

# THE MAGGIE WALKER COMMUNITY LAND TRUST

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*A Vision for Affordable Homeownership: Now and Forever*



Maggie Walker  
Community Land Trust

# The MWCLT Mission

- **Increase access** to successful homeownership for low to moderate income families to support **inclusive wealth building**
- **Facilitate permanently mixed income neighborhoods** by providing a stock of housing that remains affordable in the future
- **Stabilize neighborhoods** by building homes on vacant land, rehabilitating deteriorated homes, increasing owner occupancy.

# CLT Model: Split Ownership of Land and Structure

The CLT sells the structure to a low to moderate income purchaser. They receive half of the increase in value when they sell.

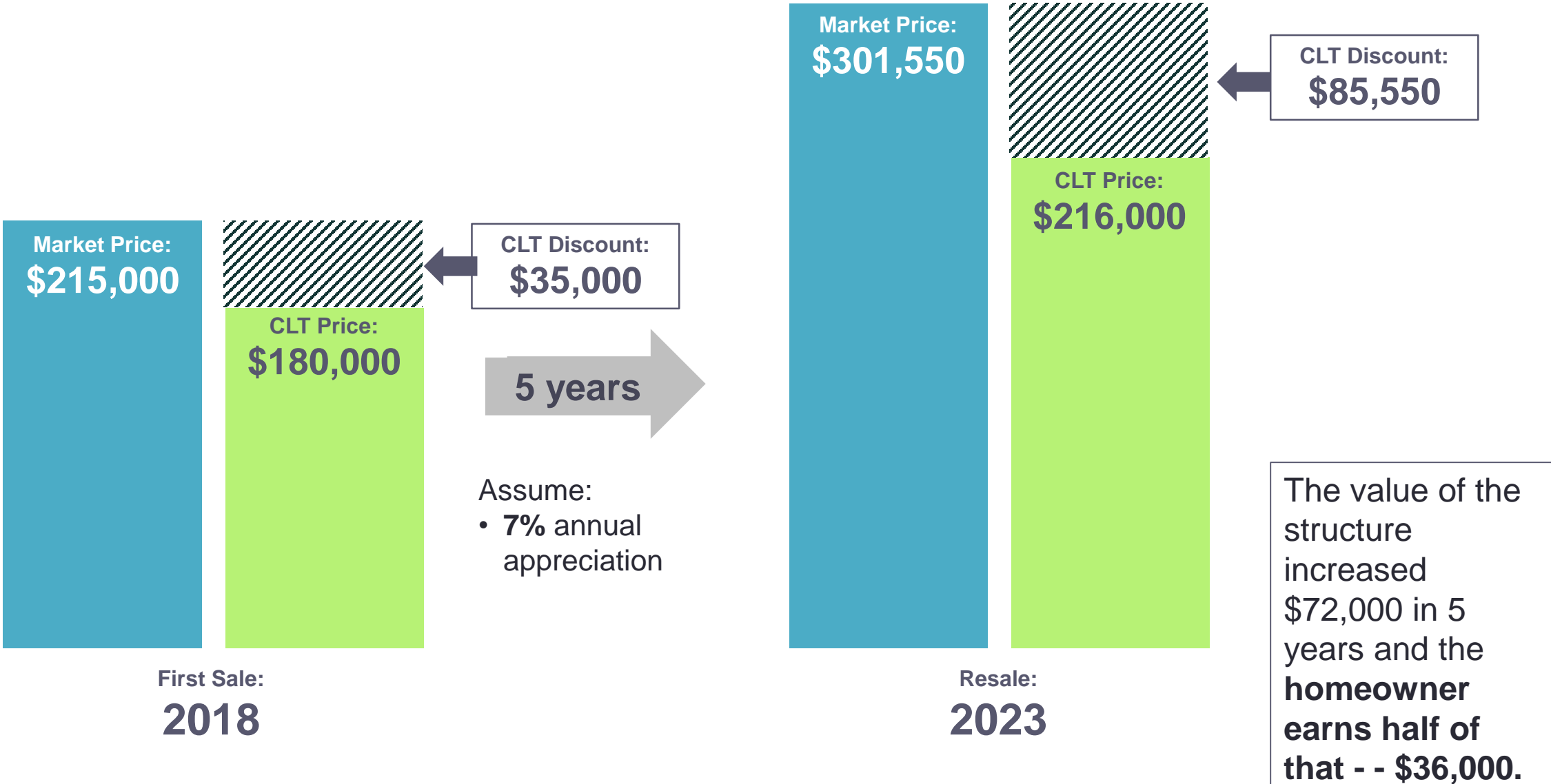
The owner has full rights of ownership. The home can be re-sold at any time but at an affordable price.



