



Atlanta
Land Trust

2025 ORGANIZATIONAL IMPACT REPORT





WHO WE ARE

MISSION: To deliver and steward permanently affordable housing to support inclusive, equitable communities near the Atlanta BeltLine and other targeted areas in the city of Atlanta.

VISION: We envision a livable, equitable, and economically viable city where historically marginalized populations and communities of color can access and benefit from opportunities and prosper.

WHAT WE ACHIEVED

In 2025, we reached a milestone of nearly **100 homes in the trust**, and families are now living in permanently affordable homes across Atlanta!

- We **completed and sold 20 new homes**;
- An additional **100 units are in various stages of development**, including properties in predevelopment and under construction;
- With an additional **150+ units that represent future development opportunities**.
- We **broke ground on our fourth townhome project, The Trust at Grove Park**. The land was acquired from the Metro Atlanta Land Bank. The 14-unit townhomes will be available for purchase in early 2026.



POWERED BY PARTNERSHIP

We advanced predevelopment activities for **25 scattered-site single-family homes in 2025**. These properties have been provided to ALT from valued partners, including **MALB, City of Atlanta, Invest Atlanta, and the Annie E. Casey Foundation**.

Critical to this progress, we secured:

- A **\$3.5 million loan** from the **Enterprise Community Loan Fund**
- **\$250,000** in grants from the **Annie E. Casey Foundation**
- **\$100,000** from the **Rocket Community Fund**

These investments that provide essential acquisition and predevelopment capital to transform vacant parcels into affordable homes for families.



BUILDING TRUST, CREATING HOMEOWNERS

ALT's success in placing families in permanently affordable homes stems directly from our deep investment in community education and engagement. By establishing ourselves as a community-centered 'Trusted Partner,' we build awareness and understanding of the community land trust model through targeted outreach, social media, stakeholder engagement, and media relations, creating a strong foundation for homeownership opportunities.



Community Engagement & Education in 2025

Our team attended and hosted 237 community meetings in 2025

- 70 NPU meetings
- 46 neighborhood association meetings
- Monthly virtual Community Information Sessions for prospective homebuyers
- Continuing education classes for real estate agents to expand partner knowledge
- Strategic participation in community events to deepen our understanding of each neighborhood's unique assets, needs, and dynamics

Growing Demand & Understanding

- 109 completed applications received in 2025
- 1,000+ total program applicants — demonstrating both broad acceptance of the CLT model and high demand for affordable housing
- Streamlined pathway: applicants connect with ALT-approved lenders for mortgage pre-approval, then submit offers on available homes

Homeownership Success

Nearly 20 homes closed or placed under contract by year-end 2025

Our investment and commitment to consistent community engagement have not only raised awareness but also built the trust necessary to guide families through the CLT process, transforming interest into action and applications into homeownership.



HOMEOWNER SUPPORT & STEWARDSHIP

As a community land trust, our Stewardship Program team offers our homeowners ongoing support to help them succeed with ALT and beyond. As ALT's community of homeowners has grown, we have focused on providing comprehensive post-purchase resources to ensure long-term homeowner success.

New in 2025 is a Homeowner Portal

We launched a centralized homeowner portal on our website, making key resources and information easily accessible to our community of homeowners.

Expanded Programming & Resources

We continue to grow our curriculum of homeowner education, including:

- Financial planning
- Home maintenance
- Estate planning
- Insurance guidance
- Community engagement opportunities
- Access to attorneys who work with homeowners to draft wills

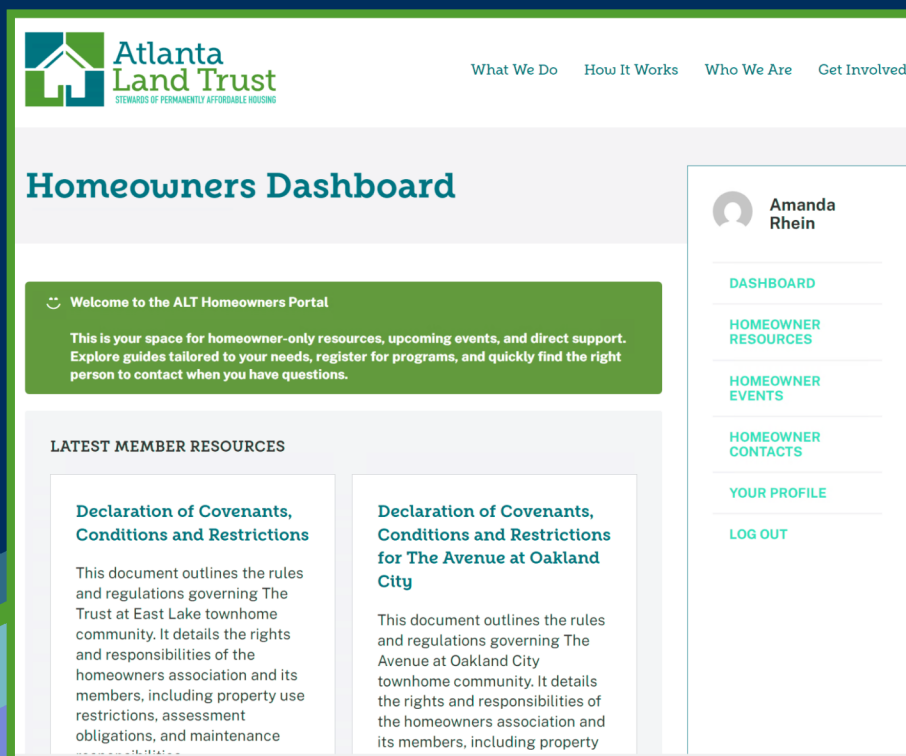
These resources help ensure that ALT homeowners not only achieve homeownership but thrive in their homes and communities for years to come.



