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The 2022 Census of Community Land Trusts and Shared Equity Entities in the United States: Prevalence, Practice and Impact

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Abstract

As communities around the United States grapple with a growing affordability crisis and the ongoing legacy of racially exclusionary housing policies, community land trusts (CLTs) have attracted growing attention from housing practitioners and policy makers as a potential solution. By effectively removing housing from the speculative market and keeping it permanently affordable, CLTs can bring equitable and targeted relief to the housing crisis. In particular, CLTs are best known for providing shared equity homeownership opportunities, where a one-time investment substantially reduces the price of a home to make it affordable to lower income homebuyers and then the resale price is restricted to keep it affordable for subsequent lower income homebuyers.

Many nonprofits have adopted shared equity homeownership models and may refer to themselves as "CLTs," "shared equity programs," or "below market-rate programs." The scope of this study includes self-identified CLTs (except for those found to be exclusively conservation land trusts) and nonprofits with shared equity homeownership programs (except for nonprofits exclusively providing cooperative housing). Hereinafter, we will refer to the population of entities identified to meet this definition as "CLT/SE entities."

In the face of the ongoing, sustained housing crisis, CLT/SE entities have continued to develop. Despite growing interest in the model, the last comprehensive, national survey of the CLT field was conducted over a decade ago. To capture the diversity and evolution in CLT/SE entities, this study updates and expands on this previous effort and represents the most exhaustive study of CLT/SE entities to date. Employing extensive primary and secondary data collection strategies that encompassed consolidation of multiple directories, online surveying, web-based data queries, and field expert outreach, we systematically and rigorously tracked the prevalence, practices, and outcomes of CLT/SE entities in the United States and Puerto Rico.

This working paper details aggregate results from the collected data. It not only comprehensively updates the last survey conducted over a decade ago but also covers many emergent and previously under-documented practices in the field. Key findings include:

- **More than 300 CLT/SE entities hold over 40,000 housing units across the country, with CLT/SE entities found in almost every state.** There are 314 CLT/SE entities in the nation. In total, these organizations are projected to represent 43,931 residential units as of year-end 2022. Overall, CLT/SE entities are located in 46 states, as well as in Washington DC, and Puerto Rico. This represents a nearly 30% increase in the number of CLT/SE entities and nearly a 120% increase in the estimated number of shared equity homes compared to the projections in the last national survey conducted in 2011 (15,606 at the end of 2022 versus 7,139 units at the end of 2011).

- **Rental units and shared equity homes account for roughly three-fourths of total units.** The survey directly documented a total of 23,183 units from 161 responding organizations (including projected units in 2022), including 10,560 shared equity units and 9,326 rental units. When estimated units were projected for the 314 CLT/SE entities, the largest share of homes is accounted for by rental units, which are approximately 44%

of the total. Overall, the total projected unit count includes 15,606 shared equity homes, 19,545 rental units, 778 cooperative units, 925 manufactured homes, 933 lease-to-purchase units, 3,503 non-shared equity homeownership units, and 2,642 units with unknown tenure type.

- **Based on today's population of organizations (n = 314), CLT/SE entities formation rates appear to be rising over time**. CLT/SE entities appear to have grown steadily in the past half century: 11 organizations were established in the 1970s, while 70 were established in the 2010s. Coinciding with the development of CLT literature and national organizing efforts, program creation appears to have increased rapidly since the turn of the century. Between 2000 and 2019, 69% of survey-responding organizations created their shared equity programs, 70% of organizations acquired their first properties, and 63% sold their first shared equity homes.

- **Shared equity unit growth for CLT/SE entities is expected.** One hundred and thirty-two responding organizations reported that roughly 1,550 units were built or projected to be built during 2022. Additionally, a total of about 2,090 units were projected for 2023 by 119 responding organizations. During 2022 and 2023, therefore, the responding organizations expected 35% growth in the overall number of shared equity homes.

- **Responding organizations opted to keep their shared equity portfolios affordable for the long term.** Across all legal document types, 98% of programs have affordability terms 30 years or longer.

- **Shared equity homes expand homeownership opportunities and serve targeted families in need.** Of 104 responding organizations reporting resident data, approximately 9,650 households lived in shared equity homes at the end of 2021. The vast majority (87%) of these residents are first-time homebuyers. About two in three families have at least one dependent under the age of 18, and about one in three families are headed by single-parent mothers.

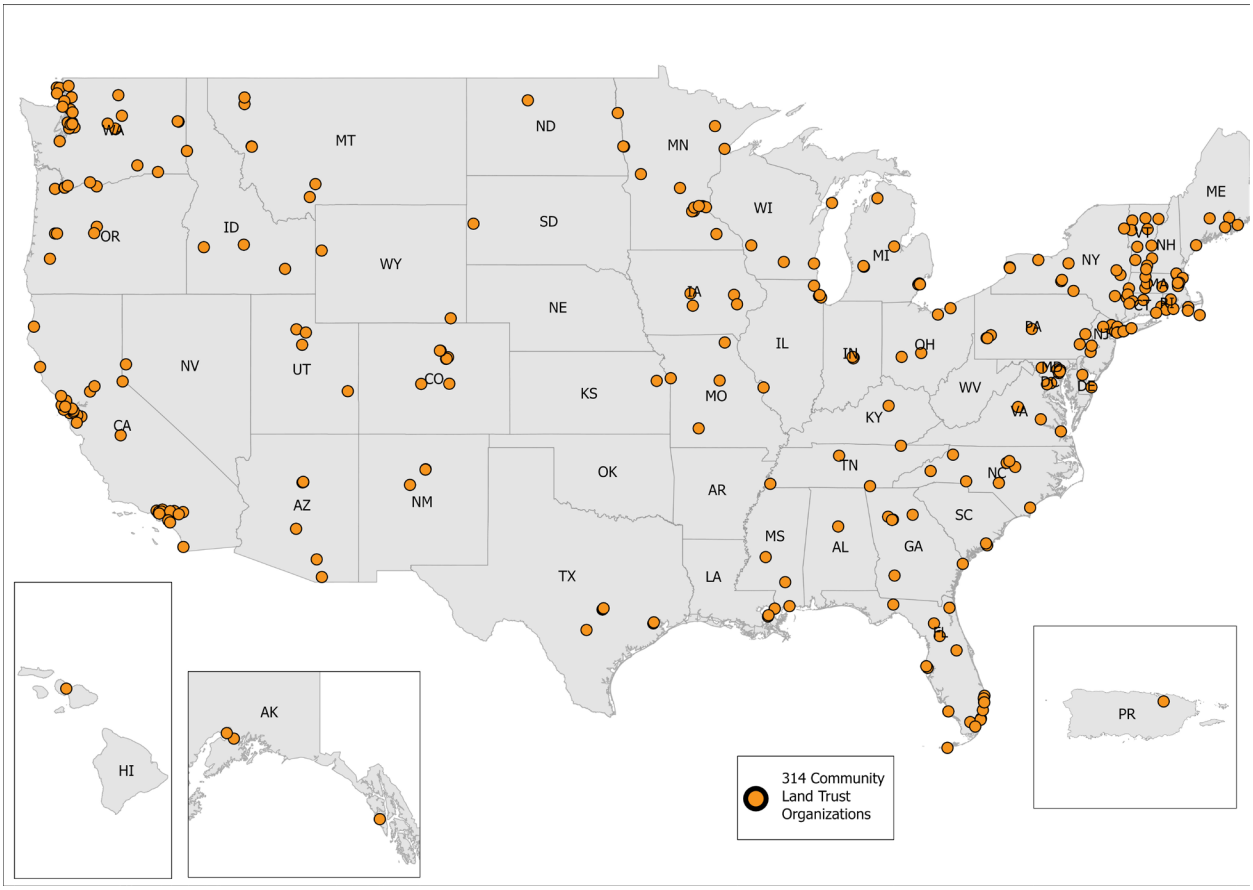
- **CLT/SE entities are committed to advancing racial justice.** The majority of responding organizations (58%) prioritize racial equity or justice for Black, Indigenous, and other People of Color (BIPOC) above economic equity or justice across all races. The top administrator (e.g., Executive Director or CEO) of about one-fourth of responding organizations is a person of color (POC). The average percentage of board seats filled by POC is 35%. Further, POC make up one third of the total employees accounted for by the survey. Nearly half (45%) of the heads of households who own a shared equity home are POC.

- **CLT/SE entities are financially sound community-based development organizations (CBDOs).** CLT/SE entities outperform other CBDOs across the nation in key financial health indicators. Compared to overall CBDOs, CLT/SE entities are less likely to have negative net income (40% versus 47%) or be insolvent (5% versus 16%, which is defined as having liabilities greater than total assets). In addition, CLT/SE entities were less likely to experience financial disruption, measured as a destabilizing drop in net assets of

25% or more within 12 months. CLT/SE entities may also have greater growth potential than CBDOs overall, because CLT/SE entities on average held about $3,235,000 more in assets but only $982,000 more in liabilities.

- **Addressing climate change and resilience through CLT/SE entities is gaining momentum**. Nearly half (46%) of responding organizations reported that at least one property has been affected by one or more climate-related phenomena. Half of responding organizations reported undertaking some (36%) or frequent (14%) discussions and planning related to climate change. Lastly, of the 113 responding organizations, the majority (80%) are taking action or planning to reduce carbon emissions and/or vulnerability to climate-related hazards.

- **CLT/SE entities are key community and economic development actors**. Over half of respondents indicated they engage in community planning and policy advocacy, while a notable plurality (10-40%) engage in activities such as commercial development, community organizing, community gardens, and employment and business services.



Keywords: Community land trust; shared equity homeownership; national survey; affordable housing

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About Grounded Solutions Network

Grounded Solutions Network advances housing with lasting affordability to further racial and economic equity. We are a national nonprofit membership organization consisting of community land trusts, nonprofits, inclusionary housing programs, and other government programs that create and preserve housing with lasting affordability. We provide our members and cities with

training, technical assistance, policy advising, program design and management resources, research, and advocacy. Grounded Solutions Network champions evidence-based policies and strategies that work. We promote housing solutions that will stay affordable for generations, so communities can stabilize and strengthen their foundation, for good.

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The 2022 Census of Community Land Trusts and Shared Equity Entities in the United States: Prevalence, Practice, and Impact

Introduction and Background

As communities around the United States (U.S.) grapple with entrenched affordability crises and the ongoing legacy of racially exclusionary housing policies, community land trusts (CLTs), which can keep housing permanently affordable by removing it from the speculative market, have attracted growing attention from housing practitioners and policy makers as a potential solution. Since first emerging over half a century ago when Black Civil Rights organizers in the American South developed the CLT as an innovative replicable model (Davis, 2010), they have now spread across the country and the world.

Despite this growing interest in the CLT model, the last exhaustive, formal survey of the U.S. CLTs was conducted over a decade ago, in 2011, with results released in 2012. That survey, which documented the existence of 242 CLTs and nonprofit shared equity homeownership programs,[1] was responded to by 96 CLTs, which then operated a combined portfolio of 9,543 housing units (Thaden, 2012). The survey affirmed not only the diversity of community and regional contexts in which CLTs operate, but also revealed the existence of significant heterogeneity in their governance and financial structure.

The 2011 survey found that many nonprofits adopted shared equity homeownership models and may refer to themselves as "CLTs," "shared equity programs," or "below market-rate programs." In light of this finding, the scope of this study includes self-identified CLTs (except for those found to actually be strictly conservation land trusts) and nonprofits with shared equity homeownership programs (except nonprofits strictly providing cooperative housing). Hereinafter, we will refer to the population of entities identified to meet this definition as "CLT/SE entities."

Much has changed in the world since 2011, including the broader housing landscape in the U.S. At the time of the last survey, housing was just beginning to emerge from the after-effects of the global financial crisis. In the wake of this crisis, to which lending practices associated with origination, underwriting, and securitization of predatory, sub-prime residential mortgages had significantly contributed (Rajan, 2011), fewer new U.S. private-market housing units were constructed per capita over the past decade than at any time in at least half a century (U.S. Census Bureau & HUD, FRED Federal Bank of St. Louis, 2023). This placed greater pressure on the already-constrained existing stock of affordable housing. Today, housing vacancies thus

[1] Some community-based development organizations (e.g., community development corporations, Habitat for Humanity affiliates) operate shared equity homeownership units that share certain common features as community land trusts. For the purpose of understanding the variation and evolution of CLTs, both past and current efforts of documenting the CLT field include nonprofits with shared equity homeownership units. For definition of shared equity homeownership and the scope of this study, refer to the "methods" section of this report.

stand at or near historic lows (U.S. Census Bureau, Housing Vacancies and Homeownership, 2022). Unsurprisingly, annual rental rate increases thus reached historic highs in 2022, rising by nearly 9% (U.S. Bureau of Labor Statistics, Consumer Price Index). Meanwhile, after a decade of sustained, significant house price increases, the recent dramatic uptick in interest rates without a comparable decline in prices means that homeownership is also increasingly out of reach for working Americans: the housing affordability index, at this writing, is at its worst levels since the early/mid 1980s (National Association of Realtors Housing Affordability Index). Despite this, new public funding and programs to address these problems have been limited, particularly as the U.S. federal government has withdrawn from playing as active or as direct a role in the provision of housing, as recent initiatives like the U.S. Department of Housing and Urban Development (HUD)'s Rental Assistance Demonstration (RAD) program, which transfers ownership of public housing to private and nonprofit actors, suggests (Hanlon, 2017). Communities accordingly have had to become more entrepreneurial and nimbler as they seek out solutions to render limited public supports for affordable housing more impactful and durable.

