

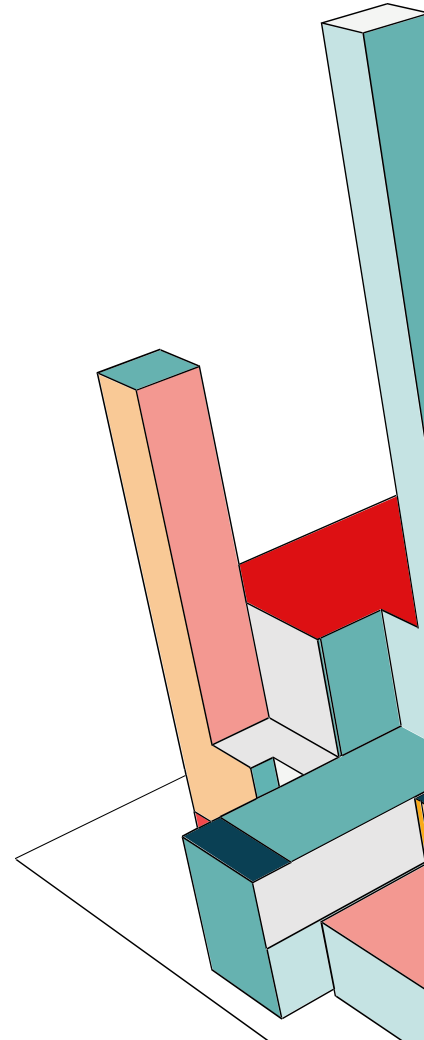
Securing Tomorrow: Community Land Trusts for Permanent Housing Affordability



APA Wisconsin
October 8th, 2026

Madison Area Community Land Trust

- Non-profit organization founded in 1991
- Steward of 70 permanently affordable homes for residents living at 80% AMI and below
- Active developer of single-family and multifamily housing projects, with goal of reaching 100 affordable homes in Dane County by 2030
 - Acquisitions, rehabs and resales
 - New construction
- Provide stewardship and post-purchase support to homeowners and manage future home sales



