



GROUND SOLUTIONS NETWORK

strong communities
from the ground up





Who We Are

- ▶ Formed in 2016 through the merger of the National Community Land Trust Network and Cornerstone Partnership
- ▶ We work nationally, connecting local experts with networks, knowledge, and support.
- ▶ We help promote housing solutions that will stay affordable for generations.
- ▶ We believe all people should have safe places to live and should be empowered to shape their neighborhoods into thriving places.





About Me

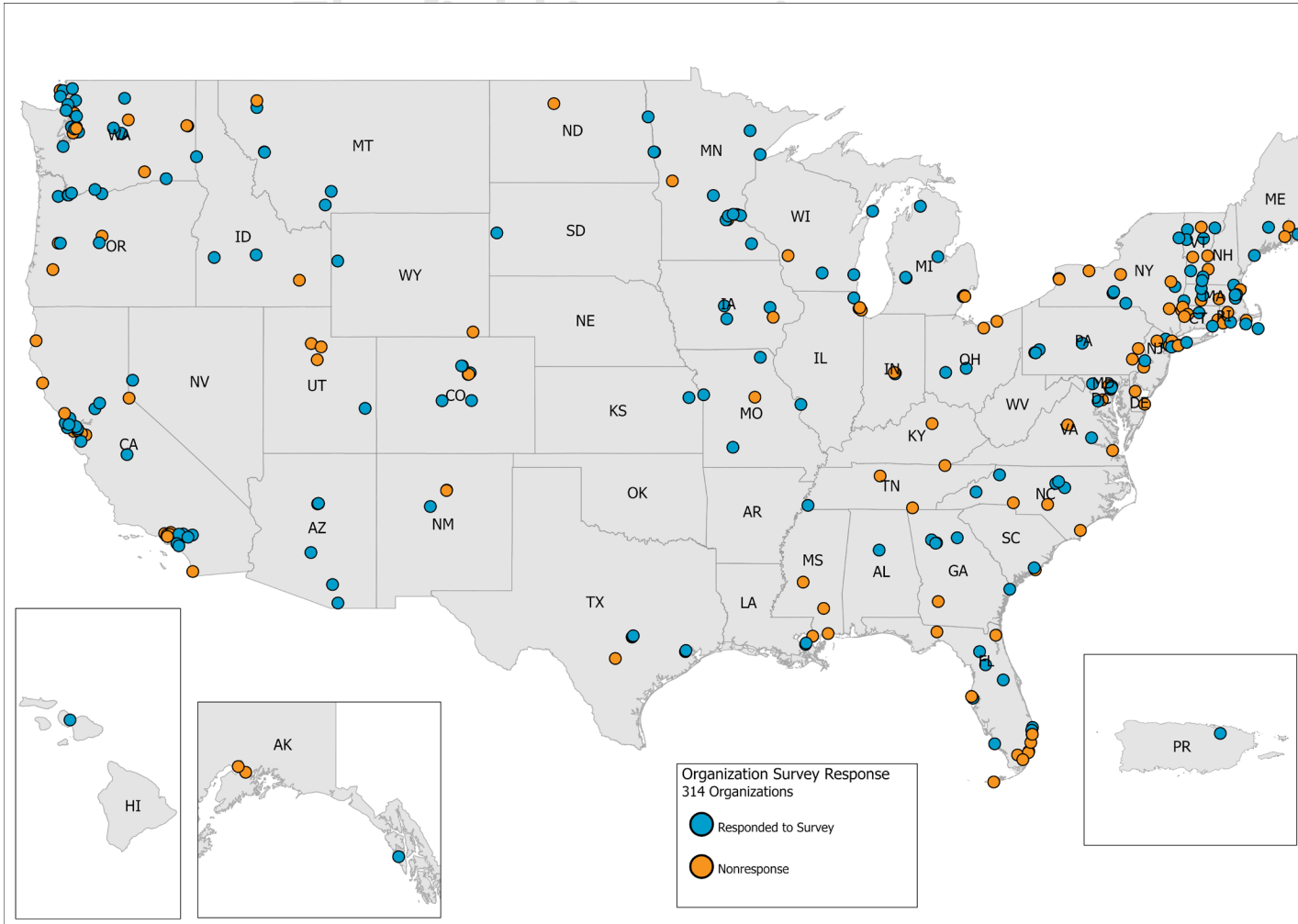
- ▶ Nashville, Tenn.-based
- ▶ Regional Policy Director
- ▶ Elected official for eight years in Nashville
- ▶ Served on housing trust fund for six years
- ▶ Vice Chair of Metropolitan Housing and Development Agency





