

Virtual Community Information Session

@atlandtrust
atlantalandtrust.org



Presenters:



Amanda Rhein
Executive Director
arhein@atllandtrust.org



Karen Babino
Stewardship Manager
kbabino@atllandtrust.org

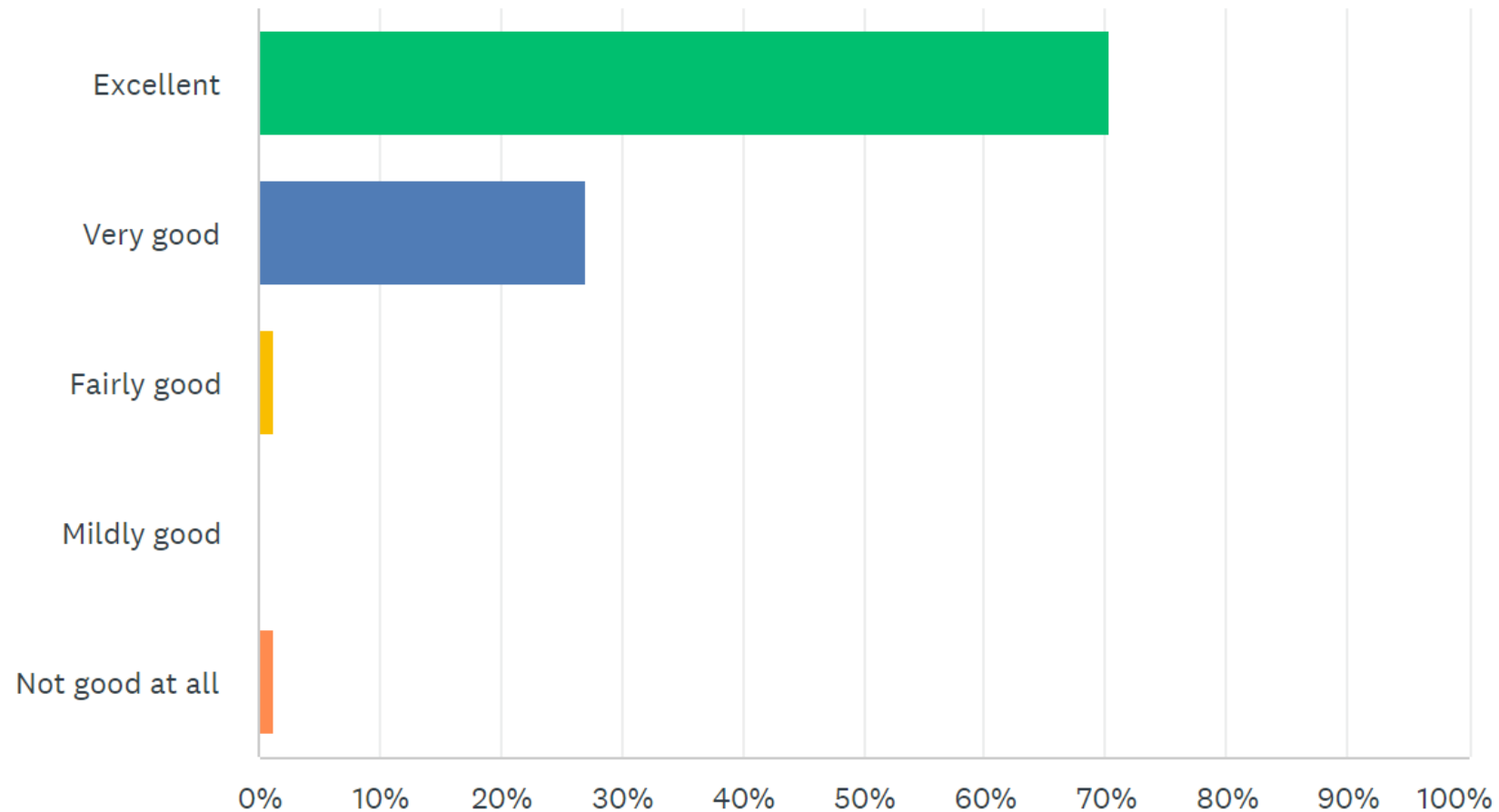
Goals for Today:

1. Introduce ALT team and build trust
2. Identify and address hurdles to homeownership
3. Use your time well
4. Create informed homebuyers and program advocates



Overall, how would you rate the Virtual Community Information Session?

