's (USDA) Rural Housing Service to adopt new policies which prevent USDA from financing properties that could or did take advantage of a loophole to prematurely end affordability requirements in the Low-Income Housing Tax Credit program. This loophole, known as the Qualified Contract provision, is resulting in the loss of approximately 7,000 to 10,000 affordable housing apartments annually. Addressing this problem is important to protecting tenants in USDA-financed properties that receive Housing Credit equity financing.

## **Background**

The Low-Income Housing Tax Credit ("Housing Credit") is a production subsidy provided to developers who agree to rent their properties to qualifying low-income residents at reduced rents for a minimum of 30 years, including a 15-year tax compliance period and another 15-years of extended use subject to deed restriction. This is the essential structure of the program and it is commonly understood. However, there are two little-known exceptions to the requirement that Housing Credit properties remain affordable for 30 years: 1) in the case of foreclosure; and 2) where a "qualified contract" is presented to the state Housing Credit agency.<sup>1</sup>

Under the foreclosure exception, the rent and income limitations may be terminated for property in foreclosure. This was created to facilitate the placement of debt on Housing Credit properties by giving lenders better protection against default. Under the qualified contract ("QC") provision, an owner of a Housing Credit property may, after Year 14, approach the Housing Credit allocating agency to request a qualified contract. This request begins a one-year period during which the allocating agency seeks a qualified buyer to purchase the property and maintain it as affordable for the duration of the extended use period. The required purchase price for a qualified contract is stipulated by Section 42 and was designed to allow investors a regulated cash profit upon disposition after 15 years as part of their overall inflation-adjusted return on the original equity contribution.<sup>2</sup>

---

<sup>1</sup> Section 42(h)(6)(E)

<sup>2</sup> Section 42(h)(6)(F)

While the original intent of this provision was to create a limited return and some liquidity for investors at a time when the Housing Credit was an unproven program, for some properties it has come to function as a nearly automatic affordability opt-out after just 15 years of affordability. This is because the QC formula price in nearly all cases significantly exceeds the market value of the property as affordable housing. As a result, it is rare for the allocating agency to find a buyer willing to pay the QC price. If the allocating agency fails to identify a qualified buyer within one year, the property is released from the affordability requirements of the Housing Credit program. At that point, the owner is free to either sell the property at market value without any deed restriction or continue to own and manage the property while charging market rents, subject only to a three-year rent protection period for existing tenants.

The QC provision was added to section 42 in 1989, three years after the program was originally enacted, when the program went from a 15 year affordability requirement to 30 years. It was a compromise aimed at the individual investor market to permit owners to exit the program while limiting their returns. The statutory buyout price limiting the growth in the value of the property to the rise in inflation on the equity contribution was thought to be a significant limit on returns. As the Housing Credit investment market has matured, the formula limitation has not worked out as intended, in part because the equity share in Housing Credit property grew considerably after 1989 when tax credit prices were only about 43 cents for a dollar of tax credits. As credit prices rose, the share of the property financed with equity rose to such an extent that the statutory formula became unworkable in the sense that it creates such a high buyout price that it prevents housing finance agencies from finding buyers under the QC process. Concurrently, prospective sales profits became unnecessary to attract investors. The QC provision in section 42 has accordingly emerged as a means of enabling some owners to remove properties from the extended low-income use commitment, thus permitting higher rents, displacement of low-income residents, and windfall profits. As owners raise rents after completing the QC process, there is a loss of affordable housing.

For most of the life of the Housing Credit program, the QC provision was a little noticed, unused option for owners of Housing Credit properties. While the law permits states to require a waiver<sup>3</sup>, few did so and tax credit applicants did not finance their properties with the intention of utilizing the QC option to remove the affordability restrictions after 15 years. In 2012, HUD published a major study of what happens to Housing Credit properties in year 15, "What Happens to Low-Income Housing Tax Credit Properties in Year 15 and Beyond".<sup>4</sup> The study largely found that properties were remaining affordable and no significant public policy concerns were presented. However, shortly after that report was issued, the market changed rapidly. As the difference between market rents and affordable rents widened, multifamily real estate brokers began advising owners of Housing Credit properties to review their documents to determine if they have the right to go through the QC process. This led to an increase in the number of properties going through the QC process and terminating the affordability requirements after as little as 15 years. **According to the National Council of State Housing Agencies ("NCSHA"), approximately 7,000 to 10,000 units of affordable housing are lost each year due to the QC loophole. NCSHA has found that nearly, 110,000 units have been lost due to qualified contracts cumulatively.**

