



CASS CLAY COMMUNITY LAND TRUST

Established 2019

Community Basics

Median Household Income

Cass County 2018 \$- \$62,031

Moorhead 2018 \$- \$65,000

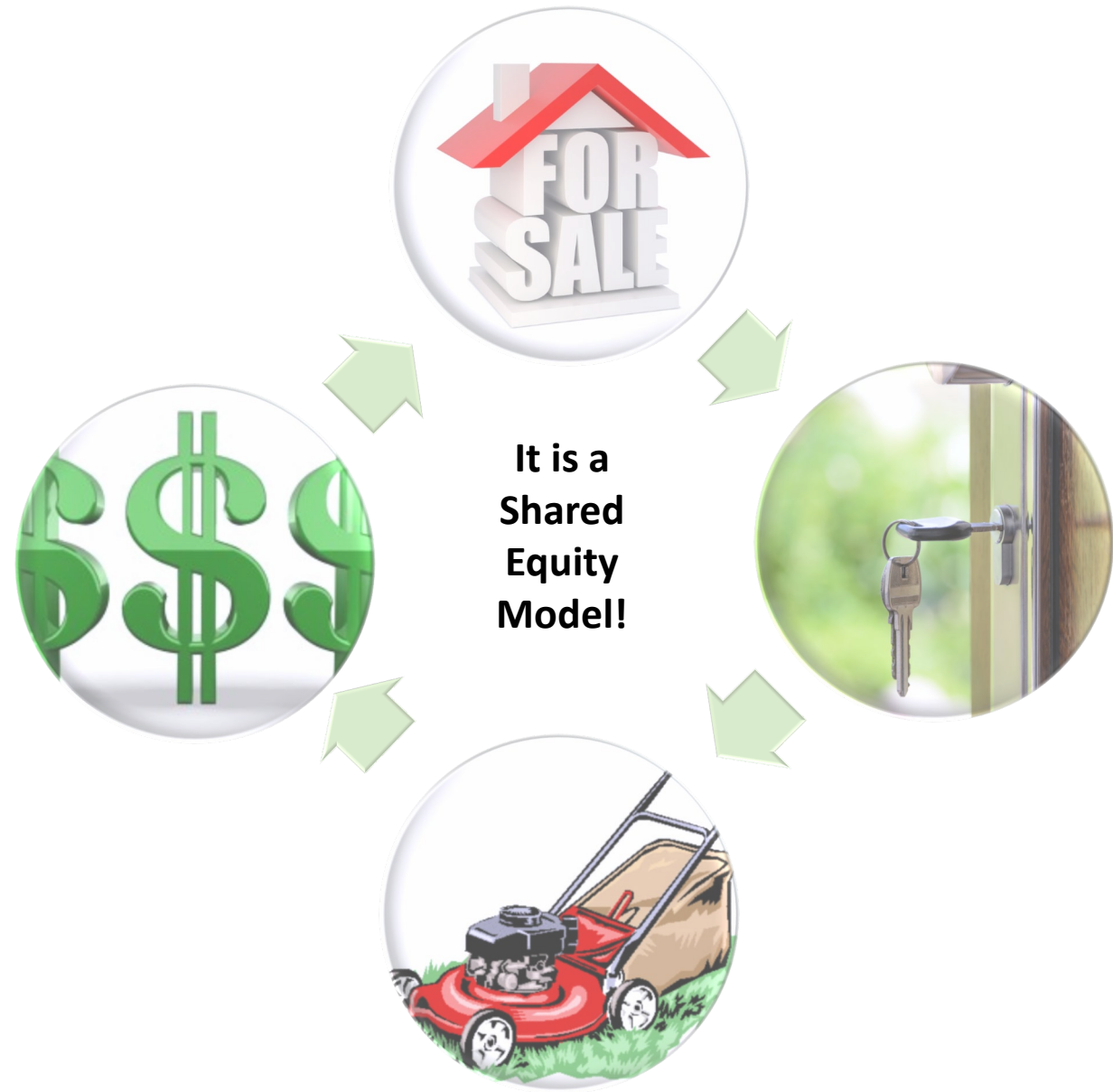
Average Housing Cost \$195-\$269k