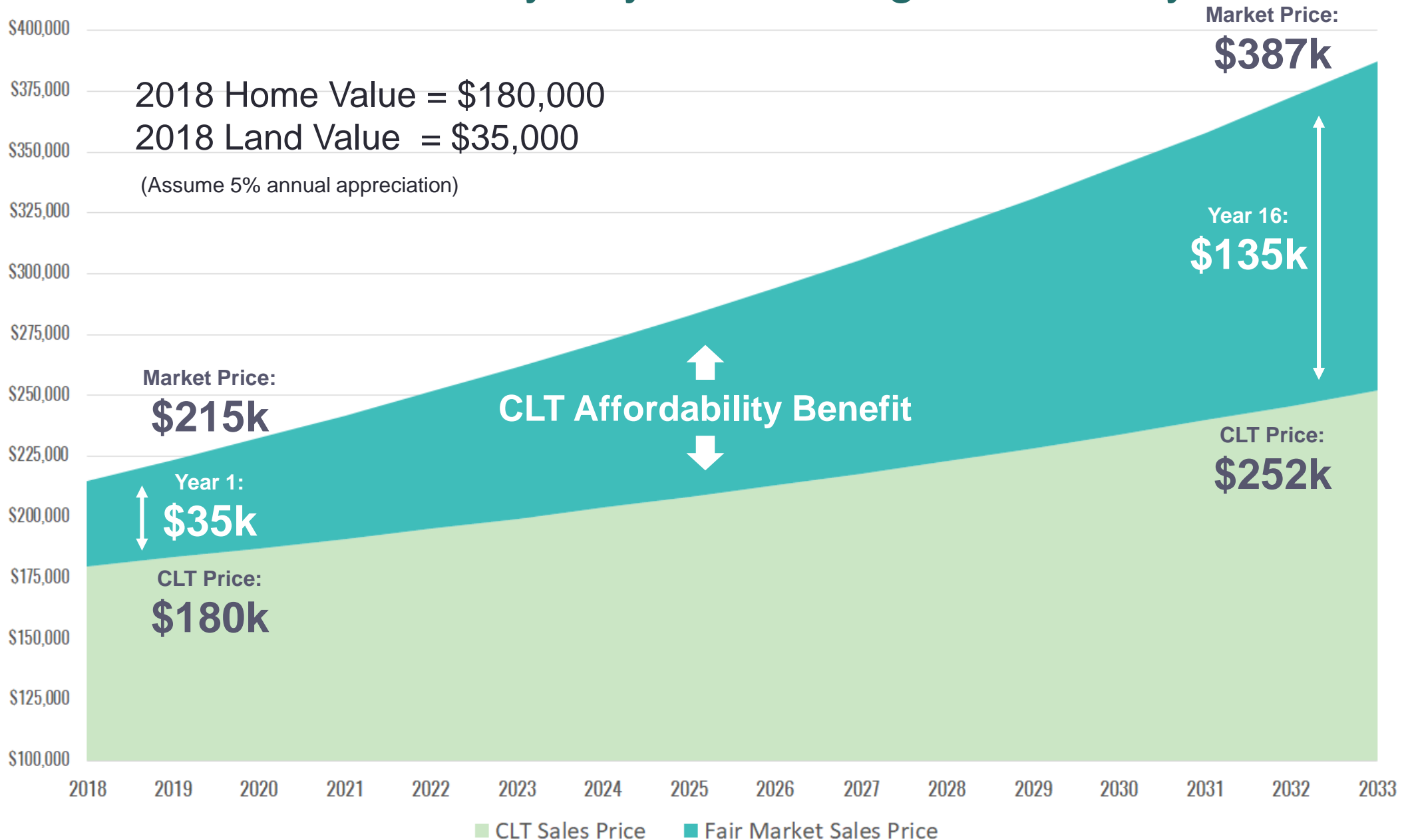
The CLT retains ownership of the land. The land value is removed from the purchase price.

The land is leased for 99 years to the homeowner for \$100 per year. The lease sets the future sales price.

# RESALE: Projected Fair Market vs. CLT Sales Price



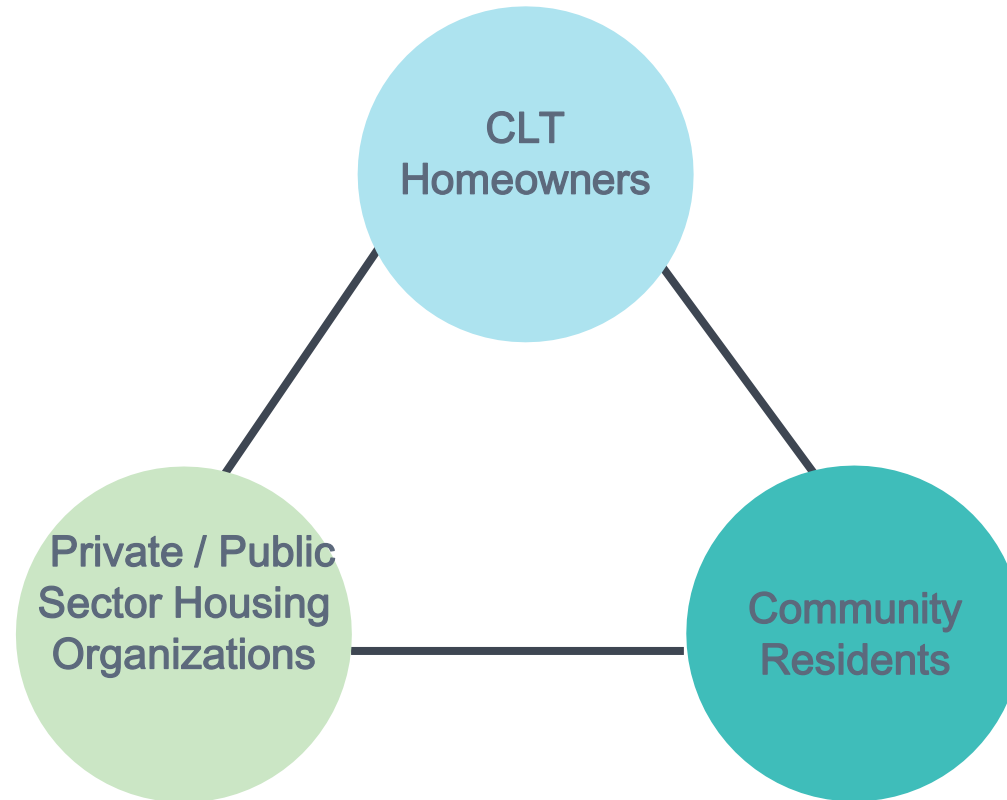
# One Time Subsidy Buys Increasing Affordability