**How many of you have heard of a community land trust
(CLT)?**



**How many of you feel like you have a good idea of what a
CLT is?**

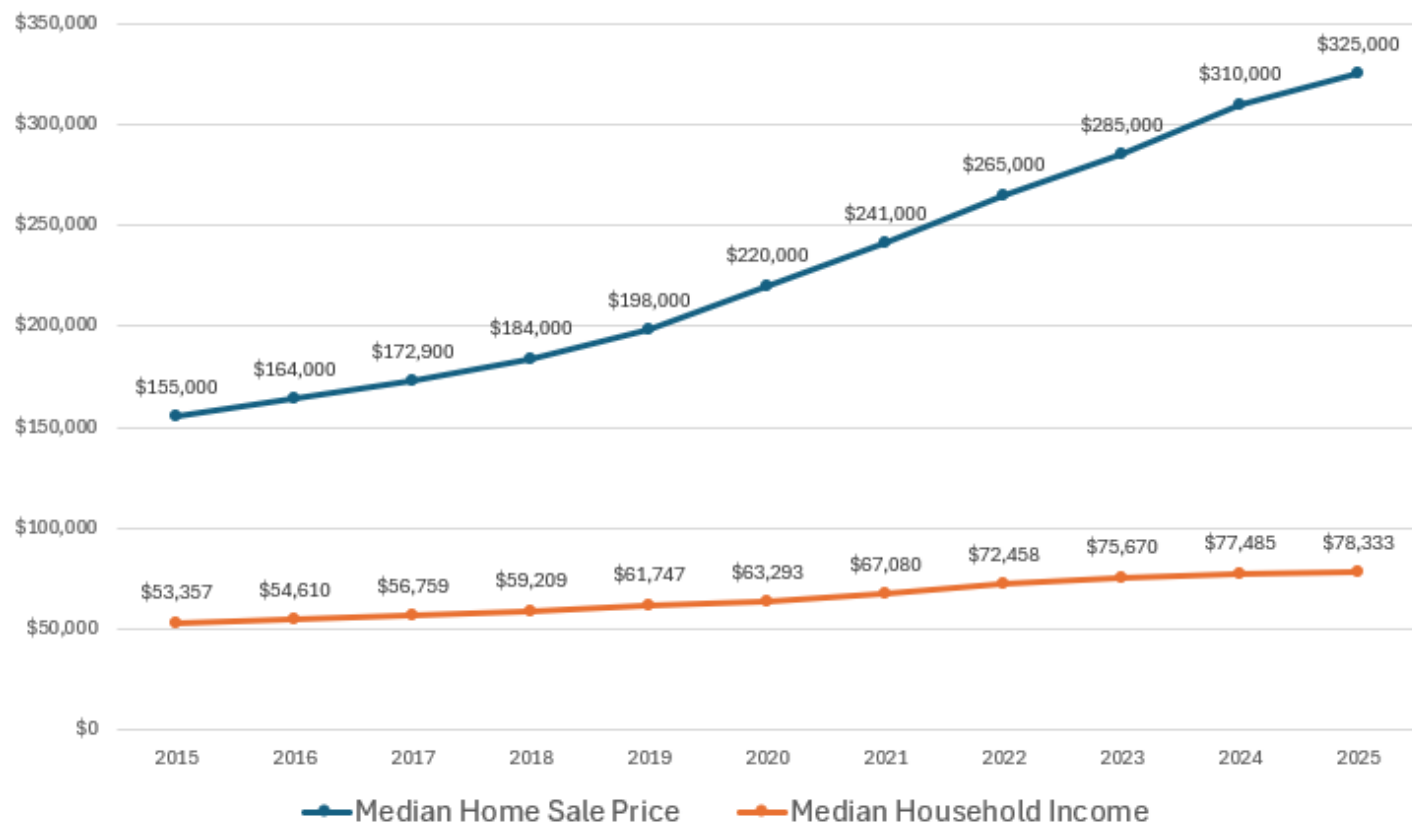


Anyone have no idea?



Housing Prices Are Increasing Faster Than Household Incomes

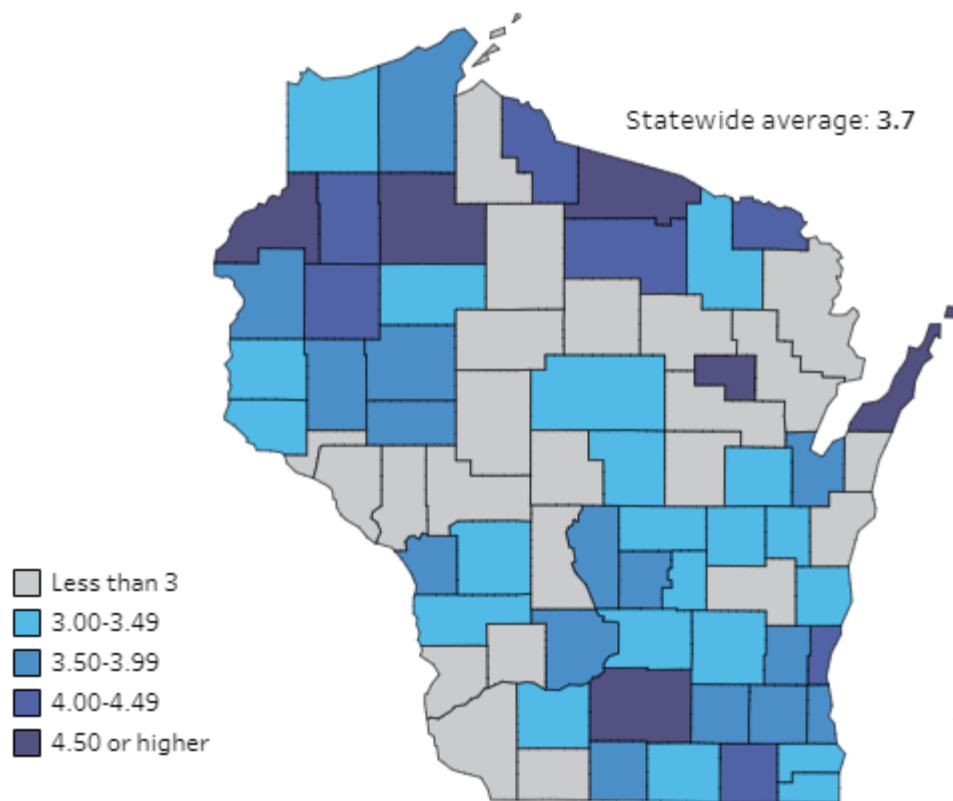
Median home sale prices in Wisconsin have increased by 110% while median household incomes have risen by only 47% (2015-2025).



Sources: [Wisconsin Realtors Association](#), [U.S. Census Bureau ACS 5-Year Estimates](#) (2015-2025)

