

TRG REAL ESTATE

A TENANTS IN COMMON FIELD GUIDE



BECOME A
TIC
INSIDER



WELCOME TIC



Brita Kleingartner

Broker & Owner
TRG Real Estate | The Rental Girl

" Over the past decade we've had the privilege of working closely with more than 400 TIC buyers, helping them realize their dream of home-ownership in neighborhoods they love. Every day, I see how TIC has created new possibilities for buyers who were previously limited by budget constraints. These buyers, once renters, now have the chance to invest, build equity, and create a more secure future in the communities they want to stay in. It's been incredibly rewarding to guide them through this process and see them succeed, not just as homeowners, but as investors in their own future. "

TO OWNERSHIP



Liz McDonald
Founder
The Rental Girl

" In 2001, I was living in a studio above a garage in Burbank and the landlord increased my rent by \$300 a month. I was so upset but I knew I had to move. I decided I would buy a house, rent it out, and live in my own converted garage. This idea got me started on a search to buy. I started to realize that if I had a little more down-payment, I could buy multiple units. So, I spoke to my two brothers and we ended up pooling our resources together and buying a multi-unit apartment building. We got on one loan together, we each moved into one apartment unit, and we held title as Tenants in Common. Buying a property fractionally, as Tenants in Common, was my way of entering the real estate market and obtaining the ability to own. "



WHAT IS ... TENANTS IN

TENANTS IN COMMON ownership is an alternative to the condominium market. TRG is the TIC market pioneer and leader in Los Angeles, but TIC sales have been hugely popular in San Francisco for quite awhile. The TIC market in San Francisco is similar in popularity to the co-op market in New York City.



TICA

Tenants In Common Agreement outlines exclusive unit rights, shared property ownership and HOA rules.

The TICA is a legally binding agreement that dictates how the owners will share ownership responsibilities, similar to condo CC&Rs. It outlines who has exclusive rights to each unit and outdoor space.



FINANCING

National Cooperative Bank

Meriwest

Rates and loan costs are comparable. Just like condos, each owner will apply for, and be responsible for their own individual fractional loan. If a TIC co-owner does not pay their loan, the lender will foreclose on that co-owner's loan only. Rates and loan costs are comparable.

25%
OWNERSHIP

25%
OWNERSHIP

COMMON ?



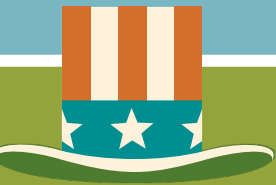
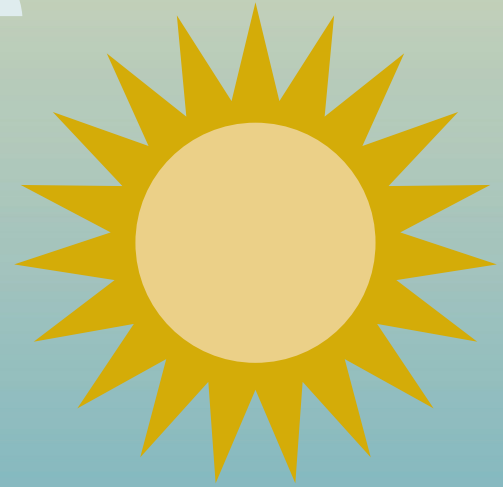
TITLE

One deed per property,
multiple deeds on title listing all
co-owners names.

Multiple owners buy one property
together. There are multiple deeds on
title. Each deed is for a fraction of the
whole property. The TIC Act outlines the
exclusive rights areas, and the
homeowner rules.

25%
OWNERSHIP

25%
OWNERSHIP



TAXES

One APN per property,
one property tax bill.

A TIC property is not subdivided,
there is one APN for the whole
property and one property tax bill.
The property tax bill is split between
the co-owners. Each co-owner's
portion is based on their purchase
price.

CONDOS vs TIC

LOWER PRICES

TIC are more affordable than SFRs



FRACTIONAL LOANS

TIC use specialized lenders, have high performance, and low foreclosure rates



EQUITY BUILDING

TIC owners build wealth together



Both condo and TIC owners make decisions with the other owners, collect HOA dues to pay for common area expenses and maintenance, have HOA meetings and have mutual liability if one owner does not pay their HOA dues. With both, if one owner doesn't pay their mortgage, the lender forecloses on that owner only, without risking another owner's interest. With both, you can sell your interest at any time, without needing permission from anyone.