National CLT Landscape

Growth Across the Country

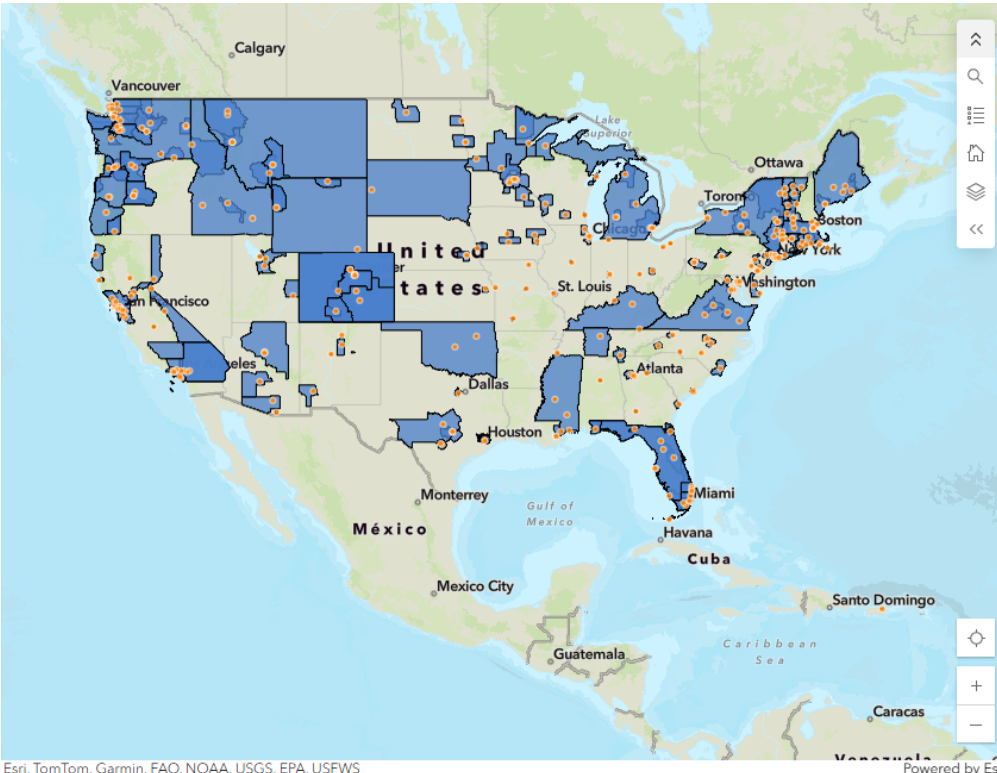


340+ CLT/SE entities in 46 states, D.C., and Puerto Rico;

30+% increase in the number of CLTs compared to 2011 (Thaden, 2011).

- A CLT/SE entity population list (n = 314) filled with basic information;
- Comprehensive organization and program data for over half of the population list.

Growth Across the Country



Esri, TomTom, Garmin, FAO, NOAA, USGS, EPA, USFWS
This map is not meant for the purposes of finding affordable housing. Grounded Solutions Network cannot assist with that effort.

# of SE Entities	# of SE Homeownership Units	% POC Homeowners (Average)	% First-time Homebuyers (Average)
346	14.2k	50%	86.1%