In the face of this ongoing, sustained housing crisis, CLT/SE entities have continued to develop, as more communities and local governments discover their potential benefits. Indeed, a wealth of emerging research on samples of CLT/SE entities has empirically documented and affirmed these benefits, which include improved access to homeownership (Wang, Cahen, Acolin, & Walter, 2019), greater residential and neighborhood stability (Wang et al., 2019), reductions in gentrification (Choi, Van Zandt, & Matarrita-Cascante, 2018), enhanced wealth creation (Acolin, Ramiller, Walter, Thompson, & Wang, 2021), and reduced mortgage debt (Theodos, Stacy, Braga, & Daniels, 2019).

But without comprehensive, baseline "census"-style data measuring the greater universe of CLT/SE entities, it becomes difficult to evaluate their collective impact, plan for the future, and explain to policymakers and other affordable housing stakeholders, what, exactly, the field has achieved to date. How many homes do CLT/SE entities steward? How many are owned instead of being rented? How are they financed, and what price/resale formulas or income restrictions do they most commonly deploy? In what parts of the country are they most common? How are they governed? How are CLT/SE entities responding to climate change? What complementary and supplementary community and economic development roles do CLT/SE entities play? How are CLT/SE entities responding to calls for racial equity, critically important given the entrenched U.S. racial wealth gap and the role of housing in generating it?

These types of questions have been increasingly raised by researchers, who began to pay greater attention to the CLT movement over the last decade, sometimes measuring and documenting their benefits by using samples of CLTs, as noted above, and at other times highlighting issues which practitioners wrestle with daily, in the process exposing new questions for the field. Scholars and practitioners have, for example, debated whether CLTs should be more focused on stewarding housing at scale (Thaden & Pickett, 2019), or accomplishing broader community development goals (DeFilippis, Stromberg, & Williams, 2018). Building from the 2011 survey, which found wide organizational and governance variety among CLTs, researchers have also considered how CLTs overlap with the broader suite of collective tenure models (Wegmann, Schafran, & Pfeiffer, 2017), finding that CLTs may sometimes be used in conjunction with

related models, such as housing cooperatives (Ehlenz, 2018) or may be structured with the government acting as a land owner, for better or for worse (Spicer, Stephens, & Kramer, 2022).

To capture such diversity and evolution in CLT/SE entities, we undertook a comprehensive update to the last survey conducted over a decade ago, while also incorporating new questions and thematic changes for the field across many of the fronts reviewed above (see Methodology section). To be as comprehensive as possible, in addition to collecting data from CLT/SE entity survey respondents, we also calculated comprehensive unit estimates for the entire U.S. CLT/SE entity universe, encompassing both survey respondents and non-respondents alike, making use of publicly available information and secondary collected directories, which we supplemented with input from existing regional CLT coalitions.

Overall, our 2022 survey confirmed the existence of at least 314 CLT/SE entities in the U.S., of which more than half responded to the survey. Using survey results coupled with multiple estimation methods for the remaining entities, we estimate that these 314 known CLT/SE entities hold 43,931 units across all tenure types combined (see Methodology and Results sections for more details). As the methods and results section of this report will detail, use caution when comparing these figures to those from past surveys, given differences in methods and coverage over time.

Research Questions

This study addresses the following research questions:

1. *How many CLT/SE entities are there in the country, and what is their geographic spread?* Understanding the prevalence and geographic coverage of CLT/SE entities will help to understand expansion of this affordable housing model and areas for potential future adoption.
2. *What are the organizational structures?* While the "classic" CLT structure includes a corporate community membership and a tripartite board, there are many variations in the field that have yet to be systematically explored and understood.
3. *What are the shared equity program characteristics and variations?* The practices and procedures of programs evolve and vary by organizational and market contexts to enable the best outcomes for homeowners and the entities, so information on best practices can help inform start-ups and established programs in the field.
4. *What are other residential portfolio types and nonresidential activities of these CLT/SE entities?* Many CLTs and entities with shared equity programs provide a broader array of community development and services, which this study captures to glean insight into the broader roles they play in their communities.
5. *What is the scale of production for these CLT/SE entities?* Capturing the number of housing units with lasting affordability that have been produced and preserved by these entities is vital to understand the overall impact of the field.

How to Read this Report

The main findings of this study are summarized in the Abstract and discussed in the Conclusion. Together these two sections may offer the most helpful presentation of the findings for a general audience. Researchers may find it helpful to additionally examine the Methodology section. The bulk of the remainder of this report provides detail on specific findings, which may be most useful as a resource for readers wishing to better understand specific practices and outcomes of CLT/SE entities.

Methodology

Study Scope

This study required the development of a comprehensive, quality-controlled, verified CLT/SE entity database. To construct one, we first had to define the types of entities to be included. While the "traditional" definition of a CLT, as noted above, historically specified a certain governance and ownership structure (i.e., nonprofit organization holding land in trust, corporate community membership, and tripartite board), in practice, the CLT model varies widely in terms of its organizational structure. The variation stems from factors such as organizational development phase, mission and goals, and local political, legal, and housing market contexts. Based on both anecdotal evidence as well as data from the last comprehensive survey conducted a decade ago, we know that there are self-identified CLTs that deviate far from the "traditional" model, while some nonprofit organizations that do not use the term "community land trust" have a homeownership program sharing many of the same features as a "traditional" CLT. Hence, in this study we employed a broad definitional scope in order to capture all possible variations of the CLT model.

The scope includes all self-identified CLTs with or without a residential portfolio (but excludes conservation land trusts), and any shared equity homeownership program operated by a nonprofit organization or a public agency (but excludes nonprofits strictly providing cooperative housing), which may or may not have the governance structure described above. The table below summarizes what types of entities were included and excluded.

Table 1. Study Scope Specifications

Include	Exclude
Community land trusts, including: • Start-up CLTs • Public agencies with a CLT program • CLTs with residential portfolio (e.g., homeownership, rental, coops, lease-to-purchase) • CLTs with commercial portfolio (e.g., office, retail, agriculture) • Hybrid CLT models (e.g., limited equity coops or resident-owned communities on CLT ground lease land, CLTs using deed restrictions on condominiums)	Entities that are not using a hybrid CLT model, and instead, are providing one or more of the following: • Limited-equity coop • Zero-equity coop • Resident-owned community • Government-based deed-restricted program (e.g., inclusionary zoning) • An affordable homeownership model, but not shared equity model • Land trusts that focus on farmland or rural land conservation.

Regardless of the legal mechanism (i.e., ground lease, deed restriction or second mortgage), nonprofits that currently have or plan to have shared equity homes, such as a: • Housing trust • Community Development Corporation • NeighborWorks affiliate • Habitat affiliate • Nonprofit with a CLT program	

Shared Equity Homeownership Portfolio

Another primary purpose of this study is to comprehensively identify shared equity homeownership programs operating with CLT-like characteristics. Shared equity homes facilitate affordable homeownership preservation through a resale restriction, often administered by a CLT or other nonprofit organization. These homes typically utilize a legal mechanism – usually a ground lease or a deed restriction – that: (1) includes provisions ensuring that the homes shall be kept affordable for subsequent families below a certain income level for an affordability term of at least 30 years after recordation;[2] (2) includes a resale formula that limits the homeowner's proceeds upon resale; and (3) has a preemptive purchase option provided to the program administrator or such administrator's assignee (e.g., an eligible homebuyer) who may purchase the homeownership unit from the homeowner at resale. In this study, we focus on shared equity homes that are single-family units as defined by the conventional mortgage market (this includes detached and attached units as well as condominiums). We distinguish single-family shared equity homes from other residential unit types such as rental units, lease-to-purchase units, cooperative housing units, manufactured homes, or homeownership units that do not have resale restrictions.

Questionnaire Design

We developed a survey questionnaire that comprehensively documented organizational characteristics, shared equity home portfolios, other residential portfolio types, and non-residential activities. The CLT/SE entity survey questionnaire includes three main sections. The first section covers organizational structure and characteristics, including organizational type and affiliation, service area, staff, board, membership, residential and nonresidential activities, and environmental efforts. The second section focuses on shared equity home portfolios, including resale control mechanisms, shared equity home characteristics, home acquisition, funding sources, property and resale counts, homeowner characteristics, mortgage access, and development plan for startups. The third section covers the size and characteristics of other residential portfolio types. The survey questionnaire is provided in Appendix A in pdf format.

[2] Many states have rules against perpetuities that do not permit deed restrictions with longer periods than 30 years. Additionally, many state laws require that condominium buildings use deed restrictions rather than ground leases. Shared equity programs will abide by the law and incorporate additional mechanisms to ensure affordability lasts in perpetuity.

The CLT/SE entity survey questionnaire was developed using a secure third-party online data collection platform. Results were then uploaded to a secure third-party data management platform for data reporting, storage, and maintenance purposes. The online data collection platform made a lengthy questionnaire with complicated conditional questions user-friendly, enhancing the completeness and consistency of survey responses.

After an initial draft of the online survey questionnaire was developed, we invited eight CLTs to participate in a beta testing phase. These CLTs were selected to represent geographic, programmatic, and residential portfolio diversity. Feedback from the beta testers was incorporated in editing and finalizing the survey instrument.

Survey Administration and Supplementary Data Collection

Data collection for this project started in May 2021 and ended in October 2022. It consisted of three phases. The first phase involved the development of an up-to-date CLT/SE directory with contact information, which was the database used for initial survey administration. The second phase focused on administration of an online survey to gather and collect new primary data on the practices of CLT/SE entities. The third phase involved supplementary secondary data collection efforts.

Phase 1: Directory Development

Beginning in the summer of 2021, the research team compiled an initial CLT/SE directory after consolidating four data sources that, together, represented the best knowledge of the CLT/SE field. These four sources were: (1) the Global CLT Directory from the Center for Community Land Trust Innovation,[3] (2) the Community Land Trust Directory from Schumacher Center for New Economics,[4] (3) the CLT list maintained by National Community Land Trust Network up to 2015 (now Grounded Solutions Network, or GSN), and (4) the organization list maintained by GSN up to May 2021. To compile this initial directory, website searches were conducted to: (1) confirm existence and whether the organization fell within the study's scope, and (2) collect up-to-date contact information. The research team additionally sought to proactively and systematically capture additional CLT/SE entities that were not in any of the directories by adding information on entities which appeared in web searches, such as those in news stories and other press coverage. Thereafter, the initial CLT/SE directory was updated multiple times, including incorporating an updated directory from Schumacher Center for New Economics, a list of CLTs from Freddie Mac, and a recent engagement CLT/SE list from GSN staff. Prior to the online survey administration, the research team incorporated updated contact information based on GSN's database and exhaustive website and search engine queries.

In addition, Habitat for Humanity International provided us with a list of 146 Habitat affiliates that have or plan to develop permanently affordable housing, including shared equity homes. We used this Habitat affiliate list as part of the Phase 2 effort (explained below) and included

[3] See: https://cltweb.org/clt-directory/

[4] See: https://centerforneweconomics.org/apply/community-land-trust-program/directory/

respondents in our final population if these organizations met our study scope specifications (see Table 1).

Phase 2: Online Survey Administration

Phase 2 was conducted during Summer 2022. The primary strategy in this phase was to send three rounds of batch emails, followed by individual email outreach after each round. These three rounds of batch emails took place on June 21st, July 13th, and August 17th, respectively. The first-round batch email included 318 organizations with an email address. Subsequent batch emails were sent to non-respondents from the previous round. About a week after each round of batch emails, follow-up individual email outreach was sent to deliver a personalized message along with the online survey link to boost response rate. For organizations that did not have an email address but had an online contact form (n = 42), the research team filled out the online form to invite survey participation.

A small number of the identified CLTs were located in government or public agencies (n = 5). Many questions in the online survey do not apply to public agencies or governments with a CLT program. Therefore, we conducted a separate email survey with a customized Microsoft Word survey questionnaire for the entities.

For Habitat of Humanity affiliates, the research team sent a batch email on August 20th, 2022. Habitat for Humanity International sent two follow-up emails (the first approximately two weeks after the batch email, and the second one month after) to non-respondents in order to encourage survey participation.

As an incentive and in recognition of the labor involved in responding to the survey, we provided $100 to survey respondents or their organizations upon completion of the survey.

Phase 3: Supplementary Data Collection Efforts

Phase 3 involved conducting phone call outreach to encourage online survey response, followed by secondary data collection. It began on September 1st, 2022 and ended on October 31st, 2022. The research team first attempted to connect with nonrespondents in the directory via two rounds of phone calls. We then developed a short survey questionnaire with 25 key questions derived from the full survey questionnaire. This short survey was designed for organizations that did not have time to complete the full online survey but were willing to respond to a shorter survey. For those who completed the short survey, we provided $20 as a thank you gift. Unfortunately, the phone attempts were not very successful. Only two organizations completed the short survey.