Answered: 81 Skipped: 0



Agenda:

1. Atlanta Land Trust & Community Land Trust Overview
2. ALT Homebuying Process
3. Area of Focus & Available Properties
4. Resources for Financing ALT Properties
5. Next Steps



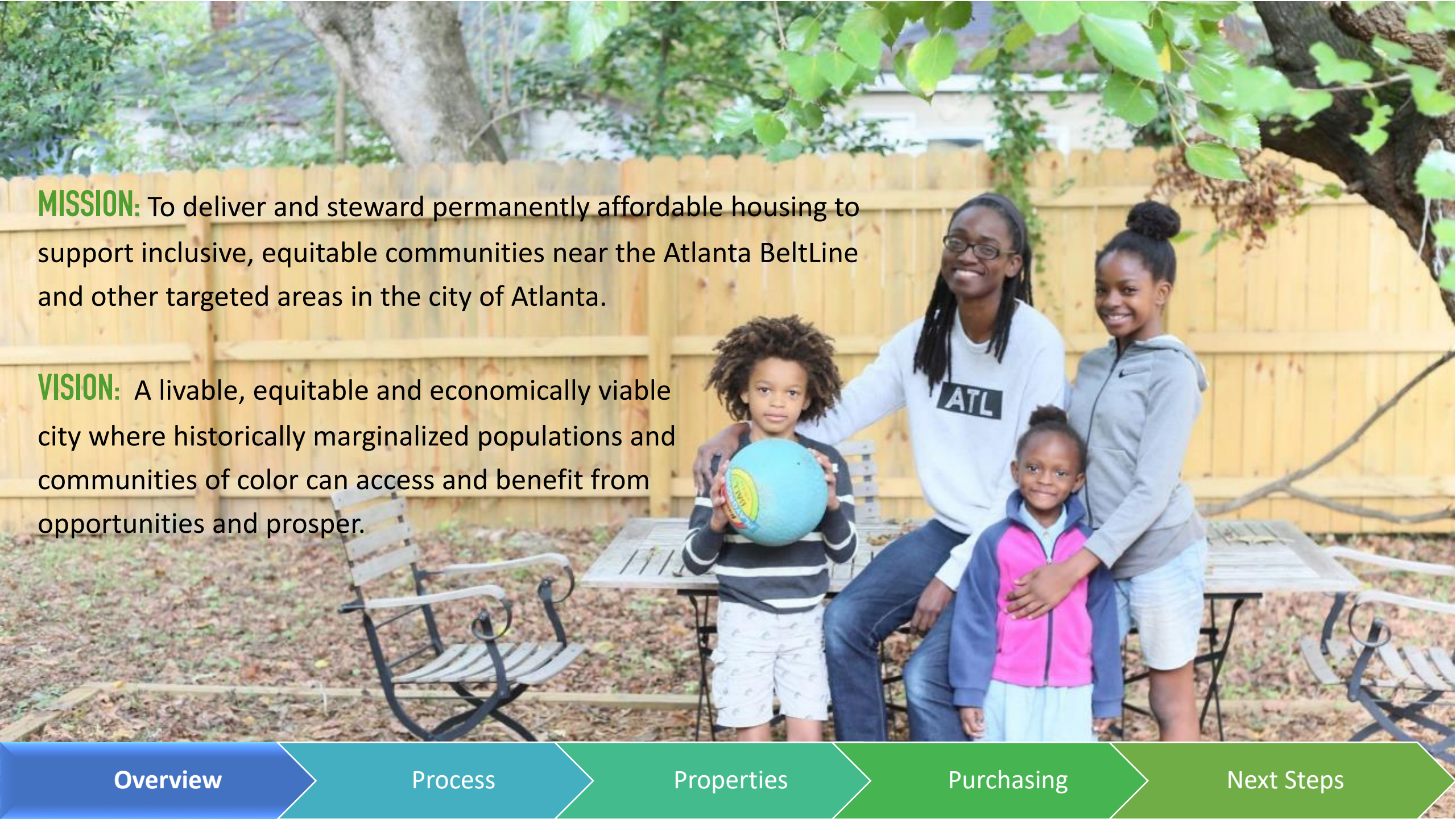
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MISSION: To deliver and steward permanently affordable housing to support inclusive, equitable communities near the Atlanta BeltLine and other targeted areas in the city of Atlanta.