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Residential Unit Diversity



A total estimate of **43,931 residential units** as of year-end 2022

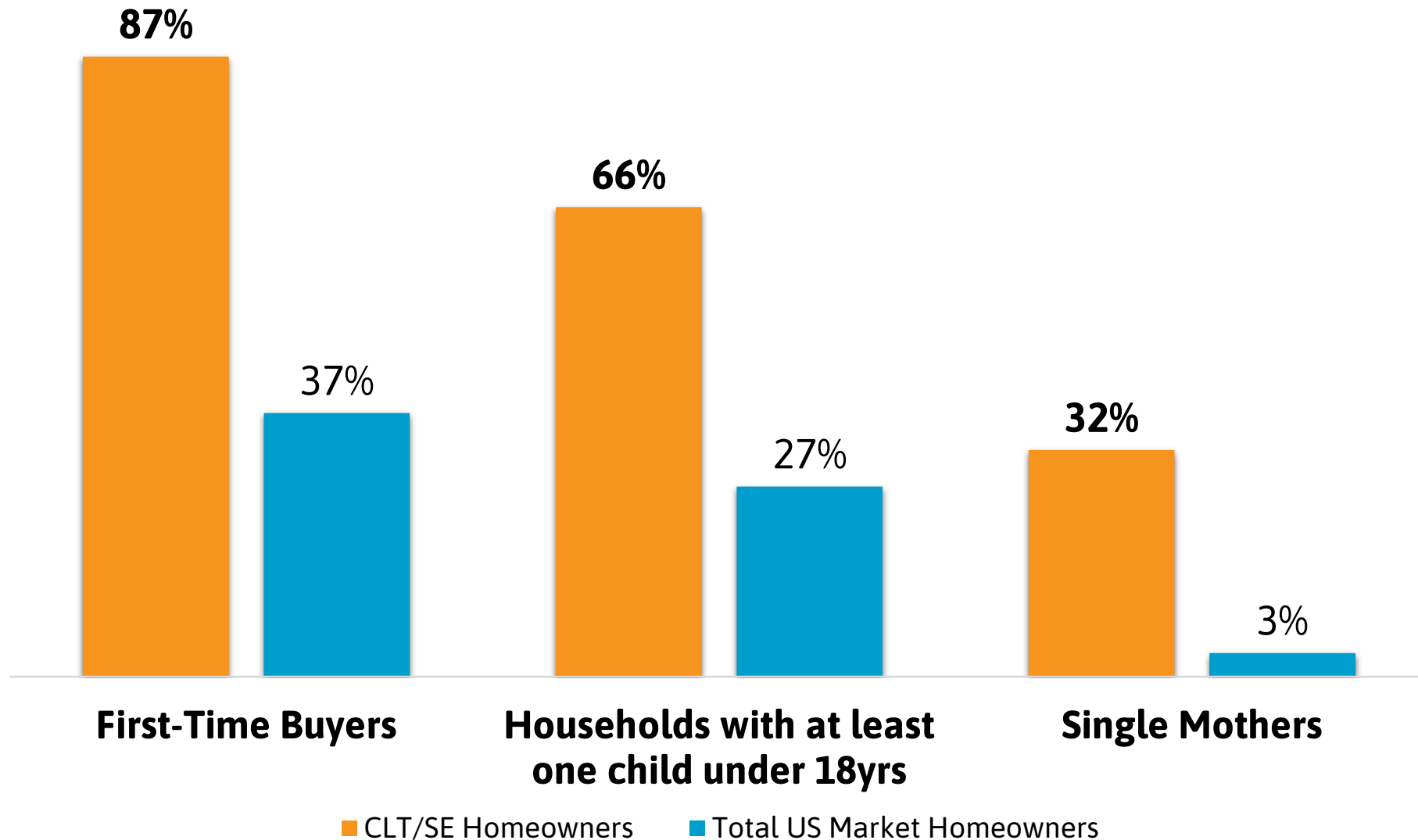
- 19,545 **rental units (44%)**
- 15,606 **shared equity homeownership units (36%)**
- 6,138 **other** tenure types (14%)
- 2,642 units with unknown tenure type (6%)



Credit: The [Chicago Houses](#) series from [ALSO Design](#)

Today, our rough estimates put this number at **above 50,000 total units**

Shared Equity Homeowner Characteristics



Why CLTs Are Resonating Today

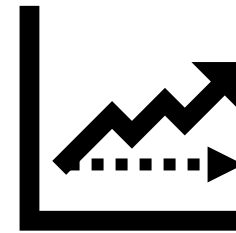


Loss of affordable units



Over 300k subsidized units **at risk of losing their affordability** over the next 5 years

Rising costs, stagnant wages



of **rent-burdened** households & **homeownership costs** at historic highs

Lingering effects of the **Great Recession** and foreclosure crisis



Many households still recovering lost wealth from the Great Recession

Growing demands for **community control & ownership**



On the rise in both public opinion and social movements

Why CLTs Are Resonating Today



Growing awareness of our current system's limitations and how CLTs can help address them

Uptick in state and federal **legislative proposals** supporting CLTs and shared equity

Greater **diversity of approaches** – CLTs doing multifamily, rental, manufactured housing, cooperatives, and commercial space are on the rise

URBAN WIRE
Permanently Affordable Housing Has Support from Both Republican and Democratic Voters. Presidential Candidates Should Take Note.

Samantha Atherton, Samantha Fu

August 12, 2024



Forbes
Community Land Trust Provide Housing Alternatives Worldwide

Roger Valdez Contributor © Jun 6, 2024, 09:30am EDT

BROOKINGS

RESEARCH

Community land trusts: An 'old-school' innovation with 'new school' structural applications

Andre M. Perry and Manann Donoghoe
June 26, 2024



Policy Implications

Impact: First Time Homebuyers



87%

of the households who purchased shared equity homes were first-time homebuyers.

Wang, Ruoniu, et.al. 2019. "Tracking Growth and Evaluating Performance of Shared Equity Homeownership Programs During Housing Market Fluctuations" *Lincoln Institute of Land Policy*

Impact: Moving to Market



6 out of 10



shared equity homeowners use their earned equity to eventually purchase a traditional market rate home.