Following the phone outreach, the research team developed a new plan to collect secondary data to partially pre-fill the short survey form. We then emailed the pre-filled form to nonrespondents requesting that they verify prefilled information and add missing information. The research team relied on organizations' website and other resources previously compiled by GSN to pre-fill the short form. In this email request, we also encouraged nonrespondents to complete the full online survey. As a result, eight organizations filled out the short survey, while a further few completed

the full online survey. In addition, this effort helped us finalize our census directory and collect basic information for most organizations.

Meanwhile, the research team reached out to state and regional CLT coalition/networks that have ongoing relationships with local CLTs. These regional organizations included entities in the Pacific Northwest, California, Florida, New York, and certain communities in New Orleans and Massachusetts. They sent emails to encourage survey participation in their service areas.

In addition, this report also includes a section examining the financial characteristics and health of CLT/SE entities in 2018. We compared the financial health of CLT/SE entities with the nation's nonprofit community-based development organizations (CBDOs). The financial data of CBDOs – including a subset of CLT/SE entities – was provided by National Alliance of Community Economic Development Associations (NACEDA), which worked with Urban Institute to obtain data from the Internal Revenue Service 990s and construct financial health metrics.[5]

Data Verification and Finalization

The research team verified data input in parallel with survey administration and the supplementary data collection process. Once survey responses were received, a research associate reviewed all responses. When responses were unclear, the research associate emailed respondents to verify, correct, or add information in the database. When data collection was complete, the research team cross-validated the data extensively to address gaps in the survey data. We asked GSN staff and regional CLT experts to double check the accuracy and completeness of the CLT/SE list. We also conducted organization website checks and/or crossed referenced with the existing GSN membership data. This effort resulted in a handful of CLT/SE entities being added to the final list. Table 2 summarizes the data collection effort. The survey response rate (including short survey responses) was 62%, and a total of 314 organizations were included in the study.

Table 2. Summary of Data Collection Effort

Respondents	183
Full survey complete	155
Full survey incomplete	18
Short Survey	10
Non-respondents	114
Survey response rate	62%
Added to the final list after survey	17
Final List	314

[5] The technical report about the financial health of community-based development organizations is available here: https://www.urban.org/research/publication/financial-health-community-based-development-organizations.

Method for Estimating Total Units

To estimate the total unit count for the entire population of CLT/SE entities (n = 314) – including survey non-respondents – we developed a method to create an upper and lower range which reflects the uncertainty associated with the fact that some of the data is based on sources other than the CLT/SE Census Survey results (through which new primary data was collected).

To create unit estimates, the census population was divided into three categories, based on data sources. The first category (n = 161) comprises all organizations that completed the survey in its entirety. The second category (n = 94) comprised organizations for which we conducted website checks to confirm unit counts, as well as those whose units were confirmed by staff knowledge. Finally, the third category of our final population (n = 59) included organizations for which we collected GSN member data (from HomeKeeper)[6] and Freddie Mac data to fill in missing years of unit counts. For organizations falling into this third category, the primary limitation was the year up to which data is available. In some cases, there was no confirmed data available beyond 2014. Therefore, using temporal patterns in the data in Category 1, we applied a simple, growth rate-based bootstrapping technique to create upper and lower-bound estimates for the total current unit count for Category 3 data.

This methodology consisted of utilizing Category 1 organizations' average growth per year,[7] and calculating percentile ranges based on these averages, to create upper and lower estimates of the organizational population in Category 3. This was applied both to the total unit data as well as to the unit data by tenure type where applicable. Specifically, to measure the average growth per year of organizations in Category 1, we first calculated how long the programs had been operating, by subtracting the year the organization's shared equity program was established from the year 2021; the difference is the total active years of the organization. Then, the average yearly unit increase was calculated by dividing the total units as of 2021 by the number of years active for each organization, to produce an estimate of each organization's average yearly unit increase. Once all of these averages were calculated, the 25th percentile and 75th percentile of these Category 1 entity averages were used to estimate the data for each missing year for organizations in Category 3, up to 2022.[8,9]

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[6] HomeKeeper is a web-based app designed to manage affordable homeownership and housing counseling programs. It is maintained by Grounded Solutions Network. Over 60 CLTs across the nation are using HomeKeeper to manage their homeownership programs.

[7] We did not include Category 2 organizations in the estimation because unit counts in Category 2 were collected in a different way and were not as accurate as Category 1 organizations.

[8] Choosing 25% and 75% percentiles to estimate growth is arbitrary. However, we believe this is a better approach than using minimum and maximum for estimation because of large variations of unit counts across organizations.

[9] This rough estimate method inevitably has many caveats. For example, as organization's portfolio grows, they are likely to add more units each year than in their early years. Hence, it would not be a linear growth trend and our method could cause underestimates. On the other hand, nonresponding organizations in Category 3 are likely to be different than Categories 1 and 2 (such as including organizations that are more dormant or lower capacity); hence this method could cause overestimates.

Data Limitations

While the research team made extensive efforts and strived to document all CLT/SE entities in the country, it is inevitable that organizations are missing from the final list. This is partly because CLT/SE entities are constantly evolving with new CLTs or shared equity programs in formation. Our data collection effort spanned 1.5 years, during which time we added new CLT/SE entities to our final list, but we were not able to systematically track the ongoing growth of the field during this period. Also, the research team relied on website searches to verify whether CLT/SE entities existed and were still active. This approach has the limitation of excluding smaller or newer organizations that do not have a website, have not yet documented their activities online, or those whose websites have not been updated. In addition, the CLT/SE list was likely most complete in those regions where we had a regional partner who verified the list. The survey response rate was substantially higher for the group of CLT/SE entities that were part of GSN's network, which is another data limitation.

Despite these caveats, this study constitutes the largest effort to date to understand the prevalence, practices, and impact of the CLT/SE field. The data is comprehensive with a sufficient sample to document practices in the field. The methods employed to collect the data was rigorous enough to ensure the data is valuable for scholarly research.

Results

This section includes three parts: organizational structure and characteristics, shared equity homeownership portfolio, and other residential and nonresidential activities.[10]

Organizational Structure and Characteristics

Total Organizations

This study consists of a total of 314 organizations. Included in the total are 12 organizations which are likely active based on limited website information. This represents about a 30% increase in the number of CLTs compared to the last CLT census study conducted in 2011 (Thaden, 2011).[11] This is the first time the total field count of organizations has exceeded 300.

[10] When we present average percentages in this report, we are generally presenting the average across responding organizations, rather than an average weighted by the number of units or heads of households. However, in some cases (e.g., Figure 52), we present average percentages for the field weighted by either the number of homes or the number of heads of households for each responding organization. When the weighted approach is employed, this approach is specified in the text.

[11] Note some CLTs documented in last CLT census might sunset and are not included in this dataset. So, the actual CLT field growth should be larger than 30%.

Table 3. Number of CLT/SE Entities by State (including Washington DC and Puerto Rico)

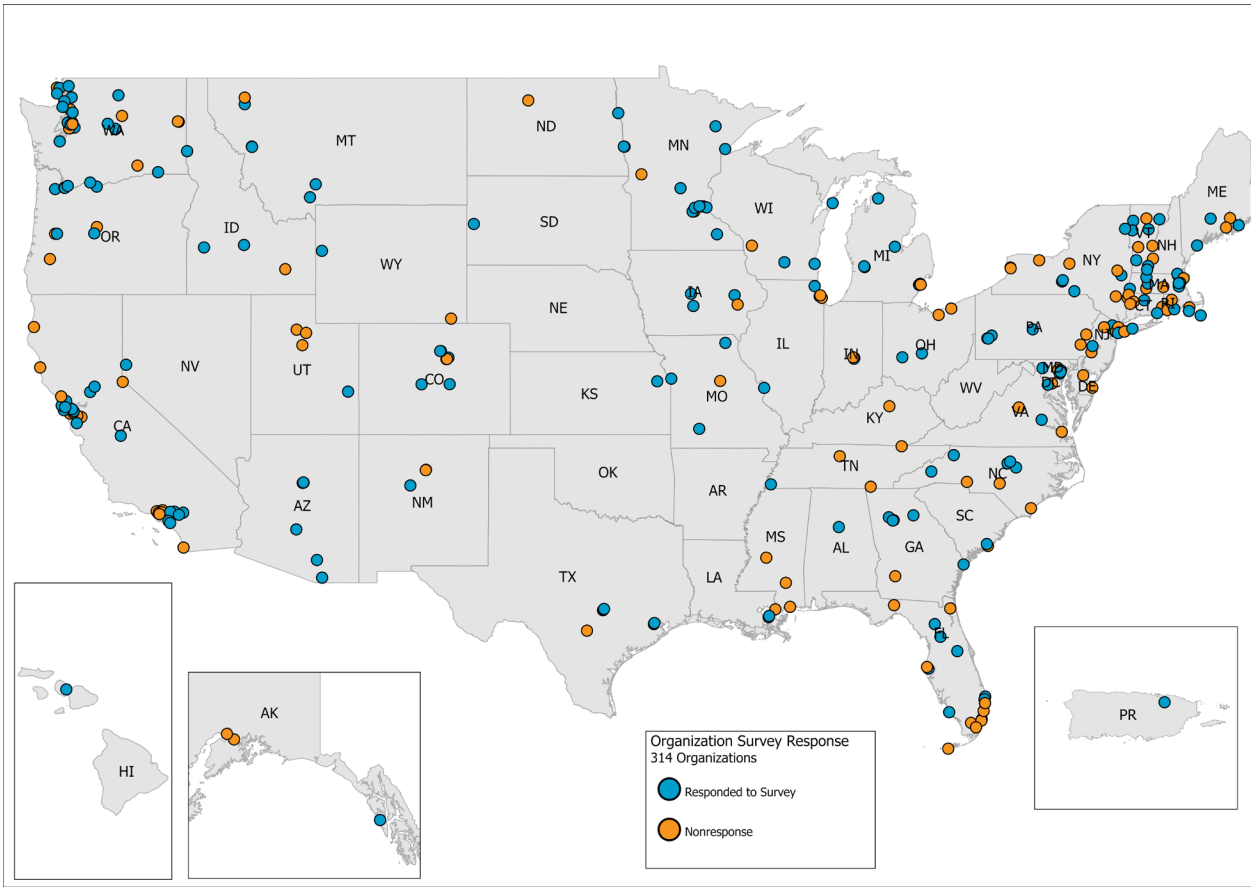
State (w/ DC and PR)	CLT/SE Entity Count (% of nationwide)	Survey Responses
NY	25 (8%)	9
MA	18 (5.7%)	13
PA	10 (3.2%)	7
VT	10 (3.2%)	7
CT	7 (2.2%)	2
ME	5 (1.6%)	3
NJ	3 (1%)	2
RI	3 (1%)	1
NH	1 (0.3%)	0
Northeast	**82 (26%)**	**44**
FL	18 (5.7%)	8
NC	8 (2.5%)	5
GA	6 (1.9%)	5
MD	6 (1.9%)	4
TX	6 (1.9%)	3
VA	5 (1.6%)	2
TN	4 (1.3%)	1
LA	3 (1%)	2
MS	3 (1%)	0
DE	2 (0.6%)	0
SC	2 (0.6%)	1
AL	1 (0.3%)	1
DC	1 (0.3%)	0
KY	1 (0.3%)	0
AR	0 (0%)	0
OK	0 (0%)	0
WV	0 (0%)	0
Southeast	**66 (20.9%)**	**32**
MN	13 (4.1%)	9
MI	7 (2.2%)	6
MO	5 (1.6%)	4
IA	4 (1.3%)	3
IL	4 (1.3%)	2
OH	4 (1.3%)	2
WI	4 (1.3%)	3
IN	3 (1%)	1
ND	3 (1%)	2

KS	1 (0.3%)	1
SD	1 (0.3%)	1
NE	0 (0%)	0
Midwest	**49 (15.6%)**	**34**
CA	36 (11.5%)	19
WA	29 (9.2%)	18
OR	11 (3.5%)	8
CO	8 (2.5%)	6
MT	7 (2.2%)	6
AZ	6 (1.9%)	6
ID	4 (1.3%)	3
UT	4 (1.3%)	1
AK	3 (1%)	1
NM	3 (1%)	1
WY	3 (1%)	1
HI	1 (0.3%)	1
NV	1 (0.3%)	1
West	**116 (37%)**	**72**
PR	1 (0.3%)	1
Total	**314 (100%)**	**183**

Note: Survey response column includes incomplete survey responses.

CLTs were identified in 46 states, Puerto Rico, and Washington DC. In this CLT Census, the five states with the greatest number of CLT organizations were California (n = 36), Washington (n = 29), New York (n = 25), Florida (n = 18), and Massachusetts (n = 18). Collectively, these states accounted for 126 total organizations, or about 40% of the total entities in this Census. To put it into perspective, these five states consist of about 25% of the total population in the nation. Looking more broadly, the region with the greatest number of organizations is the West (n = 116), comprising 37% of the nationwide CLT/SE entities. The West is followed by the Northeast (n = 82) which makes up 26% of the nationwide CLT/SE entities.

