



**HOUSTON  
COMMUNITY  
LAND TRUST**

**ANNUAL REPORT**  
REPORT NO. 1



**2019-2020**

[WWW.HOUSTONCLT.ORG](http://WWW.HOUSTONCLT.ORG)

# BOARD OF DIRECTORS

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Dr. Assata Richards  
Diana Del Pilar  
Donald Bell  
Elaine Morales  
LaDonna Parker  
Redick Edwards\*  
(Advisory Board)  
Dr. Reynaldo Guerra  
Dr. Sharon Washington  
Whitney Crayton

# STAFF

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Ashley Allen  
Executive Director

Nina Culotta  
Director of Programs

Darren Blakemore  
Real Estate Manager

Erika Villatoro, Homebuyer  
Intake Specialist

Novella Bean  
Homebuyer Intake Manager



# LETTER FROM THE CHAIR

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Looking back on our first full year of operation, we are proud of our efforts to change the affordable housing landscape in Houston. As the median home price in Houston nears \$240,000.00, a price out of reach for many hardworking Houstonians, we are proud to make homeownership truly affordable and a reality for the Houston teachers, bus drivers, entrepreneurs, senior citizens, and IT professionals who were the first HCLT homebuyers.

Houston Community Land Trust (HCLT), in partnership with the City of Houston and Houston Land Bank, launched the New Home Development Program. Our collective efforts resulted in helping 21 individuals and families achieve the dream of homeownership. Our partnership also resulted in 21 permanently affordable homes in the Acres Homes community for the next 99 years. Furthermore, our homeowners' average mortgage payment is less than \$700.00, and the median HCLT home price is \$75,115.00, far less than the \$240,000.00 median home price.

The first Community Land Trust (CLT) was founded in direct response to the injustice and mistreatment of Black farmers in Georgia during the Civil Rights Movement. Houston Community Land Trust is proud to continue the legacy of self-determination, ownership, equity, and justice for Black communities, other communities of color, and for historically excluded groups across the City of Houston. In fact, Houston Community Land Trust will continue to grow and expand with the launch of its second program, the Homebuyer Choice Program (HCP). *(Continued on next page.)*



# LETTER FROM THE CHAIR

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The HCP will help provide affordable home buying options for Houstonians in communities across the city. We will achieve our mission of being a city-wide CLT with a particular emphasis on the city's Complete Communities and communities of color where residents are being displaced due to rapidly increasing land values.

We are proud of the partnerships we have developed with realtors, community-based organizations, faith-based communities, housing organizations, financial literacy organizations, municipalities, community organizers, housing advocates, and potential homeowners. Because of their efforts and support, Houston Community Land Trust is on track to become one of the largest single-family home CLTs in the country.

To address Houston's housing crisis, we must be ambitious; we aim to have 1,000 CLT homes by 2028. We achieved great success in our first year and anticipate an exciting expansion in our second year of operation, making homeownership a reality for even more Houstonians for generations to come.



A handwritten signature in black ink, appearing to read 'A. Richards'.

**DR. ASSATA RICHARDS**

CHAIRWOMAN





# MISSION

Incorporated in 2018 as an independent 501(c)(3) non-profit, Houston Community Land Trust is guided by the belief that secure, quality, affordable homeownership is a foundation on which families build legacy and cultivate opportunity, both for themselves and for their community.

Our mission is to make affordable homeownership achievable for limited-income households in Houston by connecting qualified homebuyers with perpetually affordable homes in neighborhoods across our city.

We also provide stewardship services and support to help homebuyers find long-term success in homeownership. Houston Community Land Trust is grounded in the principles of self-determination, equitable access to high-quality housing, and a long-term vision for protecting future affordability for all Houstonians.

# VALUES

COMMUNITY  
EQUITY

LEGACY  
OPPORTUNITY

PERMANENT AFFORDABILITY  
STABILITY

# HOUSTON COMMUNITY LAND TRUST

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2018

Houston Community Land Trust is established with a mission to make affordable homeownership achievable for limited-income households by connecting them with perpetually affordable homes in neighborhoods across Houston.

2019

The Houston Community land trust closes on its first home in June of 2019.

2020

As of June 2020 we have been able to assist 21 individuals and families achieve the dream of homeownership. We are currently the fastest growing, single-family home CLT in the United States.