Wang, Ruoniu, et.al. 2019. "Tracking Growth and Evaluating Performance of Shared Equity Homeownership Programs During Housing Market Fluctuations" *Lincoln Institute of Land Policy*




Shared Equity Housing


By the Numbers



The 2022 Census of Community Land Trusts and Shared Equity Entities in the United States


314 
shared equity housing organizations
in 46 states, DC, and Puerto Rico,
a 30% increase since 2011

15,606 
shared equity homes projected
as of year-end 2022, a 120% increase
since 2011

58% 
of shared equity homes
were restricted to a maximum
of 80% AMI

87% 
of shared equity homeowners
were first-time homebuyers

45% 
of shared equity homeowners
were people of color

98% 
of programs had affordability terms of
30 years or longer, 83% had terms of
99 years or longer

The largest, most comprehensive study to date documented the prevalence, practices, and impact of community land trusts and nonprofits with shared equity homeownership programs.

Tracking Growth and Evaluating Performance of Shared Equity Homeownership Programs During Housing Market Fluctuations

The median shared equity household accumulated
\$14,000
in earned equity (compared to a median initial investment of \$1,875)

6 out of **10**
shared equity homeowners used their earned equity to eventually purchase a traditional market rate home

Over **99%**
of shared equity homes avoided foreclosure proceedings

In 2018, data collected from 58 organizations with more than 4,000 housing units across 20 states over three decades was analyzed, highlighting how shared equity homeownership promotes sustainable wealth building opportunities and lasting affordability for lower-income households.

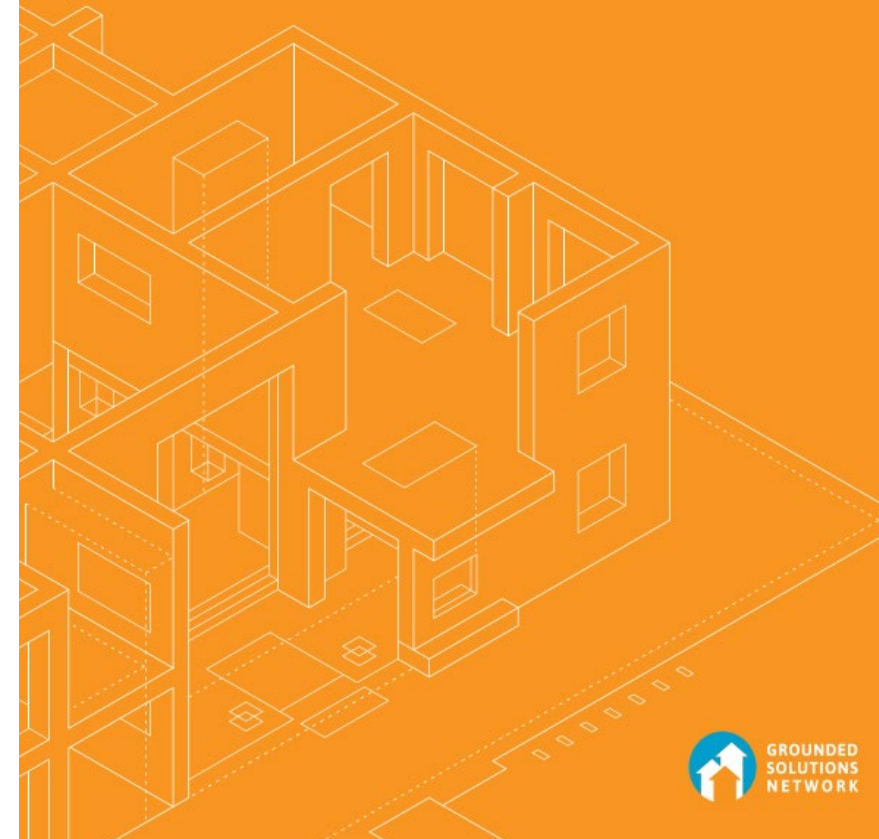
Find out more at GroundedSolutions.org



Community Land Trusts in the Rental Market:

Practices, Challenges, and Opportunities

Amanda Bennett and Sophia Corugedo



Resource Library



Become a Member →



About ↑

Who We Are

Staff

Board of Directors

Network News

Careers

Our Work ↑

Strengthening Neighborhoods

Community Land Trusts

Inclusionary Housing

Shared Equity Homeownership

Homeowner Testimonials

Member Spotlights

How We Do It

Field Growth & Sustainability

Housing Policy Consulting

National Policy

Innovative Finance

Where We Work

Tools and Resources ↑

National Initiatives

Resource Library

Help Desk

Technical Assistance

Opportunities

Training & Learning Exchange

Homes for the Future

InclusionaryHousing.org

MyHomeKeeper.org

CLT Census Map

Support Our Work ↑

Investors and Supporters

Members

Clients

Events

Contact

Donate



Legislative Updates

Federal: HOME Improvement



- ▶ New CLT definitions and preemptive purchase option in HOME
 - ▶ HOME Reauthorization and Improvements Act (in ROAD to Housing)
 - ▶ HOME Reform Act (in Housing for the 21st Century Act)