Figure 1: CLT Locations by Survey Status (n = 314)



Total Unit Estimates

As seen in Table 4, the total unit estimate at the end of 2022 for all 314 organizations included in this study is 41,767-46,095 units (midpoint: 43,931). This total estimate includes 14,151-17,057 shared equity units (midpoint: 15,606), 18,977-20,113 rental units (midpoint: 19,545), 925 manufactured housing units or mobile homes, 909-956 lease-to-purchase units (midpoint: 933), 3,447-3,558 non-shared equity homeownership units (midpoint: 3,503), and 2,642 units with unknown tenure type. This represents nearly a 120% increase in the number of shared equity homes compared to the projections in the last national survey conducted in 2011 (15,606 at the end of 2022 versus 7,139 units at the end of 2011).

Table 4. Unit Estimates by Tenure Type, 2022 (n = 314)

Residential Unit Type	Category 1: Survey Responders (n = 161)	Category 2: Up-to-Date Secondary Data Collected (n = 94)	Category 3: Extrapolated Estimates (n = 59)	Total (n = 314)
SEH units	9,856-11,264	1,593	2,705-4,200	**14,154-17,057**
Rental units	9,326	4,784	4,867-6,003	**18,977-20,113**
Coop units	128	78	507-637	**713-843**
Manufactured housing	870	55	0	**925**
Lease-to-purchase units	79	0	830-877	**909-956**
Non-SEH	2219	720	508-619	**3,447-3,558**
Unidentified unit type	N/A	2642	N/A	**2,642**
Total	22,478-23,886	9,872	9,417-12,337	**41,767-46,095**

Note: Refer to the Methodology Section of this report for the categorization of organizations. The ranges listed for Category 3 were created deploying the estimation method that we also described in the Methodology section. Some organizations in Category 1, however, reported a range, instead of a specific number, for their shared equity homes in 2022. As a result, the ranges shown for Category 1 do not reflect the estimation method we deployed to create Category 3 estimates, but rather reflect the fact that some Category 1 organizations actually *reported* ranges in their survey response.

Table 5 presents the midpoints of the ranges in Table 4 for the projected total unit counts by tenure type. As shown in Table 5, unit counts vary widely across organizations and tenant types. The median number of units in CLT/SE entities is substantially lower than average numbers across tenant types, suggesting that unit distribution is skewed by a small portion of organizations with a large number of units.

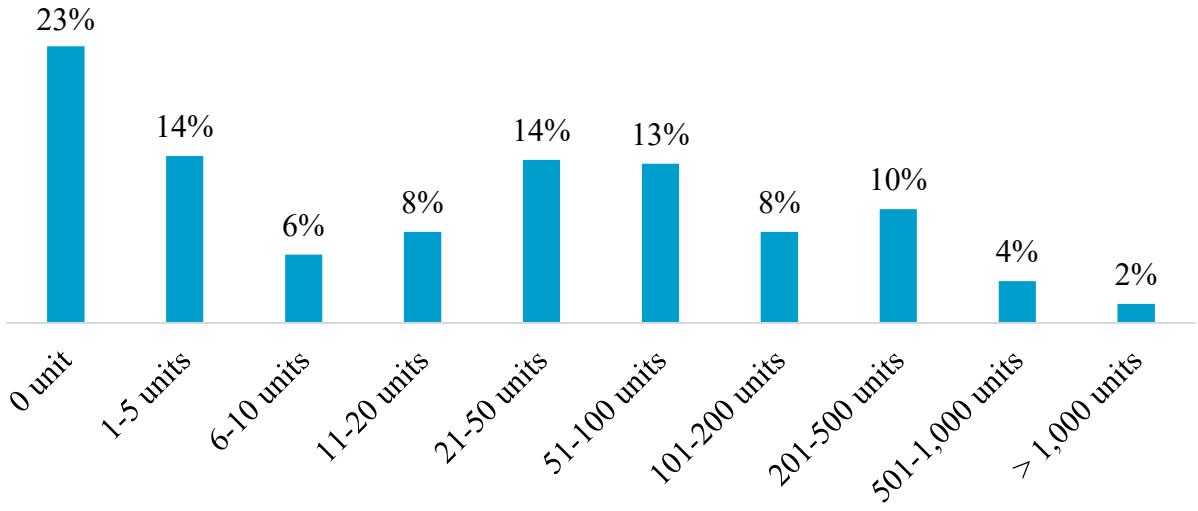
Table 5. Unit Estimate Summaries by Tenure Type, 2022 (n=314)

Residential Unit Type	# Org. w/ 1 or more unit	Total	Min-Max	Mean	Median
SEH units	218	15,606	1-1,546	72	29
Rental units	117	19,545	1-2,186	167	63
Other and unknown tenure types	61	8,781	1-1,000	144	44
Total	256	43,931	1-2,997	172	52

Note: For organizations with unit estimate in range, summary statistics are based on the midpoint of estimates.

Figure 2 displays the percentage distribution of 314 CLT/SE entities by residential portfolio size. Nearly one in four organizations did not have any residential units at all, and about two in five organizations had between 1 and 50 units. The majority (82%) of entities without any residential units were established during or after 2019.

Figure 2. Share of Organizations by Residential Portfolio Size (n = 314)



Three in four organizations have at least one shared equity unit.[12] While rental housing was less common across organizations, with over half of organizations having zero rental units, although there were more rental units than shared equity units overall, as Table 5 indicates.

Year of Organizational Establishment

Though the first CLT in the U.S. was established in 1969, some organizations included in this study that now have a shared equity program were founded earlier (more analysis on the age of shared equity programs and the recency of organizations' first shared equity unit sale is provided in "Shared Equity Homeownership Portfolio" Section).

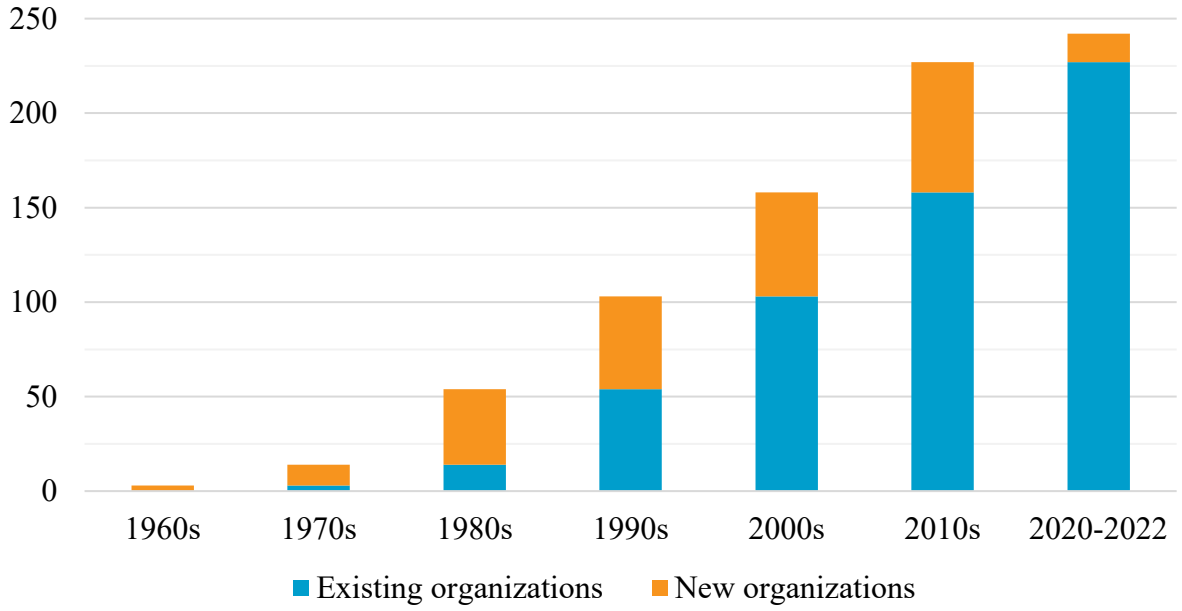
Accordingly, the earliest established organization in our sample is West Central Minnesota Communities Action, founded in 1965. However, the earliest established CLTs in our sample are Northern California Land Trust (California) and Earth Bridge Community Land Trust (Vermont), both founded in 1973. Conversely, three organizations in our sample were established in 2022.

Figure 3 shows the distribution of years for when organizations were established. The average age of the 242 organizations represented, as of 2023, is 21 years (median = 18 years).[13] The absolute growth of CLT/SE entities, based on the gross number of currently surviving organizations formed or being created by decade of organization's establishment, has been

[12] This does not include cooperative or resident-owned community/manufactured housing, which may also be structured as shared equity units.
[13] From this point forward in the paper, we will report data from survey respondents only, and do not include data for estimated entities. Due to conditional questions in the survey questionnaire and different level of response completeness, our sample size for each finding may be different. Refer to Appendix A – the survey questionnaire for details.

steadily increasing over the past half century, from 11 organizations established in the 1970s, to nearly 70 in the 2010s. This data, however, only covers currently existing organizations, and does not account for organizations that shut down over time.

Figure 3. Cumulative Number of Organizations by Decade of Organization's Establishment (n = 242)

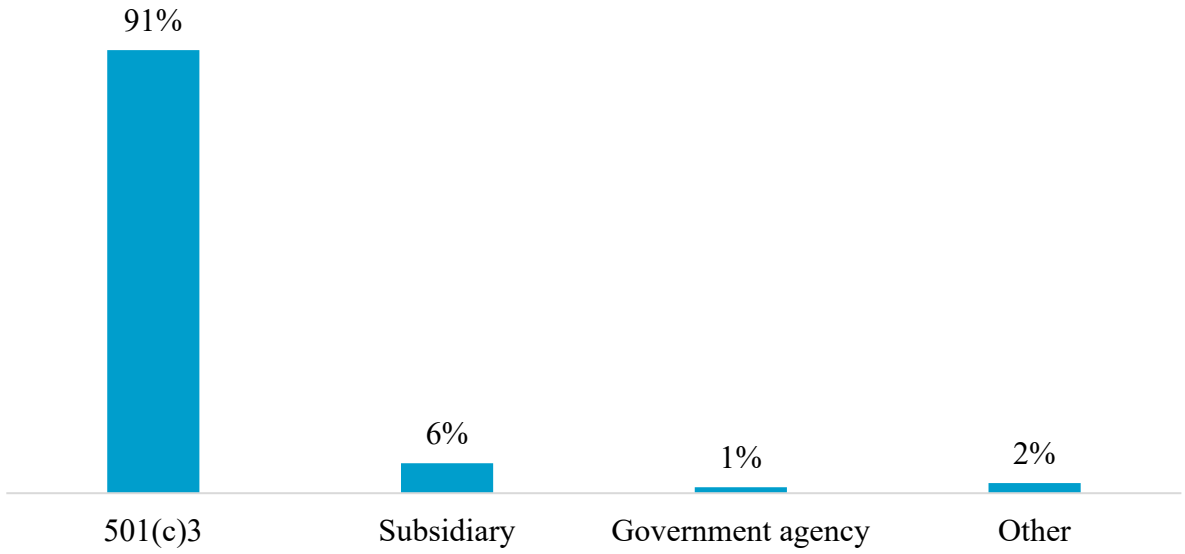


Legal Form

The most common legal form of responding organizations is a 501(c)3 nonprofit,[14] representing 92% of the 241 respondents. However, it should be noted that nonprofits with a CLT program may have selected this option even though the CLT program is run as a subsidiary organization. Three respondents (1%) were government agencies with a CLT program. Of the five organizations (2%) that responded they have "other" legal forms, three reported having a 501(c)3 application in progress; one is a 501(d); and one is a 501(c)4.

[14] 501(c)3 is a tax status rather than a legal form of incorporation itself. Nonetheless, because it requires certain organizational practices that can significantly affect an entity's operation, the 501(c)3 designation is colloquially referred to in practice as a legal form. Accordingly, this is how we treated it, and other IRS section titles, for purposes of this survey.

