



COMMUNITY LAND TRUSTS: AN OVERVIEW

Since the Community Land Trust (CLT) model was developed in the 1960s, nearly 300 CLTs have been established in 47 states across the U.S. CLTs are community-based organizations whose missions include permanent stewardship of land for community benefit and perpetual preservation of the affordability of housing on that land. CLTs make it possible for limited-income households to own homes on land that is leased from the CLT through long-term (typically 99-year), renewable ground leases. In a CLT arrangement, the homeowner holds the deed to his or her home but leases the land on which the home sits from the CLT.

Key Components of the Ground Lease

The ground lease is the legally binding agreement that gives the homeowner the right to use the land. The lease balances the interests of the homeowner with the long-term interests of the CLT and the community in which it operates. There are a number of critical agreements defined by the CLT's ground lease, to include:

- 99-year term** - The lease is typically for 99 years, providing long-term security and access for the homeowner. The lease is also renewable by the homeowner – or his/her heirs – for an additional 99-year term.
- Lease Fee** – The homeowner pays a modest monthly ground lease fee (\$30) to MACLT in exchange for access to and use of the leased premises. The ground lease fee is set well below market value to maintain affordability.
- Taxes and Assessments** – The homeowner is responsible for the payment of all real estate taxes on the land and on the Improvements.
- Financing** - There is a provision in the lease that describes "permitted mortgages", which include those from federally regulated institutional lenders. These provisions deal specifically with foreclosure proceedings designed to protect the interest of the lender, the borrower, and the landowner.
- CLT's Preemptive Option** – CLT's typically stipulate in the ground lease its preemptive option to purchase the property in the event that the homeowner/homeowner elects to sell their Improvements (rather than transfer their leasehold interest to a designated heir, although that is possible). Because it is the goal of MACLT to keep homes in their portfolio, this typically provides a guaranteed sale for the buyer.

Resale Formula

The prominent difference with the CLT model is the effort to balance the interests of the homeowner with the community's goals of preserving long-term affordability for future households. In an effort to strike a balance between allowing a fair return for the seller of a home (original CLT buyer) while continuing affordability for future CLT buyers, MACLT's utilizes an index-based resale formula. Through this formula, the price of the home at resale is set based on a 2.5% annual appreciation on the owner's share of the home. For example, if a home was purchased for \$100,000 and sold after 10 years, the new sales price would be \$125,000 ($\$2,500 \times 10$). While this does limit profit upon resale, it also guarantees affordable homes will continue to be available in Minot.

Minot Area Community Land Trust (MACLT)

MACLT was fortunate to receive grant funding which has significantly reduced the price of MACLT's homes. All homes are currently priced at \$150,000 or less, with up to \$30,000 available in subsidy through MACLT. Eligible buyers must earn under 80% area median income. Income limits and additional eligibility requirements can be found at www.minotclt.org.

Mortgage Financing for CLT Homebuyers

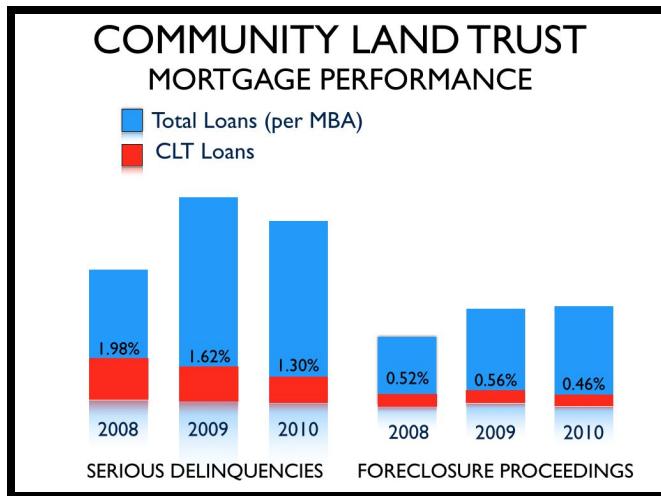
For mortgage lenders, financing for the purchase of CLT homes involves two factors that are not present in the case of more conventional home mortgage loans:

- 1) The collateral for the loan consists of the Improvements and the leasehold interest in the land, not the fee simple interest in the land; and
- 2) The restrictions on resale and occupancy affect the value of the collateral further.

CLT mortgages must also utilize a leasehold mortgages and leasehold appraisal. MACLT has worked with other lenders in the area and would be happy to provide examples or connect you with CLT-knowledgeable lenders. These factors do not prohibit mortgage financing for CLT homebuyers, but many residential mortgage lenders have little experience in dealing with the issues involved. For this reason, CLTs have been particularly focused on working with lenders to arrange appropriate mortgage financing for their homebuyers. Dean Melgaard of the North Dakota Housing Finance Agency has worked on a number of CLT loans in Grand Forks and Minot, and is a fantastic resource while you are considering working with a community land trust program.

Working with the North Dakota Housing Finance Agency has provided a secondary market for North Dakota CLT lenders. For buyers earning under 80% of area median income, the family's debt-to-income ratio must not exceed 36%. Additionally, the loan-to-value ratio for the home must not exceed 75% and the housing payment ratio is limited

to 25%.



To avoid over-subsidizing, MACLT will not provide subsidy in an amount that reduces a household's housing payment ratio to less than 22% of gross monthly income.

It bears noting that, due to the commitment that CLTs across the country make to stand behind and assist CLT homeowners in their efforts to become and remain successful, the performance of CLT homeowner mortgages is dramatically superior to all other mortgages. For example, according to the Mortgage Bankers Association, the nationwide foreclosure rate for all prime mortgages in 2010 – during the height of the Great Recession was 4.63%. That same year, the nationwide CLT foreclosure rate was only .46%, or 1/10th of the national foreclosure rate.

Thanks to strict debt and payment ratios, and a close connection with community land trust staff, CLT home buyers are vetted prior to closing more thoroughly than any other buyers. They must meet all other lender requirements, including credit scores. While their incomes may be lower than most buyers, MACLT's home prices will create opportunities for homeownership that are affordable to low-income buyers, while ensuring their mortgage payments will be made consistently.

How to Get Started

MACLT is currently looking for lending partners in the Minot area. We would love to meet with you to provide some examples and clarification as your organization considers lending to CLT buyers. Homes currently available are posted on our web site, www.minotclt.org. To set up an appointment or speak with MACLT staff, contact:

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