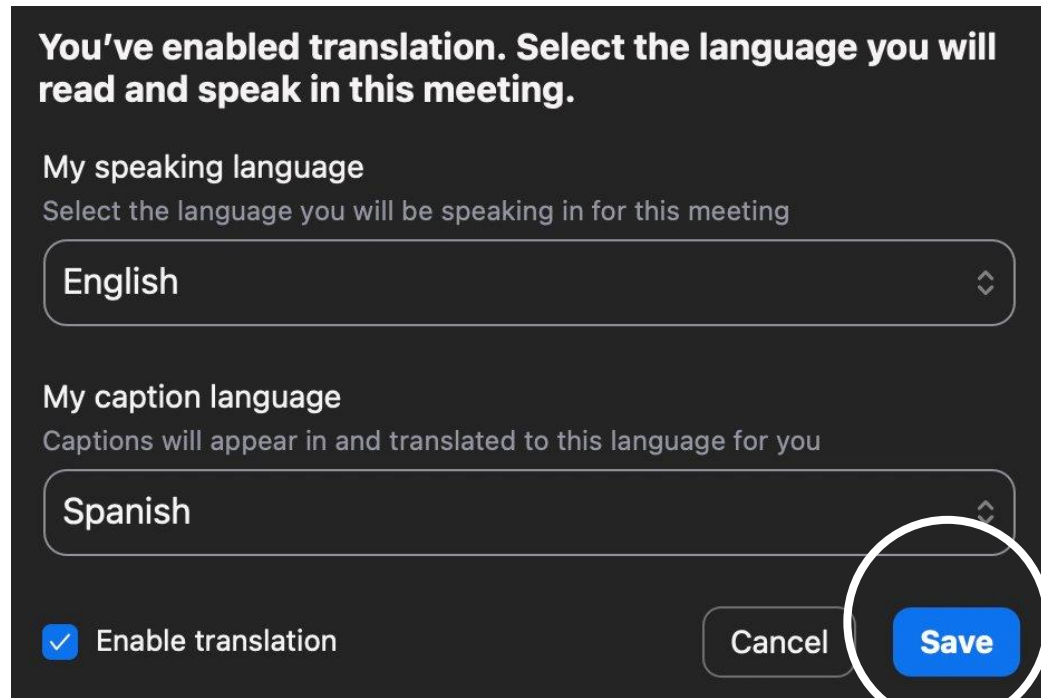
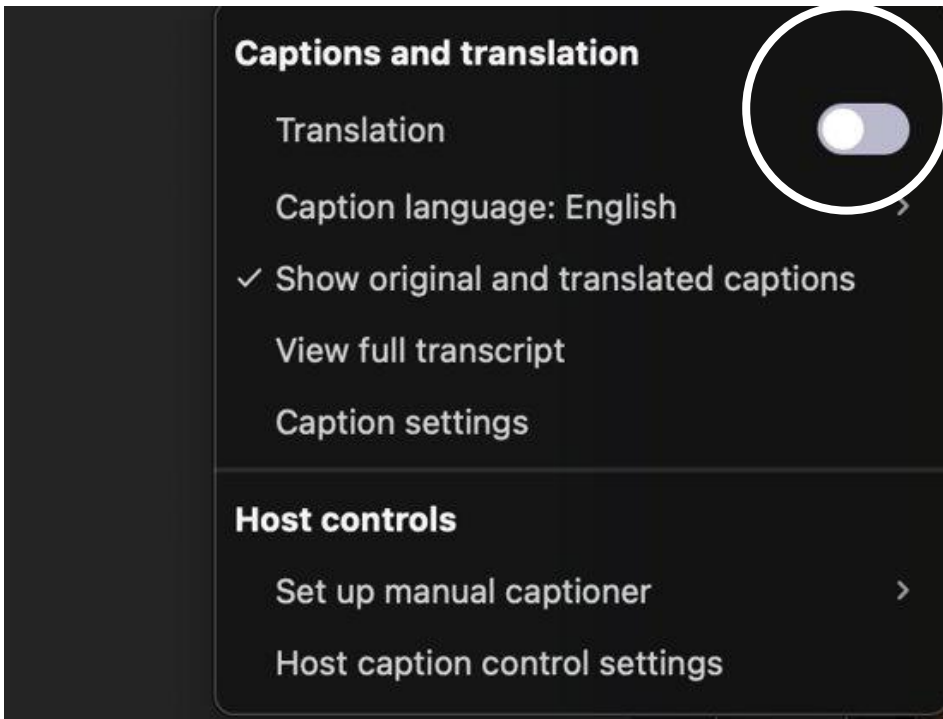
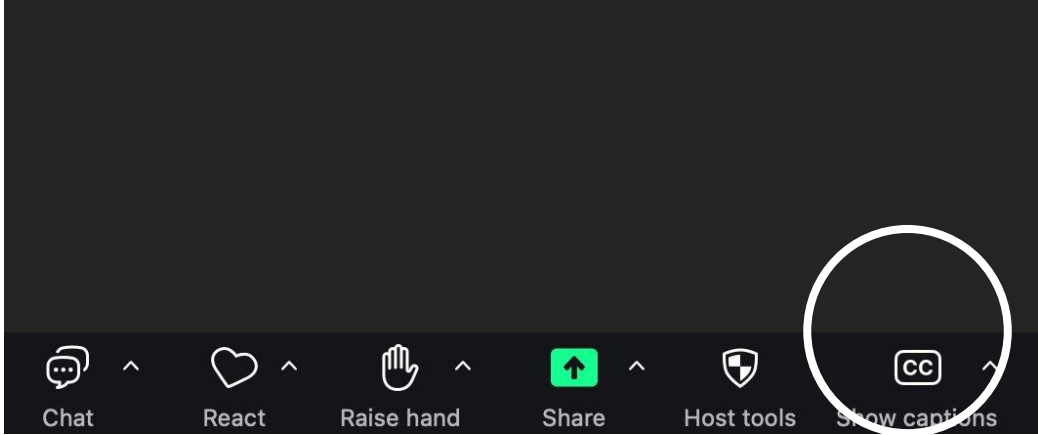




# Scaling Housing Supply through Habitat for Humanity-CLT Partnerships

**Twin Cities Habitat and Minnesota CLT Coalition**



# Agenda

- Welcome *Aditi Nair*
- Lasting Affordability Models at Habitat *Assan Sosseh*
- Community Land Trust Movement and Coalition Building *John Davis*
- Minnesota CLT Coalition *Jeff Washburne*
- Twin Cities Habitat Lasting Affordability journey *Ben Post*
- Habitat and CLT partnership examples: TC Habitat and Homes Within Reach (CLT) *Noah Keller and Brenda Lano-Wolke*
- Moderated Discussion between Housing Practitioners *Aditi Nair*
- Q/A