## OUR COMMUNITY

Our homeowners are a diverse group, including teachers, entrepreneurs, IT, healthcare, social service, administrative professionals, and retirees.

The first Community Land Trust (CLT) was founded in direct response to injustice and mistreatment of Black farmers in Georgia during the Civil Rights Movement.

We are proud of the partnerships we have developed with realtors, community-based organizations, faith-based communities, housing organizations, financial literacy organizations, municipalities, community organizers, housing advocates, and potential homeowners.

Because of their efforts and support, Houston Community Land Trust is on track to become one of the largest single-family home CLTs in the country.

# 2019-2020 BY THE NUMBERS



**\$75,115**  
MEDIAN HOME  
PURCHASE PRICE

**67%**  
AVERAGE AMI OF  
HOMEOWNERS

**432**  
APPLICATIONS  
RECEIVED

**47**  
PEOPLE HOUSED

**21**  
HOMEOWNERS

**46%-80%**  
AMI RANGE OF HCLT  
HOMEOWNERS

**\$2 MIL**  
IN HOME  
SUBSIDIES

**\$675**  
AVG. HOUSING  
PAYMENT

# HOMEOWNER HIGHLIGHTS



## SABRINA

"The key word to describe the CLT is "affordable". I am able to manage everything on top of paying my mortgage. It is really affordable for me and that helps ease a lot of stress. I love my home."



## REGINA

"When I was in my senior year in high school my family and I moved to the Acres Homes community. Eventually, I moved away but of all of the different neighborhoods that I've lived in, Acres Homes has always just felt like home to me. Now, I'm really home."



# PARTNERS

## Financial



**GROUND  
ED  
SOLUTIONS  
NETWORK**



## Program



**houstonlandbank**



**Commonwealth**  
LAND TITLE INSURANCE COMPANY

*Land*  *Home*  
Your Preferred Community Lender

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# IN THE COMMUNITY



**ASHLEY ALLEN PRESENTS AT FANNIE MAE HEADQUARTERS IN WASHINGTON, D.C.**



**PANELISTS AND STAFF AT HOUSTON COMMUNITY LAND TRUST'S SECOND ANNUAL CONFERENCE**



**COMMUNITY OUTREACH AT JOE V'S SUPERMARKET IN ACRES HOMES**



**HOSTING A COMMUNITY EVENT IN THE SETTEGAST NEIGHBORHOOD**

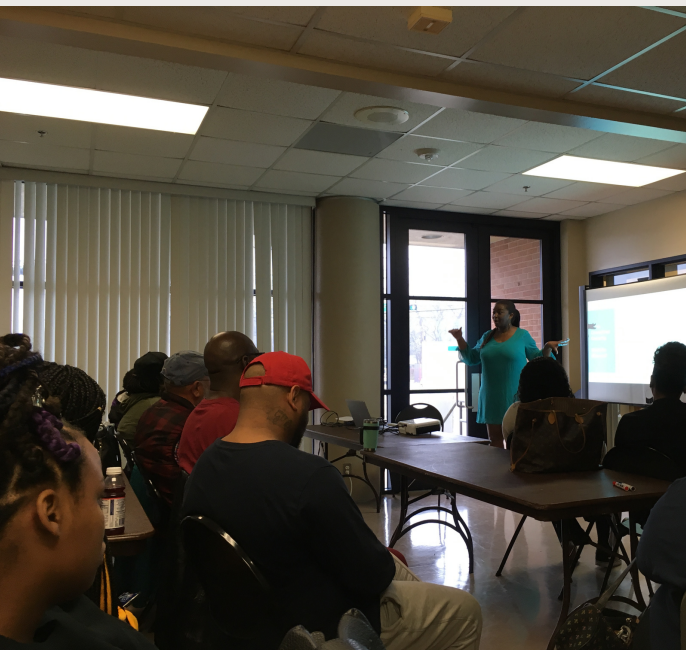
# IN THE COMMUNITY



A GUEST APPEARANCE ON A LOCAL RADIO STATION



CELEBRATING A NEW HOMEOWNER



AN INFORMATION SESSION AT THE MULTI-SERVICE CENTER IN ACRES HOMES



TOURING FINCA TRES ROBLES FARM IN THE EAST END AS PART OF THE SECOND ANNUAL HOUSTON COMMUNITY LAND TRUST CONFERENCE

# FINANCIALS

## 2018-2019

**Income:**  
**\$481,300**

Local government grants



## 2019-2020

**Income:**  
**\$486,924.11**    79%

Local government grants

**\$50,000**    8%

Corporate grant

**\$75,500**    12%

Home Sales

**\$5,200**    0.8%

Land Rent

**\$1,034.56**    0.2%

Misc.