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**AMENDMENT TO THE AMENDMENT IN THE
NATURE OF A SUBSTITUTE TO H.R. 6644
OFFERED BY MRS. BEATTY OF OHIO**

Page 57, line 14, add at the end the following:

1 (n) REALLOCATION NOT AVAILABLE FOR CERTAIN
2 JURISDICTIONS.—Section 217(d) of the Cranston-Gon-
3 zalez National Affordable Housing Act (42 U.S.C.
4 12747(d)) is amended—

5 (1) in paragraph (1), by striking the second
6 sentence and inserting the following: “Subject to
7 paragraph (4), jurisdictions eligible for such re-
8 allocations shall include participating jurisdictions
9 and jurisdictions meeting the requirements of this
10 title, including the requirements in paragraphs (3),
11 (4), and (5) of section 216.”; and

12 (2) by adding at the end the following:

13 “(4) REALLOCATION NOT AVAILABLE FOR CER-
14 TAIN JURISDICTIONS.—The Secretary may decline to
15 make a reallocation available to a jurisdiction eligible
16 for such reallocation if such jurisdiction has failed to
17 meet or comply with any requirement under this
18 title.”.

Maryland: HB85/SB511



- ▶ Eases resident formation of limited-equity housing cooperatives
- ▶ Second attempt at legislation
- ▶ Dedicated bill sponsor
- ▶ Coalition building
- ▶ Resident voices

Limited Equity Housing Cooperative Bill HB85/SB511

The Limited Equity Housing Cooperative Bill will allow Maryland residents to more easily convert their resident-owned buildings into limited-equity cooperatives, where they can maintain housing affordability and achieve long-term stability.

What is a limited-equity housing cooperative (LEHC)?

An LEHC is a resident-owned building where households buy a membership share, elect a board, and set monthly charges together. Resale prices are capped by a formula, so homes stay affordable over time. Members build modest equity and long-term stability rather than chasing speculative gains.

What are the benefits to easing LEHC conversion?

Making it easier for residents to convert their building into an LEHC reduces displacement, while providing opportunities for low-income residents to take ownership and manage their property.

Why isn't this happening already?

Current law is designed for for-profit, market-rate housing developers, not tenant-owned cooperatives. This legislation creates a clear, simple path for residents to pursue conversion, while requiring transparent budgets and maintenance reserves to ensure future success through collective democratic governance.



Does this cost the state money?

This legislation is **revenue-neutral**.

Where is this legislation from?

This legislation originated with an issue in Takoma Park, Md., where the Leeland Tenants Association (pictured) exercised their Tenant Opportunity to Purchase (TOPA) rights to purchase their building, with assistance from Mi Casa and the Montgomery County Affordable Housing Opportunity Fund. They have been working to convert their building into a limited-equity housing cooperative.

Haven't I heard of this before?

Yes! This legislation passed the Senate last year as SB927. The bill was not taken up in the House, due to the legislature's focus on the state budget. This year's version has been vetted by attorneys and stakeholders to receive a broad range of support.

Who is supporting this bill?

Several affordable housing practitioners and advocates support the LEHC Bill, including:



How can I help?

Sign on to the LEHC Bill as a co-sponsor and

Vote Yes on HB85/SB511!

