

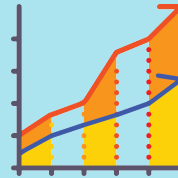
What is the Maggie Walker Community Land Trust?

A new way to help families afford homeownership now and in the future

A Community Land Trust...



Reduces the cost of homeownership and



Keeps the home affordable for future buyers

Community Land Trusts modify the normal process of homebuying to make housing permanently affordable.

Why CLTs Matter

Homeownership strengthens communities and offers a pathway to economic opportunity for families. But the cost of traditional homeownership is out of reach for many citizens. By removing the cost of the land from the total price of the home, CLTs create affordable housing while residents build equity as homeowners. And since the CLT owns the land, the home remains permanently affordable for future homebuyers.

Initial Purchase

A new buyer purchases the house, but leases the land underneath from the CLT.



With the cost of the land removed, the home is more affordable.



They pay a minimal lease fee to the CLT...



...and the CLT retains permanent ownership of the land.

Example:

| | |
|------------|---------------|
| \$185,000 | Land + House |
| - \$25,000 | Cost of Land |
| <hr/> | |
| \$160,000 | Cost of House |



Lower mortgage amount
Lower monthly payments
Lower down payment

Time of Resale

The current resident sells their house and earns 50% of the increase in value as equity.



An income-qualified buyer purchases the house at an affordable price...



...and agrees to the same requirements around resale.

Example (5 Years Later):*

| | |
|-------------|-------------------|
| \$225,000 | Appreciated Value |
| - \$185,000 | Original Value |
| <hr/> | |
| \$40,000 | Increase in Value |



$\$40,000 \times 0.5 = \$20,000$
(Owner Share of Equity)

*Please note that this is a projection that assumes a 4% annual rate of appreciation and may not reflect actual returns on equity from appreciation for CLT homeowners