

2024 Conference



California
community
land trust
network

Los Angeles
Sept 12–13, 2024

An aerial photograph of a dense urban neighborhood, likely San Francisco, showing a hillside covered with numerous houses and buildings. The image is overlaid with a semi-transparent blue filter. The text 'CLT Homeownership: The Equity-Building Challenge' is prominently displayed in white, bold, sans-serif font on the left side of the image.

CLT Homeownership: The Equity-Building Challenge

Introducing Our Speakers:



Stephanie Park
Senior Project Manager
Little Tokyo Service Center



Aishah Abdala Lopez
Project Manager
TRUST South LA



RaShawna Fahie
Program Manager
Homes by NPHS, LLC
An NPHS Social Enterprise



Francis McIlveen
Principle
Land + Liberty (Consulting)

An aerial photograph of a dense residential neighborhood in San Francisco, featuring rows of colorful houses on a hillside. The image is partially covered by a solid blue overlay on the left side, where the text is located.

RaShawna Fahie

**Program Manager of
Homes by NPHS, LLC**

rashawna@nphsinc.org



HOMES BY NPHS, LLC.

Addressing Affordability and Sustainability

Factory-Built Housing Solutions

Manufactured Home

- Single-family residential dwelling.
- Built to a national construction standard (HUD Code).
- Single- or multi-section.
- Inspected by independent 3rd party.

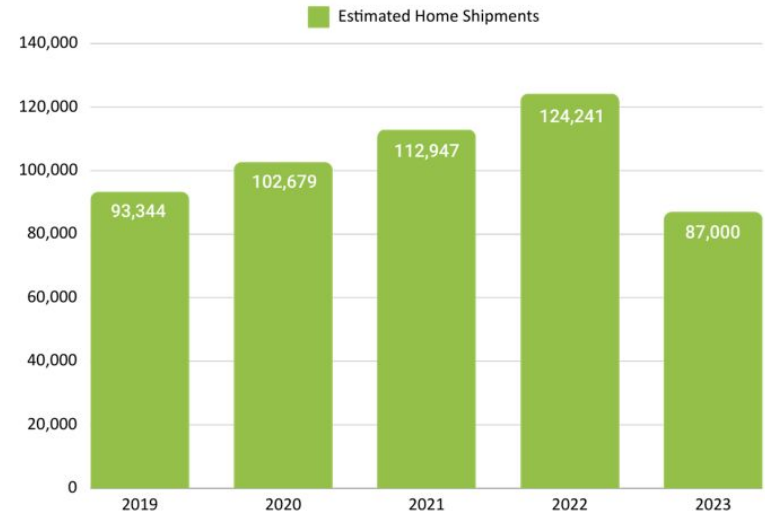


Affordability

Largest source of unsubsidized affordable housing stock:

- Home to 22 million Americans.
- Household median income of \$35K, apx. 1/2 of income of owners of site-built homes.*
- Over 1/4 of MH owners earn < \$20,000; 2/3 earn < \$50,000.*
- Manufactured housing industry is building over 87,000 homes annually (8-12% of all housing starts).

**Fannie Mae, 2020*



A Greener Housing Option

- Reduced waste.
- ENERGY STAR-rated homes significantly reduce monthly utility costs for homeowners:
 - Low flow shower heads, faucets
 - Low VOC Paint
 - Floor coverings using recycled materials
 - LED lightbulbs



San Bernardino, California



Scaling Climate Resilient and Adaptive Homeownership that is Accessible to Everyone