Homeowner will signing



Homeowner will signing



Snapshot of the Homeowner Portal

FINANCIAL SUSTAINABILITY & GROWTH

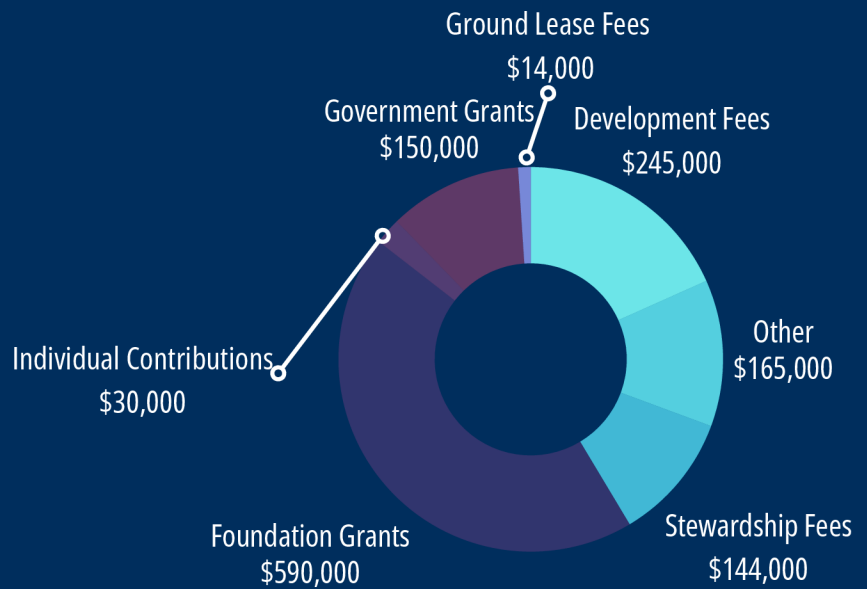
As a community-based nonprofit, fundraising is essential to fulfilling our mission. When we drafted our strategic plan in 2020, we set ambitious goals: grow our operating budget to \$1.1 million and diversify our funding sources. In 2025, we generated \$860,000 in revenue to support operations and secured critical capital to accelerate our development pipeline.

Capital Access for Development

- Secured a \$1.5 million line of credit with National Cooperative Bank, a new enterprise-level funding source
- Combined with the \$1.6 million in capital closed in 2024, we now have ample resources to accelerate development of smaller-scale projects

Diversified Revenue Streams

- \$452,000 in foundation grants — representing our largest philanthropic support
- \$320,000 in earned income from development fees (\$150,000), stewardship fees (\$70,000), ground lease fees (\$20,000), and other sources (\$80,000)
- \$50,000 in government grants
- \$40,000 in individual contributions



Path to Financial Independence

- Earned income represents approximately 37% of our total operating revenue and 60% of contributed income — moving us closer to our goal of equal parts earned and contributed revenue
- As our portfolio grows, earned income opportunities increase proportionally, helping to fund sustained operations and reduce reliance on philanthropic funds over time
- Philanthropic investments remain critical as we continue to scale, providing the foundation for long-term organizational sustainability

Board Leadership & Governance

ALT's unique tripartite board structure ensures community engagement and control by representing three distinct stakeholder groups: neighborhood residents, nonprofit partners, and public-sector representatives. This governance model keeps our work accountable to the communities we serve and aligned with our mission of delivering permanently affordable housing.

Two New Board Members in 2025

Terra Washington, *Neighborhood Representative* — Vice President of Marketing and Communications at Decide DeKalb Development Authority & former president of the Oakland City Community Organization.

Suzanne Burns, *Nonprofit Representative* — Just Growth Director with Partnership for Southern Equity.

Watch our 2025
State of the Organization
to learn more



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