Figure 4. Share of Organizations by Legal Form (n = 244)

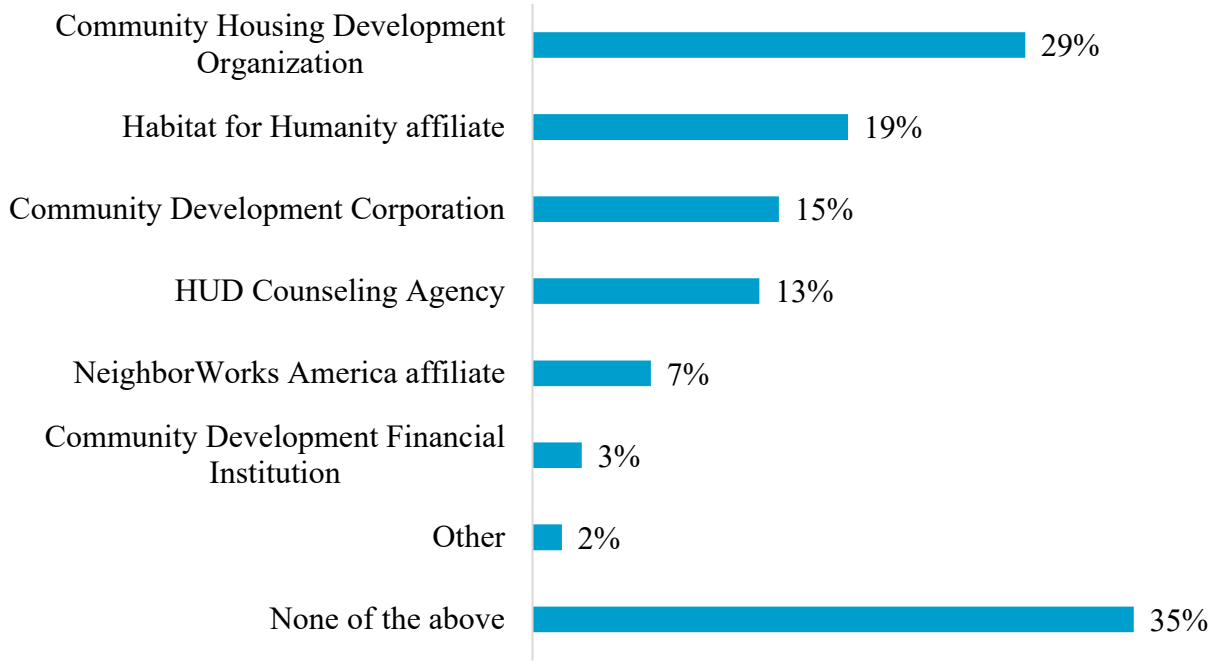


Organizational Type & Affiliations

Many CLT/SE entities have professional affiliations that enable them to access local, state, or federal funding. These affiliations often come with requirements related to organizational structure and populations served, which will be discussed further in later sections. The most common affiliation is Community Housing Development Organization (CHDO), selected by 50 organizations (29%), which is a federal designation under the HOME program that enables access to CHDO set-aside funding and resources. A considerable share of responding organizations was Habitat for Humanity affiliate (19%) or NeighborWorks America Affiliate (7%), which have traditionally created affordable homes but are finding it increasingly important to preserve the public subsidy and help more households over time through shared equity models. However, an even larger number of organizations (61, or 35%) responded that none of these types or affiliations apply.

A few organizations selecting "other" specified additional affiliations, including Housing Development Fund Corporation (HDFC), which is a New York-based cooperative designation that receives property tax exemptions and government subsidies in exchange for agreements to certain restrictions on the unit owners, and Housing Partnership Network, which is a network of high-capacity nonprofits working in affordable housing.

Figure 5. Share of Organizations by Organizational Type & Affiliations (n = 172)



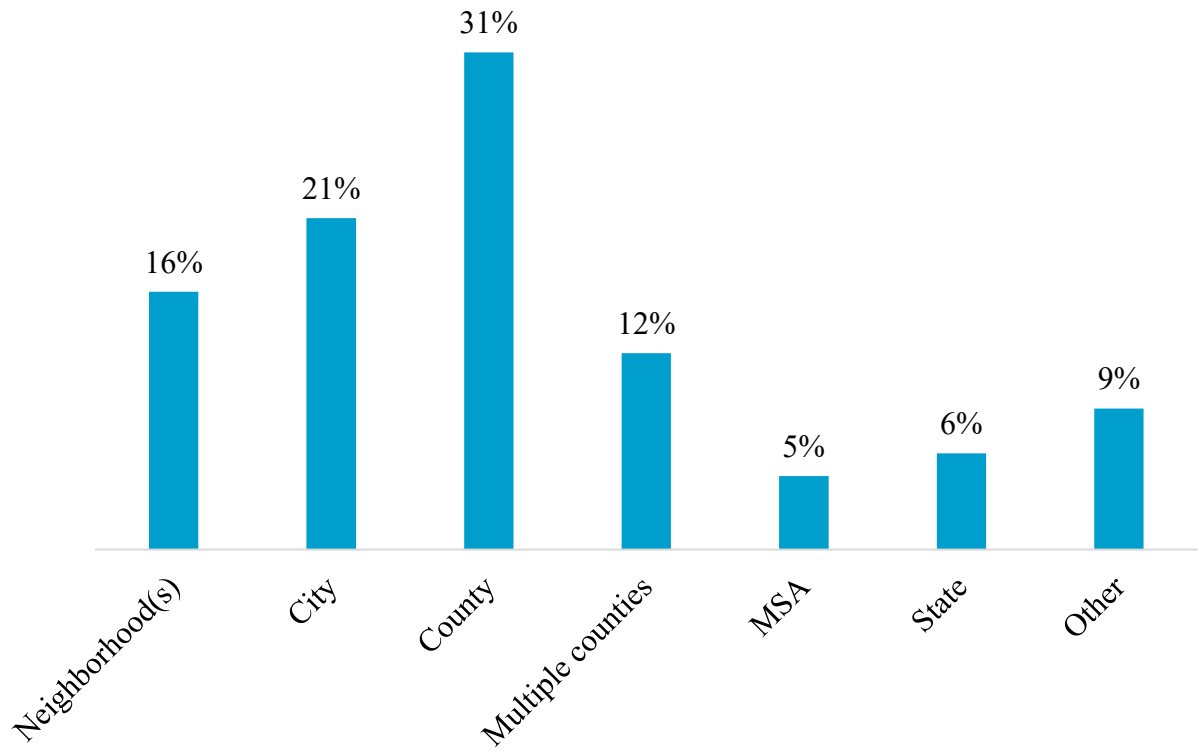
Service Area

CLT/SE entities can serve a wide range of geographical areas, from neighborhoods to entire states. Out of 261 organizations, the largest proportion serve their county (31%, or 81), while 21% (54) serve their city and 16% (42) serve their neighborhood or multiple neighborhoods.

The 23 organizations that responded "other" provided a variety of explanations for how their service areas are defined. For example, five organizations responded that their service areas are formed of multiple counties across two states; two organizations define their service area using a radius with a town or city at the center; and two serve the full area of an island.

Organizational service areas seem to correlate with organizational type and affiliation. Habitat for Humanity affiliates are more likely to serve one or more counties compared with non-Habitat organizations, with 87% of Habitat affiliates serving the county, multiple counties, or the Metropolitan Statistical Area, compared to only 43% of non-Habitat organizations reporting these services areas.

Figure 6. Share of Organizations by Service Area Type (n = 261)



Note: MSA stands for Metropolitan Statistical Area.

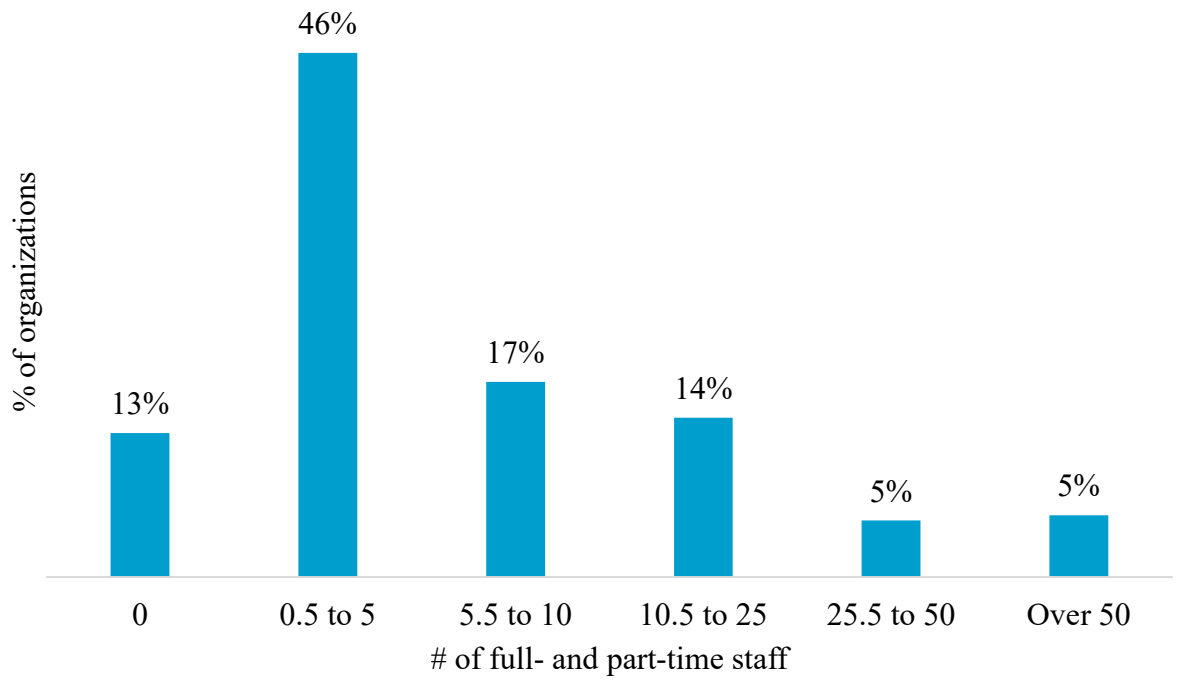
Staffing & Volunteers

The survey asked each organization to identify the number of full-time (21-40 hours per week) and part-time (20 or fewer hours per week) paid employees as of December 31, 2021. The survey also asked respondents to identify the number of employees (full-time or part-time) by job type using the following categories: executive/C-suite leaders; senior leadership team members (excluding executive/C-suite leaders and Board of Directors); and other staff.

The 222 respondents reported a total of 2,187 full-time employees, or an average of 10 per organization (median = 3, with a range of 0 to 125). Thirty-nine respondents (18%) reported having zero full-time employees. Of these, 11 reported having at least one part-time employees; the remainder have no paid employees at all (n = 21) or did not provide a number of part-time employees (n = 7). As shown in Figure 7, 59% of respondents have five or fewer paid employees. In the figures and narrative below, total employee counts are weighted with part-time employees counted as 0.5.

Habitat for Humanity affiliates tend to have more employees than other responding organizations, with an average of 27 employees total (full-time or part-time) compared to an average of 8 employees for non-Habitat affiliate organizations.

Figure 7. Share of Organizations by Number Range of Full- and Part-Time Employees (n = 222)

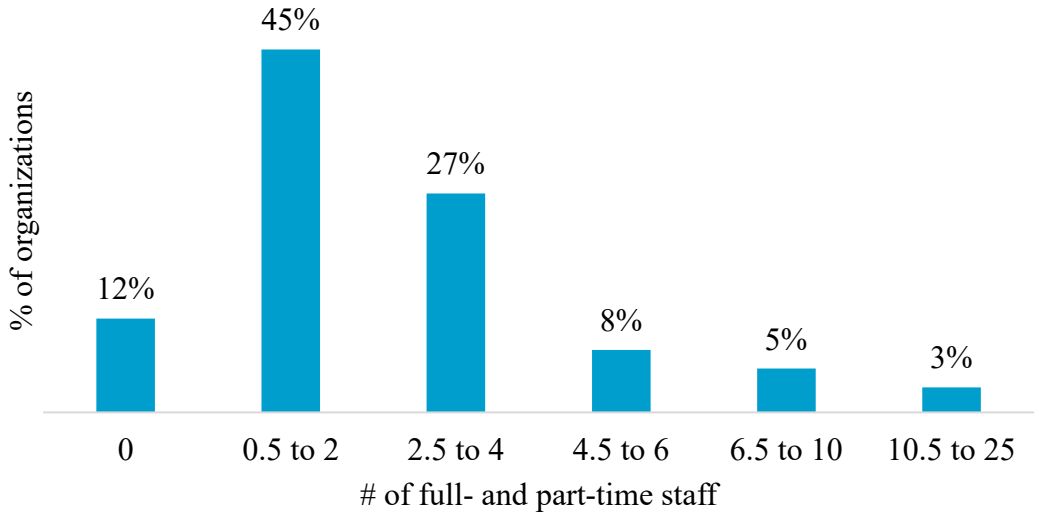


Note: full-time = 1, part-time = 0.5

Respondents were also asked to provide the number of full and part-time staff that manage their shared equity program. Figure 8 shows the distribution of all full-time and part-time shared equity program staff (full-time = 1, part-time = 0.5).

Organizations may assign only a portion of their employees to their shared equity program, while the remainder of their staff are dedicated to other business activities. This is true for about half (54%) of organizations that provided both full staff counts and shared equity program staff counts (n = 112). On average, respondents dedicate about 61% of their staff to their shared equity program (median = 59%).

Figure 8. Share of Organizations by Number Range of Full- and Part-Time Shared Equity Program Employees (n = 129)



Note: full-time = 1, part-time = 0.5

The number of paid employees correlates with the organization's age. Organizations without full-time employees have an average year of establishment of 2009, compared with 2000 for organizations with at least one full-time employee. This indicates that newer organizations are less likely to employ full-time staff.

Figure 9 shows the relationship between the year an organization was established and the total number of employees (including both full-time and part-time). This chart excludes organizations that did not provide responses for both full-time and part-time staff, as well as organizations without paid employees. While all of the organizations with more than 50 employees were established in 1990 or earlier, there are older organizations with less than 5 employees (9 organizations established before 1990 have 1-4 employees).