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

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History of CLTs in the US:
it started with New Communities Inc.

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Roots of the CLT Movement: economic empowerment for Black farmers



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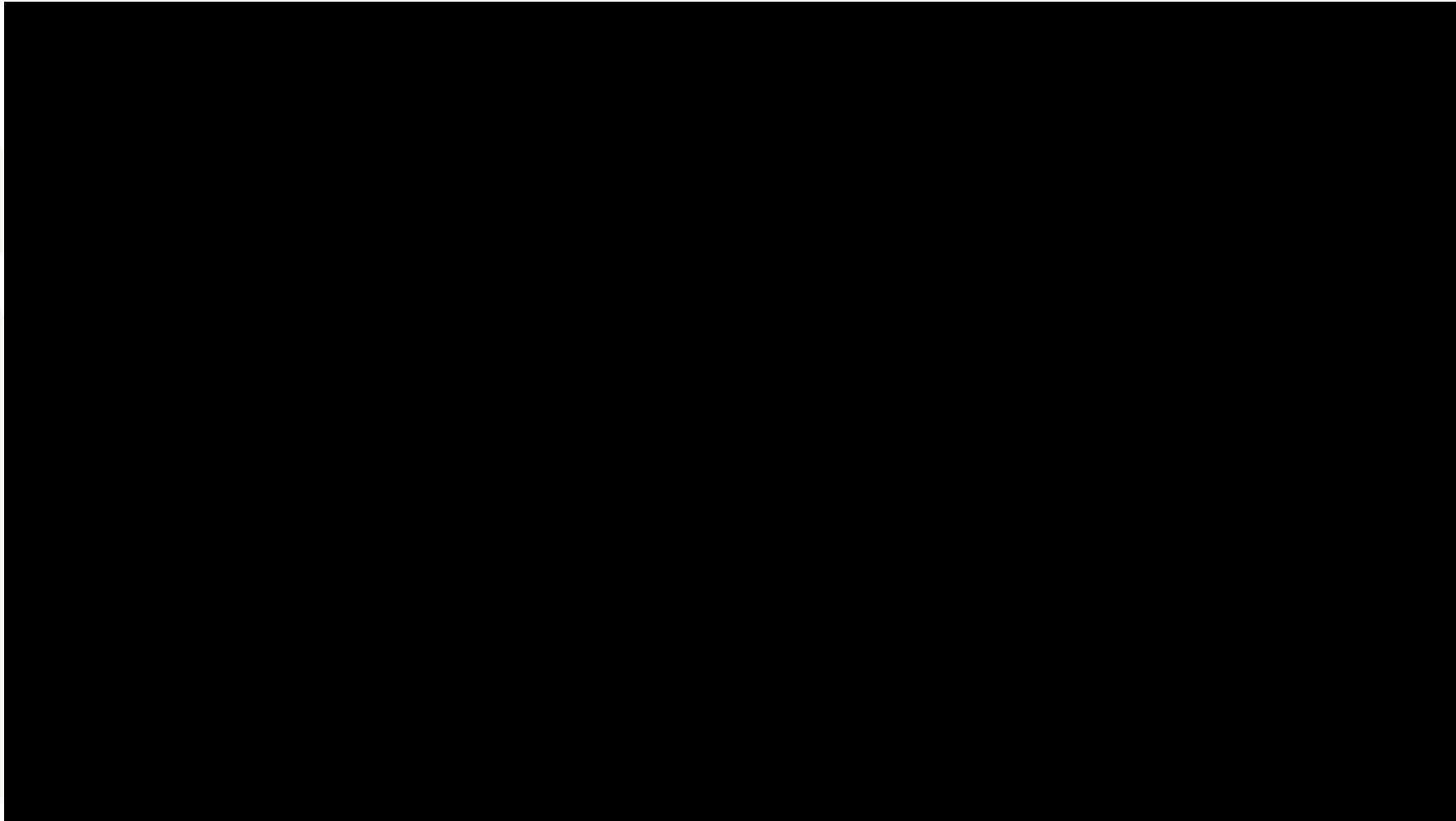
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Meet a Homeowner:



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Of the 193,000 households in the city of Atlanta:

- 55% earn less than 80% of the median income, or roughly \$56,000
- Of these, 69% spend more than 30% of their income on housing

From 2000–2017 in the city of Atlanta:

- Median income increased by 48% while median rent increased by 70%
- Black homeownership rates declined by 5.5%
- Homeownership rates for households earning less than \$100,000 declined 15%

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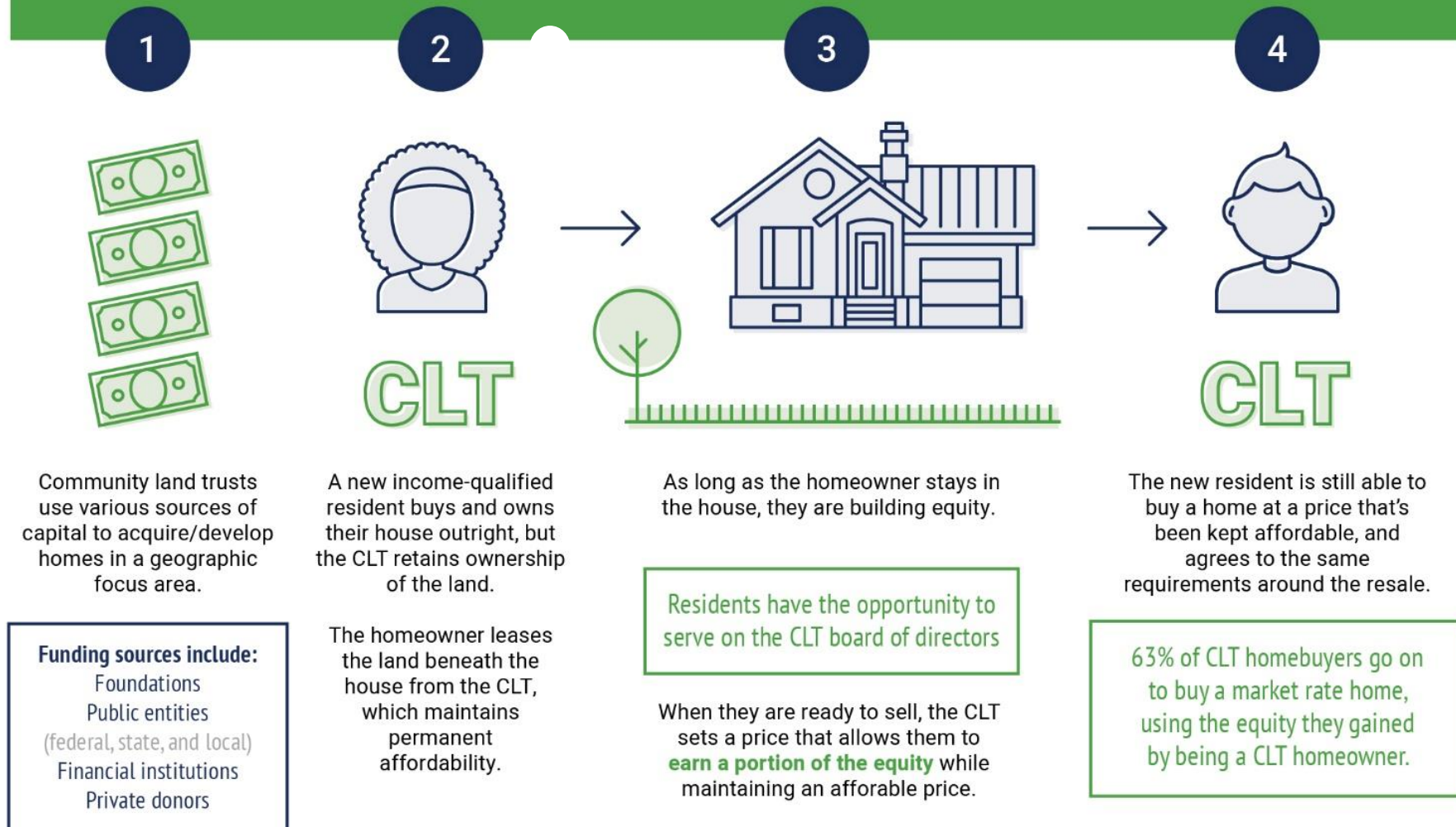
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How does a Community Land Trust work?