APPLYING FOR A TIC LOAN



With a TIC purchase you are buying a multi-unit property with multiple people. For example, with a 4-unit property there would be four owners. Each owner would be purchasing 25% of the whole property, with exclusive rights to one unit. Each owner would have a fractional loan for their 25% ownership.

TIC MYTH VS



TICs are riskier than traditional property purchases ...



Condo conversions are the main benefit of TICs ...



TICs won't appreciate as much as condos will ...



It's impossible to sell or refinance a TIC unit ...



It's hard to get a loan for a TIC property ...



TICs have too many legal complexities ...



TIC REALITY

TIC properties come with strong legal protections and specialized financing options. Each co-owner holds a fractional loan, being only responsible for their share of the property. If one owner defaults, the others are not impacted. Several lenders specialize in TIC financing, providing terms comparable to conventional loans.



While condo conversions were once a draw in San Francisco, today, the main benefit of TIC ownership is far more meaningful: the ability to transition from renting to building equity through home ownership. TIC buyers are drawn to these properties for affordability and a strong sense of community.



Market data shows that well-located TIC homes can match or outperform comparable condos in price growth over time. Because many TICs are priced competitively at purchase yet track neighborhood appreciation trends, buyers often gain equity while entering high-demand areas at a more strategic price point.



TIC units can be bought, sold, and refinanced just like condos. In fact, many TIC owners have sold their properties at a profit, thanks to growing demand for affordable homeownership in LA. With the TIC market expanding, new lenders are entering the space, increasing options for both financing and refinancing.



While there are fewer lenders offering TIC loans than traditional mortgages, specialized lenders do exist, and their terms are competitive. Fractional loans, offered by reputable banks, ensure that each co-owner is only responsible for their own loan, further reducing risk.



While TICs do have some unique legal elements, they are no more complex than owning a condo or other real estate. Real estate, in general, involves legal intricacies – but with proper legal agreements and professional guidance, TIC ownership is just as secure as traditional homeownership.