Figure 9. Number of Employees by Year of Establishment (n = 142)

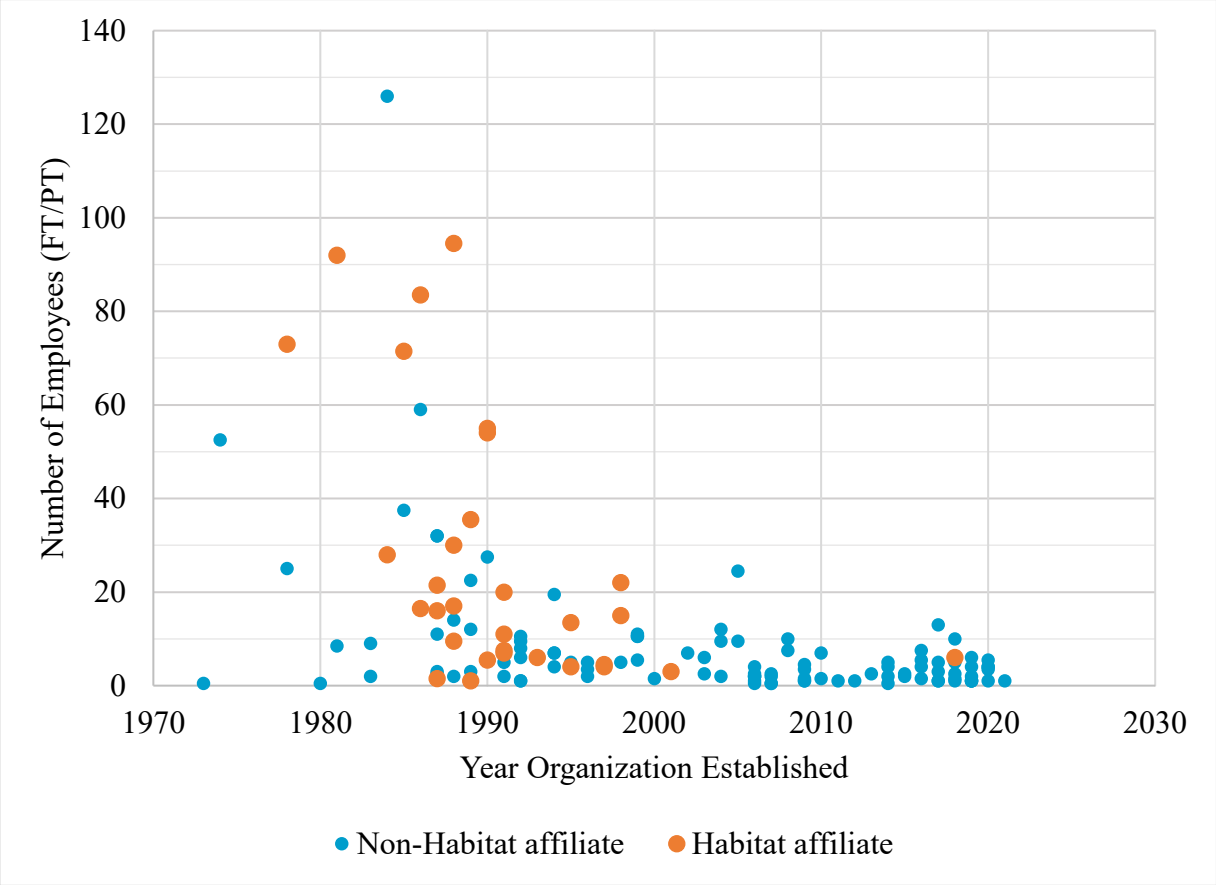
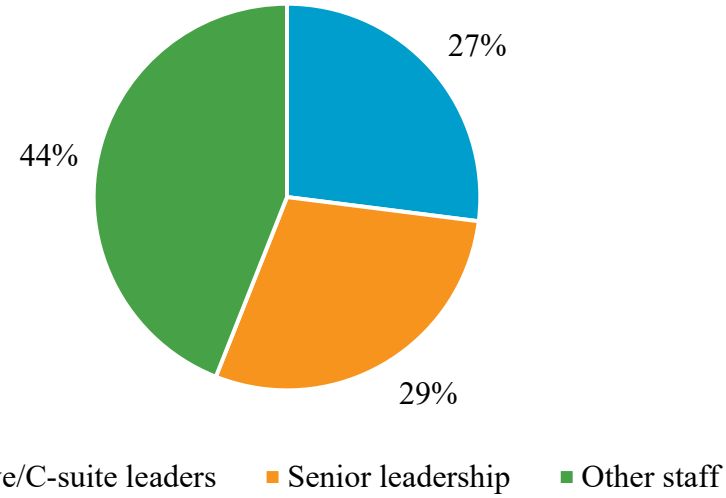


Figure 10 shows the average staff breakdown by job level (executive/C-suite leaders, senior leadership, and other staff). Overall, 27% of staff were classified as executive/C-suite leaders (27%). Organizations with only one or a few members of staff are likely to have a higher proportion of their total staff be identified as executive/C-suite leaders.

Figure 10. Average Staff Breakdown by Job Level (n = 143)



Note: This chart excludes organizations without paid staff.

The number of people who have completed volunteer work for each organization during 2021 (excluding Board members) varied widely among respondents, from 0 to 5,489. The average number of volunteers per organization is 243 (n = 164).

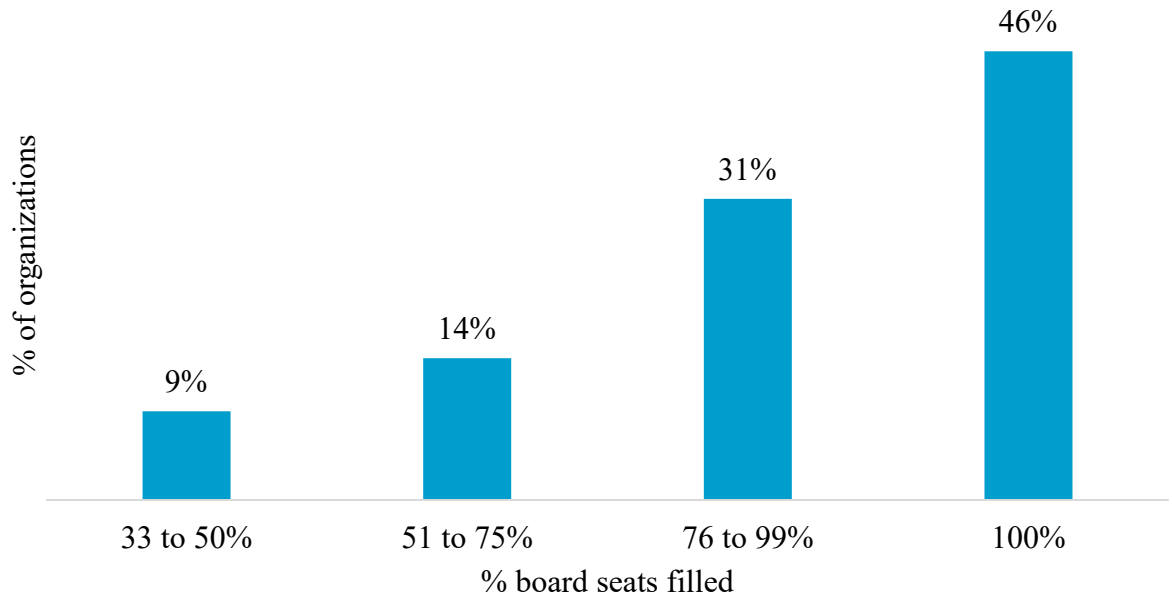
Of the 38 organizations with 100 or more volunteers, however, 27 are Habitat affiliates, consistent with the fact that volunteer home builds are an important part of Habitat operations and volunteer hours are often a pre-requisite for affordable homeownership with Habitat for Humanity. When Habitat affiliates are excluded, the average number of volunteers declines to 43, with 20% of non-Habitat organizations reporting 0 volunteers.

Board of Directors

All surveyed organizations reported having a board of directors, except for two government agencies that did not have a board and one nonprofit founded in 2018 that is in the process of setting up a board. Both average and median of total board seats is 12, ranging from three to 33.

The proportion of the by-law designated board seats that were filled (i.e., occupied at the time of the survey) ranged from 33% to 100%, with an average of 86% of the requisite positions being occupied. The breakdown of seats filled is shown in Figure 11.

Figure 11. Share of Organizations by Percentage of Board Seats Filled (n = 166)



The "classic" CLT model specifies a tripartite board, where one-third of seats are reserved for lessees or others who live in housing provided by the CLT; one-third are reserved for others living in the organization's service area who are a part of the organization's corporate community membership; and one-third are reserved for representatives from other organizations.

To understand the prevalence of this tripartite model, respondents were asked about the percentage of board seats that their by-laws state must be filled by the following categories of people: (1) lessees or residents living in housing provided by their organization; and (2) residents residing in their organization's service area but not living in any housing provided by their organization.

Out of 164 responding organizations, 54% designate at least one board seat to lessees or residents living in housing provided by their organization. The percentage of designated seats ranges from 7% to 60%, with an average of 32%. Eighty-five percent of these organizations designated a third (30-33%) of seats to lessees or tenants. Only one Habitat affiliate reported having designated board seats for Habitat lessees.

Of these 164 responding organizations, 59% designate at least one board seat to residents who reside in their service area but who do not live in housing provided by the organization. The percentage of designated seats ranges from 20% to 100%, with an average of 52%. Fifty-three percent of these organizations designated a third (30-33%) of seats to service area residents. Among Habitat for Humanity affiliates, 39% require that between 33% and 100% of board seats be filled by residents residing in their service area. It was not discernable whether these residents were a part of a corporate community membership, as described in the "classic" CLT model.

Respondents were also given the option of providing additional board composition details. Forty percent of 164 respondents provided additional detail on board composition. One common response related to reserving seats for low-income people: 15 organizations (9% of the total) require that some proportion of board seats be filled by low- or low-to-moderate income residents in the service area. In some cases, these requirements are a result of organizational affiliations, as CHDOs are required to reserve at least a third of their board seats for low-income residents.

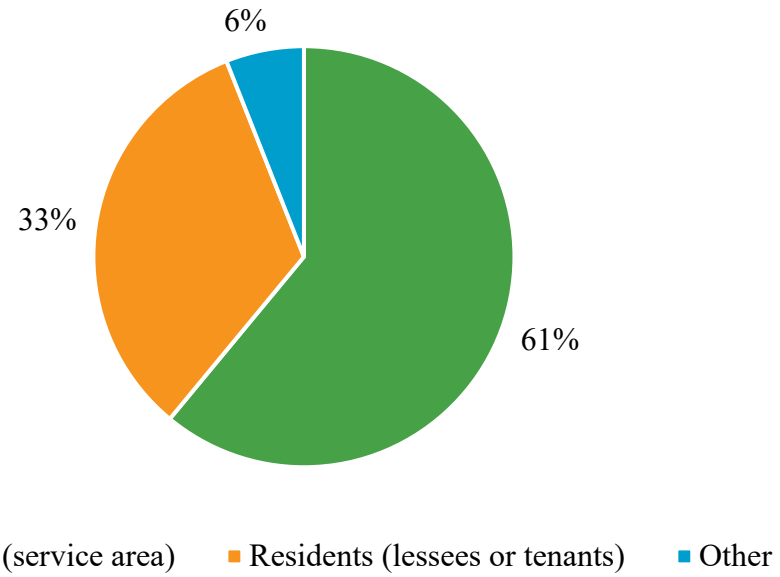
Organizational Membership

Eighty-eight, or 42%, of responding organizations (n = 210) reported having a corporate community membership. Of these, two organizations reported having zero members. Both organizations are start-ups (founded 2021 and 2022) and neither have a residential portfolio yet. No Habitat affiliates reported having a membership. Excluding Habitat affiliates, nearly half (49%) of responding organizations have a membership (n = 182).

Of those 88 organizations with a corporate community membership, 41 provided a valid membership breakdown. The number of current members ranged widely across organizations, from 1 to 3,323, with an average of 225 per organization and a median of 75 (n = 53). Of the organizations with a membership, 68% have at least one member who lives in housing provided by the organization. Of the 32% of organizations that do not have members who live in housing provided by the organization, 69% do not yet own any residential units. In addition, 88% of organizations have at least one member who lives in the organization's service area but not in housing provided by the organization. Of the five organizations reporting no members who live in the service area, four reported that 100% of their membership are lessees while one reported that non-lessee board members form part of their membership.

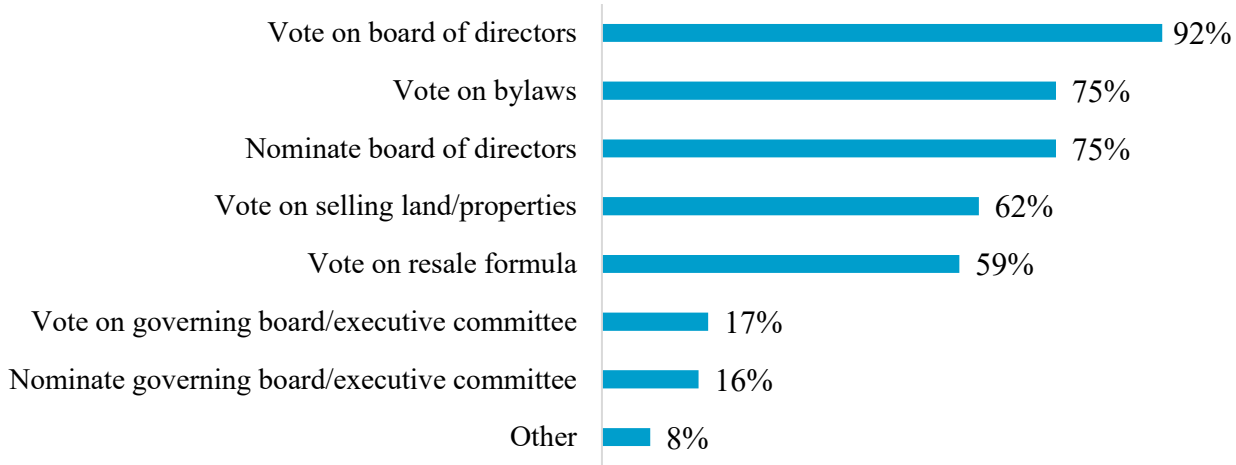
The "other" membership category contains a range of different membership types. Several organizations reported having non-voting members who live outside their service area. Others identified having members who are supporters or donors but who do not live in the area.