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Benefits of CLT Homeownership:

1. Community Control
2. Housing Stability
3. Pathway to Traditional Homeownership
4. Wealth Creation



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Facts About CLT Homeownership:

- Long-term ground lease and a special warranty deed on improvements
- Transfer to heirs upon death of homeowner
- ALT option to purchase
- Insurance required
- Leasing/subleasing prohibited
- Financial responsibilities:
 - Monthly Lease Fee (land use fee, repair reserve)
 - Property Taxes (homestead exemption eligibility targeted for 2020)
 - Utilities

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Homebuyer Requirements:

- Household income requirements
- Employed, disabled or a senior citizen
- Minimum credit score of 620

	1 Person	2 Person	3 Person	4 Person
30% AMI	\$18,100	\$20,700	\$23,300	\$26,500
50% AMI	\$30,200	\$34,500	\$38,800	\$43,100
60% AMI	\$36,240	\$41,400	\$46,560	\$51,720
80% AMI	\$48,300	\$55,200	\$62,100	\$68,950
100% AMI	\$60,400	\$69,000	\$77,600	\$86,200

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ALT uses two resale formulas:

Appraisal-Based

Home value increases [or decreases] over time by 25% appreciation (increased market value)

Fixed-Rate

Home value increases over time by 2% annually



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Resale Formula in Action:

2012 Purchase	
Estimated Market Value	\$150,000
Community Land Trust Discount	-\$100,000
Reduced Purchase Price	\$50,000
2019 Sale	
Market Rate Value of Home	\$400,000
Total Appreciation	\$250,000
25% of Appreciation	\$62,500
Sale Price	\$112,500
Less Remaining Mortgage Balance	-\$45,000
Equity to Homeowner at Sale	\$67,500

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Homebuying Process

- **LEARN ABOUT OUR PROGRAM**
 - Attend a Community Information Session
- **DETERMINE PROGRAM ELIGIBILITY**
 - Complete the online Program Application
 - Submit income-verifying documentation
 - Obtain a mortgage loan pre-approval letter from an ALT-approved lender
- **COMPLETE HOMEBUYER EDUCATION**
 - Schedule and attend one-on-one counseling session
 - Attend Homebuyer Education Class
- **FIND YOUR NEW HOME**
 - Select an available ALT home of your choice
 - Review of the terms of your ground lease
 - Complete closing, sign your ground lease and move into your new home