# Poll 1

Select a response on your pop-up screen

# Habitat's Lasting affordable models





## **Lasting Affordability**

**Strategies intended to  
preserve affordability  
for subsequent  
homebuyers across  
generations**

# Lasting Affordability

- ☒ Keeps home affordable for **at least 30 years**
- ☐ Does not include only shared appreciation



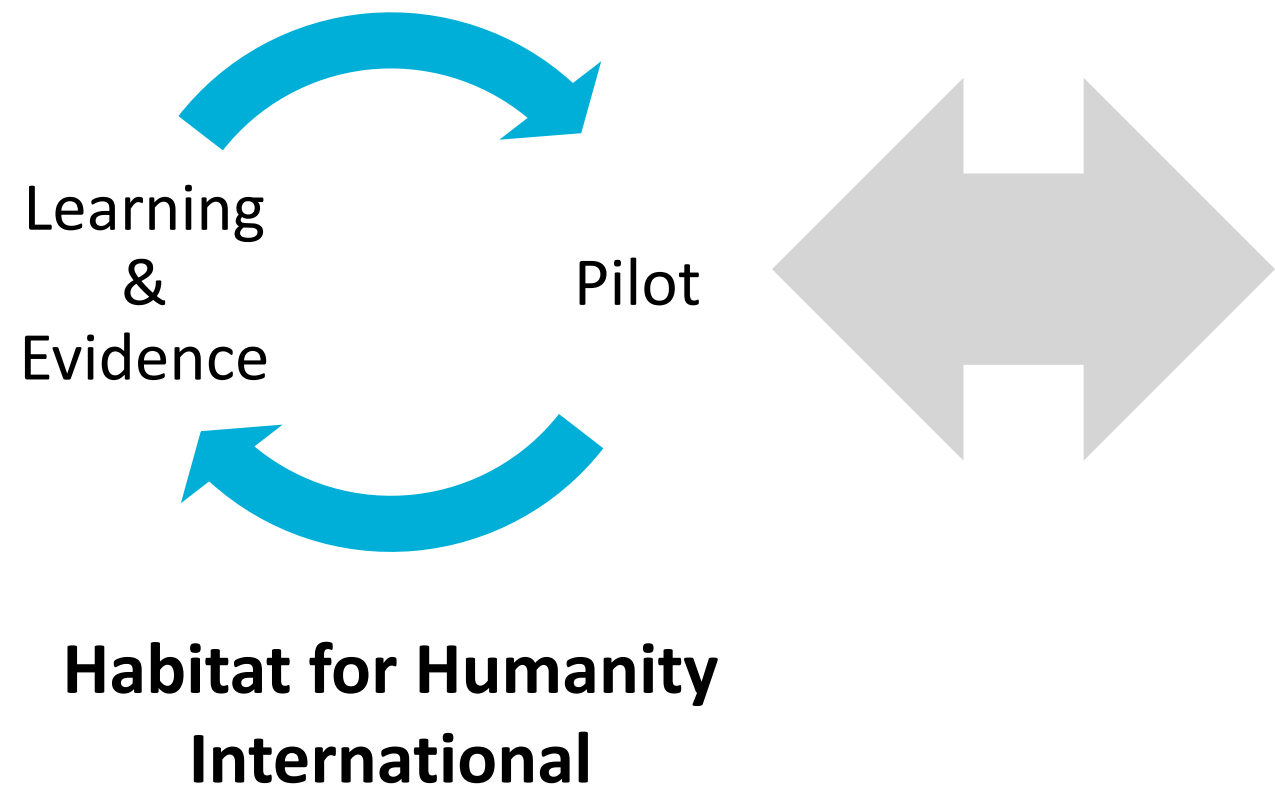
- ☒ Includes resale restrictions that survive well beyond the initial buyer