Figure 12. Average Membership Breakdown by Member Type (n = 41)



Respondents were asked about the responsibilities of their membership and could select all options that applied (n = 63). The frequency of each option is shown in the chart below (Figure 13). Nearly all (92%) respondents answered that members can vote for the board of directors. Of the five organizations that selected "other," two noted that members can vote on dissolution of the organization. Other responsibilities included voting for members of a Selection Committee, voting to amend the Articles of Incorporation, and voting on a Membership Dues Policy. One organization noted that the general membership (non-residents) does not have voting privileges. Another responded that their board operates by consensus and if consensus is not reached, decisions go to the membership.

Figure 13. Share of Organizations by Membership Responsibilities (n = 63)



Identification of "Classic" CLTs

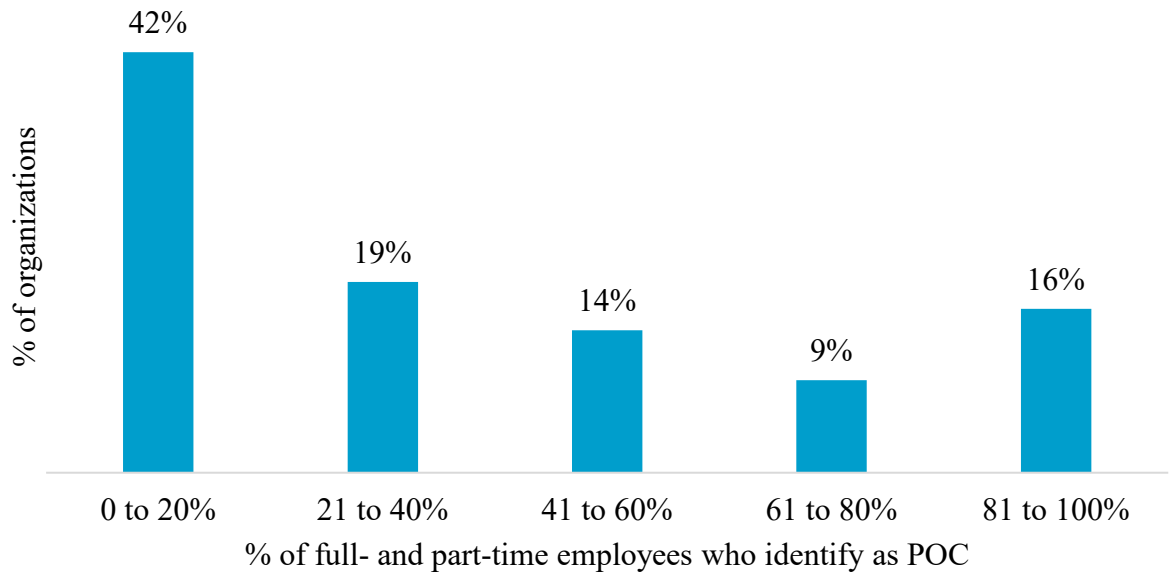
The "classic" CLT model has four key features: nonprofit incorporation, tripartite board structure, corporate community membership, and land in trust/ground leased. We identified the number of responding organizations that had these four features of a "classic" CLT. Based on the data collected in the survey, we loosened the board structure requirements by including CLTs where at least 1/3 of board members are residents/lessees (as opposed to the traditional definition, where exactly 1/3 are residents/lessees). Out of the 155 responding organizations that have valid data for all these features, there are 47 CLTs (30%) that meet the "classic" CLT definition.

Racial Equity & Inclusion

Organizations were asked how many of their full-time or part-time employees are people of color (POC). POC includes persons who identify as American Indian/Alaskan Native, Asian, Black/African American, Hawaiian Native or Pacific Islander, Hispanic/Latino/Spanish Origin, Indigenous, or as more than one race.

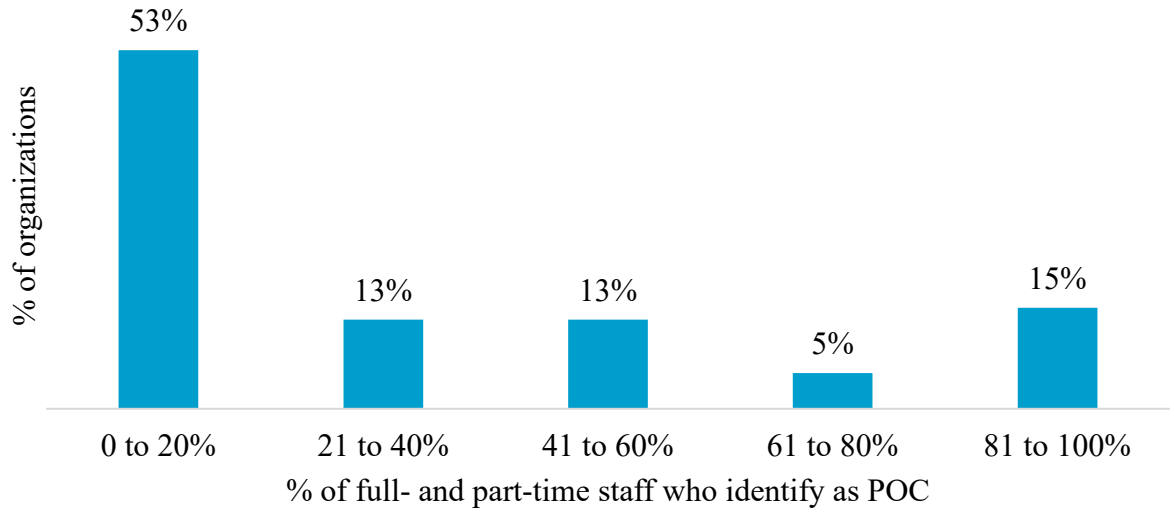
The proportion of employees who are POC varies widely among responding organizations, from 0% to 100%, with an average of 37% and a median of 30% (n = 141). POC make up 32.5% of the total employees accounted for in this portion of the survey (613 of 1,872 total). Twenty-nine percent of respondents reported having no POC employees, while 13% reported having only POC employees. In Figure 14, total employee counts are weighted with part-time employees counted as 0.5.

Figure 14. Share of Organizations by Percentage of Organizational Employees Who are People of Color (n = 141)



Respondents were asked the same set of questions about the staff that manage their shared equity programs. The average percentage of shared equity staff identifying as POC is 31% (median 17%). Figure 15 shows the share of organizations by level of representation in shared equity staff who are POC.

Figure 15. Share of Organizations by Percentage of Shared Equity Employees Who are People of Color (n = 114)



The chart below (Figure 16) shows the average share of organizational employees identifying as POC vs. white in each of the three job types: executive/C-suite leaders, senior management, and other staff. The share of POC employees is lower in management roles in the sector, accounting for 24% of executive/C-suite leaders and 29% of non-executive senior management, while accounting for 35% of other roles.

When asked if their top administrator (e.g., Executive Director or CEO) is a POC, 26% of organizations responded “yes” (n = 141).

Figure 16. Average Share of People of Color vs. White Employees by Job Type (n = 141)

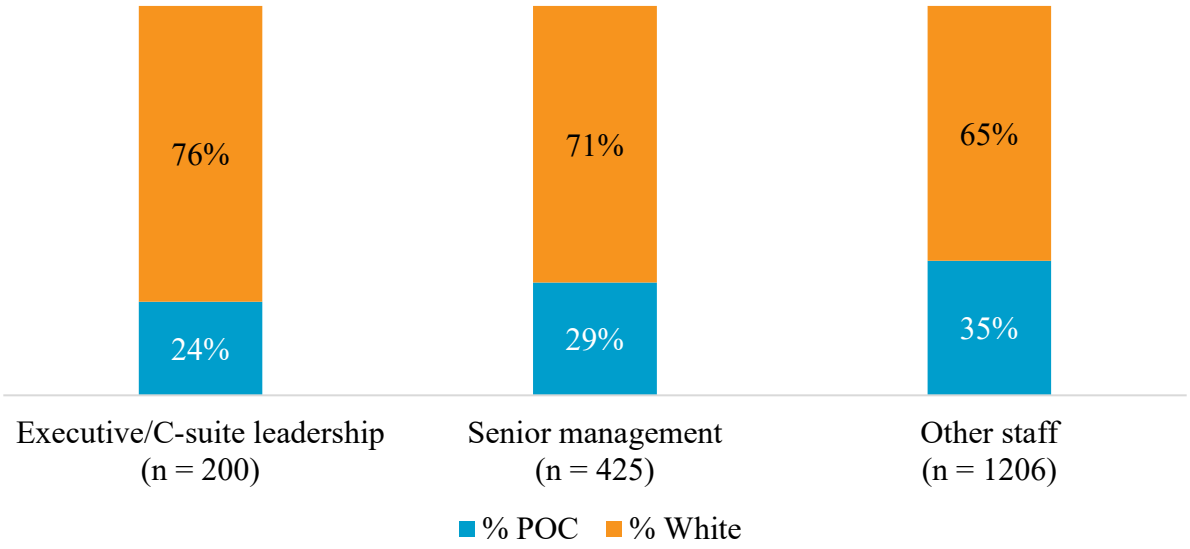
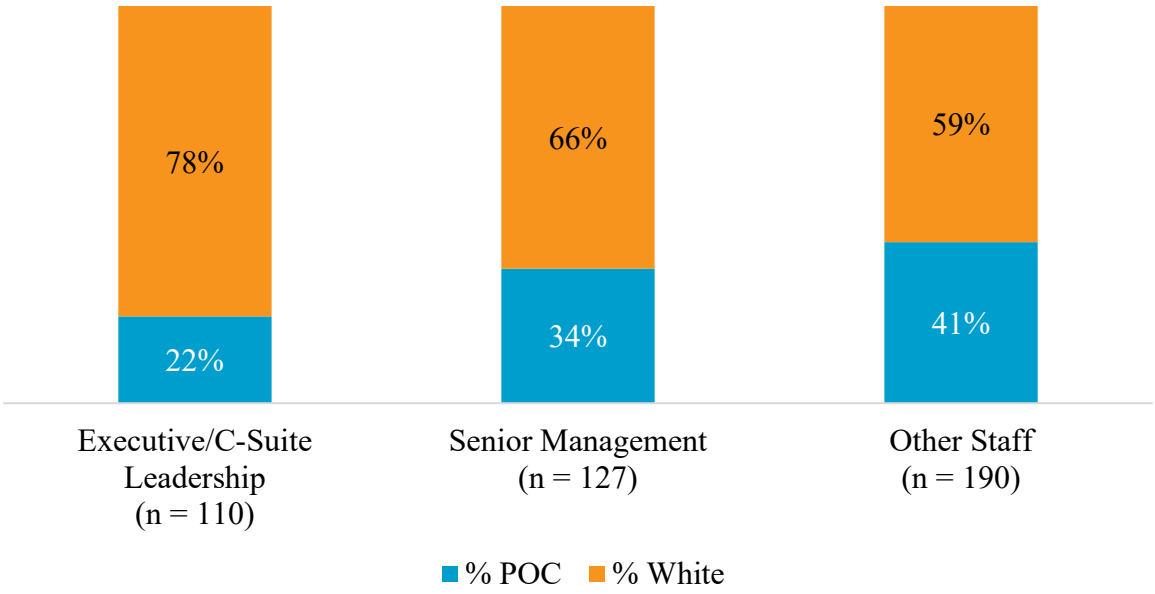


Figure 17 shows the average share of shared equity staff identifying as POC vs. white by job type. The trends for shared equity staff are similar to the entire organizational staff, however the percentages of senior management and other shared equity staff identifying as POC are slightly higher than the organizational share, and slightly lower for executive/C-suite roles.