\$20.10/hour to afford the Average home

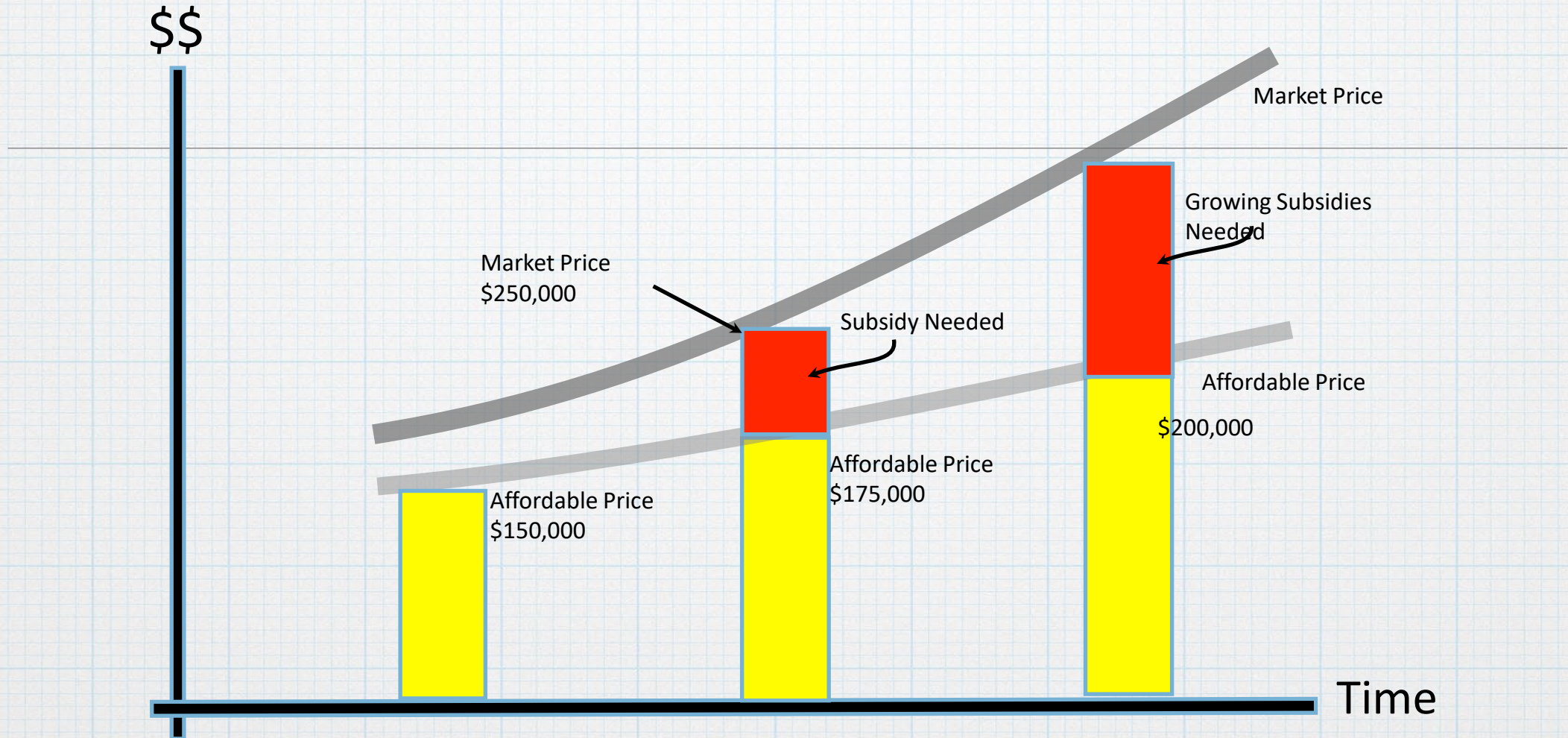
- 4,781 open jobs (Jan 2020)
 - 1/3 pay \$15-\$19/hour
 - 1/3 pay over \$30/hour
 - Average hourly wage is \$26.64

What is a Community Land Trust?