# Lasting Affordability Models

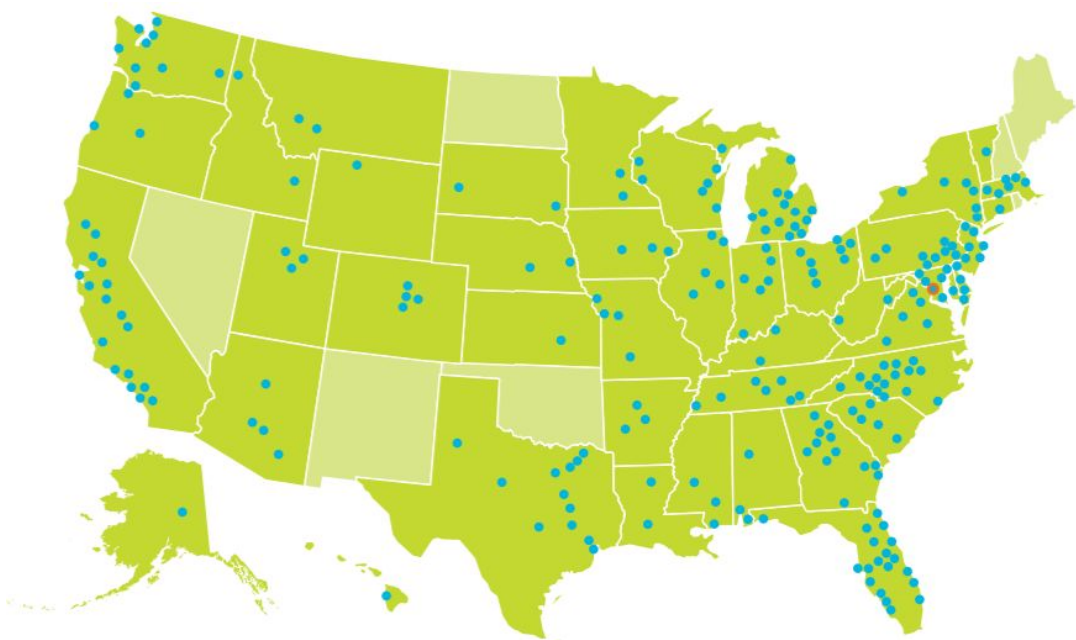




# The Habitat Network



Innovations at Scale



Habitat Affiliated Network

# Lasting Affordability Growth

590 Affiliates responses out of 970

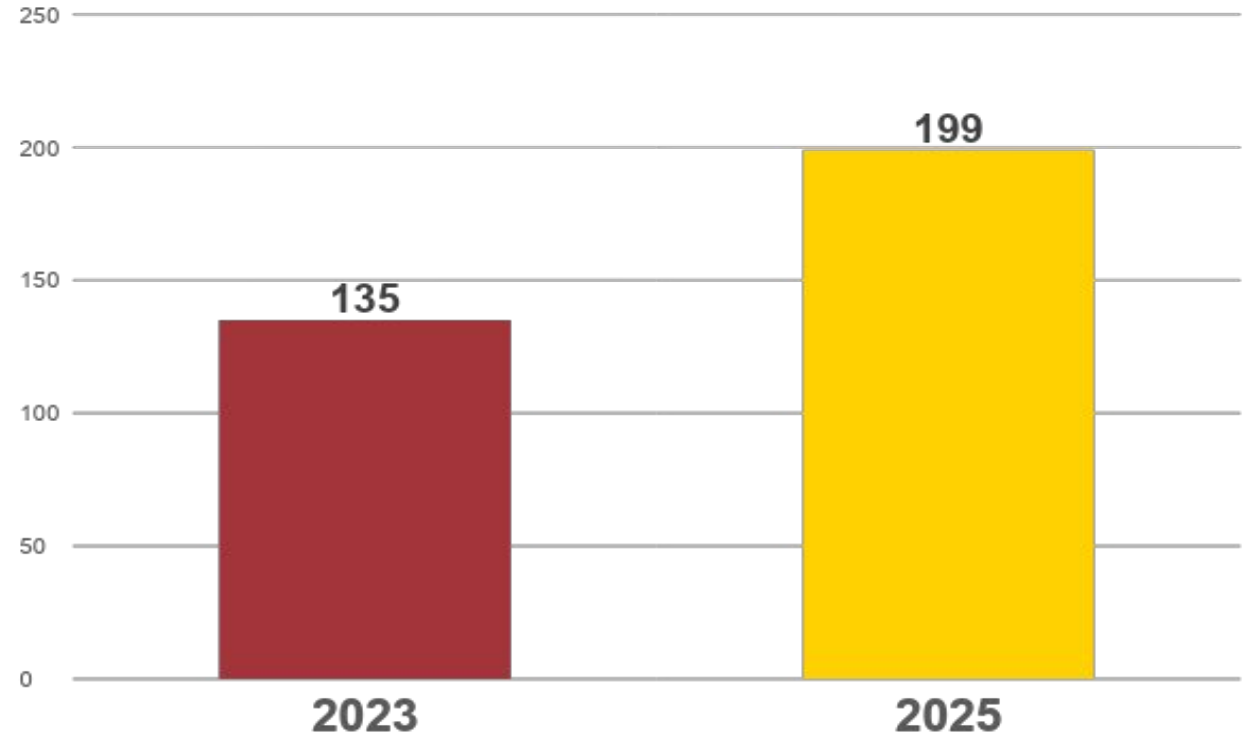
**47%**

Program Growth



**2,043**

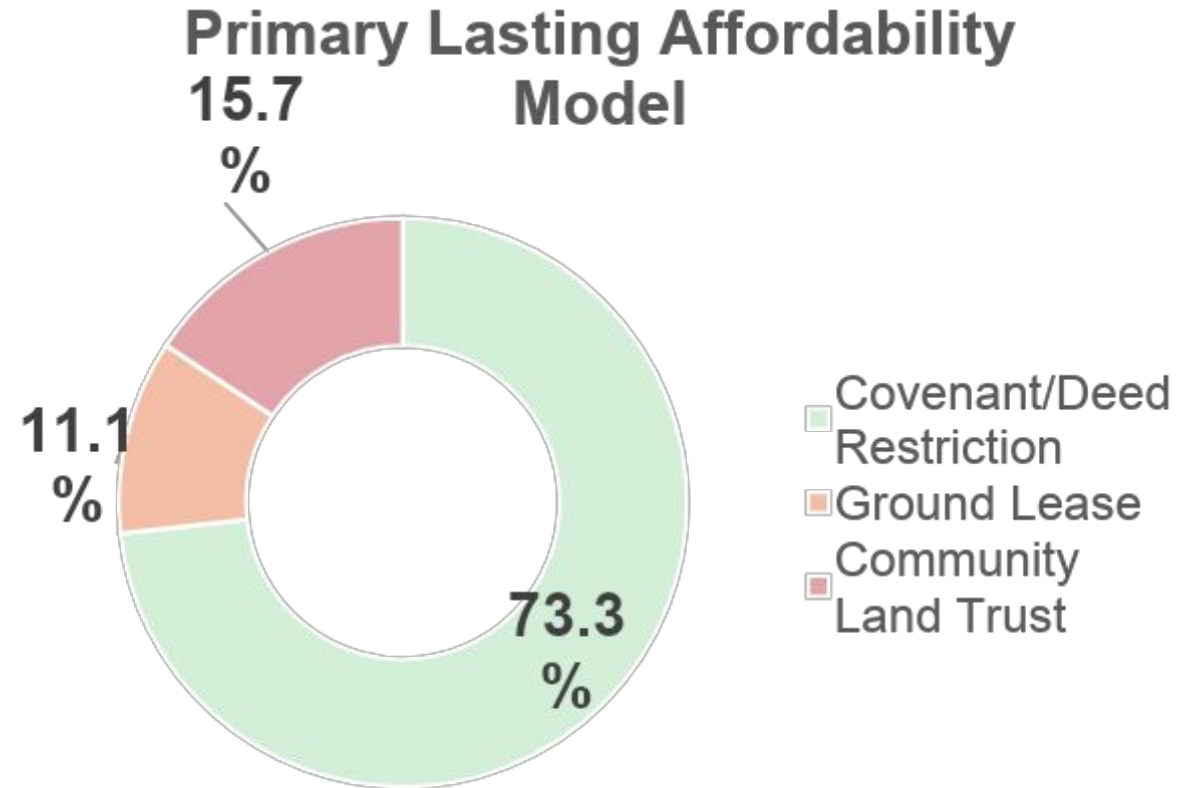
Housing units



# Lasting Affordability Models

What Mechanisms are Utilized to Ensure Affordability?

- About **3 out of every 4 housing L.A units use deed restrictions**
- Ground leases and community land trusts are growing mechanisms across the network.
- Of the **34 affiliates using CLTs**
  - Some operate their own
  - Some partner with an external/third-party CLT



# Habitat-CLT Partnerships: Historical Context

**John Emmeus Davis**



INTERNATIONAL CENTER FOR  
COMMUNITY LAND TRUSTS



TERRA NOSTRA PRESS™  
~

# History Matters

“The great force of history comes from the fact that we carry it within us . . . . It is to history that we owe our frames of reference, our identities, and our aspirations.”