Figure 2: Homes in Dane, Vacation Counties Least Affordable

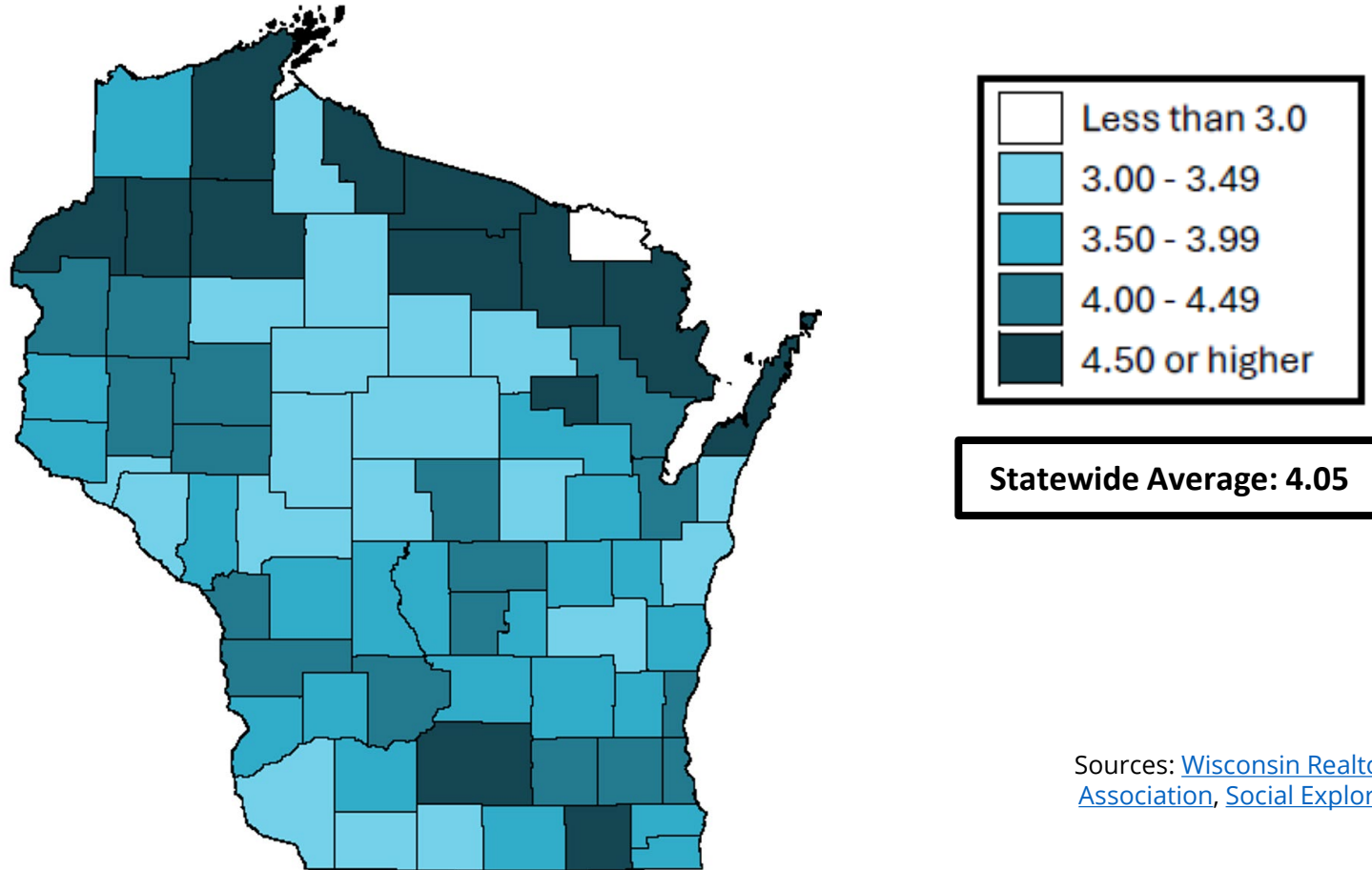
Ratio of median home sales price to median household income, 2022



*Wisconsin Policy Forum's [Home Prices Outpace Incomes](#), March 2024

Sources: Wisconsin Realtors Association; U.S. Census Bureau: ACS 5-year estimates

Ratio of Median Home Sale Prices to Median Household Income, 2025



Sources: [Wisconsin Realtors Association](#), [Social Explorer](#)