- **Fair market property is identified**
 - Buyer gets a mortgage for what they can afford
 - CLT Provides a Subsidy
- **Land goes into trust**
 - Trust leases back to Buyer
 - Providing right to live on and maintain
- **Buyer decides to sell**
 - Home is resold at affordable rate
 - Sale price recaptures CLT Subsidy and portion of appreciation establishing sustainable affordability



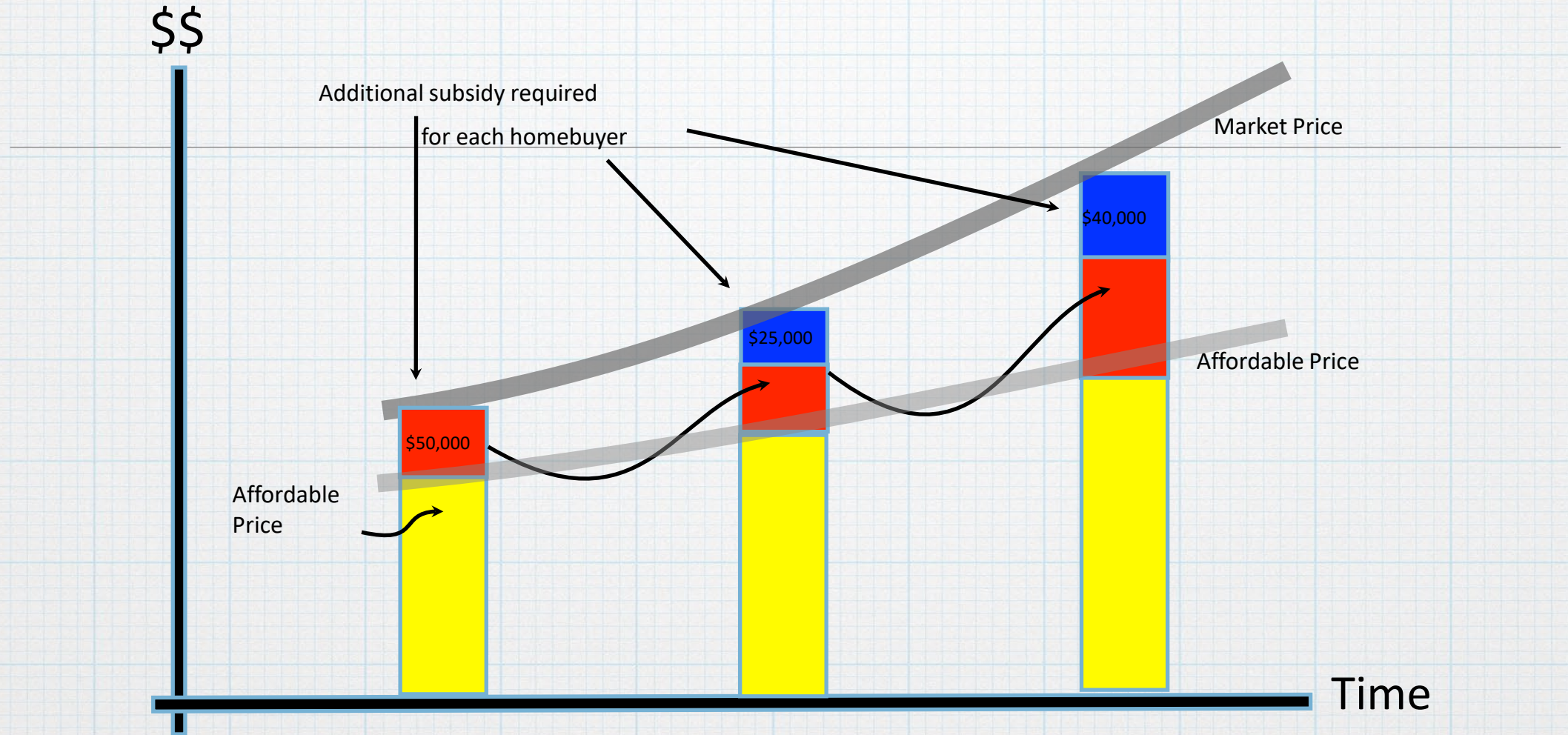
Housing Affordability Gaps



Require more subsidies over time

Subsidy Recapture

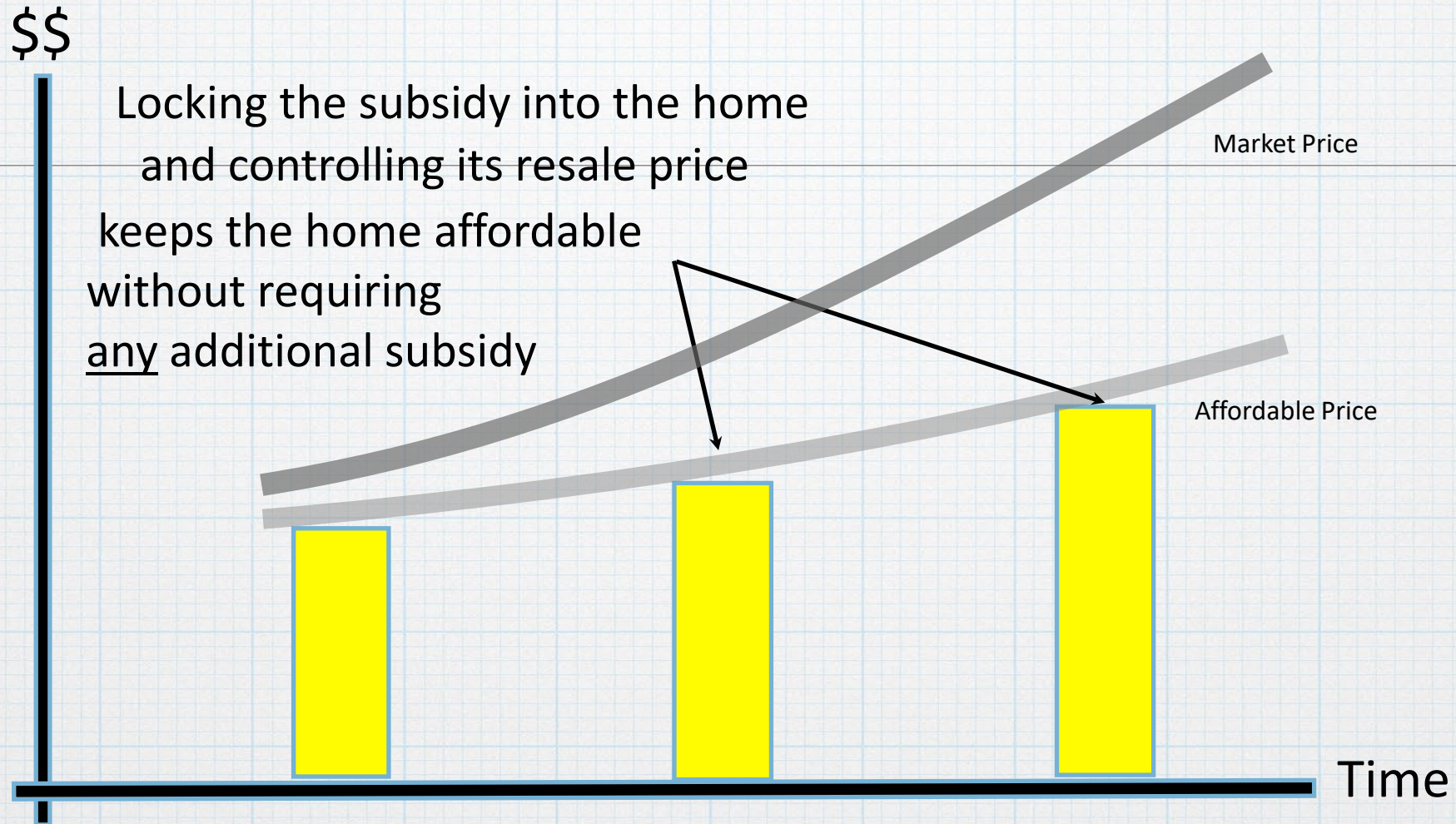
No Interest Loan



Still leaves growing gaps

Shared Equity CLT Homeownership

CLT Resales



Creates permanently affordable housing

Provide Sustainable Affordable Workforce Home Ownership Opportunities

5-Year Plan

2020

- Hire Executive Director
- Add 10 Units to portfolio
- Fundraise
 - \$500,000 for subsidies
- Stand up the Organization

2021

- Hire 2 Staff mid to late year
 - Stewardship Coord.
 - Administrative Coord.
- Fundraise
- Add 15 Units to portfolio

2022

- Fundraise
- Add 25 Units to portfolio

2023

- Fundraise
- Add 25 Units to portfolio

2024

- Hire Steward Associate
- Fundraise
- Add 30 Units to portfolio Goals

So how does
this work?