James Baldwin



# Southwest Georgia

## “Egypt of the Confederacy”



W.E.B. DuBois  
*The Souls of  
Black Folk*, 1903

### Antebellum era (before 1860):

- Plantations: 150
- Acres in cultivation: 90,000
- Enslaved people: 6000





# Dougherty County, GA

75,680 population

## Start of civil rights era (1960):

African Americans as % of population: 34.3%

African Americans as % of key officials:

- City Council: 0%
- County Commission: 0%
- Police officers: 0%
- Federal & state agencies: 0%
- Bankers: 0%

# Koinonia Farm



**Clarence Jordan**  
(1926-1969)







# The Albany Movement 1961-1963

**Slater King**  
**(1927-1969)**





**Clarence Jordan**

**Koinonia Farm**



**Slater King**

**Albany Movement**





# Drafting the Blueprint for a New Model of Land Tenure

(1968 - 1969)



**National Sharecroppers Fund**  
Fay Bennett  
Leonard Smith  
James Mayes

**Albany Movement**  
Slater King  
C.B. King



**Southwest Georgia Project**  
Charles Sherrod  
Shirley Sherrod



**International Independence Institute**  
Bob Swann



**Southern Christian Leadership Conference/ Southwest Alabama Farmers Cooperative Association**



Albert Turner

**Southern Cooperative Development Program/ Federation of Southern Cooperatives**  
Fr. Albert J. McKnight  
Charles Prejean



**Southern Regional Council**  
John Lewis  
James Wood



**New Communities Inc.**



# New Communities, Inc.

**“A nonprofit organization to hold land in perpetual trust for the permanent use of rural communities.”**







## A Personal Letter from Clarence Jordan to **Friends of Koinonia**

After meeting with Slater King and others in October 1968, Rev. Jordan created the **Fund for Humanity**, a permanent repository for gifts of land and capital benefitting the poor.

***“All land will be held in trust by the Fund for Humanity but will be used by the partners free of charge. Thus usership will replace ownership.”***



# Koinonia Partners







**Slater King** (age 42) dies in an automobile crash, April 1969

**Clarence Jordan** (age 57) dies of a heart attack, October 1969



**Millard  
Fuller**



**Charles  
Sherrod**





# Working List of Habitat for Humanity Affiliates collaborating with Community Land Trusts

Contact: **Bruce Rodgers**, Finance Org. Dev. Consultant

HFH Affiliate & Contact Information	CLT & Contact Information	Comments and Summary of Relationship
<b>Arizona</b>  <b>1. HFH of Flagstaff</b> Flagstaff, AZ Debbi Grogan, ED  (928) 779-1312 <a href="http://www.flagstaffhabitat.org">www.flagstaffhabitat.org</a>	Flagstaff CLT Flagstaff, AZ David McIntire, CLT Program Manager <a href="mailto:dmcintire@ci.flagstaff.az.us">dmcintire@ci.flagstaff.az.us</a> (928) 779-7632 ext 7218 <a href="http://www.flagstaff.az.gov/index.asp?NID=928">http://www.flagstaff.az.gov/index.asp?NID=928</a>	<p>The affiliate has built three houses to-date with the CLT. A development ground lease was executed allowing the construction of the homes with the improvements owned by HFHF. Per HFHF request, the Lease stipulated that HFHF has primary rights and responsibilities for administration and first right of homebuyer selection when homes sell as long as the eligibility conforms to both program requirements. Should the relationship necessitate the City CLT is in position to assume those rights and responsibilities. The Lease was assigned to each homebuyer, for a 99 year term, at Close of Escrow. Currently HFHF administers the long term relationship with the three homeowners and there is consistent communication and partnership with City staff where appropriate. As of 12/11, the affiliate is constructing a home on City CLT owned land and exploring future parcels for continued partnership.</p>
<b>1. HFH Tucson</b> Tucson, AZ Michael McDonald, ED  (520) 326-1217 <a href="http://www.habitattucson.org">www.habitattucson.org</a>	Tucson CLT 1050 S. Verdugo Tucson, AZ 85745 <a href="http://www.smallhousesociety.com">www.smallhousesociety.com</a>	<p>The affiliate's ED serves as one of the Board members on the CLT. Where appropriate, Habitat Tucson plans to utilize the CLT for future land-acquisition and land-development projects.</p>
<b>1. Valley of the Sun HFH</b> Phoenix, AZ Roger Schwierjohn, CEO  (602) 268-9022 <a href="http://www.habitataz.org">www.habitataz.org</a>	Newtown CDC CLT Tempe, AZ Allen Carlson, ED <a href="mailto:allen@newtowncdc.org">allen@newtowncdc.org</a> (480) 517-1589 <a href="http://www.newtowncdc.org">www.newtowncdc.org</a>	<p>The Affiliate has built one new house sold to a Habitat homeowner with a ground lease with the CLT. As a builder only, the Affiliate has also renovated a house that was donated to the CLT, moved there by the CDC, and sold by the CDC to a non-Habitat homeowner.</p> <p>The Affiliate partnered with the CLT so it could do work in the City of Tempe. Because applicants for CLT housing are eligible for the CDC's IDA program, the Habitat homeowner was able to get a 3 to 1 match on the down payment. This CLT was originally formed by the City but was merged with the CDC in 2004.</p>

# Habitat-CLT Partnerships

**External Alliance** between  
a Habitat affiliate and a  
local CLT



**Internal Program** of a Habitat  
affiliate committed to ground  
leasing and long-term affordability



# 2017 Shelter Report

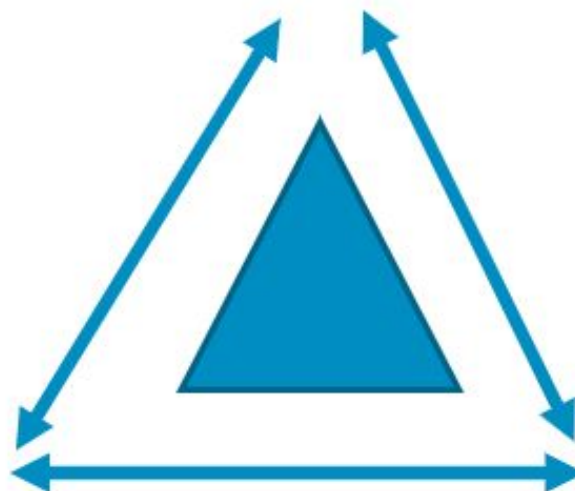






# Shared Equity Accelerator 2021

Increase # of **homes** with  
lasting affordability



Increase # of **affiliates** committed  
to lasting affordability

Reduce # of **losses** of  
affordably priced homes

# Seismic shift in municipal policy toward stewardship



# Active Stewardship

Self-enforcing affordability covenants are an **urban myth**. Like the alligators said to be populating New York City's sewers, they are a jolly good story – but **fiction not fact**.