**TOTAL INCOME**  
**\$618,658.67**

## 2018-2019

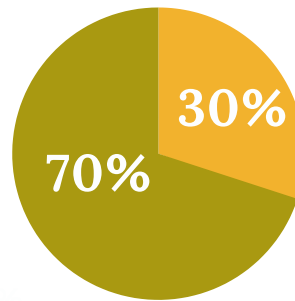
### AUDITED FINANCIALS

#### Expenses

FUNDRAISING

\$0.00

ADMINISTRATION  
\$290,370



PROGRAMS  
\$127,177

**TOTAL EXPENSES: \$417,547.00**

\*2018-2019 financials represent the first year of operations and 6 months of programming January 2019-June 2019.



## 2019-2020

### UN-AUDITED FINANCIALS

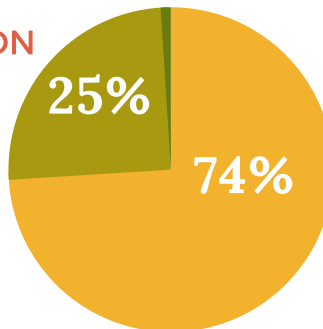
#### Expenses

FUNDRAISING

1%

\$8,013.64

ADMINISTRATION  
\$138,987.96



PROGRAMS  
\$416,158.66

**TOTAL EXPENSES: \$563,160.30**

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# WHAT'S NEXT...

## HOME BUYER CHOICE PROGRAM

In Fall 2020 the Houston Community Land Trust will expand its programming and launch the Homebuyer Choice Program.

The City of Houston's Housing and Community Development Department (HCDD) and Houston Community Land Trust will work together to provide qualified homebuyers the option to purchase a quality home of their choice within Houston city limits at an affordable price.

Qualified homebuyers are eligible for up to between \$100,000-\$150,000 towards the purchase of an existing home on the market.

If you are ready to make homeownership a reality, choose your neighborhood, choose your home, and Houston Community Land Trust will help make your purchase affordable!

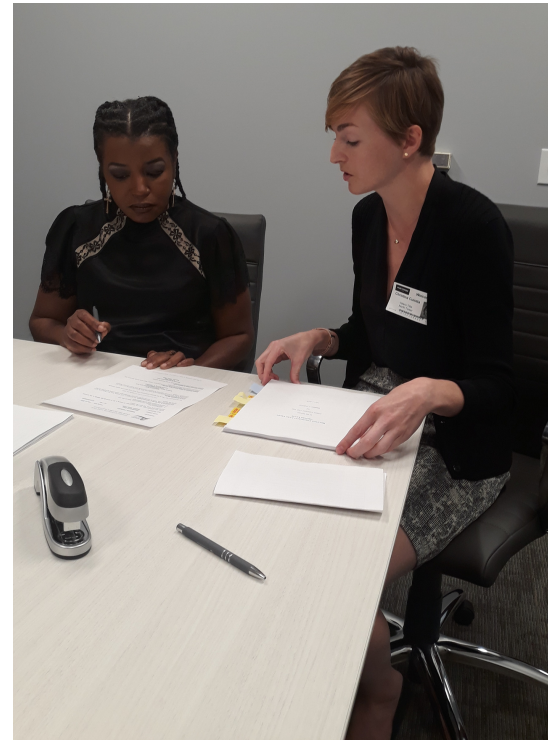
## JOIN US!

The need for affordable housing continues to grow as home purchase prices move out of reach for many Houstonians.

It will take a variety of people, communities, organizations, and industries to solve Houston's housing problem.

If you are a housing advocate, realtor, builder, community member, philanthropist, mortgage lender or business interested in supporting HCLT's mission to make affordable homeownership achievable for limited-income households and protecting future housing affordability in Houston, let's work together!

Visit our website or give us a call to find out how we can partner to improve the housing landscape for ALL Houstonians.





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