First
purchase:

Fair Market Sale Price
\$200,000

Buyer Mortgage
\$150,000

CCCLT Subsidy
\$50,000

So how does this work?

Establishing Affordable Resale Price:

Resale Price is \$162,500

Original Mortgage (\$150,000)

+ 25% of Appreciation (\$12,500)

Appreciation

\$50,000

Difference Between

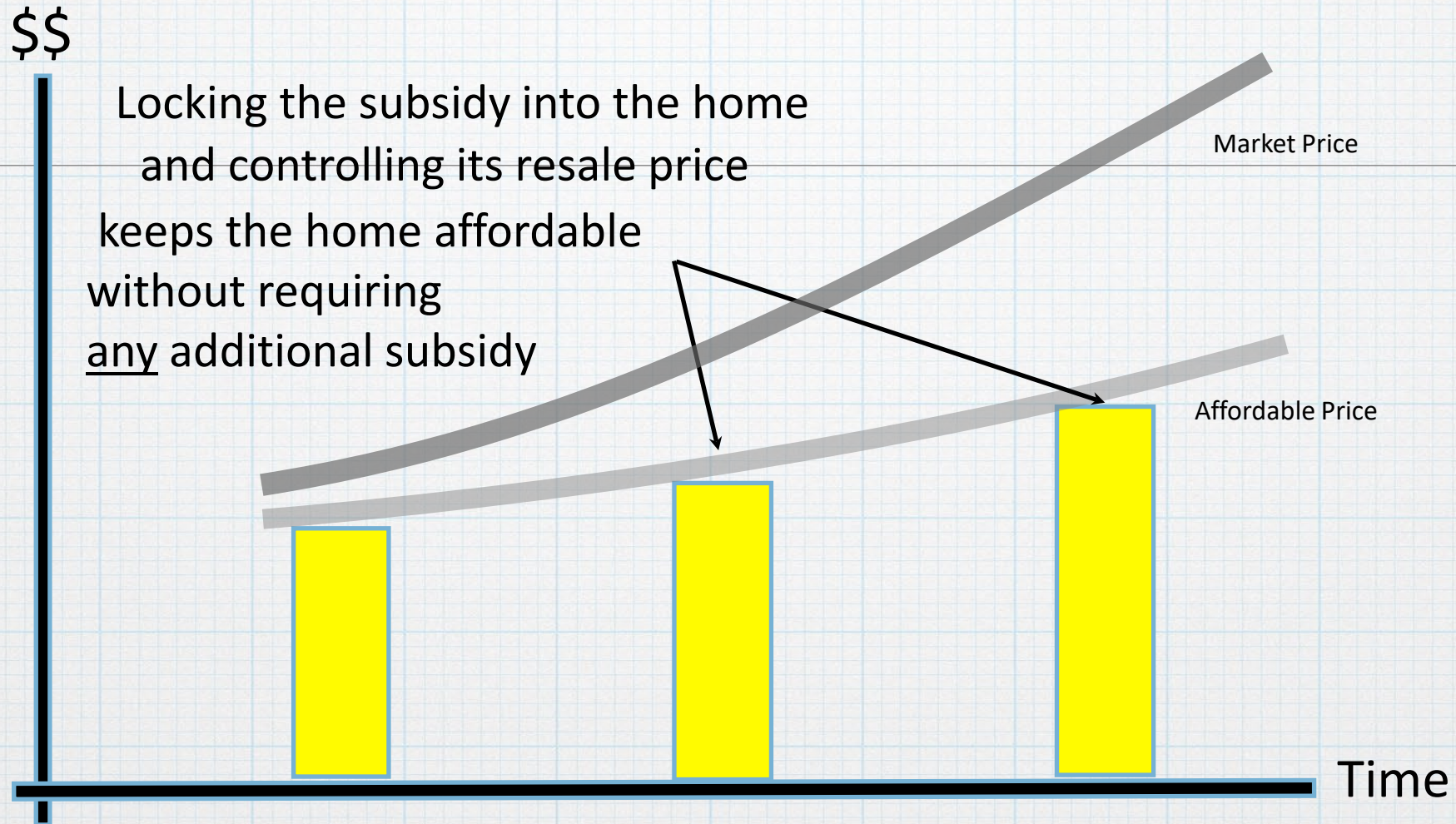
Original Fair Market Value \$200,000

Resale Fair Market Appraisal

\$250,000

Shared Equity CLT Homeownership

CLT Resales



Creates permanently affordable housing

Community Impact

Resale every 7 years for 30 years
4.3 turnovers during life of
mortgage

Average Subsidy
 $\$50,000 \times 105 \text{ homes} =$
 $\$5,250,000$

$105 \text{ homes} \times 4.3 \text{ turnovers} =$
450 Families served

Subsidy per Family
 $\$11,666$

Progress to date

Came to City of Fargo
for Back Taxes

City has demolished the
Structure

CCCLT is Looking to
