



Middleton Workforce Housing Committee
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PhD, Geography, Florida State University (2017)

Research on CLTs: www.oliviareneewilliams.com

Joined Madison Area CLT board June 2019

Began as contractor for MACLT in January 2020

Became Executive Director Sept 2020

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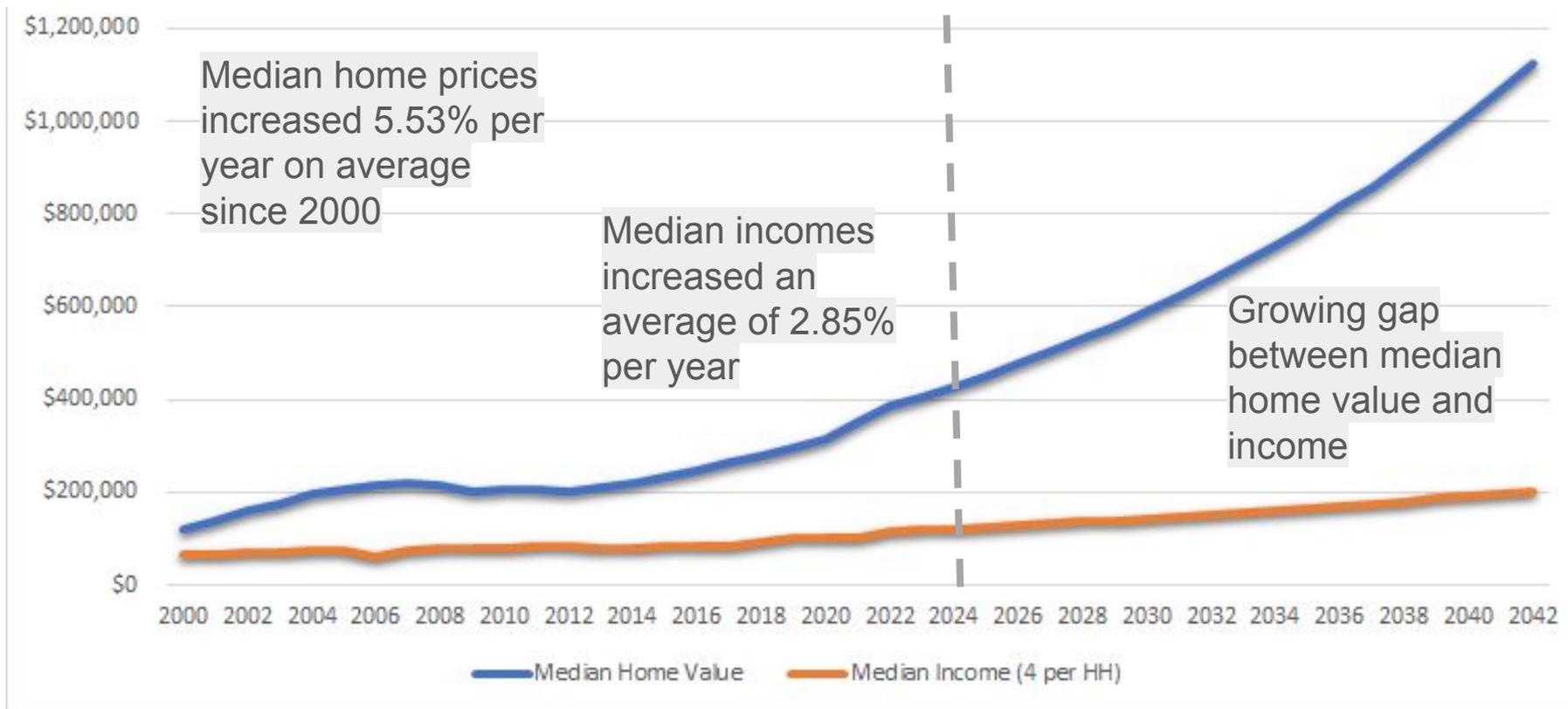
Madison Area Community Land Trust (MACLT)

Mission

MACLT liberates land for the benefit of historically marginalized populations at the lowest incomes possible, preserving urban space for community use, and creating deeply and permanently affordable homeownership opportunities for those typically exploited by the housing market.



Dane County Housing Prices versus Median Income



CLTs are Growing in Wisconsin and Beyond

Active CLTs

- Madison Area Community Land Trust (1990)
- Coulee CLT (La Crosse area) (2009)
- Milwaukee Community Land Trust (2017)
- Door County Housing Partnership (2019)

Planned CLTs

- Central Wisconsin
- Bayfield/Ashland
- Milwaukee County
- Green Bay
- Eau Claire
- Fox Cities