Closing the Affordability Gap for Homeownership

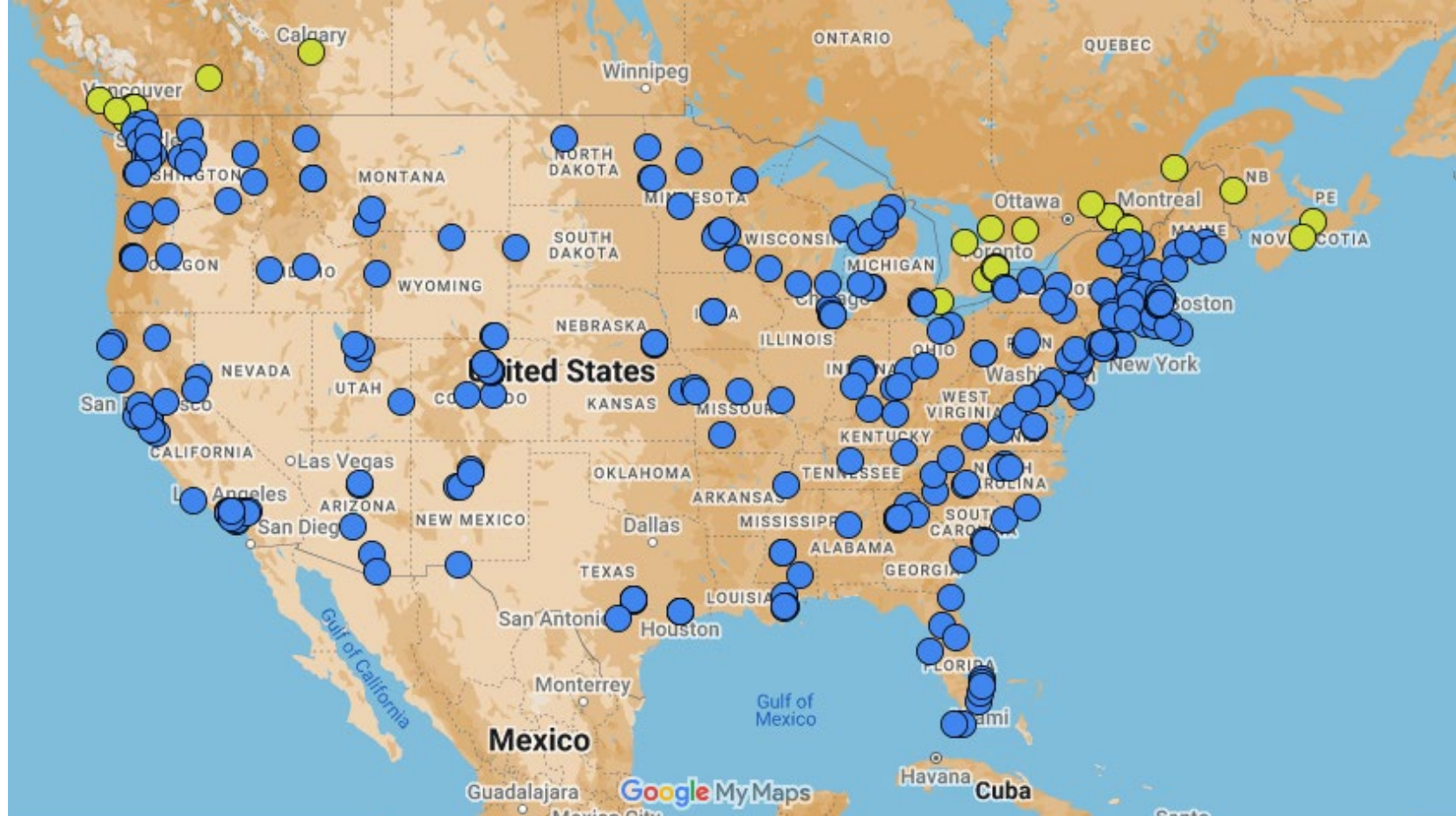


Community Land Trust Model for Homeownership

A CLT is a nonprofit, community-based organization that provides permanently affordable homeownership to low- and lower-income families and households. CLT homes are permanently removed from the speculative real estate market.

- Affordable purchase price for CLT homes in a specific geography (e.g. Dane County, Ashland/Bayfield, Coulee Region, Door County, or Milwaukee)
- Resale-restricted to income-eligible buyers using predetermined formula, preserving long-term affordability
- Owner-occupied, not rental property





315 CLTs in the United States, up 40% since 2018 and Growing!

International Center for Community Land Trusts

Housing Continuum



Homelessness

**Emergency
Shelters**

**Supportive
Housing**

**Rental
Housing**

**CLT
Homeownership**

**Market
Homeownership**

How it Works

Initial
affordability
investment



Low-income buyer gets a mortgage for the home only

Stays with
the land



Ground lease and resale formula keep the home affordable for ***all future buyers***

Multiplies in
impact over
time



CLT owns the land and supports the homeowners long-term

Resales in the community land trust

- Local CLT decides on resale formula for future pricing
- Allow for some equity return to buyer while retaining affordability
- Seller gets to keep what they invested & some of the appreciated value
- Written into ground lease from home purchase

Some examples:

- **Tie to annual cost of living increases**
- **Flat increase: 1 - 1.5% per year**
- **25% of appreciation in appraised value**

Someone who buys a CLT home this year in WI will have about \$45,000 in equity if they sell their home in 10 years

- about 35x the savings of the average renter over 10 yrs

RESALE FORMULA – A WIN FOR BOTH HOMEOWNER AND THE COMMUNITY

Maximum resale price =

initial purchase price

+

1% simple interest per year

+

100% value of

Qualified Capital Improvements (QCI)