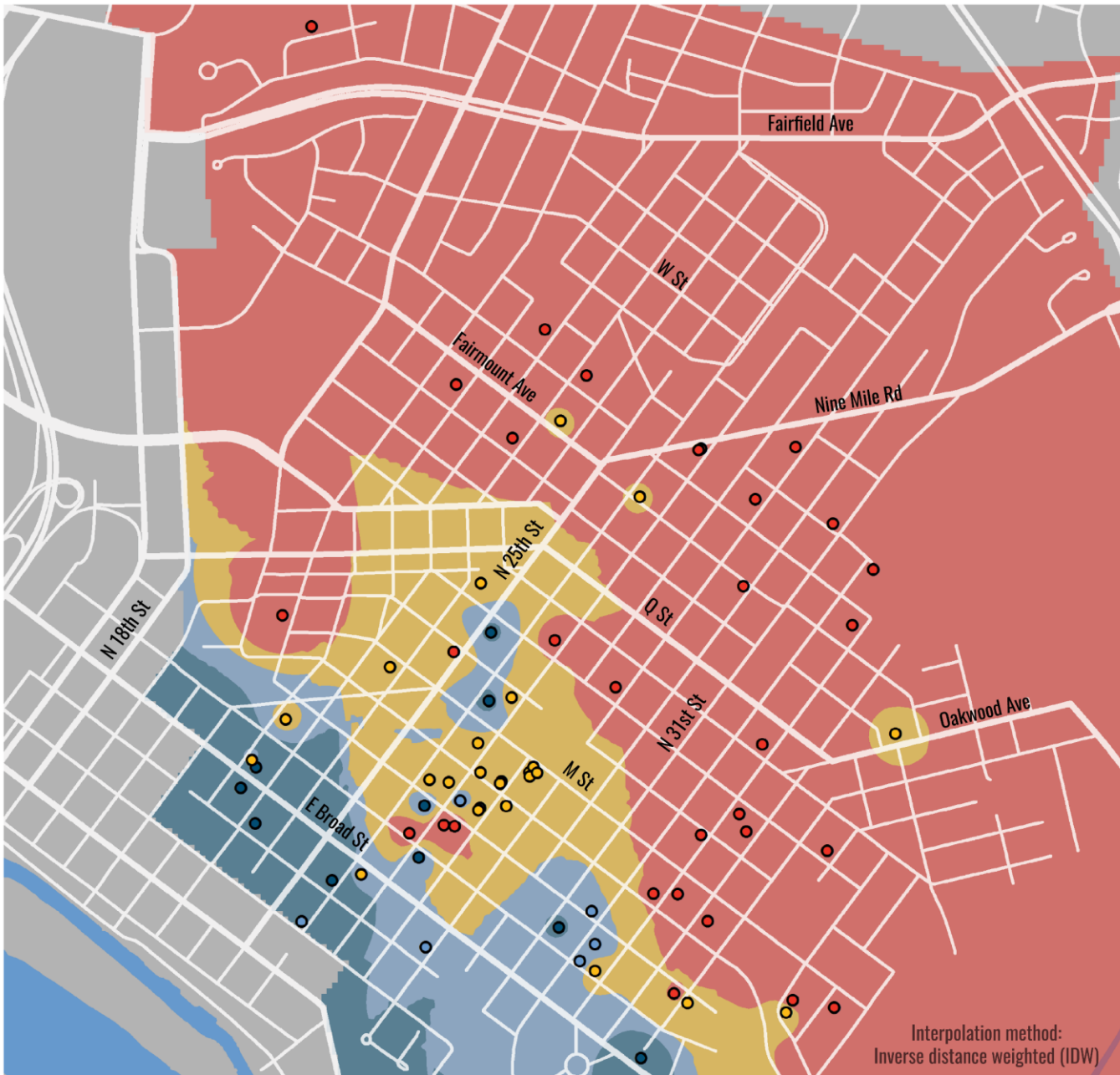


## CLTs are community controlled

- 1/3 CLT homeowners
- 1/3 community residents
- 1/3 public & private partners

## Typical CLT Board Structure





Sales Price: **Under \$150k** **\$150k – \$200k** **\$200k – \$250k** **Over \$250k**