# **Municipalities Matter**

**(Especially when the federal government disappears)**



**90,837**

**units of local government in USA:**

**cities, towns, counties, utility districts, school districts, park districts, transportation authorities, etc.**



# Minnesota Community Land Trust Coalition



**Minnesota** Community  
Land Trust Coalition  
A permanent solution for affordable housing

**Jeff Washburne, Administrator  
Minnesota Community Land Trust Coalition**

# Minnesota CLT Ecosystem



**Minnesota** Community  
Land Trust Coalition  
A permanent solution for affordable housing

**Over 350 Active CLTs nationally.**  
(Grounded Solutions Network)

14

=

7

7

**CLTs in  
Minnesota**

**Twin Cities  
Metro**

**Greater  
Minnesota**



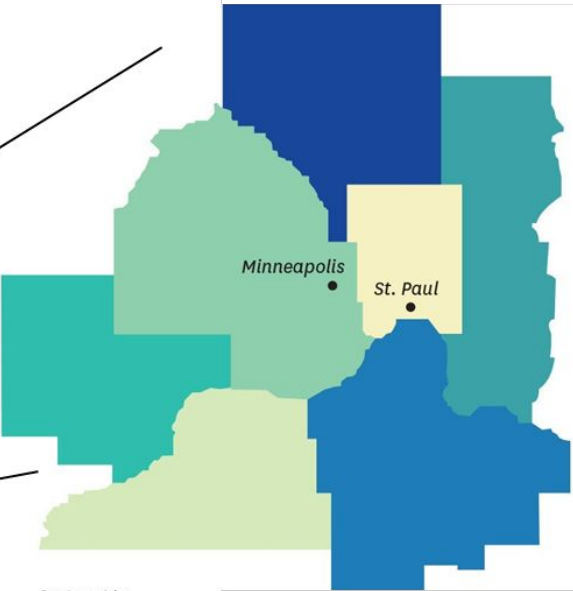
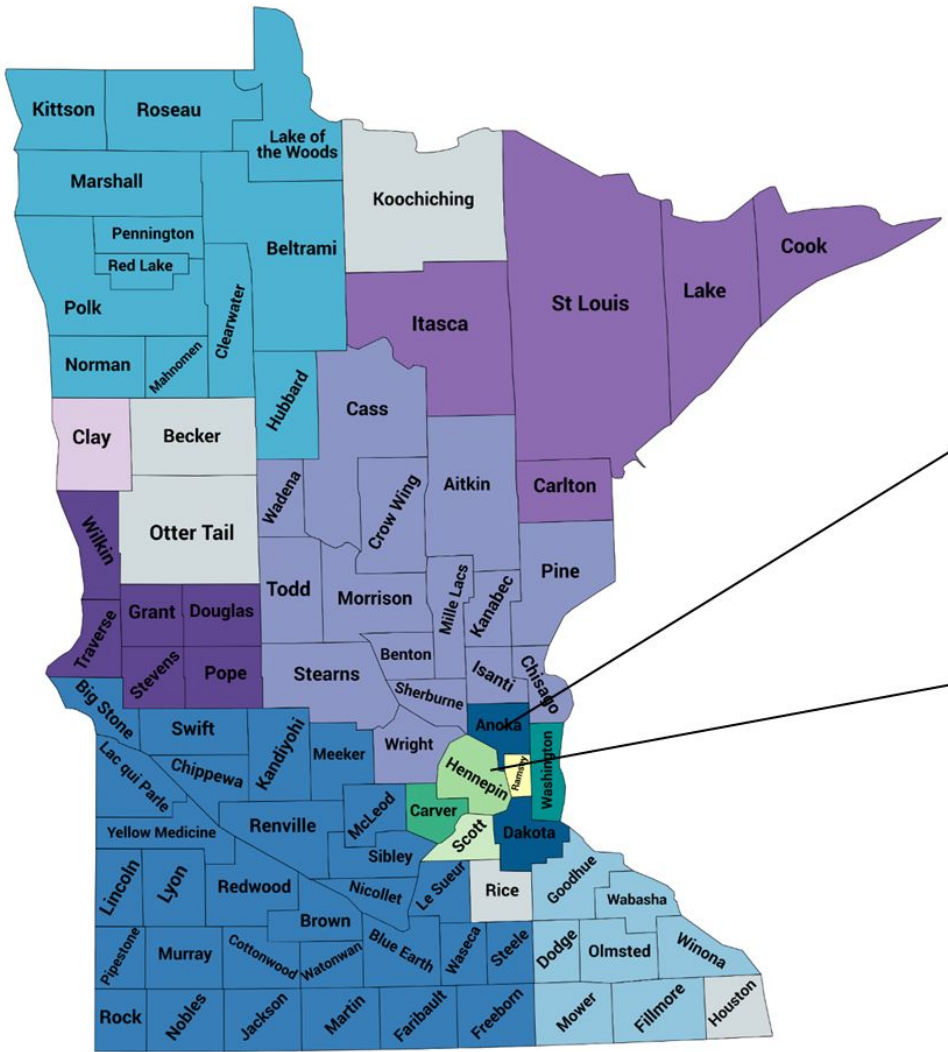


**Minnesota** Community  
Land Trust Coalition  
A permanent solution for affordable housing

# Minnesota CLT Coalition

- **Formed in 2005, 501c3 Nonprofit**
- **Serve Households of Color at rates of 2x to 6x the rate of Household of Color homeownership rates for respective CLT service areas**

- **82 of 87 MN counties served by CLTs**
- **1,631 Homes in Trust & 734 resales (as of 12/31/2024)**
- **157 Homes in Trust added and 47 resales in 2024**



- Partnership
- First Homes
- West Central MN Community Action
- Cass-Clay CLT
- NorthStar CLT
- One Roof Community Housing
- Central MN Housing Partnership
- Twin Cities Habitat for Humanity
- Two Rivers CLT
- Rondo CLT
- City of Lakes CLT and Homes Within Reach
- Carver County CLT
- Scott County CLT