\$250,000 Purchase price

+

\$2,500/year

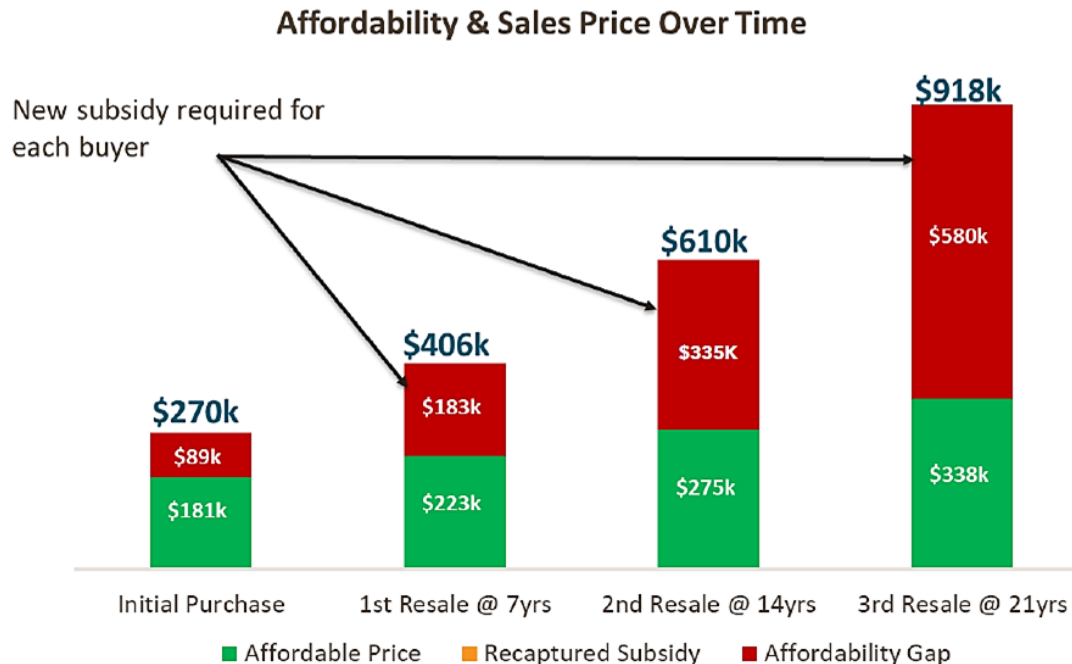
+

\$QCI Value

Years owned	5	10	15	20
Sale price	\$262,500	\$275,000	\$287,500	\$300,000

Aren't there already programs to make buying a home more affordable?

Many new homebuyers benefit from Down Payment Assistance or other forms of subsidy, but without a **resale restriction**, a larger subsidy is needed for each subsequent buyer in order to keep a home affordable over time.



*Assumes 6% annual housing inflation and 3% annual income inflation

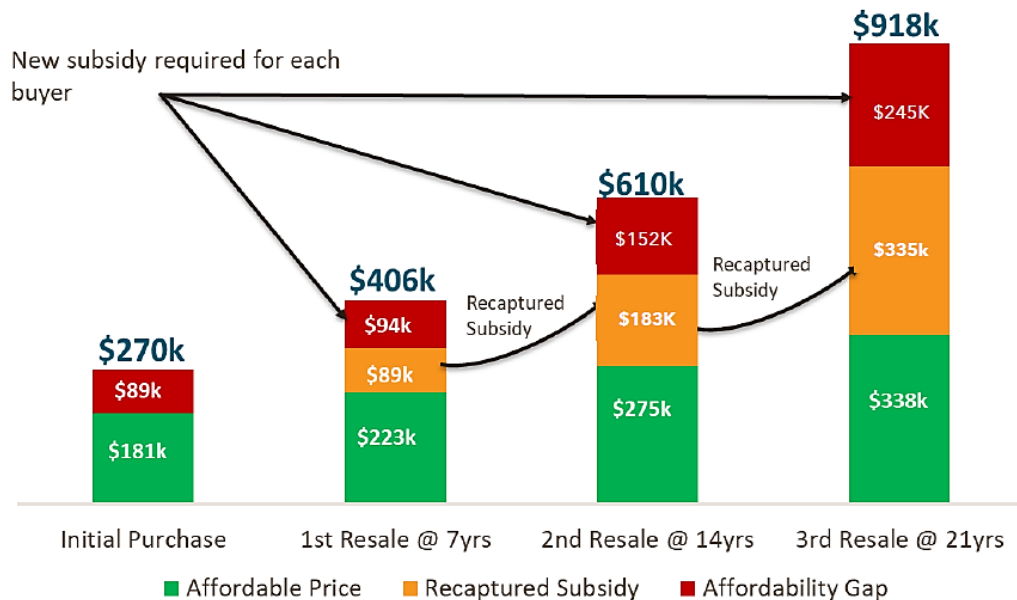
*Modified from Jeff Washburne, Burlington Associates and Grounded Solutions Network, 2019

Aren't there already programs to make buying a home more affordable?

Some home buyers benefit from down payment assistance in the form of a zero-interest deferred payment loan (like CDBG).