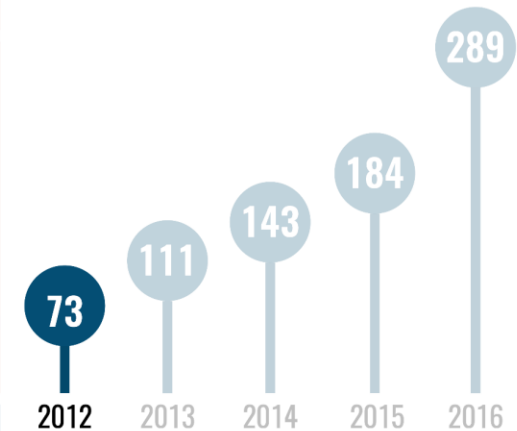
# 2012

## Church Hill Single-Family Home Valid Market Sales

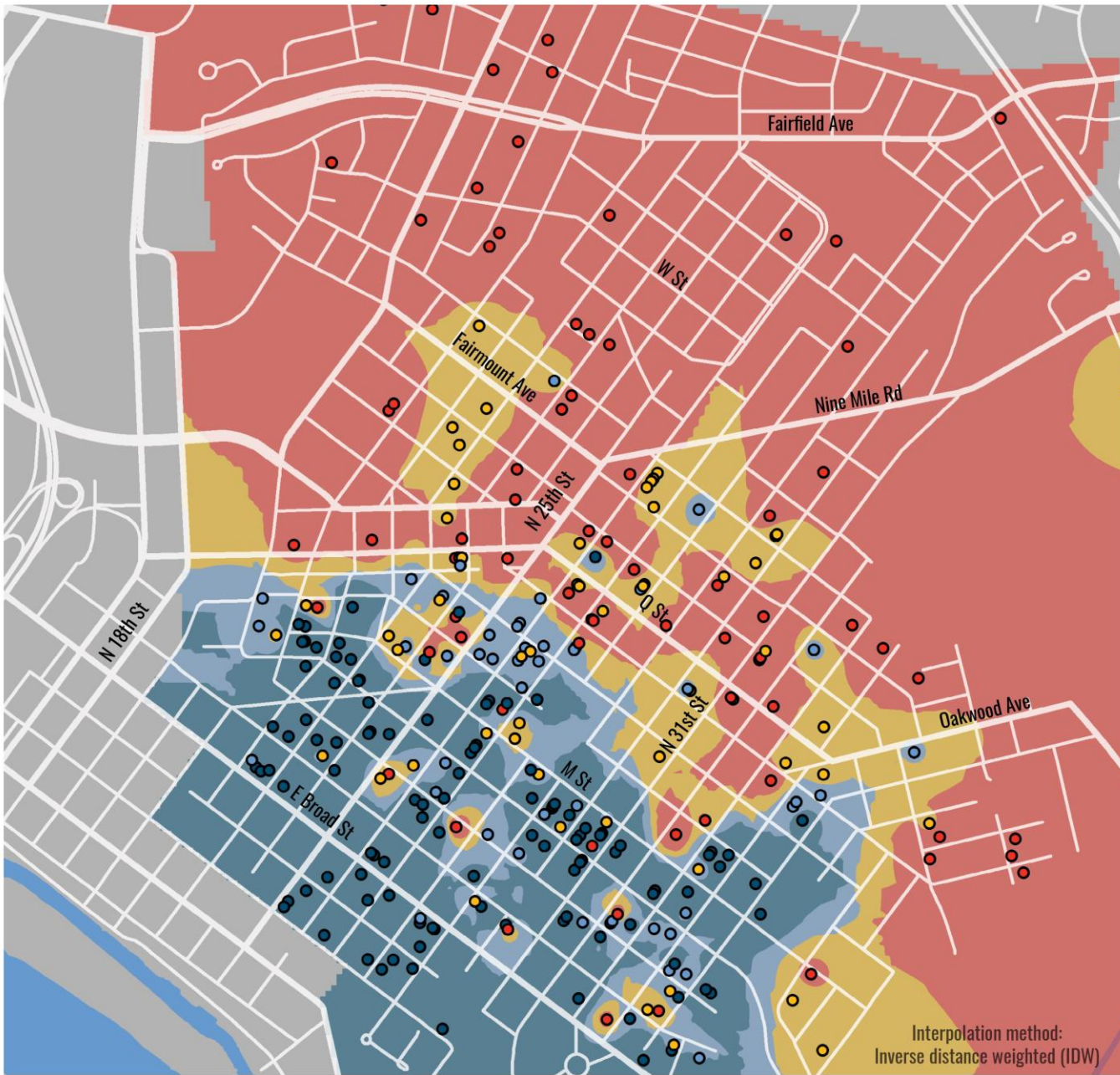
Median Sales Price:  
**\$165,000**



### Number of Homes Sold:



Source: City of Richmond Assessor's Office

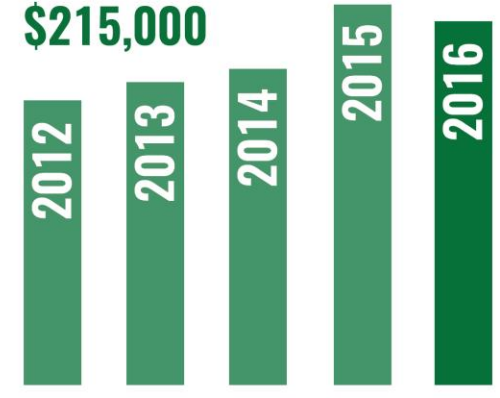


Sales Price: **Under \$150k** **\$150k – \$200k** **\$200k – \$250k** **Over \$250k**

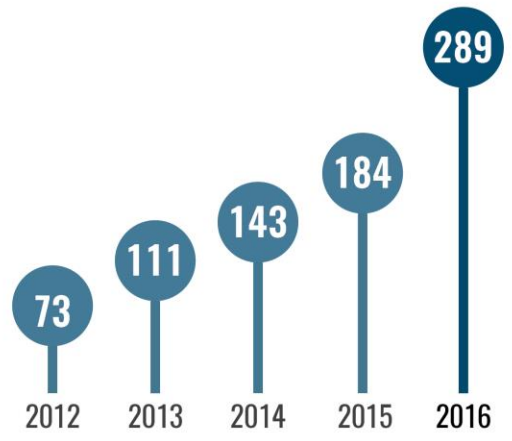
# 2016

## Church Hill Single-Family Home Valid Market Sales

Median Sales Price:  
**\$215,000**



## Number of Homes Sold:



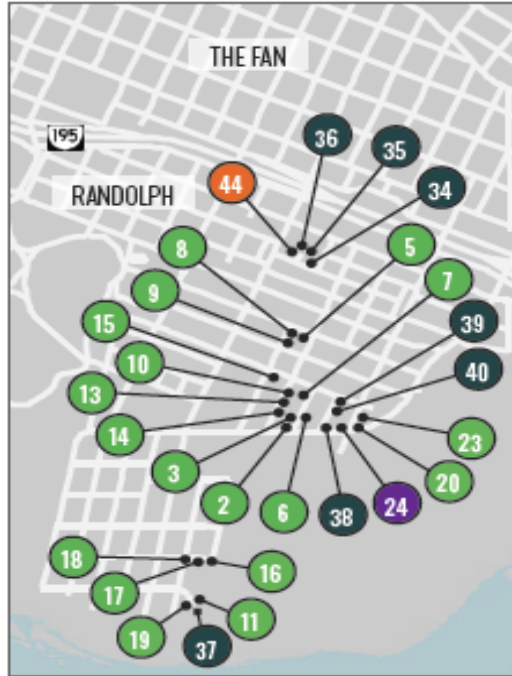
Source: City of Richmond Assessor's Office



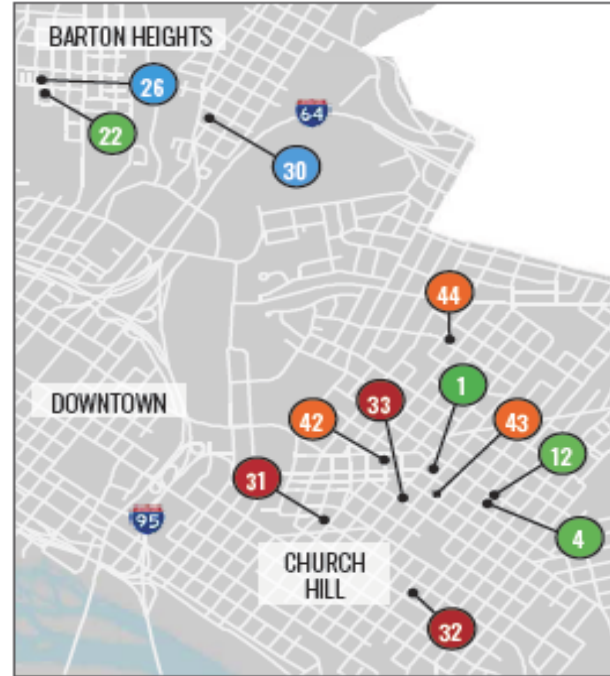


The Maggie Walker Community Land Trust  
**Homeownership Pipeline** December 2019