construct in 2020

CCCLT/FMAF Can
provide low interest
construction financing



These data are provided on an "AS-IS" basis, without warranty of any type, expressed or implied, including but not limited to any warranty as to their performance, merchantability, or fitness for any particular purpose.

1410 1st Ave So		Item 2a
1:845	1/16/2020 2:25:09 PM	
<small>This map is not a substitute for accurate field surveys or for locating actual property lines and any adjacent features.</small>		



Progress to date

Came to City of Fargo
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City plans to demolish
the Structure

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916 5th Ave So

Item 2b

1:1,690

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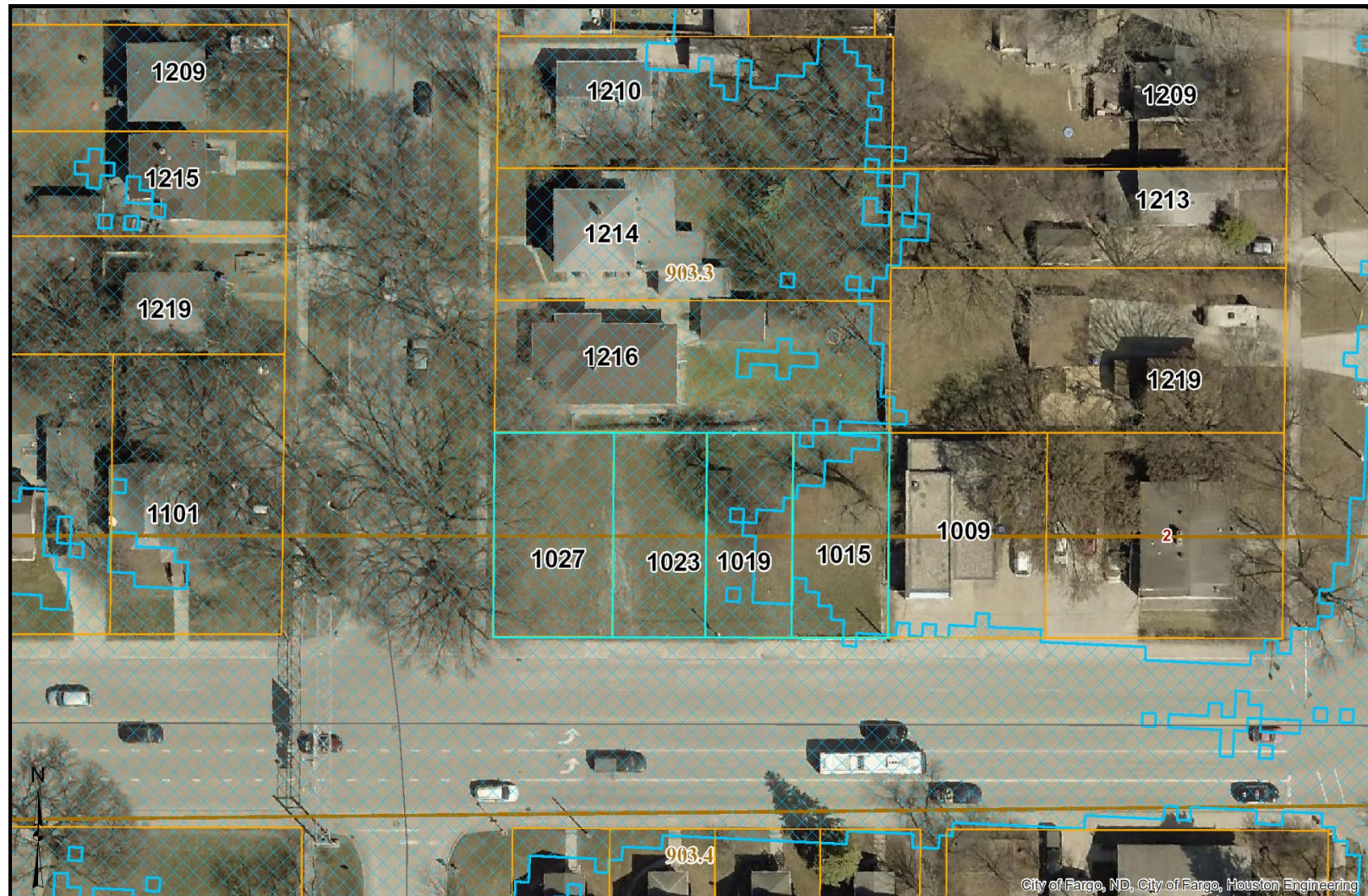
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Progress to date