The subsidy is recovered when the home sells to benefit future buyers. While this model recycles funds, it still **doesn't address long-term affordability of homes.**

Affordability & Sales Price Over Time

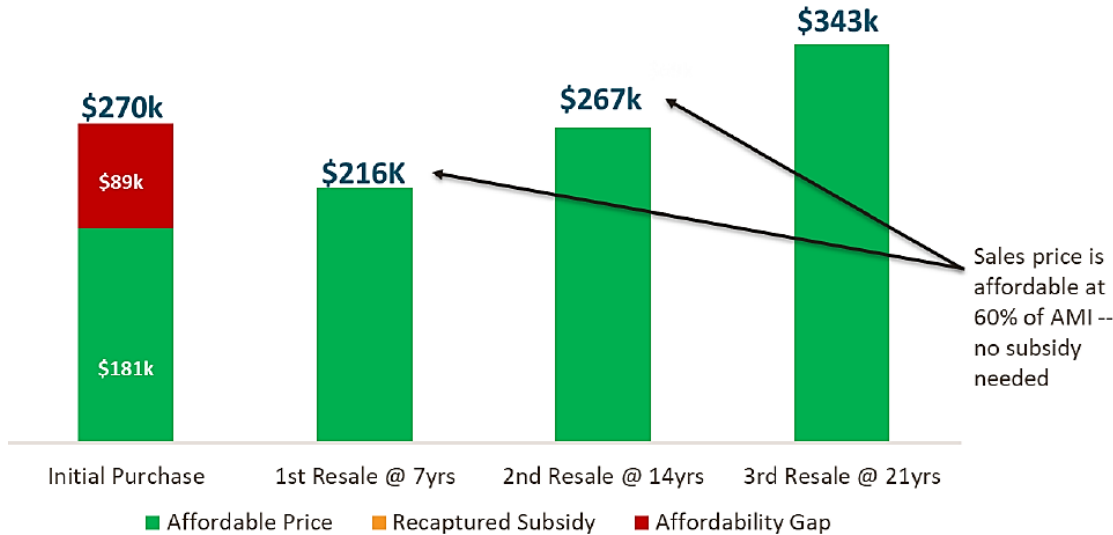


*Assumes 6% annual housing inflation and 3% annual income inflation

*Modified from Jeff Washburne, Burlington Associates and Grounded Solutions Network, 2019

How is a CLT model different?

Affordability & Sales Price Over Time



*Assumes 6% annual housing inflation and 3% annual income inflation

*Modified from Jeff Washburne, Burlington Associates and Grounded Solutions Network, 2019

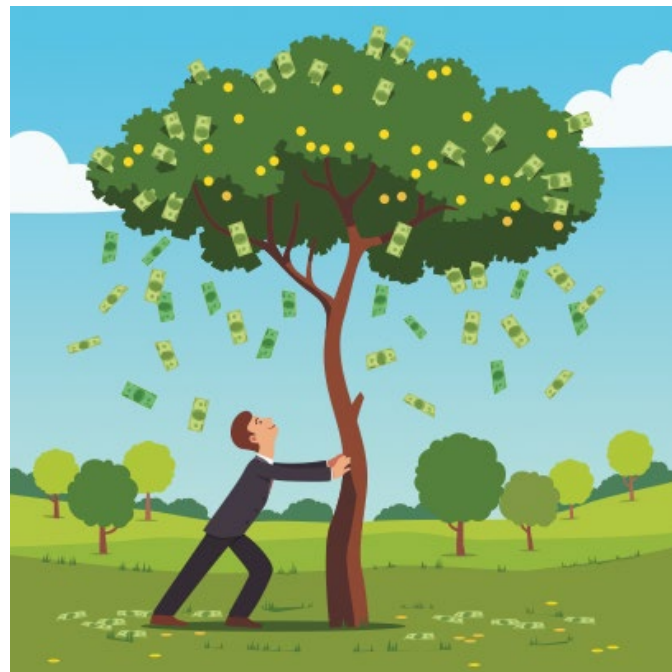
When a CLT makes an **affordability investment** in a home, those dollars stay attached to the home in perpetuity. The value of that investment grows over time with the value of the home.

At the same time, **resale restrictions** keep the home off the speculative market, so the price remains below fair market value.

How are CLTs funded?