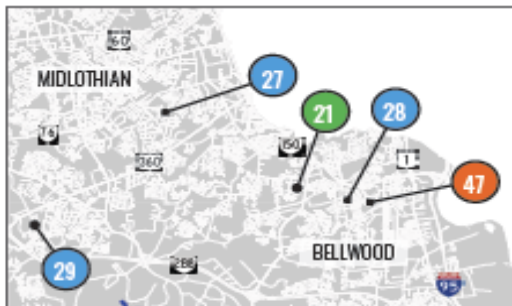
**CITY OF RICHMOND: Randolph / Maymont**



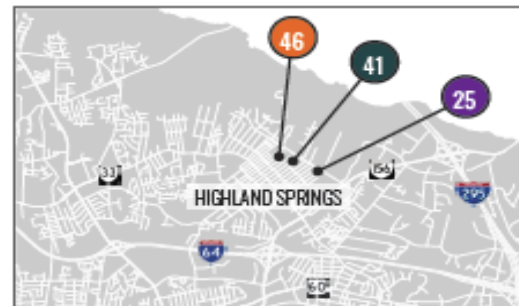
**CITY OF RICHMOND: Northside / Church Hill**



**CHESTERFIELD COUNTY**



**HENRICO COUNTY**



**SOLD (23)**

- 1 1114 N 26th St
- 2 1134 Eggleston St
- 3 1132 Eggleston St
- 4 1223 N 29th St
- 5 1607 Blair St
- 6 1127 Eggleston St
- 7 1104 Eggleston St
- 8 901 Sumpter St
- 9 903 Sumpter St
- 10 1137 S Lombardy St
- 11 1503 Kansas Ave
- 12 1225 N 29th St
- 13 1139 S Lombardy St
- 14 1143 S Lombardy St
- 15 1615 Winder Ave
- 16 1501 New York Ave
- 17 1505 New York Ave
- 18 1507 New York Ave
- 19 1511 Kansas Ave
- 20 1115 S Randolph St
- 21 5616 S Melbeck Rd (Chesterfield)
- 22 211 W Home St
- 23 1113 S Randolph St
- 24 1130 S Randolph St**
- 25 230 N Mapleleaf Ave (Henrico)**

**UNDER CONTRACT (2)**

- 24 1130 S Randolph St
- 25 230 N Mapleleaf Ave (Henrico)

**ON MARKET (5)**

- 26 2011 Greenwood Ave
- 27 8418 Spruce Pine Dr (Chesterfield)
- 28 4106 Jackie Ln (Chesterfield)
- 29 4206 Bridgewood Rd (Chesterfield)
- 30 1810 3rd Ave

**UNDER CONSTRUCTION (1)**

- 31 418 N 23rd St
- 32 511 N 30th St
- 33 918 N 25th St

**REHAB IN-PROGRESS (8)**

- 34 1700 Jacquelin St
- 35 1702 Jacquelin St
- 36 1704 Jacquelin Ct
- 37 1506 Kansas Ave
- 38 1404 Colorado Ave
- 39 1117 Meade St
- 40 1121 Meade St
- 41 223 N Juniper Ave (Henrico)

**PRE-DEVELOPMENT (8)**

- 42 2301 Venable St
- 43 2615 Q St
- 44 1701 N 21st St
- 45 1710 Jacquelin Ct
- 46 128 N Holly Ave (Henrico)
- 47 6225 Halrose Ln (Chesterfield)

Percent buyers of color  
 Median household income

15% (2019 FHIM3)  
 \$48,987 (2019 ACS1-year)