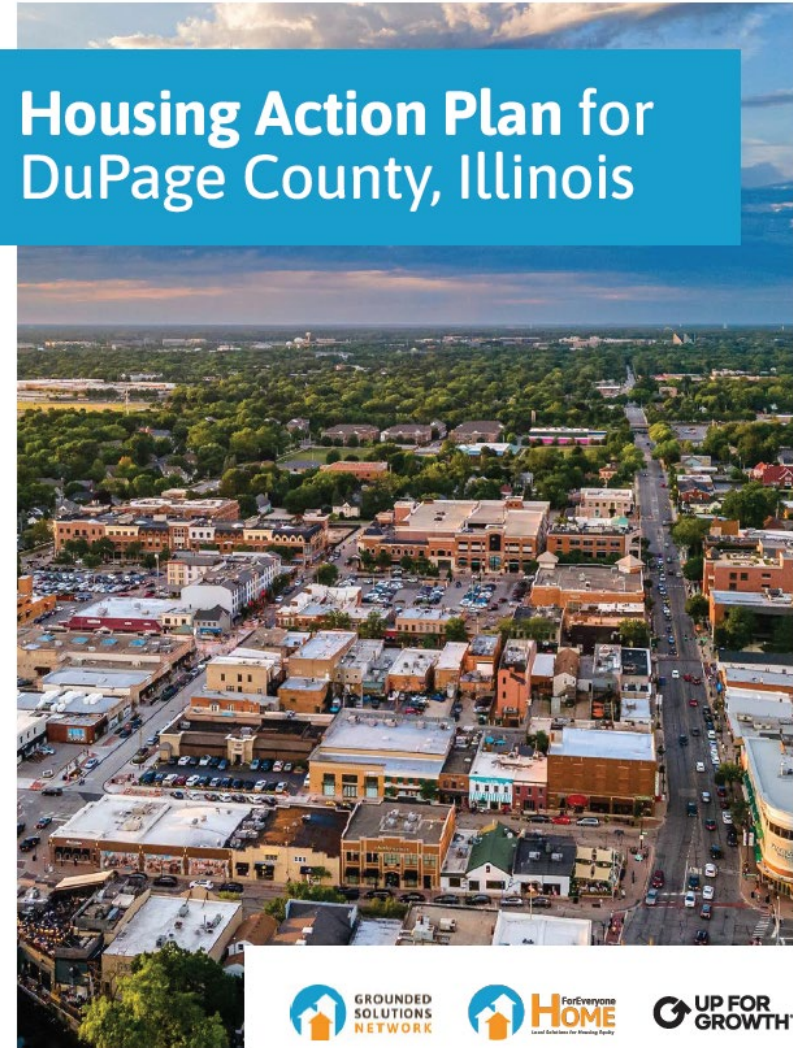
For more information, email claudia@communitydevelopmentmd.org.

Illinois: HB4571



- ▶ Allows DuPage County to spend allocated funding for CLTs and land banks
- ▶ Second attempt at legislation
- ▶ Recommendation of ForEveryoneHome Housing Action Plan
- ▶ 12 House cosponsors

Housing Action Plan for DuPage County, Illinois



Illinois: SB3169



- ▶ CLT Omnibus Bill
- ▶ First attempt at legislation
- ▶ CLT Task Force recommending portion of STR revenues establish CLT Fund
- ▶ Exempt predevelopment taxation

SB 3169: Illinois Community Land Trust Bill

What are Community Land Trusts (CLTs)?

Community Land Trusts are non profits that develop and sell homes at an affordable price to low and moderate income households. While the buyers purchase the homes, the CLT maintains ownership of the land, keeping each CLT home permanently affordable for household after household. This allows lower-income households to build wealth through homeownership, while also providing the community a stock of homes that will remain affordable forever. They are effective in many contexts: gentrifying and disinvested urban areas, as well as suburban and downstate communities. CLTs are a proven model with over 300 nationwide,¹ but Illinois is lagging behind.



Why are CLTs needed?

Homeownership is increasingly out of reach as housing prices outpace wages: Illinois' average home value was \$264,000, an increase of 37 percent over five years.² With median household income in Illinois at \$83,390, half of Illinois households can not afford the average home price.³ CLTs break down barriers to homeownership for working families who can't compete in current real estate markets.

How does SB 3169 support CLTs?

- **Property tax relief** on CLT properties from acquisition to sale, lowering project costs.
- **Dedicated revenue** to support CLTs with acquisition, rehab, staffing, and capacity building. Creates new surcharge of 4% of 94% of gross receipts on short-term rentals (Airbnb), generating an estimated \$10.5M annually. STRs drive up costs for both renters and homeowners by taking units off the market; this surcharge will disincentivize STRs and create more permanently affordable homes.⁴
- **Integrating CLTs into state housing policy and planning** by ensuring IHDA includes goals to support CLT development (separate bill), and directs IHDA to remove barriers to execution of CLT projects

The housing crisis demands fresh ideas and new approaches.

Say YES to SB 3169 and give CLTs a fighting chance to prove themselves and serve Illinois families.