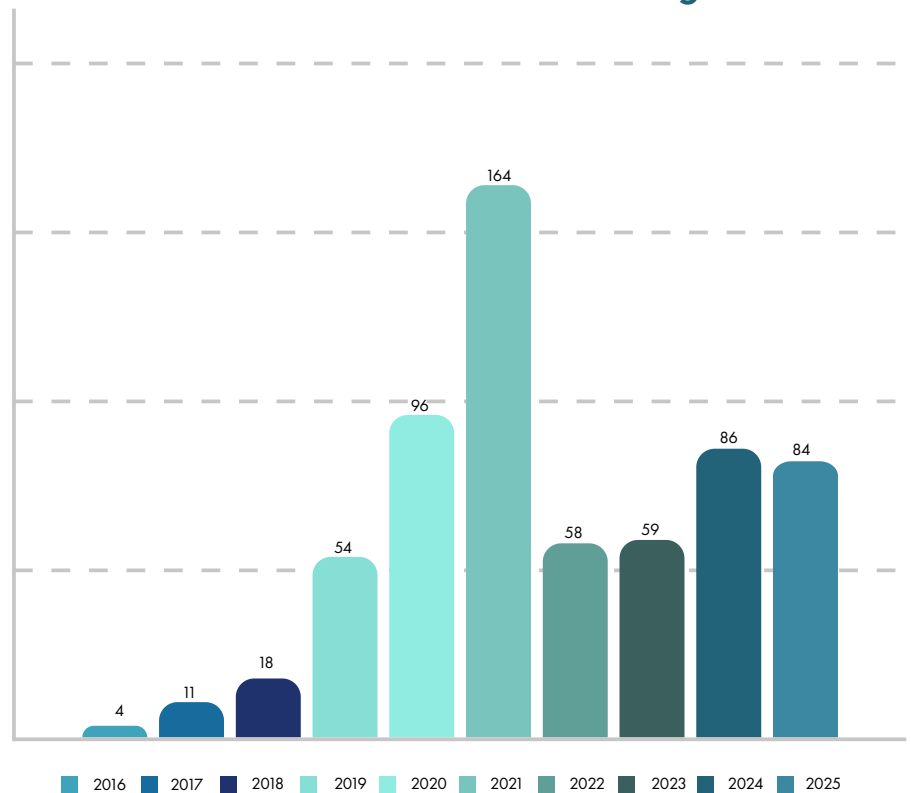
2016
through
2025

MARKET GROWTH

The TIC market in Los Angeles has seen steady and significant growth over the past decade, reflecting sharp increases in both total unit sales and overall sales volume. What began as a niche model has evolved into a well-established pathway to homeownership, attracting buyers who value both affordability and design. TIC homes are typically priced 10-20% lower than comparable condos, creating a crucial entry point for first-time buyers in an increasingly competitive LA market. With fractional financing now widely available and legal frameworks firmly in place, TIC ownership offers stability, accessibility, and the opportunity to build equity in neighborhoods that might otherwise be out of reach.

This model has also helped preserve LA's architectural diversity, allowing for the restoration of historic buildings and the thoughtful creation of small, community oriented developments. As awareness grows and demand continues to rise, TICs are no longer an alternative option, they're a defining force in LA's evolving housing landscape.