30%  
 \$41,406

CITY OF RICHMOND



## Home Types : Urban Rehab Bungalows / Urban Historic New Construction / Suburban Rehab

**1127 Eggleston St.**

**2BR, 1.5B**

**Land + subsidy \$35,000**

**Price - \$132,000**



**1111 26<sup>th</sup> Street**

**3BR, 2.5B**

**Land + subsidy \$70,000**

**Price - \$185,000**



**1132 Eggleston St.**

**2BR, 1.5B**

**Land + subsidy \$35,000**

**Price - \$132,000**



**4106 Jacquie Lane**

**3BR, 1.5B**

**Land + subsidy \$75,000**

**Price - \$155,000**

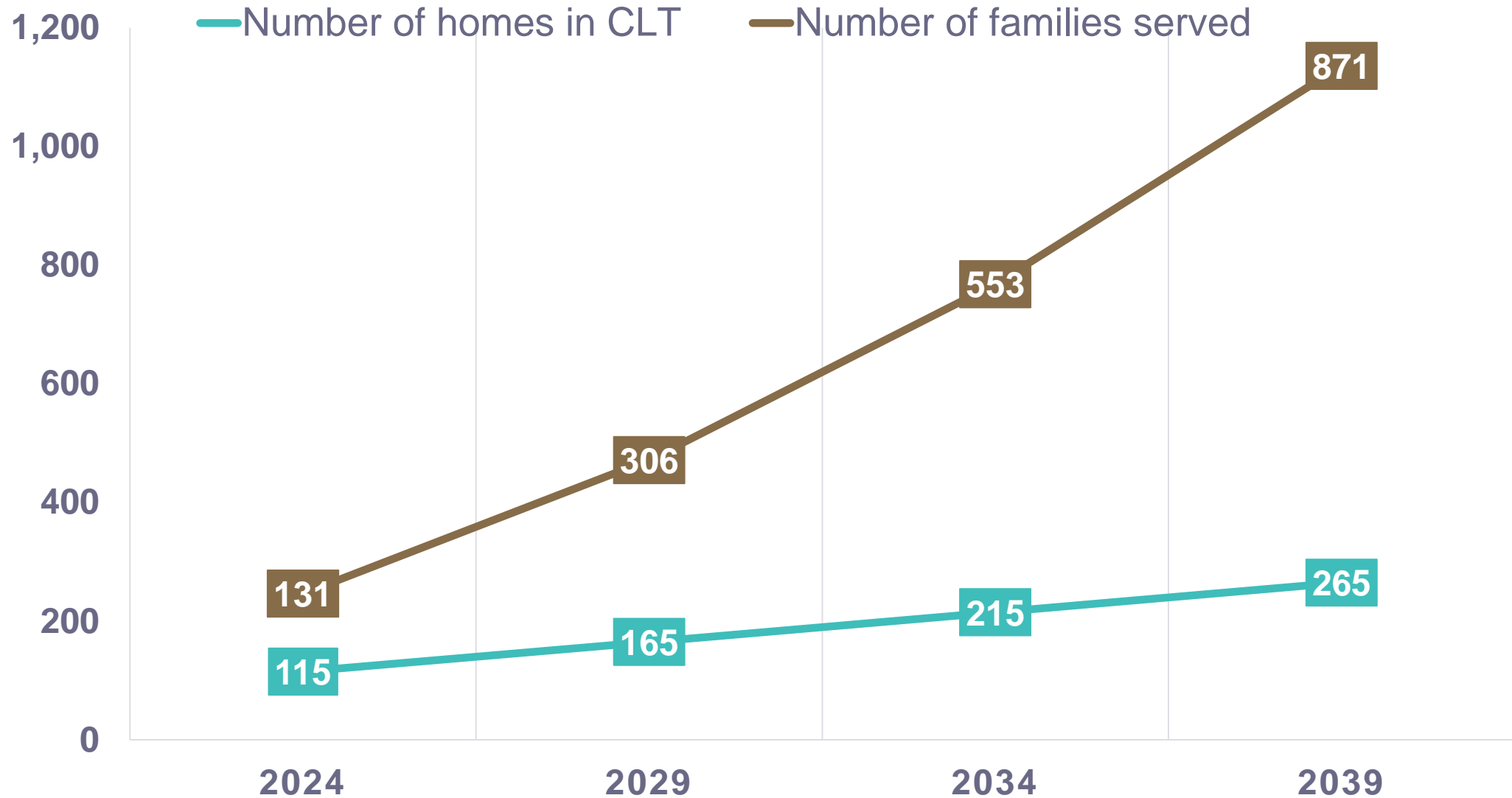


# MWCLT Production Plan

- ◆ Build CLT portfolio to **175** homes in next 5 years
- ◆ Estimated capital requirement = **\$12.2** million
- ◆ Capital secured = **\$6.1** million

# NUMBER OF CLT HOMES VS. FAMILIES SERVED

## RESALES MEAN MORE FAMILIES BENEFIT



# Buffering Richmond's Neighborhoods from Rapid Social and Economic Change

*Who will be able to live in our community in 5 years? 10 years?*

- ◆ CLTs preserve long-term affordability, stability, and opportunity.
- ◆ CLTs contribute to mixed income communities
- ◆ CLT's provide housing stability and wealth building
- ◆ CLT's are partners in the long term success of neighborhoods.



# Creating Opportunities for Housing through Partnerships and Innovation




# Vision

17.7%


28.4%

ARLINGTON COUNTY, VIRGINIA

## Affordable Housing Master Plan

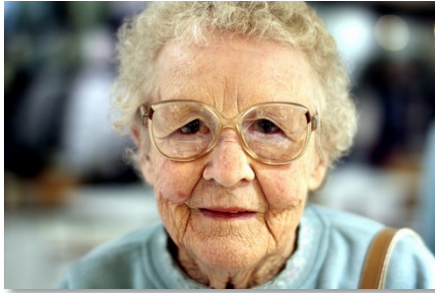


AN ELEMENT OF ARLINGTON COUNTY'S  
COMPREHENSIVE PLAN  
ADOPTED – SEPTEMBER, 2015



ARLINGTON  
VIRGINIA

# Who Are We Serving?





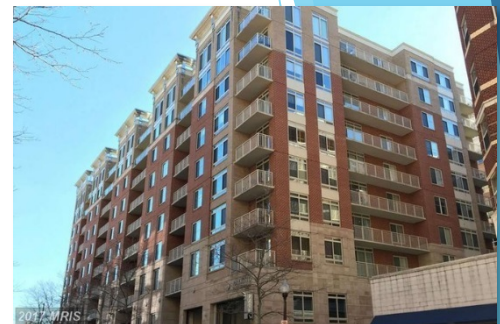
# Challenges



\$1,090,000



\$660,000



\$465,000



\$2,900/month

Market Rate Unit



\$1,638/month

Committed Affordable Unit†

## ***Best Practices***

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- **Legacy of County investments & policy choices supporting affordable housing**
- **Adopted the Affordable Housing Master Plan (AHMP) in 2015**
- **Housing Arlington Initiative (April 2019)**

# **HOUSING ARLINGTON:**

An Expanded Approach to an Equitable, Stable, Adaptive Community



## *Innovation: Housing Arlington*

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- **Response to market challenges**
- **Board Priority; contains 6 initiatives**
- **Considers best practices, proactive & expanded outreach, more partnerships.**
- **Increases affordable & missing middle housing**



## *Innovation: Housing Arlington*

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- 1) Land Use Tools
- 2) Institutional Partnerships
- 3) County Employee Housing
- 4) Condominium Initiative
- 5) Affordable Housing Master Plan Update
- 6) Finance Tools

# Land Use Tools

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- **Explore Bonus Density**
- **“Missing Middle” Study**
- **Housing Conservation District**
- **Lee Highway Study**
- **Updates to the Accessory Dwelling Ordinance**



# Institutional Partnerships

Making Stronger Connections...



