

# 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...

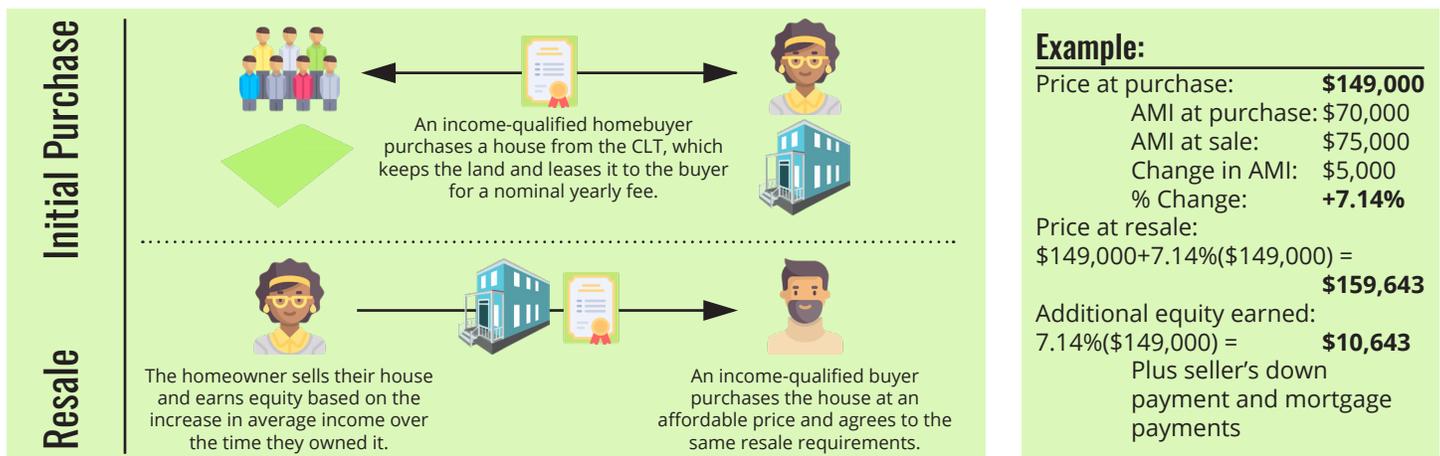


...keeps the home affordable for future buyers.

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

## Why CLTs Matter: Guaranteed Affordability

CLTs create a permanently affordable home by retaining ownership of the land and selling the building only to an income qualified buyer. This lowers the cost of the home to the buyer, resulting in a smaller down payment and lower monthly mortgage expenses. As an affordable alternative to renting, the CLT model allows families to build wealth through their monthly mortgage payments. In exchange for buying the house at a lower price, a CLT homeowner agrees to pass on the gift, and sell the home at a price that is affordable to someone in a similar financial situation. The new resale price is determined by the increase in the Richmond region's Area Median Income (AMI).



*Note: if there is a net decrease in average income, the seller will not incur a loss; the home will be re-sold at the original price.*

## Why buy? Renting vs. owning

Every time you make a monthly mortgage payment, you build wealth by buying a little bit more of your home from the bank. Renting doesn't have the same effect; you don't own more of your apartment every month, you just pay to stay there.

Rent Payment	After 2 years	After 5 years	After 10 years	After 15 years
\$825	\$19,800	\$49,500	\$99,000	\$148,500
\$1000	\$24,000	\$60,000	\$120,000	\$180,000
\$1200	\$28,800	\$72,000	\$144,000	\$216,000

Now, imagine if all the money you paid in rent went into your mortgage instead. The more you pay, the more you own, the more you walk away with when you sell your home.

# How do I become a CLT Homeowner?



**Attend an  
information  
session**

## How can a CLT home help me build wealth?

CLTs retain ownership of the land and sell only the home, resulting in a smaller down payment and lower monthly payments. This creates an affordable alternative to renting and allows families to build equity through their monthly mortgage payments.



**Obtain a pre-approval letter for a mortgage from a CLT lender**

## Who are the CLT lenders?

The CLT is a unique ownership model. These banks offer loans for CLT homes:

- Fulton Bank • Virginia Credit Union
- Towne Bank

For the most up to date information on our lenders please check <https://maggiewalkerclt.org/our-lenders/>



**Submit an  
application to  
MWCLT**

## Income Qualify

MWCLT has two homeownership programs: one for families making less than 80% of Area Median Income, and one for families making less than 115% of Area Median Income.

MAXIMUM Household Income Per Family Size 2019		
Family size	80% AMI	115% AMI
1 person	\$48,400	\$69,550
2 people	\$55,300	\$79,500
3 people	\$62,200	\$89,400
4 people	\$69,100	\$99,350

Area Median Income (AMI) for the city of Richmond is calculated annually by the U.S. Department of Housing and Urban Development.

Contact [info@mwclt.com](mailto:info@mwclt.com) if you are interested in owning a MWCLT home.