---

<sup>3</sup> Section 42(h)(6)(i)

<sup>4</sup> [https://www.huduser.gov/publications/pdf/what\\_happens\\_lihtc\\_v2.pdf](https://www.huduser.gov/publications/pdf/what_happens_lihtc_v2.pdf)

In response, affordable housing advocates undertook a campaign to eliminate this loophole. In 2017, NCSHA's board of directors adopted a new Recommended Practice in Housing Credit Administration encouraging states to require owners to waive the right to a QC as a condition of receiving an allocation of credit authority under both the 9 percent and 4 percent components of the program. Since then, nearly all states that did not have such policies before 2017 have adopted them. Today, at least 51 of 56 credit allocating agencies either require or give incentives for developers to waive the QC rights in the 9% program and at least 47 of those 56 agencies require or give incentives to owners to waive the QC right under the 4% program. An unfortunate complication is that even after a jurisdiction has changed its policy to prohibit future allocations to take advantage of the QC option, the change in policy does not apply to existing developments that received an allocation before the policy was put in place. In effect, there is a 15-year gestation period before the change in policy begins to affect Housing Credit properties.

In addition to efforts to address this loophole at the state level, federal legislation has been advanced to eliminate the QC loophole. In the last Congress, the chairman of the Ways and Means Committee, Congressman Richard Neal, advanced a repeal provision as part of the Build Back Better Act that passed the House of Representatives. In the Senate, the Chairman of the Senate Finance Committee, Senator Ron Wyden, introduced broad affordable housing legislation that included a repeal of the QC provision, the Decent, Affordable, Safe Housing for All Act, S.2820. Both the House and Senate legislation would also change the existing statutory buyout formula for existing properties so that it would be based on the fair market value of the property taking into account the rent restrictions.

Last year, the Biden Administration took action to discourage use of QCs. Treasury Department regulatory guidance<sup>5</sup>, issued with respect to the use of State and Local Fiscal Recovery Funds, provides that such funds cannot be used to fill financing gaps for Housing Credit properties unless the project owner agrees to waive any right to request a QC.

---

### **Requested Action**

The policy basis for the Treasury Department requiring Housing Credit owners to waive their QC rights when State and Local Fiscal Recovery Funds are used to support an affordable housing property is based on the premise that valuable government resources provided in conjunction with the Housing Credit program should not be used on properties with limited affordability periods. This same policy basis should apply to affordable housing properties supported by USDA.

We urge you to take the following actions:

---

<sup>5</sup> *Coronavirus State and Local Fiscal Recovery Funds Final Rule: Frequently Asked Questions*, Page 35.  
<https://home.treasury.gov/system/files/136/SLFRF-Final-Rule-FAQ.pdf>

- 1) Prohibit USDA from issuing Section 538 Multifamily Housing Loan Guarantees on Housing Credit properties unless the owner has agreed to waive their QC rights.<sup>6</sup>
- 2) Prohibit USDA from issuing Section 538 Multifamily Housing Loan Guarantees on properties financed with Housing Credits, where an owner has taken the property through the QC process and terminated the rent and income limitations on the property.<sup>7</sup>

Thank you for your attention to this important affordable housing issue. We are available to answer any questions you may have.

Council of Large Public Housing Authorities  
Enterprise Community Partners  
Housing Partnership Network  
Local Initiatives Support Corporation/National Equity Fund  
National Affordable Housing Management Association  
National Association of Affordable Housing Lenders  
National Association of Local Housing Finance Agencies  
National Association of State and Local Equity Funds  
National Council of State Housing Agencies  
National Housing Conference  
National Housing Law Project  
National Housing Trust  
National Low Income Housing Coalition  
Stewards of Affordable Housing for the Future

CC: Joaquin Altoro, Administrator, Rural Housing Service

---

<sup>6</sup> This proposal is intended to make it more difficult for developers to obtain long-term debt financing for their properties if they have the ability, through the QC process, to convert the Housing Credit property to market rental after 15 years of rent and income restrictions. The proposal contemplates that debt financing on the property would qualify for USDA Section 538 multifamily guarantees only if: a) the regulatory agreement between the developer/owner and the HFA includes a waiver of the right to go through the QC process, or b) the owner agrees to a subsequent, legally binding obligation to meet the affordability requirements throughout the extended use period

<sup>7</sup> This would apply to any USDA Section 538 guaranteed multifamily loan which finances a Housing Credit property that has gone through the QC process. To be eligible for a USDA multifamily guarantee, the loan on such properties would be required to include an attestation by the borrower that the property has not gone through the QC process.