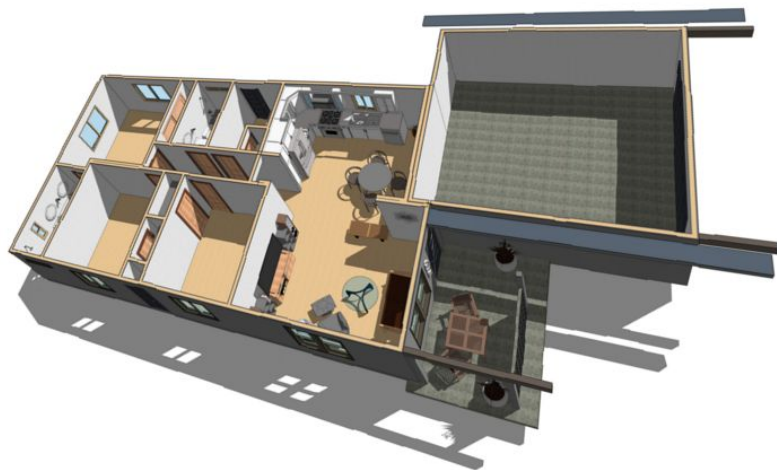
Highland Haven

- Approx. 1,494 square feet in size
- 3 bedrooms
- 2 bathrooms
- 2 car garage (400 sqft.)
- Solar Panels and Battery Storage
- WUI Plus Package
- Dual Tempered Glass
- Energy Star Rated
- Electric Appliances included
- Water Resistant Plank Flooring
- Granite Countertops
- Wildfire Prepared Home Plus Designation*



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Elevate Villa

- Approx. 1,200 square feet in size
- 3 bedrooms
- 2 bathrooms
- 2 car garage (400 sqft.)
- Solar Panels and Battery Storage
- WUI Plus Package
- Dual Tempered Glass
- Energy Star Rated
- Electric Appliances included
- Water Resistant Plank Flooring
- Granite Countertops
- Wildfire Prepared Home Plus Designation*



Stephanie Park

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Aishah Abdala Lopéz

Project Manager,
TRUST South LA

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Case Study: 59 Fig

- 5900 S Figueroa Ave.
- Privately-financed homeownership innovation project
- Six 2BR/2BATH for-sale units



Context: 3Cs Initiative Pilot

- Increasing black + brown community ownership in South LA (combatting private speculation)
- Homeownership opportunities for 80-120% AMI households
- Cohort members: Genesis-LA (convener), T.R.U.S.T. South LA, LTSC, CoCo, CRCD, OffTop Design (architect)



Project Budget

<u>USES</u>	<u>AMOUNT</u>
Acquisition (3C)	\$480,000
Predev + Holding Costs (3C)	\$330,000
Construction Costs (3C)	\$2,123,217
TOTAL	\$2,933,217
PER-UNIT COST	\$488,869.50

<u>SOURCES</u>	<u>AMOUNT</u>
3% Down Payment (Buyer)	\$12,117
Tenancy-In-Common Loan (Financial Institution)	\$368,197
TOTAL	\$380,313
FINANCING GAP <i>(3C leave-in subsidy, ULA, etc.)</i>	(\$108,556.16)

Project Timeline

Initiative Started: Spring 2022

Property Identified/Offer Made: October 2023

Property Acquired: March 2024

Existing Structures Demolished: June 2024

Submittal for Building Permit: July 2024

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GC Bids and Contractor Selection: Fall 2024

Receive Building Permit (anticipated): December 2024

Construction Loan Closing / Finalization of TiC Loan Product (anticipated): December 2024

Construction (anticipated): Jan - Aug 2025

Marketing/Sale Period (anticipated): Aug 2025 - March 2026

# Opportunities and Challenges for Equity-Building

## ✓ Form of Ownership

- Separate legal ownership (condos) vs. shared ownership (TiC)
- CLT as ground lessor adds more complexity

## ✓ Insurance

- Insurance Premiums high across the board affecting all new development
- 10yr condo defect liability coverage could be \$130K+

## ✓ Mortgage Product for Homebuyers

- No current TiC loan product exists for this demographic
- Lack of overall takeout financing solutions

## ✓ Need for Add'l Gap Funds

- TiC units are eligible for most homebuyer programs
- Advocate to expand eligibility for existing AND new programs (like ULA)



# Francis McIlveen

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**Real Estate Broker, *Northern***  
***California Land Trust***

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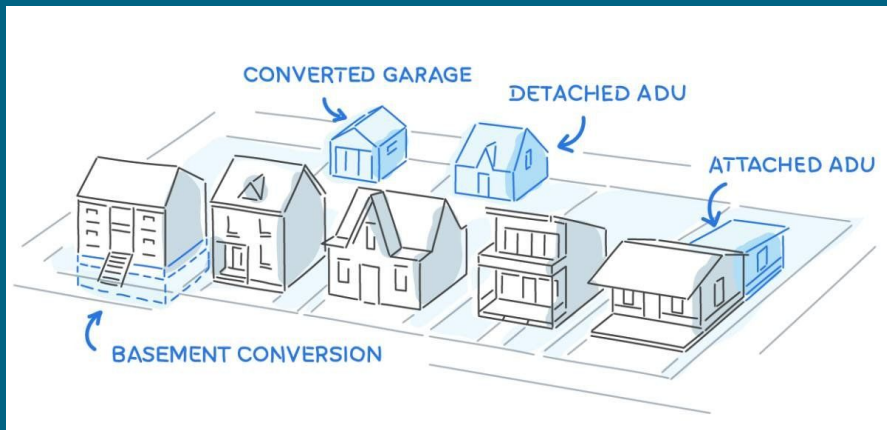
# SB684



## In-fill SFH subdivisions: up to 10 units

The limitations....