# History and Developments

## Metro CLT - Twin Cities Habitat for Humanity

- **City of Lakes CLT (Minneapolis)**
  - 5 Townhomes (2004), 17 Townhomes, numerous SF homes
- **Homes within Reach (Hennepin Co. - less Mpls.)**
  - 10 Townhomes, SF, and SF w/ADUs
- **Rondo CLT (Ramsey County)**
- **Scott County CDA CLT**
- **Carver County CDA CLT**
- **Two Rivers CLT (Washington County)**



# Lasting Affordability Journey Twin Cities Habitat for Humanity

**Ben Post**  
**Vice President of Strategy and Impact**

# Challenges



Housing affordability crisis is deepening



Growth in costs outpacing income growth



More Affordability subsidy needed



Without changes it will be difficult to partner with future homebuyers

# Shifts in the Environment



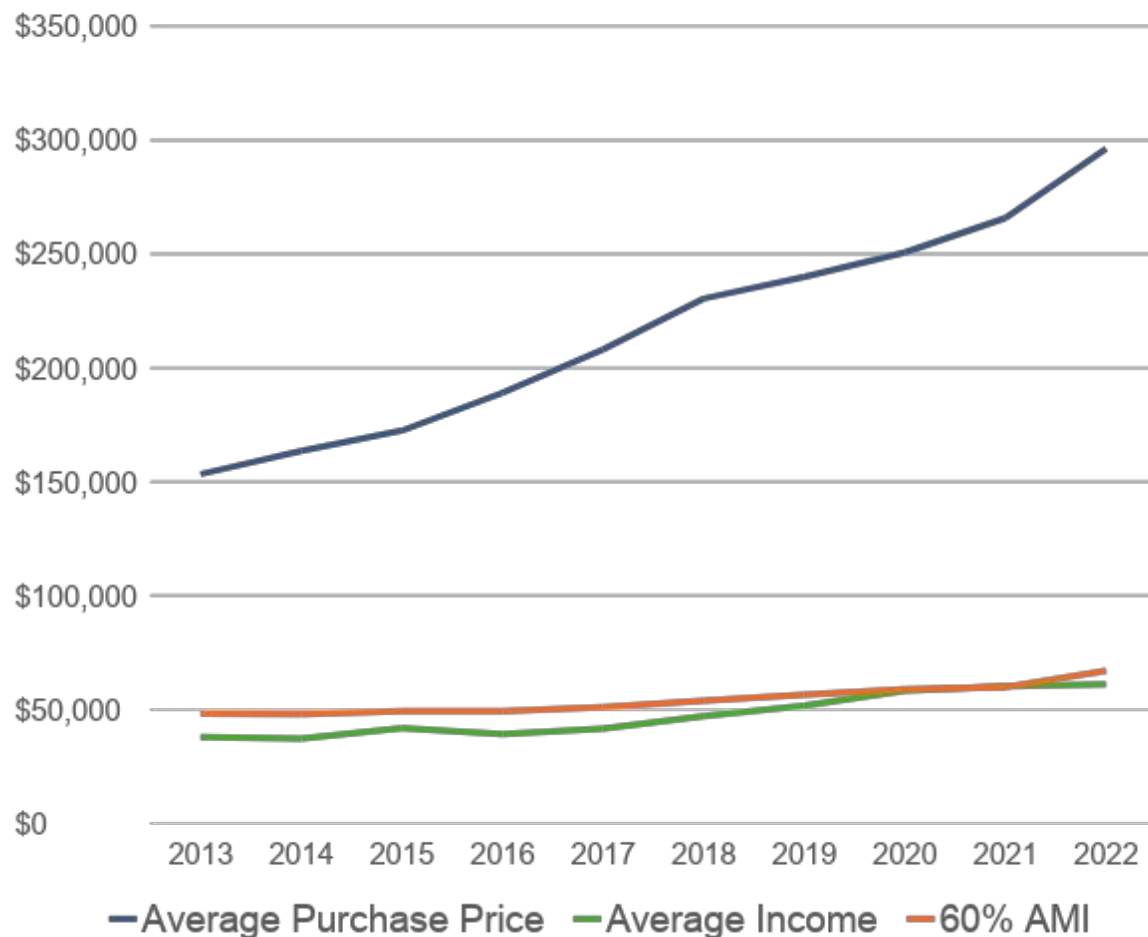
**Real Estate Market**

**Public Funding**



# Rapidly Growing Affordability Gaps

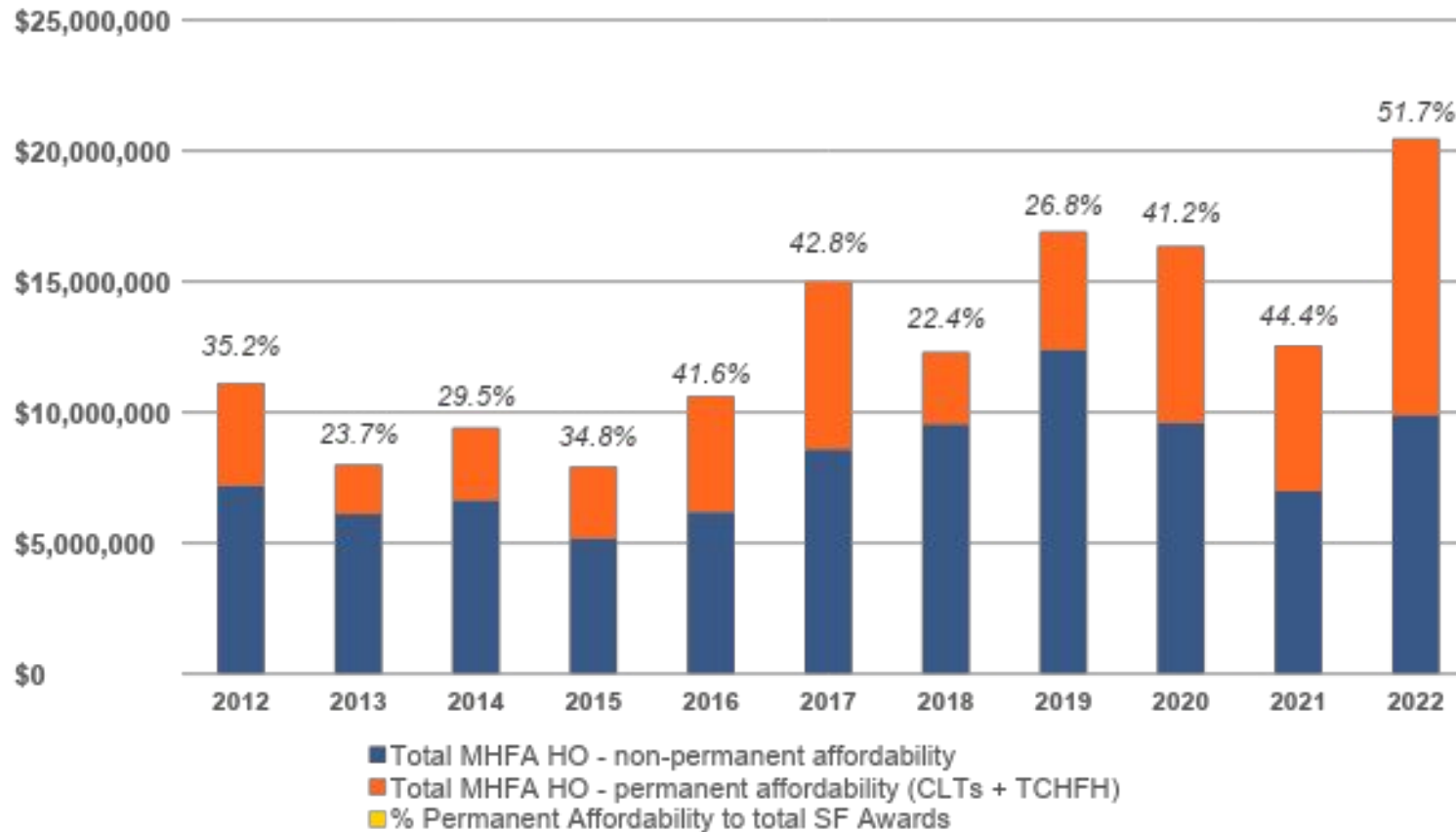
## Habitat's History of Growth in Incomes vs Growth in Purchase Prices