Number of TIC Sold in Los Angeles

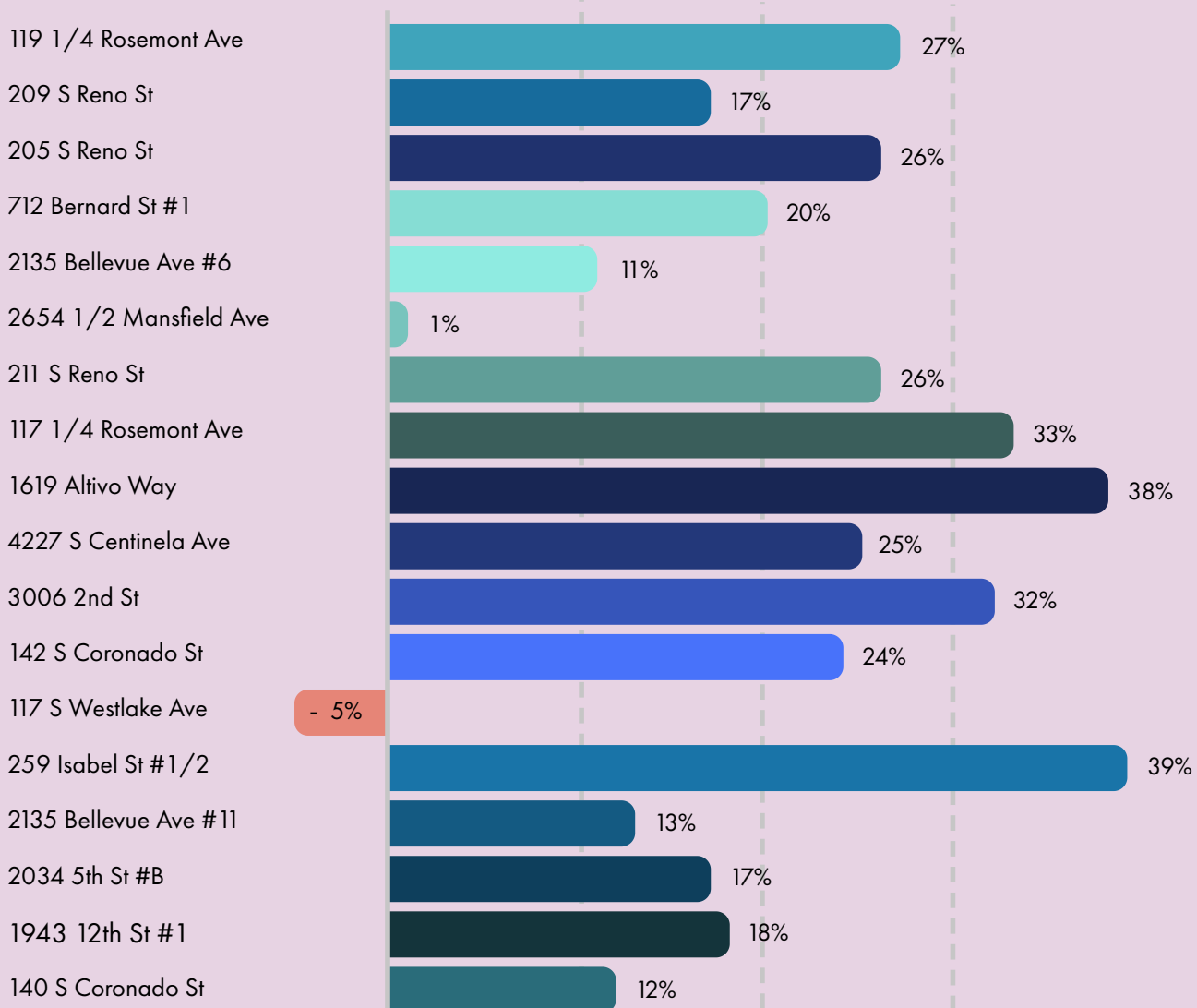


RESALE HISTORY

2023
through
2025

Tenancy in Common homes in Los Angeles have been showing strong resale performance, with most properties experiencing notable appreciation in just a few short years. On average, resale values have increased by approximately 20-22%, demonstrating that TICs can be a powerful tool for building equity relatively quickly. For buyers, this track record reinforces the fact that TICs are not only an affordable entry point into home ownership in high-demand parts of Los Angeles but also a smart investment with the potential for meaningful appreciation, often rivaling or surpassing traditional condos. Location, property character, and timing remain the keys to unlocking the best returns.