CLTs often rely on a combination of resources:

- Private grants and donations
- Local government allocations
- State and federal funding
- Mission-driven investment from local stakeholders and employers
- Donated or below-market rate property (land and/or structures)
- Other built-in revenue generators



CLT Benefits

Benefits to Homeowners

- **Housing Stability: no more annual rent increases or lease non-renewals**
- Autonomy over their home
- Post-purchase support
- Increasing equity in home as mortgage is paid down
- Opportunity to pass home to (income-eligible) heirs
- 90% reduction in foreclosure rate from conventional homeownership

Public Benefit

- **Efficient use of public funds: *investment stays with the home forever***
- Generations of place-based impact
- Provides homeownership pathways for those otherwise shut out of the home-buying market
- Helps maintain/increase supply of workforce housing

CLT Stewardship

General CLT Stewardship

- Initial Home Purchase Support
- Refinance and Home Equity Navigation
- Qualified Capital Improvements/Home Improvements
- Ground Lease Fee “Canary in the coal mine”
- Home Sale Support – Right of First Refusal

MACLT Specific Stewardship Programs

- Stewardship Committee
- Minor Home Repair Program
- Financial Coaching Support
- Energy Assistance Program Navigation
- Ongoing Homeowner Education Sessions



MACLT has made it possible for me to have a piece of the American Dream that I thought I would never be able to have. I finally have peace in my home and can save money to do things like pay off my car, take a vacation, have a garden, pets in the home, basic things that should be in reach to everyone.

Angie

CLTs in WI



CLTs are Growing in Wisconsin and Beyond

Active CLTs ★

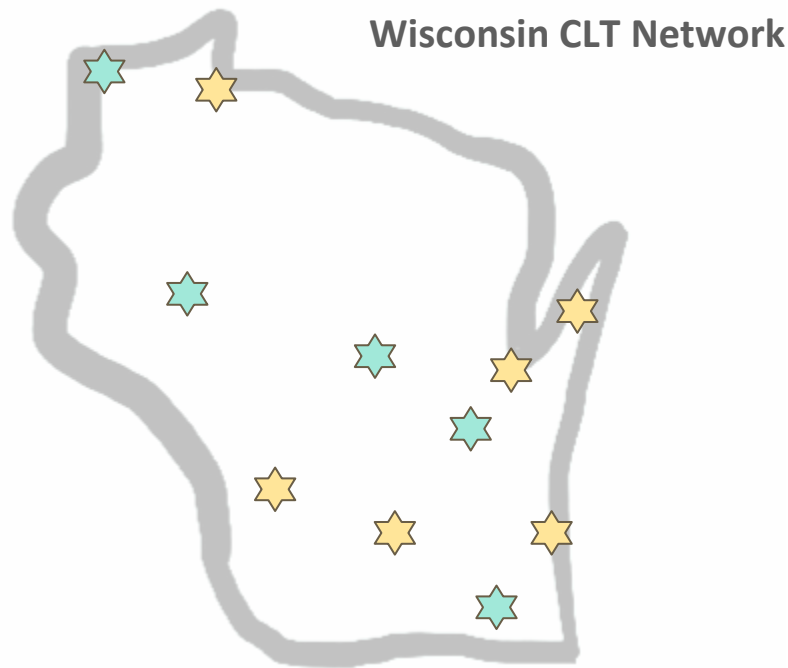
- Madison Area Community Land Trust (1990)
- Coulee CLT (LaCrosse/Driftless Area) (2009)
- Milwaukee Community Land Trust (2017)
- Door County Housing Partnership (2019)
- CheqBUILT (2023)
- Green Bay Housing Partnership (2025)

CLTs in development ★

- Central WI
- Walworth County
- Eau Claire
- Fox Cities
- Superior

112 homes

**176 families
served**



Madison

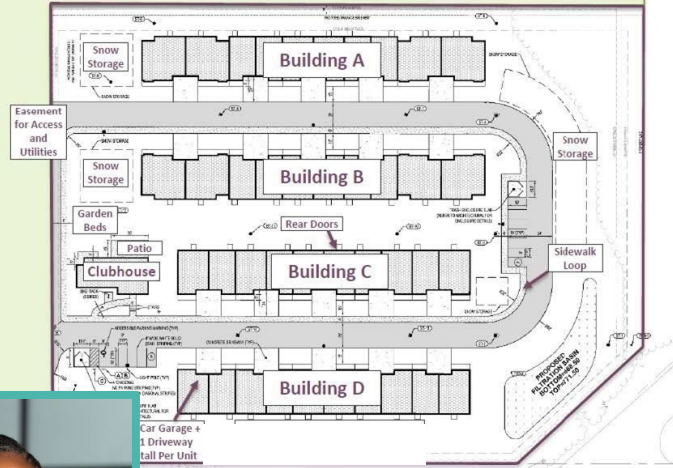


- Leading new construction development
- Partnerships with emerging developers
- Acquisition/rehab of public and privately held properties
- Collaborations with major employers and philanthropic supporters



CheqBUILT

homes for neighbors



WISCONSIN
OFFICE OF RURAL PROSPERITY



Tony Evers

Office of the Governor | State of Wisconsin

Each year, I am amazed by the ways folks across Wisconsin find to give back to their communities, and this year is no exception. After reviewing the requests submitted to our office, I am pleased to express my support for the following projects:

- **Bayfield County, Cornucopia project through CheqBUILT;**

Together in service,

Tony Evers

Tony Evers
Governor



Milwaukee

- 2017 Incorporated as a 501 C 3
- 14 homes in our portfolio
- Goal to increase unit count by 8-9 units annually over the next three years to get to 50 units by 2028
- Launching Homebuyer choice model in Lindsay Heights neighborhood in City of Milwaukee unlocking private market acquisitions (80k to 100k in affordability subsidy)
- Continued emphasis on providing Stewardship to our homeowners

MILWAUKEE



COMMUNITY LAND TRUST

Investing in CLT Homeownership in Wisconsin

- Current CLT subsidy: primarily from municipalities (incl CDBG & HOME funds)
- \$31 million recommended by Governor's Health Equity Council Report (2023) to support CLT organizations from the HOME Investment Partnerships Program
- WHEDA Rural Affordable Workforce Housing Pilot: \$150,000 initial investment in CheqBUILT for operations
- Philanthropic, corporate, major employer support



Prepared by the Wisconsin Department of Health Services Office of Health Equity

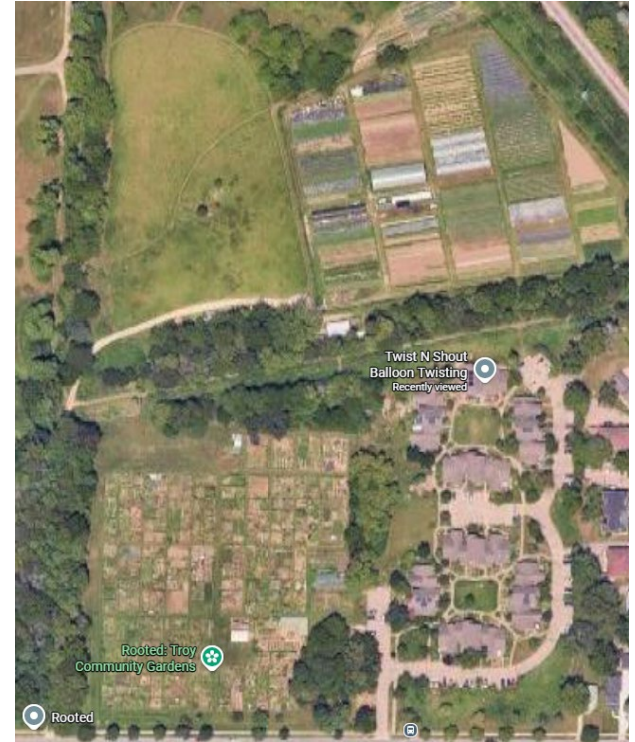
Creative Uses of the CLT Model

- [Rondo Community Land Trust](#) (St. Paul, MN): Commercial corridor in legacy African American neighborhood
- [Lahaina Community Land Trust](#) (Lahaina, HI): indigenous land preservation after fires
- [Artist Space Trust](#) (Bay Area, CA): housing for artists
- [Troy Gardens](#) (Madison); urban agriculture



Troy Gardens

- Originally surplus land owned by the state slated for sale
- Local community had been using as unsanctioned community garden
- Residents came together to demand the project
- MACLT owns all the land and led the housing development
- Now includes 30 homes (20 permanently affordable), over 250 community garden plots, CSA farm and Oak Savannah Conservancy



Planning Considerations for CLTs

- Incorporate CLTs into your comprehensive plan and explore creative overlays like cottage courts and pocket neighborhoods
- Consider zoning reforms that allow for greater density, smaller unit and lot sizes, reduced setbacks, and lower parking requirements
- Allow for creative fee-simple and zero lot line development projects
- Consider use of TIF for infrastructure investment that helps create CLT homes; take advantage of TIF extension funds for affordability investments
- Advocate for use of federal funds, including CDBG and HOME funds, for permanently affordable homeownership
- Keep in mind that CLT homes still contribute property tax revenue

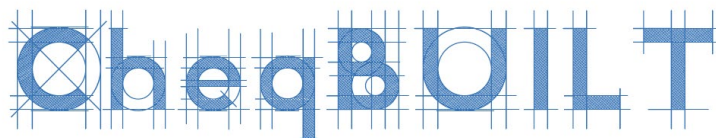
Zoning Considerations, cont...

- Madison's Duplex-by-right, Flag lots, and recently updated ADU policy (offer limited setbacks and up to 2 units per ADU)
- Density Bonus policy specifically for permanent affordability (more units per lot, tighter setbacks etc.)
- Affordable housing zoning overlays
- By-right conversion of lands zoned for religious institutions to convert to affordable housing

Want to learn more?



**GROUND
ED
SOLUTIONS
NETWORK**



chequamegon bay united impact land trust



Supporting the Global CLT Movement



Door County Housing Partnership, Inc.



BURLINGTON ASSOCIATES
in community development, LLC