## Projected FMV of Homes and Affordable Prices



## MN Housing Affordable Homeownership Investments



***\$36.2M invested by  
State of MN in  
Permanent  
Affordability ('12-'22)***

# Long Term Affordability (LTA) Project Overview

- **LTA Committee – 14 members**
- **Monthly meetings**
- Financial Analyses
- Challenging & Complex
- Honoring multiple realities and priorities
  - Mission, Vision, & Values
  - Philosophical
  - Equity dilemmas
  - Practical & Environmental constraints
- Desire to have recommendations reflect our values
- No “right” answers| Engaged clients and stakeholders as well as staff and board



# Homeownership with Habitat

## Strategic Pivot



Habitat's homeownership program as a **BRIDGE** to conventional/ traditional homeownership





# Lasting Affordability Changes

Wealth Building For Homeowners

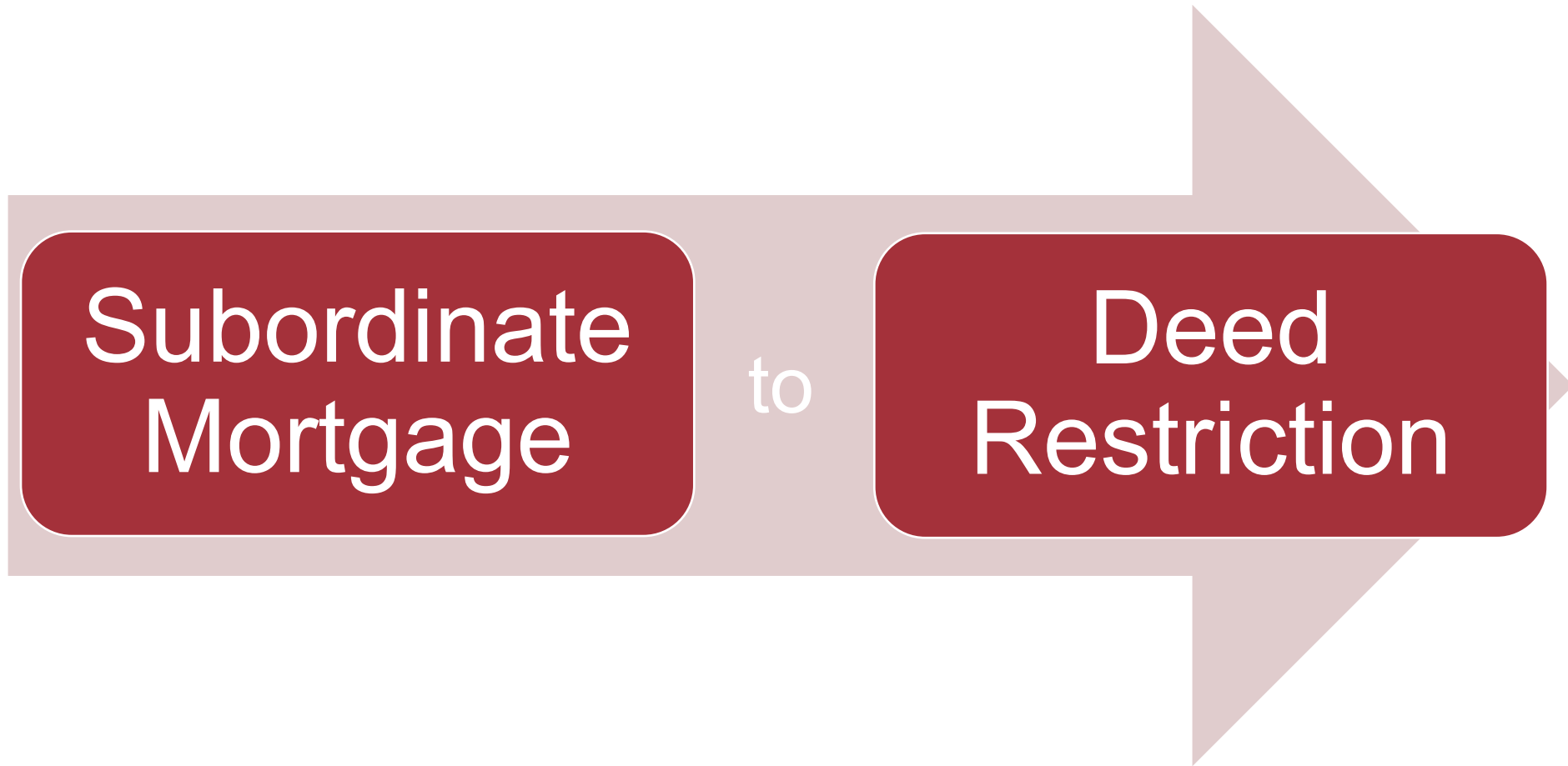
Changes in subsidy forgiveness

Equity Sharing

Shift to Deed Restriction

Community Land  
Trusts

# Affordability Mechanism



# Wealth Building & Equity Sharing

## Equity Sharing Formula

Shift away from declining equity share that decreased over 30 yr timeframe

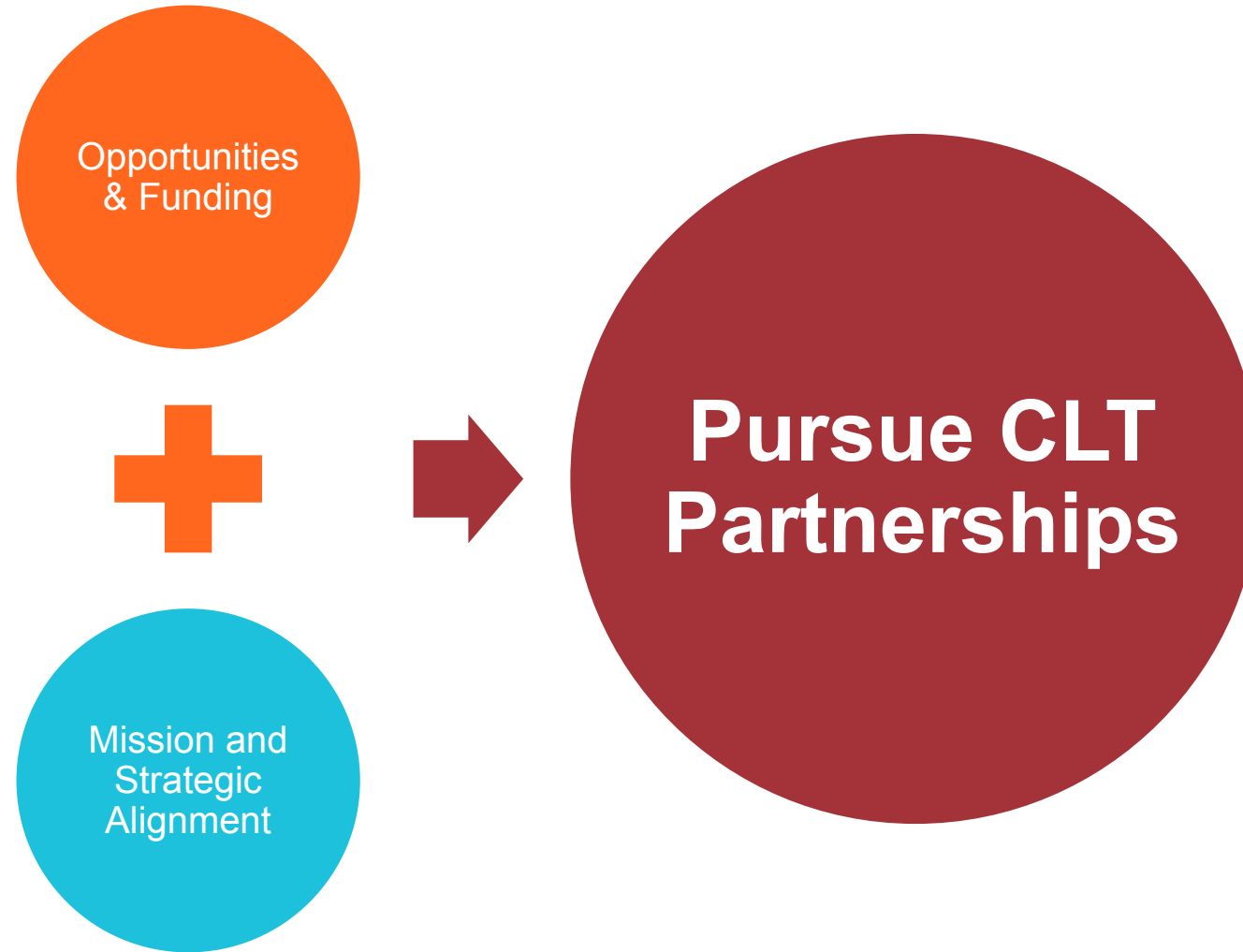
Shift to fixed equity sharing @ 25% to homeowner – 75% to lasting affordability

## Subsidy forgiveness

Shift away from half of Habitat subsidy forgiven over 30 yr timeframe

Shift to fixed amount (up to \$20k) forgiven over 7 yrs

# Community Land Trust Partnerships





# Homes Within Reach CLT Twin Cities Habitat for Humanity Partnership

**Noah Keller, Real Estate Development Manager (TCHFH)**  
**Brenda Lano-Wolke, Executive Director (HWR)**

# Partnerships with CLTs

## City of Lakes Community Land Trust

- Nonprofit CLT
- Shared fundraising
- Co-development
- City-required land trusting projects in Mpls
- 25 units since 2021