- Faith-based institutions
- Academic institutions
- Community serving institutions

**Affordable Housing Developers**



...to expand housing supply

# Employee Housing



Arlington  
Public  
Schools



More Rental and  
Homeownership  
Opportunities for  
Public Servants



## *Condominium Initiative*

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**Technical and other assistance to  
older condominium associations  
Strengthens and prepares for long  
term sustainability**



## ***Lessons Learned: Financial Tools***

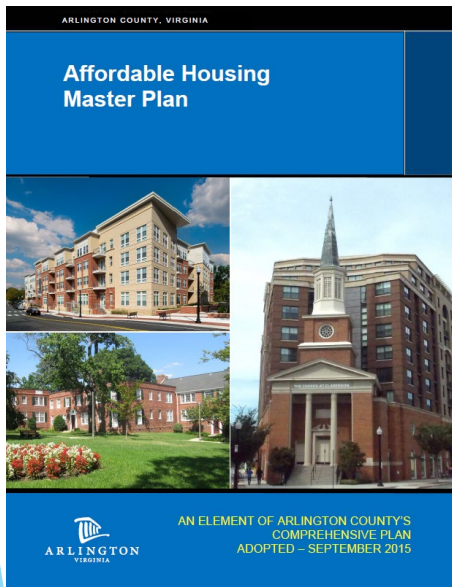
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- **Use existing County funds in new ways to stretch dollars further**
- **Attract private capital to County programs and projects**
- **Identify additional sources via tax tools or other ways to increase available funding**

# *Advice for Providers: Affordable Housing Master Plan*

In 2020 the Affordable Housing Master Plan will be 5 years old

- Update the Needs Analysis
- Review Affordable Housing Policy





**ARLINGTON**  
VIRGINIA

***For more information on housing tools throughout the County visit:***  
***<https://housing.arlingtonva.us/development/>***

***Homeownership Program Administrator***

***Akeria Brown***

***[asbrown@arlingtonva.us](mailto:asbrown@arlingtonva.us)***



**ARLINGTON**  
VIRGINIA



# A Home of Your Own:

*Creating affordable homeownership opportunities in the City of Alexandria*

Presented by **Katharine Dixon**, President and CEO

# The Program



*In partnership with Alexandria's Office of Housing*



Acquire  
property

Renovate

Sell  
(at no profit)

# Its Impact



*In partnership with Alexandria's Office of Housing*

*On average, new homeowners report that their housing costs dropped by approximately **\$540**.*

**60%**

report they are less stressed about money.

**30%**

report their child's grades have improved at school.

**40%**

report their job performance has improved.

**90%**

of new homeowners report their mortgage payment is less than their previous rent.

**60%**

report they have more time for leisure activity.

# Success Stories



*In partnership with Alexandria's Office of Housing*

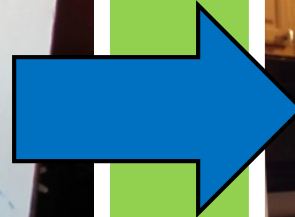




# Success Stories



*In partnership with Alexandria's Office of Housing*



*"This is a great opportunity to help Alexandria residents."*

– new homeowner through  
**A Home of Your Own**



# Questions?

**Katharine Dixon**

President and CEO

Rebuilding Together DC • Alexandria

[kd@rebuildingtogetherdca.org](mailto:kd@rebuildingtogetherdca.org)

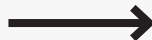
703.836.1021

700 Princess Street, Suite 206, Alexandria, VA 22314



## **DC ADU Case Study**

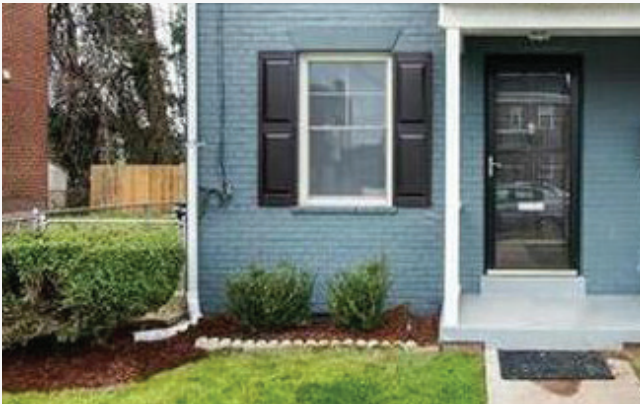
Max Pastore



**I'm an urban designer at RHI**



**I'm a DC homeowner**



**...and I built a backyard ADU!**

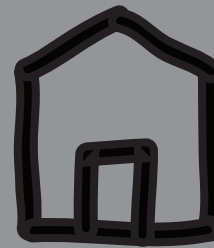


# Why did I build an ADU?

I wanted my retired dad close by



I wanted to build equity in my home



I wanted to combat DC's housing crisis



Was I inspired by my profession? **Definitely!**  
...and DC's by-right ADU zoning? **Of course!**

But also... *Pinterest*



# So my family was on board with this plan?

YES!

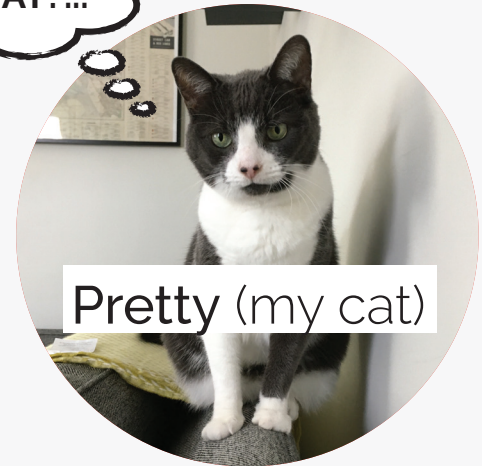
ABSOLUTELY!

WAIT,  
WHAT?...