Citations

¹ Vesoulis, Abby. "Community Land Trusts Are an Increasingly Popular Fix for the Housing Crisis. Here's How They Work." *Time*, 2023.
² "You Can't Buy What You Can't Afford Illinois' Housing Shortage and Ways to Fix It," Illinois Labor and Employment Relations Project, 2023.
³ "QuickFacts: Illinois," United States Census Bureau, 2023.
⁴ Institute for the Public Good. "Estimated Annual Revenue from 4% State Short-Term Rental Surcharge" 2020. Unpublished

Colorado: HB26-1066



- ▶ Allows rental properties under CLTs and other nonprofit orgs to be tax-exempt
- ▶ Gov. Polis' legislative priorities
- ▶ Expands existing law allowing exemption of for-sale CLT properties



Photo credit: Urban Land Conservancy



Regional Hubs

Regional Hubs: An Evolution in Our Approach



National Expertise & Resources
Capital & Real Estate Strategies - SE / CLT Networks - National Best Practices - Policy & Research

Regional Hub
Place-based GSN Staff + Local partners

Mission-Aligned
Capital Providers

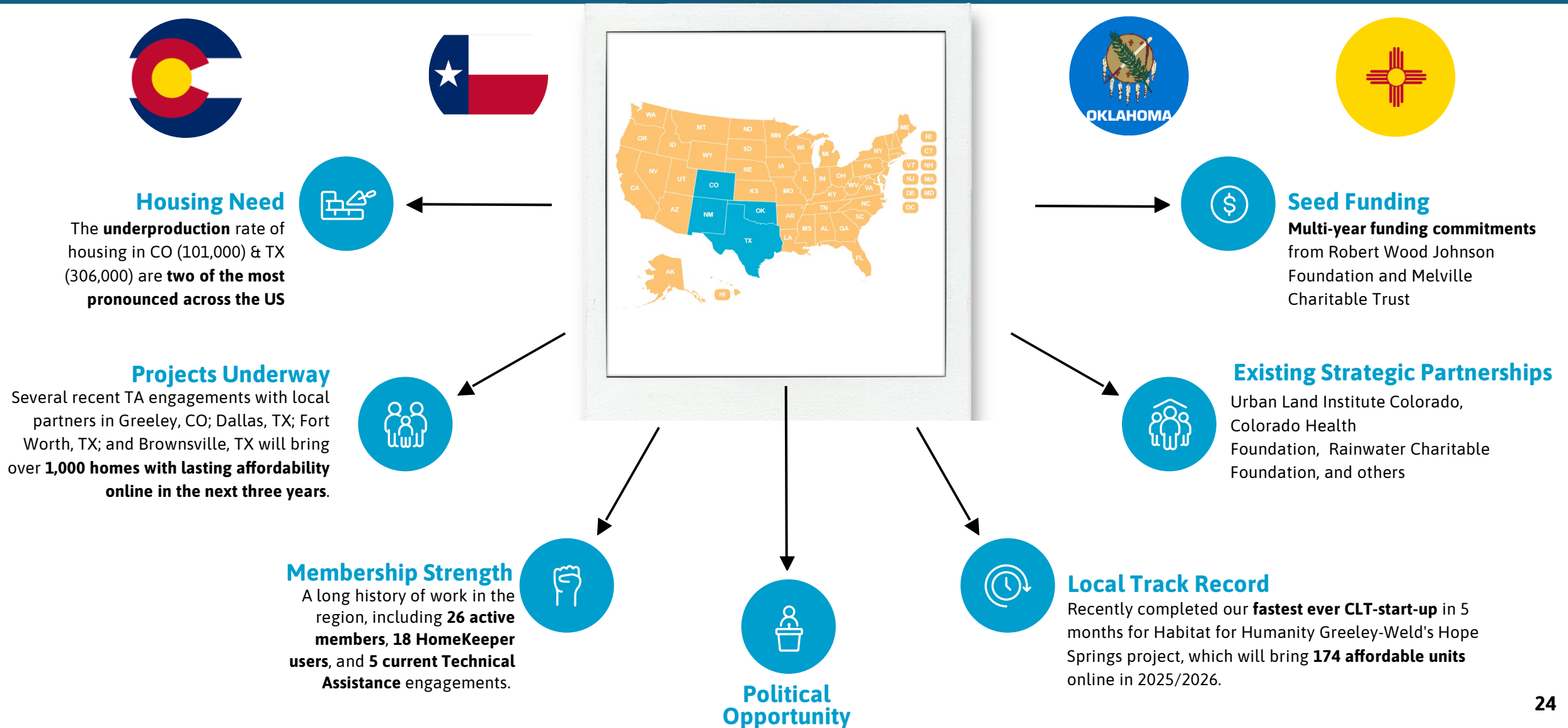
Community-Based
Organizations

State & Local
Government

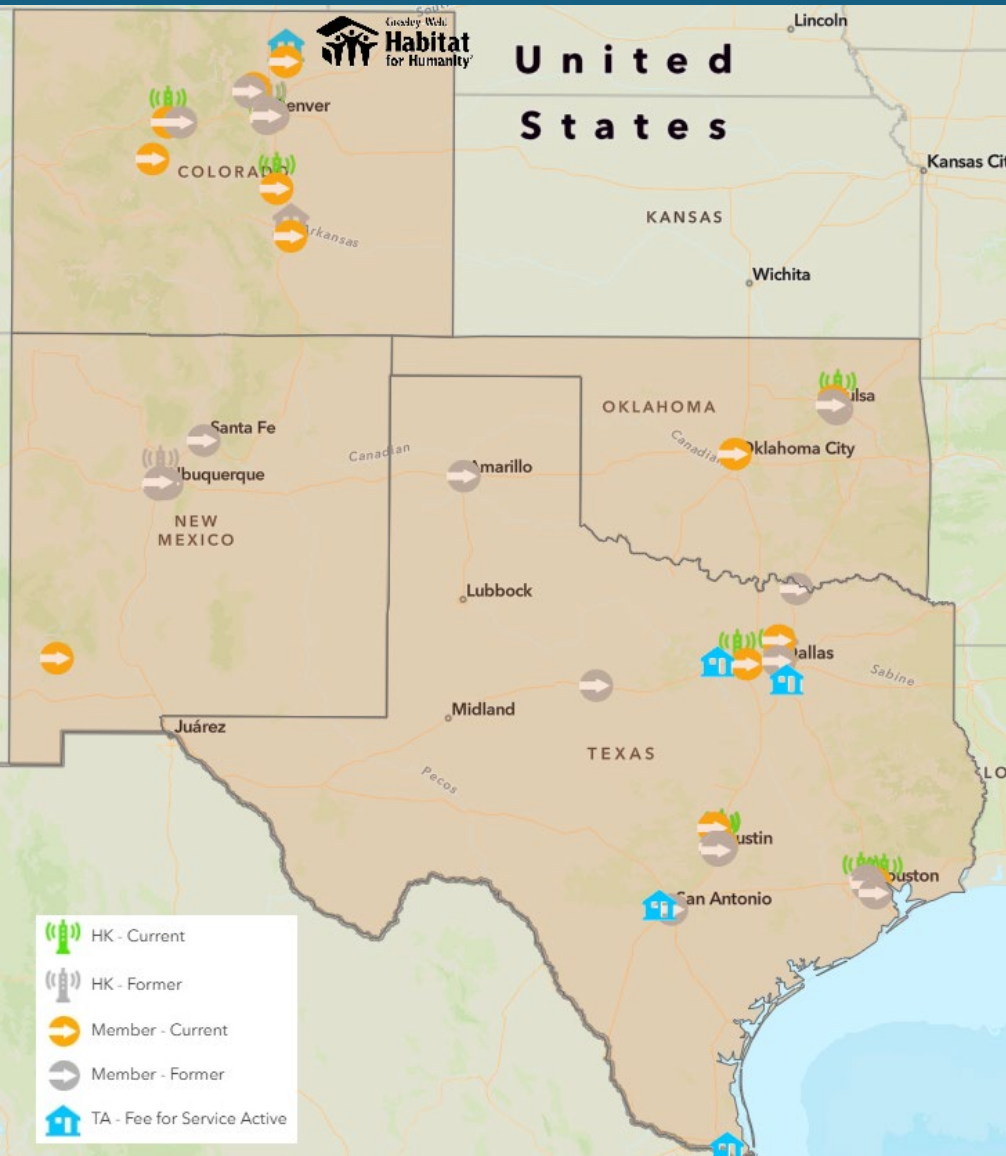
Membership & Field
Development

Housing Providers

Our First Regional Hub: CO, TX, OK, NM



Goals for the First Regional Hub



- ▶ **Accelerate affordable housing production and preservation**, helping to **double** the output of homes with lasting affordability
- ▶ **Grow regional interest** in lasting affordability and shared equity models, in partnership with local practitioners
- ▶ Build a financially sustainable pilot and demonstrate a viable model to **bring to other regions**



Upcoming Opportunities

Upcoming Opportunities



- Membership keeps you connected, informed, and supported within a national network advancing lasting affordability and shared equity housing.
- Members receive regular policy and funding updates, invitations to live and on-demand learning opportunities, discounts and scholarships for trainings, priority access to technical support, and savings on HomeKeeper services.
- You'll also gain visibility through a member badge and contribute to strengthening lasting affordability in housing nationwide.

Upcoming Opportunities



Webinar Alert

March 18 1:00–2:15 PM ET

CLTs, Neighborhood Trusts, & MINTs: Approaches to Creating and Preserving Rental Housing with Lasting Affordability



Moderator



Sophia Corugedo

Panelists



Kimberly Sanchez



Emily Holt



**Adriana Abizadeh-
Barbour**



Olivia Simpson

Contact Information



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Thank You!