Rebuilding Together to build duplexes on the properties in 2020 providing 4 units

Properties to be placed in the land trust upon sale



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1015-1027 13th Avenue South

1:845

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This map is not a substitute for accurate field surveys or for locating actual property lines and any adjacent features.

THE CITY OF
Fargo
FAR MORE

So what are we looking for?

Partners

Builders

Donors

Applicants

Partners

- Think of us when you have a problem to solve:
- Remainder Lots you are paying specials on?
- FHLB grants can fund subsidy for a build and they give extra points to applicants if they can purchase lots a 20% reduction

Builders

- Do you have capacity to deliver a build on one of the vacant infill lots? Contact us!

Donors

- **Fundraise...Fundraise...Fundraise**

Applicants

- Know someone who could qualify?

Find Us

- On the Web
- <https://areafoundation.org/>
- Click on Initiatives
- Click on Cass Clay Community Land Trust
- Contact by email
- CCCLT@areafoundation.org

April Walker

Interim-Executive Director

INITIATIVES

- ▶ Caring Catalog
- ▶ Impact Investing
- ▶ Women's Fund
- ▶ Pipe Organ Fund
- ▶ Cass Clay Community Land Trust
 - ▶ CCCLT Job Opening
 - ▶ Disaster Fund

Staff

- April Walker, Interim Executive Director

Board of Directors

- Rocky Schneider
- Tim Beaton
- Cindy Gray
- John Gunkleman
- Marilyn Guy
- Don Haugen
- Morrie Lanning
- John Strand

DONATE TO THE CCCLT

Home > Initiatives > Cass Clay Community Land Trust

Cass Clay Community Land Trust

In response to growing housing affordability needs in the greater Fargo-Moorhead area and the search for effective long-term solutions, the FM Area Foundation launched an organization called the Cass Clay Community Land Trust (CLT) to create permanently affordable owner-occupied homes in the region.



Our community land trust is a nonprofit, community-based organization that leverages public and private funds to provide sustainable and affordable workforce housing. This is accomplished through a Shared Equity Model. The CLT provides the qualified homebuyer a subsidy to buy down the necessary mortgage, and lower monthly payments. In return, ownership of the land on which the home is located goes to the CLT and it is leased back to the homebuyer.

The Cass Clay CLT anticipates adding its first ten homes to its portfolio in 2020 and continuing to expand in subsequent years- with the goal to have 105 permanently affordable CLT homes within a 5-year period ending in 2024. It is estimated that the average subsidy will be \$50,000.

If you'd like to help us in reaching this goal of providing affordable housing opportunities in the FM area, [donate here](#).

Have questions or want to learn more? Email: CCCLT@areafoundation.org.

The Cass Clay CLT is Hiring

The Cass Clay CLT is hiring an Executive Director. [Click here to learn more.](#)

Links:

[Business Plan](#)

[Burlington Associates in Community Development, LLC](#)

[Minnesota Community Land Trust Coalition](#)

Brought to you by:



FM Area Foundation
Connecting people and purpose.



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TRUST™



Discussion!



**CASS CLAY
COMMUNITY
LAND TRUST**