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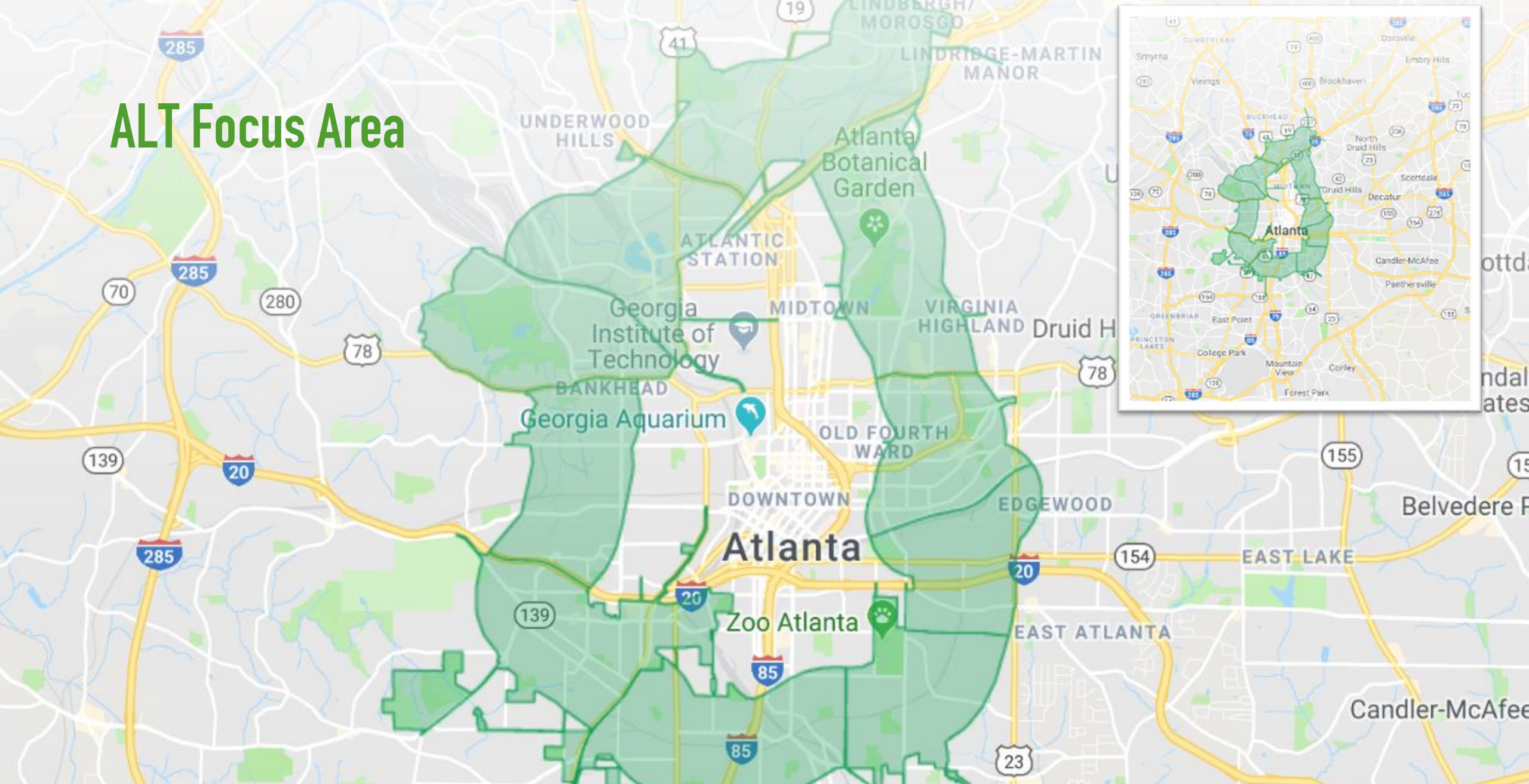
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ALT Focus Area