- 17-unit Harrison Townhomes project

## Carver County CDA

- Government agency
- Shared fundraising
- Shared marketing of homes
- 8 twin homes sold in early 2020s; 1 single family rehab project underway

## Scott County CDA

- Government agency
- Shared fundraising
- 12 townhome units (sold or under construction)

## Homes Within Reach

- Nonprofit CLT
- Shared fundraising
- Co-development
- General Construction
- 17 units, mainly single-family homes, twin homes underway

## Rondo Community Land Trust

- Nonprofit CLT
- Twin home project in planning phase
- Exploring land trusting some of the 147 units at The Heights

# Homes Within Reach – Edina Rehab Program

- City-initiated funding: revolving line of credit and grant components
- Letter sent by City to homeowners whose properties are valued at or below \$400k
- Affordable Housing Trust Fund
- Homes Within Reach (HWR) and TC Habitat both develop properties; all are land trusted





# Homes Within Reach – Bloomington ADU projects

- Two single family homes on neighboring lots, each with ADUs; acquired by HWR for \$1; HWR also bringing State funding
- HWR hired TC Habitat as General Contractor for value and partnership
- TC Habitat viewing as a pilot, both for ADU construction/sale, and for acting as GC only





# Partnership Examples – Homes Within Reach – Minnetonka Mills Twin homes

- Under-utilized church land, acquired at a discount by TC Habitat
- Initially townhomes, but scaled back to twin homes due to...reasons
- Both HWR and TC Habitat leveraging significant public funding



# Panel Discussion



**Ben Post,**  
Vice President of  
Strategy and Impact,  
Twin Cities Habitat for  
Humanity



**Jeff Washburne**  
Administrator  
Minnesota Community Land  
Trust Coalition



**Brenda  
Lano-Wolke,**  
Executive Director  
Homes Within Reach

# Q & A