- Only in MFH zoning
- City discretion to require completion of construction PRIOR to recording final map.
- SB 1123 is the 'fixit' bill – will allow TICs, and SFH zoned vacant lots.



## AB 1033 – ADU's for Ownership

Will require Cities to step up and adopt ordinances that would allow for condoization of ADUs.

Opportunity for multi-regional advocacy



## SB 684

- <https://www.casitacoalition.org/guidebooks-and-resources>
- <https://static1.squarespace.com/static/5f2c2d67c58236227115e0de/t/66a3d0be22486b760b9eb302/1722011839196/Casita-Coalition-Reuben-Junius-Rose-SB-684-final-memo-0725204.pdf>

## AB 1033

- <https://static1.squarespace.com/static/5f2c2d67c58236227115e0de/t/65397c083ac9fc75cf8701fd/1698266121029/AB-1033-Casita-Coalition-RJR-ADU-Condos-memo.pdf>

## SB 1470 construction defect:

- [https://leginfo.legislature.ca.gov/faces/billStatusClient.xhtml?bill\\_id=202320240SB1470](https://leginfo.legislature.ca.gov/faces/billStatusClient.xhtml?bill_id=202320240SB1470)
- <https://turnercenter.berkeley.edu/wp-content/uploads/2024/07/Construction-Defect-Liability-July-2024-Final.pdf>

## Casita Coalition / Land Subdivision Webinar (overview of all 3 fixes)

- Recording: <https://www.youtube.com/watch?v=TOiIXib7xw>
- Slides: <https://static1.squarespace.com/static/5f2c2d67c58236227115e0de/t/66a7d1be03d64214fbd899d6/1722274258371/Land-Division-Webinar-Combined-Deck-Casita-Coalition-July-2024.pdf>



## Advocates for Mult-family homeownership models

- **California Community Builders**
  - <https://www.ccbuilders.org/multifamily-homeownership-paths-to-addressing-the-california-housing-crisis>
  - [https://static1.squarespace.com/static/63600e4b65b658080e3454ef/t/645a8a042d2681260c473464/1683655177533/CCB\\_MHO\\_Report\\_Wireframe\\_Final.pdf](https://static1.squarespace.com/static/63600e4b65b658080e3454ef/t/645a8a042d2681260c473464/1683655177533/CCB_MHO_Report_Wireframe_Final.pdf)
- **Casita Coalition - “Building the middle”**
- **CA Yimby**

## Regional Groups

- **SPUR**
- **Abundant Housing**
- **OPAC**
- **See following list for ideas....**



## Potential Allies on this issue – (e.g. list of supporters of SB 684)

AARP  
Abundant Housing LA  
American Planning Association,  
California Chapter  
Buildcasa  
California Apartment Association  
California Association of Realtors  
California State Association of Counties  
California Yimby  
Catalyst Housing Group  
Civicwell  
Cupertino for All  
East Bay for Everyone  
East Bay Yimby  
Eastside Housing for All  
Fieldstead and Company, INC.  
Grow the Richmond  
Habitat for Humanity California  
Housing Trust Silicon Valley  
How to Adu  
League of Women Voters of California  
Mountain View Yimby  
Napa-solano for Everyone  
North Bay Leadership Council  
Northern Neighbors

Peninsula for Everyone  
People for Housing - Orange County  
People for Housing Orange County  
Progress Noe Valley  
SB 450  
Page 5  
San Francisco Yimby  
San Luis Obispo Yimby  
Santa Cruz Yimby  
Santa Rosa Yimby  
Slo County Yimby  
South Bay Yimby  
Southside Forward  
Spur  
Urban Environmentalists  
Ventura County Yimby  
Walnut Creek Association of  
Homeowners Associations  
Westside for Everyone  
Yimby Action  
Yimby Law





**Please share with tenants and interested community members:**  
**Survey for interest/demand in TIC share loans**

✓ **English**



✓ **Español**



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