

Community Land Trust

Jason Webb, Senior Community & Capacity Building Specialist 



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GROUNDED SOLUTIONS NETWORK
strong communities from the ground up


We work nationally, connecting local experts with the networks, knowledge and support they need.
We promote housing solutions that will stay affordable for generations so communities can stabilize and strengthen their foundation, for good.

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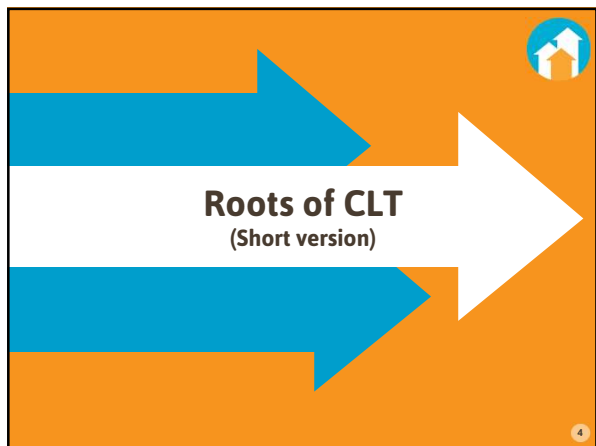
Presenter Information

Jason Webb, Senior Community and Capacity Building Specialist

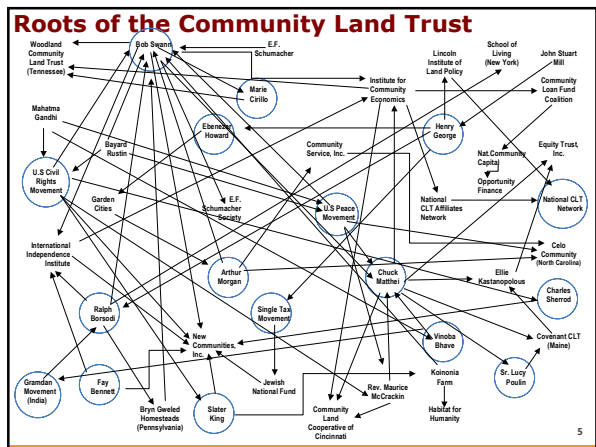
- ▶ Over 30 Years of experience in Community Development, Community Organizing and Community Land Trust
- ▶ Grew up in Boston, MA
- ▶ Lead Dudley Street Neighborhood Initiative/Dudley Neighbors Inc for 15 years as Director of Operations
- ▶ Started young in my own community of Dudley St.
- ▶ Works with Start-up CLTs



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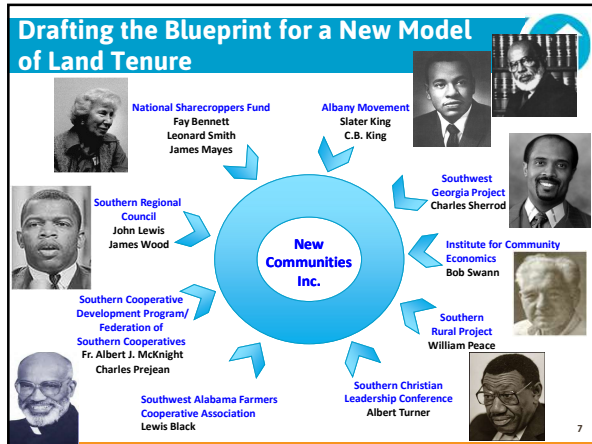
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Community Land Trust

- 225+ CLTs nationwide
- Roots in the Civil Rights Movement
- Exponential growth in the 1990s and... now!
- 41 states plus the District of Columbia and Puerto Rico

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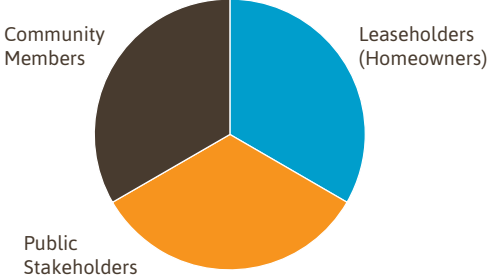
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Classic CLT

Tri-Partite Board



Community Members

Leaseholders (Homeowners)

Public Stakeholders

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Dual Ownership



Individual owns improvements (home)



Community land trust owns land

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Dual Ownership




Ground lease ties improvements and land together ...


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Perpetual Affordability

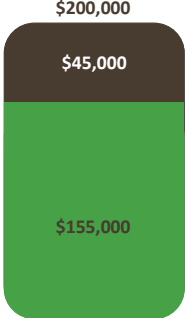


Lower price initially
↓
Lower price at resale
↓
Again, again and again



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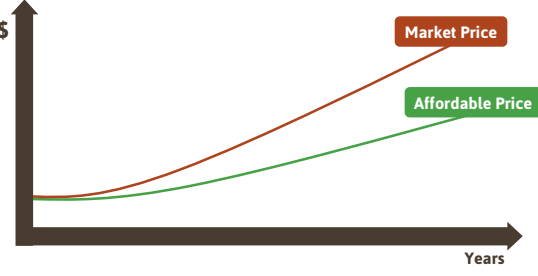
The Affordability Gap



\$200,000 Market Price
\$45,000 Affordability Gap
\$155,000 What Family can Afford to Buy

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The Growing Affordability Gap



Market Price
Affordable Price
\$
Years

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Seeking a Fair Balance

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Asset Building/ Affordability

A Continuum of Strategies

Modified from Jacobus & Lubell, 2007. 20

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Example: Traditional Model

	Traditional Model
Market Price of Home	\$200,000
What Buyer can Afford	\$155,000
Subsidy Needed	\$45,000
Sale Price to Homebuyer	\$200,000
10 Years Later...	
Market Value After 10 Years	\$240,000
Sales Price	\$240,000
Program Portion	\$0
Seller Portion (grant + appreciation)	\$85,000

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Example: Traditional Model

	Traditional Model
NEW Sales Price of home	\$240,000
NEW Buyer Affordability	\$185,000
NEW Buyer Subsidy Needed	\$55,000
Program Portion from Sale	\$0
NEW Resources Needed	\$55,000

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Example: CLT Model

	Traditional Model	CLT Model
Market Price of Home	\$200,000	\$200,000
What Buyer can Afford	\$155,000	\$155,000
Subsidy Needed	\$45,000	\$45,000
Sale Price to Homebuyer	\$200,000	\$155,000
10 Years Later...		
Market Value After 10 Years	\$240,000	\$240,000
Sales Price	\$240,000	\$185,000
Program Portion	\$0	\$55,000
Seller Portion (appreciation)	\$85,000	\$30,000

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Example: CLT Model

	Traditional Model	CLT Model
NEW Sales Price of home	\$240,000	\$185,000
NEW Buyer Affordability	\$185,000	\$185,000
NEW Buyer Subsidy Needed	\$55,000	\$0
Program Portion from Sale	\$0	\$55,000
NEW Resources Needed	\$55,000	\$0

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Perpetual Responsibility



- Stewardship of structures (homes)
- Stewardship of leaseholders (homeowners)
- Stewardship of subsidy (public funds)

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Wrap Up & Questions/Answers



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Thank you!

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