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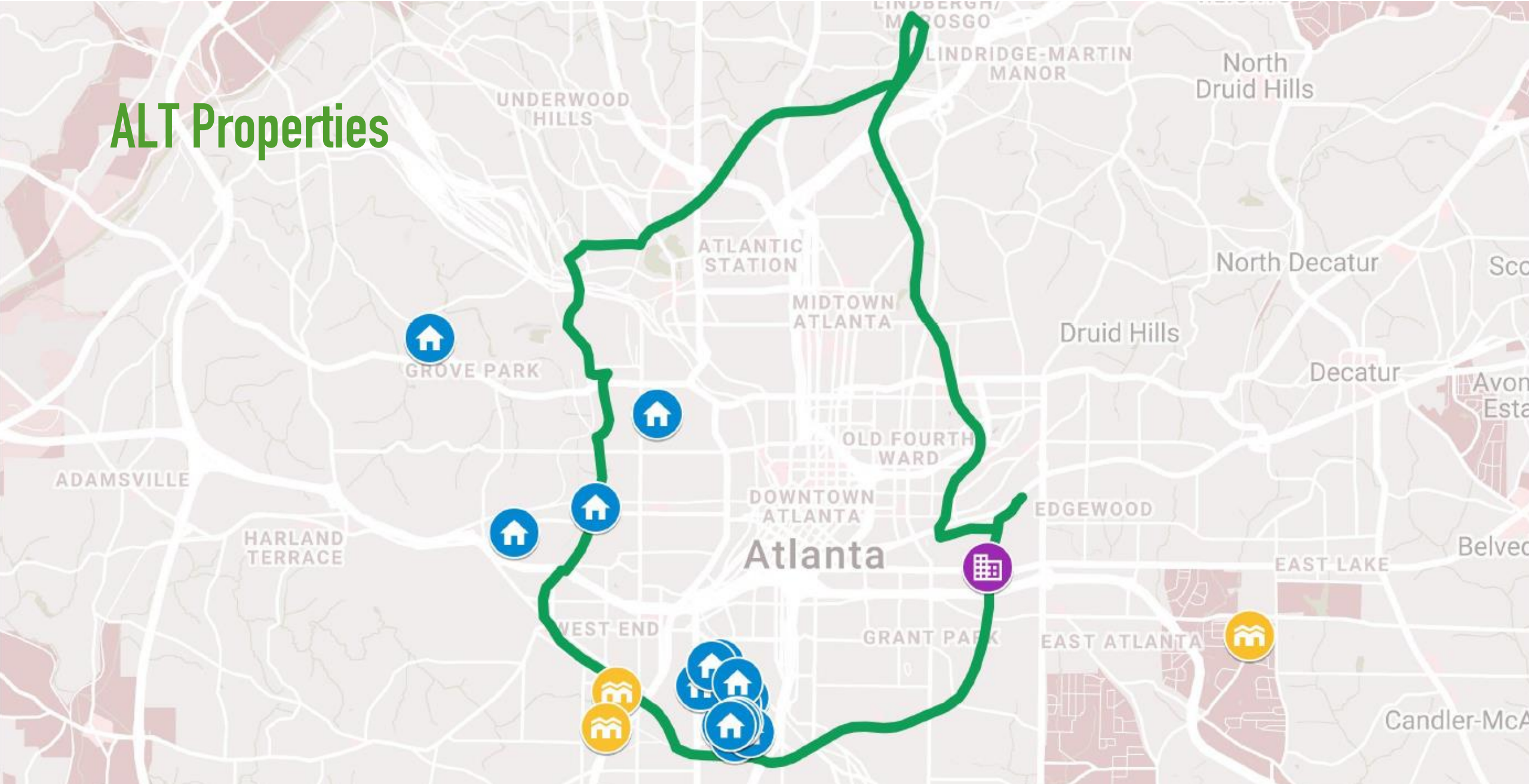
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ALT Properties



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Properties
Completed in
2021

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Mortgage Products

Homebuyers must use an ALT-approved lender for their home loan.

LOAN PRODUCTS

- Fannie Mae Conventional Loans
- Freddie Mac Conventional Loans
- Portfolio Loan
- Housing Finance Agency Loans
- VA Loans

APPROVED LENDERS

- Calcon Mortgage/OneTrust Home Loans: Bonnie L. Stewart, (678) 248-3685, <http://BonnieLStewart.com>
- Regions Mortgage: Kimberly Guider, (770) 843-0568, Kimberly.guider@regions.com
- Land Home Financial Services: Craig Greenberg, (281) 973-5540, Craig.Greenberg@LHFS.com
- NACA
- Cadence Bank
- Credit Union of Atlanta

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Downpayment Assistance

- Provides funding that can be used towards down payment and closing costs in form of a 0% soft second mortgage
- Must meet household income limits (80% to 120% AMI)
- If property is sold before end of loan term (5-10 years), portion of loan must be repaid

INVEST ATLANTA:

- Atlanta Affordable Homeownership Program (AAHOP): up to \$14,000
- Intown Mortgage Assistance Program (IMAP): up to \$10,000

ATLANTA HOUSING

- Homeownership Assistance Program: \$20,000 to \$25,000

ATLANTA NEIGHBORHOOD DEVELOPMENT PARTNERSHIP

- Homeownership Assistance Program: \$5,000 - \$10,00

REQUIREMENTS:

- Attend Invest Atlanta Homebuyer Q & A Session
- Enroll in a qualified Homebuyer Education Class
- Obtain prequalification with a Participating Lender



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Next Steps:

- ☒ Review program qualification criteria
- ☒ Attend Community Information Session
- ☐ Complete the electronic Atlanta Land Trust Program Application
atlantalandtrust.org/resources/application
- ☐ Obtain a mortgage loan pre-approval letter from an ALT-approved lender
- ☐ Schedule and attend one-on-one counseling session
- ☐ Schedule a tour of an available ALT home of your choice
- ☐ Enter into contract on the available ALT home of your choice

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Thank You!



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