**Dennis** (my dad)

**Jack** (my husband)



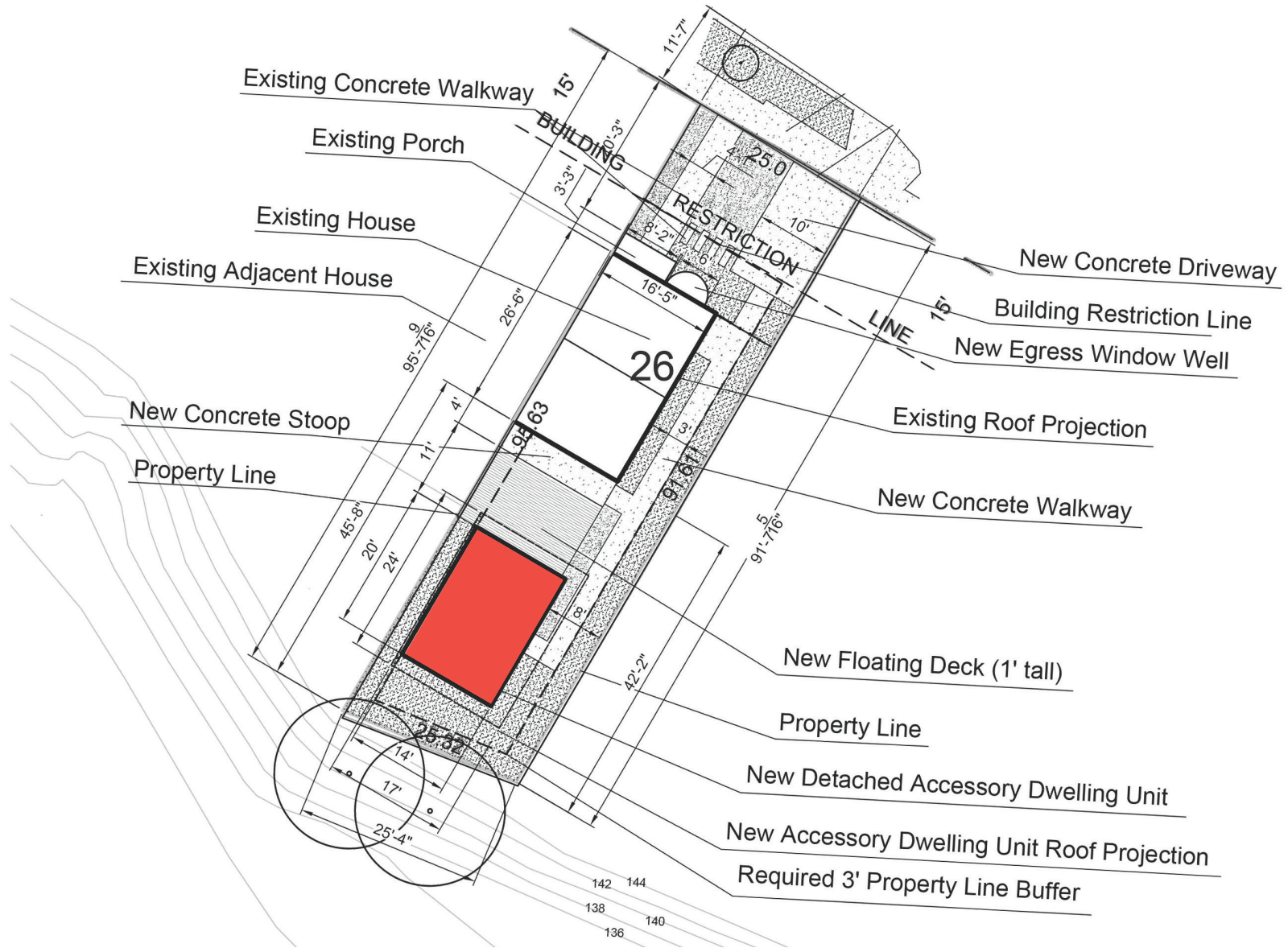
**Pretty** (my cat)

# Then I made visits to DCRA... (2018)





# ...Decided to build a 280sf detached unit...



# Made **MORE** visits to DCRA...



# Luckily, after

- 5 months of reviews
- 3 permit revision rounds
- Adding fire sprinklers
- Providing a soil erosion plan
- Additional permits from 2 other agencies
- Lots of permit fees

**...I got my permit! (May 2019)**



# Construction (May 2019 - December 2019)



# Construction (May 2019 - December 2019)



# Construction (May 2019 - December 2019)



# Construction (May 2019 - December 2019)





# Construction (May 2019 - December 2019)



# Complete interior



# Exterior (pending spring landscaping)



# My takeaways/insights

01. ADUs work best in **competitive/expensive** single family real estate markets

02. ADUs are well suited for **young adults, singles, retirees, and multi-generational living** arrangements

## Limited ADU experience in the DC region

03. Many building permit reviewers have **never reviewed an ADU application**

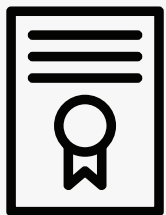
04. Most local contractors have **never built a detached new construction ADU**

# If ADUs are so great, **why aren't homeowners building more of them** in DC, Arlington, and Montgomery County (where already by-right)?



## Financing

- Can easily become cost prohibitive, especially considering utility connections, professional fees, etc.



## Permitting

- The process can easily become unpredictable and time consuming, especially for homeowners without building experience

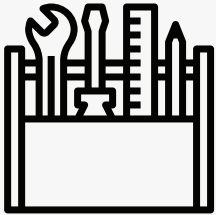


## Unclear Marketing

- What's an ADU? Is it just a tiny house?
- They can also be in basements?
- Why can't I buy one like I would buy a car or RV?
- What's the difference between an ADU and a guest house?
- Can I Airbnb an ADU?

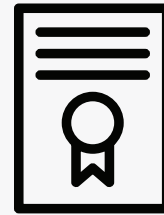
# Conclusions for Alexandria

## Definitely:



### 01 | **Allow by-right ADUs**

- While not a fix-all solution, ADUs are one of many tools in the affordable housing toolkit



### 02 | **Simplify permitting**

- ADUs shouldn't be held to the same permitting standards as traditional single family houses

## Consider:



### 03 | **Pre-approved designs**

- Open-sourced, simple, community-approved plans to provide more predictability to applicants



### 04 | **Developer-built ADUs**

- Allow developers to build by-right ADUs within new development projects and as part of house flips