92 units
152 families served

Wisconsin CLT Network



315 CLTs in the United States, up 40% since 2018 and Growing!

Center for Community Land Trust Innovation

MACLT

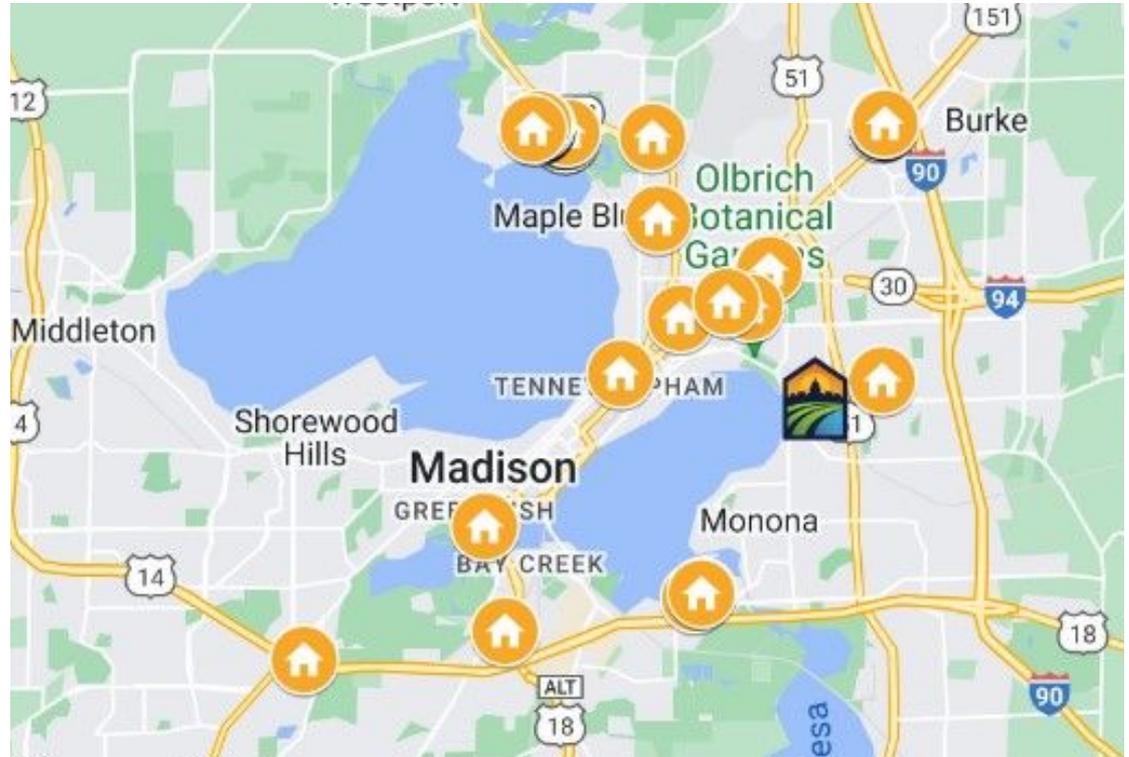
Incorporated 1990

62 permanently
affordable homes

123 families served

$\frac{1}{3}$ - $\frac{1}{2}$ of board is
always residents

Service area:
Dane County





Community Land Trust in Simple Terms

Initial affordability investment



Low-income buyer gets a mortgage for the home only (Fannie/Freddie/WHEDA)

Stays with the land

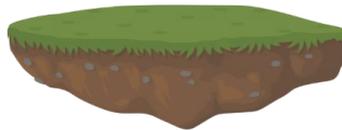


\$75/mo



Ground lease and resale formula keep the home affordable for **all future buyers**

Multiplies in impact over time



CLT owns the land and supports the homeowners long-term

Flexible model for hot or cold markets, urban or rural, and 30% to 80% AMI

Retaining Public Subsidy

Each year, housing gets more expensive. If we wait to preserve affordability, greater subsidy needed over time to bring low-income people into homeownership

In 1993, affordability gap was \$16,000

Now, affordability gap \$200,000



CLT Benefits

Benefits to Homeowners

- Stable monthly housing expenses
- Home equity \$\$ for starting a business, paying tuition, or buying a market-rate home
- Autonomy over their home
- Post-purchase support
- Opportunity to pass home to heirs
- 90% reduction in foreclosure rate

Public Benefit

- Efficient use of public funds: *investment stays with the land forever*
- Generations of place-based impact
- Provides homeownership pathways for marginalized
- Creates needed supply of workforce housing

Acquisition-Rehabilitation Project Example

	\$240,000 Appraised Value (pre-rehab)
+	\$92,000 Home rehab
	<u>\$332,000 Total Project Cost</u>
-	\$116,000 City Affordable Housing Fund
-	\$30,000 in donated value from seller
=	<u>\$186,000 Sale price</u>
-	\$10,000 FHLBC Down Payment Plus
-	\$35,000 City of Madison HBAD
-	\$7,500 WHEDA Capital Access DPA
=	<u>\$134,000 WHEDA 1st Mtge (@ 6.125%)</u>



Sold to family of 5 at 32% AMI (\$43,000 income)

Year of future sale	2028	2033	2038	2043
Future sale price (1% APR)	\$ 195,300	\$ 204,600	\$ 213,900	\$ 223,200

How can Middleton support MACLT?

- Potential Funding:
 - Middleton: TID closure
 - Dane County Affordable Housing Development Fund*
 - Federal Home Loan Bank of Chicago
- When TID closure happens
 - Set aside funds for CLT
 - Prioritize permanent affordability (99-year LURA)
- Partner with MACLT to coordinate on locating potential properties in Middleton
- *Ask Dane County to modify funding structure to work with CLTs