Percent Increase in Resale Price

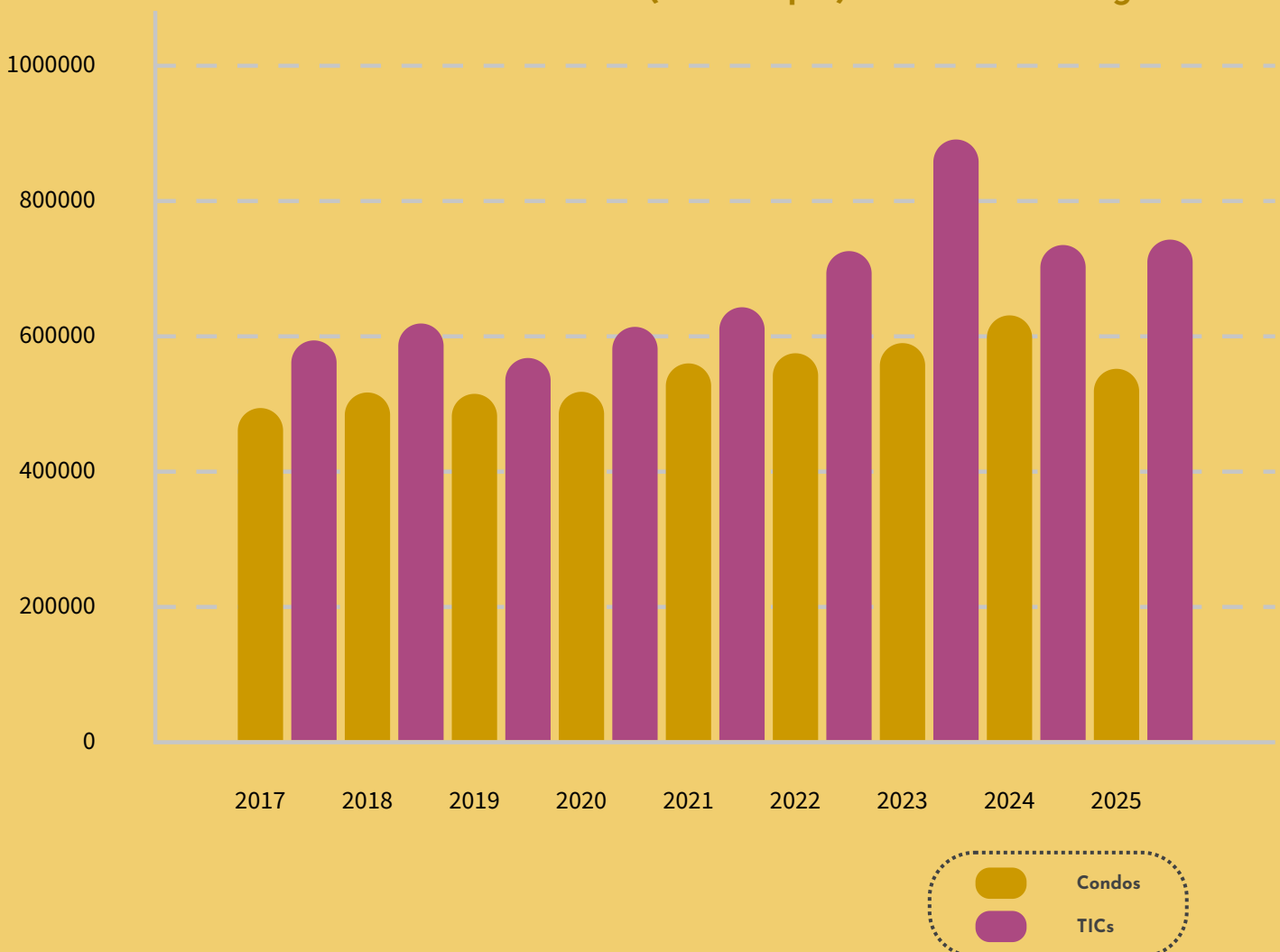


**2017
through
2025**

MEDIAN PRICE

When comparing similar property types, size matters. From 2017 through 2025, the median sale price for TIC homes in Los Angeles has generally tracked closely with condos under 1,000 square feet, offering a more accurate like-for-like comparison than broader condo data that includes large luxury units. In this smaller-size segment, TIC pricing often parallels or occasionally exceeds condo medians, reflecting comparable demand among buyers seeking efficiently sized homes in desirable neighborhoods. Both property types move through the same market cycles, rising and softening in tandem as conditions shift. Because TICs and sub-1000 sq ft condos tend to attract similar buyer profiles, their pricing relationship provides a clearer view of relative value than citywide condo averages alone.

Median Price of Condos (<1000 sq ft) vs TIC in Los Angeles

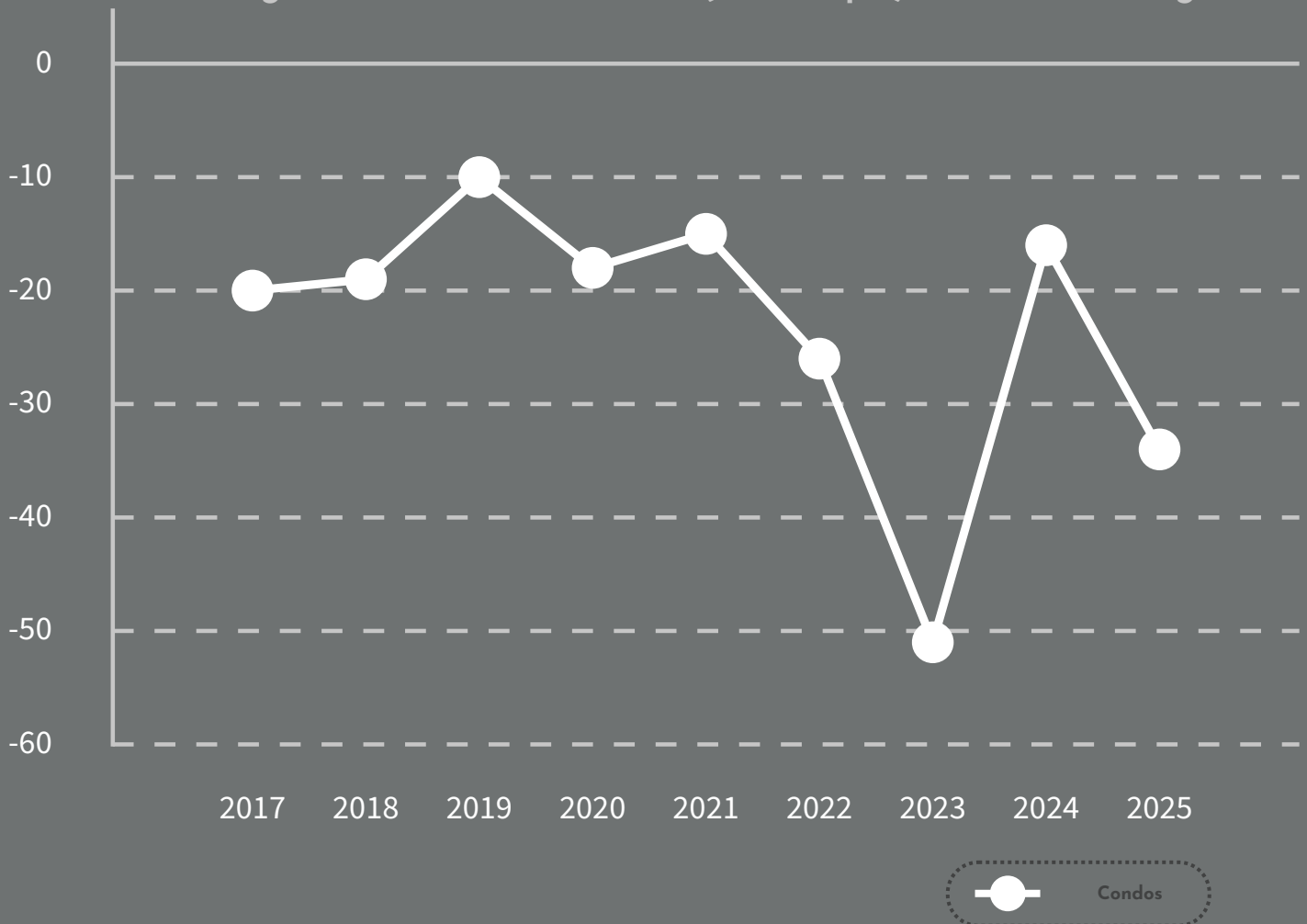


PRICE DISCOUNT

2017
through
2025

When comparing similarly sized properties, the pricing relationship between TIC homes and condos shows a consistent pattern. From 2017 through 2025, condos under 1,000 square feet have frequently sold at a discount relative to comparable TIC homes, indicating that TIC properties can command equal or greater market value when evaluated on a like-for-like basis. What this suggests for buyers and investors is that TIC homes are not simply an “affordable alternative” to condos. In comparable size categories, they frequently perform as competitive or premium assets within the marketplace. This relative pricing strength is one reason TIC ownership continues to gain traction among buyers seeking long-term value in Los Angeles real estate.

Selling Price Discount of Condos (<1000 sq ft) vs TIC in Los Angeles



WHY SELL WITH TRG?

At TRG Real Estate, we offer full-service support to help you bring your TIC property to market successfully—from acquisition guidance and renovation strategy to marketing, buyer education, and closing. We've sold nearly 400 TIC units and

created over 60 TIC communities across Los Angeles, making us the undisputed leader in this space.



We don't just sell TICs—we build sustainable, thriving communities. Our long-term investment in this market means we're continually expanding our network of TIC lenders, collaborating with attorneys and local officials, and educating both buyers and agents throughout the real estate industry. When you work with TRG, you gain more than a sales team—you gain a strategic partner. We bring unmatched expertise in every phase of the process, from legal agreement structuring to HOA budgeting and beyond. Our goal is to ensure your TIC project not only sells, but succeeds for the long term.

WHY BUY WITH TRG?

At TRG Real Estate, we're not just here to help you buy a home—we're here to guide you through one of LA's most unique and rewarding paths to homeownership. As the pioneers of the TIC market in Los Angeles, we've been leading the way since 2016, helping hundreds of buyers successfully navigate the process.

Our Buyer's Agents have completed more TIC transactions than any other brokerage in LA. We bring unmatched expertise in TIC agreements, fractional lending, and navigating the nuances of co-ownership. From your first consultation to closing day, our team is by your side every step of the way.

We also offer workshops, one-on-one support, and early insight on upcoming listings—because we often work directly with developers and know when new communities are coming to market. Whether you're a first-time buyer or looking for an affordable way to stay rooted in a neighborhood you love, we'll help you find the perfect fit and start building equity today.





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