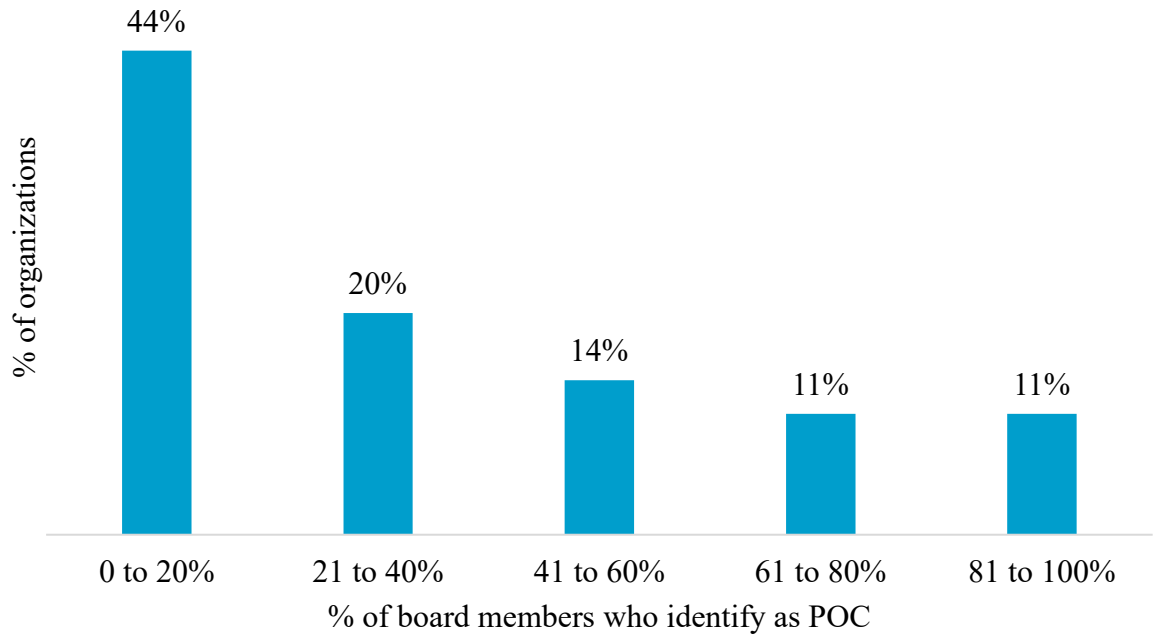
Figure 17. Average Share of People of Color vs. White Shared Equity Staff by Job Type



The average percentage of board seats filled by POC is 35%, with a median of 25% and a range of 0% to 100% (n = 165). POC make up 32% of the total board positions accounted for in the

census. Twenty-two percent of respondents reported having no POC board members, while 5% reported having only POC board members.

Figure 18. Share of Organizations by Percentage of Board Members Who are People of Color (n = 165)



Organizations that have a membership were asked what percentage of their members are POC. Only 30 organizations provided a response to this question, indicating that this information may not be collected by many organizations or may not be readily available or shareable/disclosable. The percentage of the total organizational membership that are POC ranged from 0% to 100%, with an average of 52% and a median of 50%.

Responding organizations were asked two additional questions to understand how racial justice is formally incorporated into organizational priorities. The charts below show responses to these questions. Fifty-eight percent responded that their organization prioritizes racial equity or justice for BIPOC above economic equity or justice across all races. And 41% of organizations reported explicitly addressing racial justice or racial equity in their bylaws, mission statements, or formal policies. Over a quarter (28%) responded “not yet” to this question, indicating that they may be contemplating adapting their bylaws, mission statements, or policies to incorporate racial justice or equity.

Figure 19. Response to "Does your organization prioritize racial equity or justice for Black, Indigenous, and/or other People of Color above economic equity or justice across all races?" (n = 159)

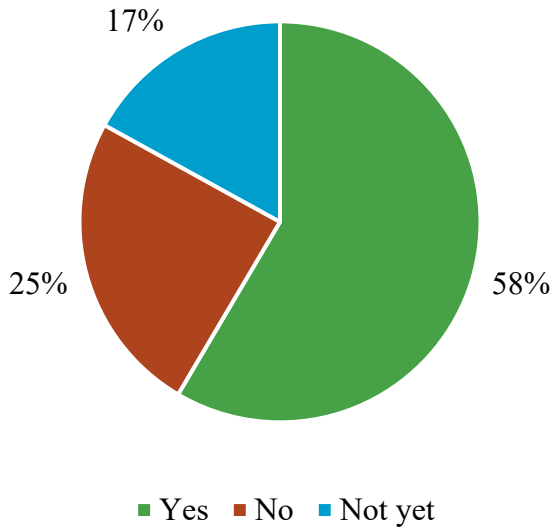
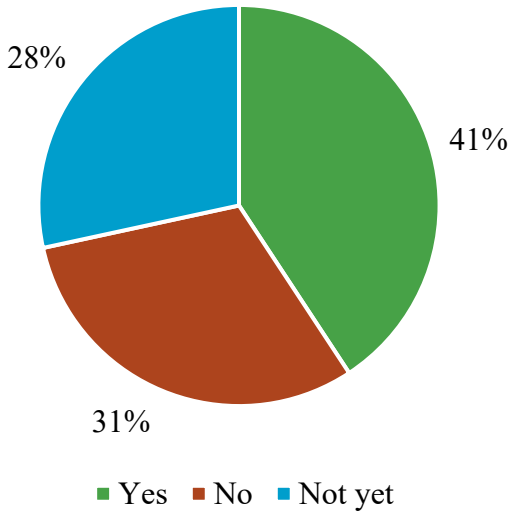


Figure 20. Response to "Does your organization explicitly address advancing "racial equity" or "racial justice" in its bylaws, mission statement, or formal policies?" (n = 162)

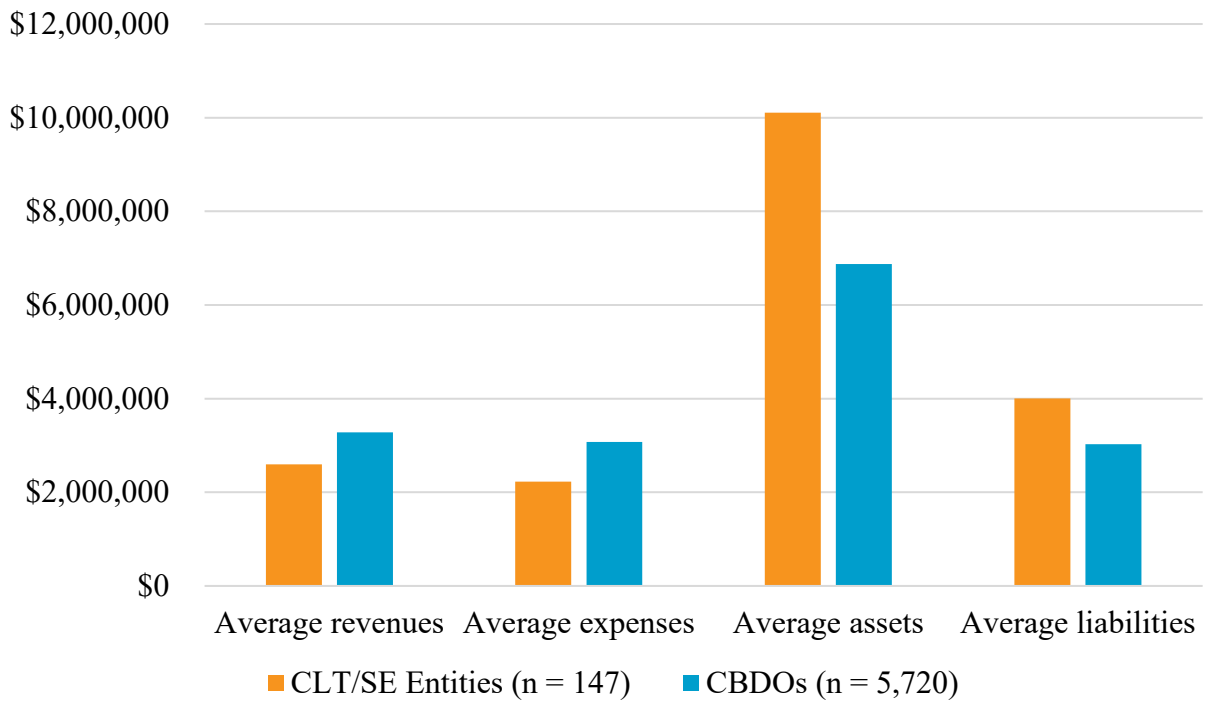


Financial Health

Assessing the financial health of CLT/SE entities sheds light on the field's sustainability and scalability. In this subsection we analyze the 2018 financial characteristics of 147 CLTs compared with 5,720 community-based development organizations (CBDOs) across the nation.

The financial data was provided by the National Alliance of Community Economic Development Associations (NACEDA), who worked partnership with the Urban Institute to study the financial health, production, programs, and services of CBDOs throughout the United States. CBDOs are a community-driven response to systematic public and private disinvestment, created to support local housing and economic development and reinvest in community priorities. On average, CLT/SE entities' revenues were about $682,000 lower and expenses were about $851,000 lower than CBDOs (Figure 21). These two measures indicate that the annual income and expenses of CLT/SE entities are lower than those of CBDOs. In contrast, CLT/SE entities on average held about $3,235,000 more in assets and about $982,000 more in liabilities than CBDOs. While this difference reflects the comparatively greater focus on real property assets by CLT/SE entities, the implied difference in net asset position (see below) may also indicate that CLT/SE entities have a stronger net equity position, which may enable greater future organizational development.

Figure 21. Basic Financial Characteristics in 2018, CLT/SE Entities vs. CBDOs



Sources: For CLT/SE entities – Authors' analysis of IRS 990 data; for CBDOs - derived from Lo et al. (2022).

Donations – including government grants – are a key source of income for both CLT/SE entities and CBDOs. While the average donated and contributed income for CLT/SE entities (about $1,376,000) was $370,000 less than for CBDOs (largely because of CLT/SE entities' lower revenue overall), 55% of CLT/SE entities reported donated income in 2018 as part of their revenue (slightly higher than CBDOs' 50%) and 54% of CLT/SE entities reported receiving governments grants (slightly higher than CBDOs' 52%) (Table 6). In addition to donated and contributed income, earned income is an organization's program services revenues. On average CLT/SE entities received as much earned income as CBDOs (about $827,000). Thirty-nine percent of CLT/SE entities reported earned income, less than CBDOs (45%).

The self-sufficiency ratio measures how much of an organization's expenses are covered by earned income. On average, the self-sufficiency ratio for CLT/SE entities is 0.36, on par with CBDOs (0.35). Net income measures the remaining income after all expenses are paid. CLT/SE entities on average had substantially higher net income (about $320,000) than CBDOs (about $147,000).

Indeed, all three net income measures show that CLT/SE entities outperformed CBDOs with a smaller share of CLT/SE entities with negative net income (40% versus 47%), higher net income to total assets ratio (0.04 versus 0.01) and higher net income to total revenue ratio (0.12 versus -0.01, also known as "the margin"). In addition, CLT/SE entities on average had more cash on hand (about $1,599,000) than CBDOs (about $1,357,000) and a lower share of organizations with less than three months of cash on hand (15% versus 36%).

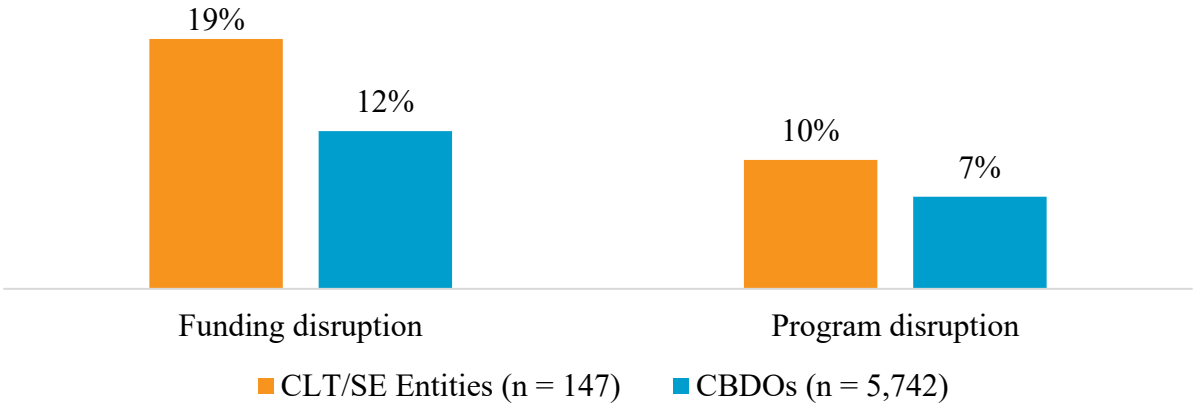
Table 6. Revenue, Net Income, and Cash on Hand in 2018, CLT/SE Entities vs. CBDOs

	CLT/SE Entities (N = 147)	CBDOs (N = 5,742)
Average donated and contributed income	$1,375,583	$1,745,612
Donation income share	55%	50%
Share of organizations reporting receiving government grants	54%	52%
Average earned income	$827,195	$826,602
Earned income share	39%	45%
Self-sufficiency ratio	0.36	0.35
Average net income	$320,287	$146,596
Share of organizations with negative net income	40%	47%
Net income to total assets ratio	0.04	0.01
Margin	0.12	-0.01
Average cash on hand	$1,599,372	$1,357,012
Share with less than 3 months of cash on hand	15%	36%

Sources: For CLT/SE entities – Authors' analysis of IRS 990 data; for CBDOs - derived from Lo et al. (2022).

However, a higher share of CLT/SE entities experienced funding flow shocks in 2018 compared to CBDOs, potentially indicating higher risk of financial instability (Figure 22). Specifically, 19% of CLT/SE entities experienced funding disruption – measured by a 25% or higher drop in revenues within 12 months – compared to 12% of CBDOs. Also, 10% of CLT/SE entities experienced program disruption – measured by a 25% or higher drop in expenses within 12 months, higher than the 7% of CBDOs.

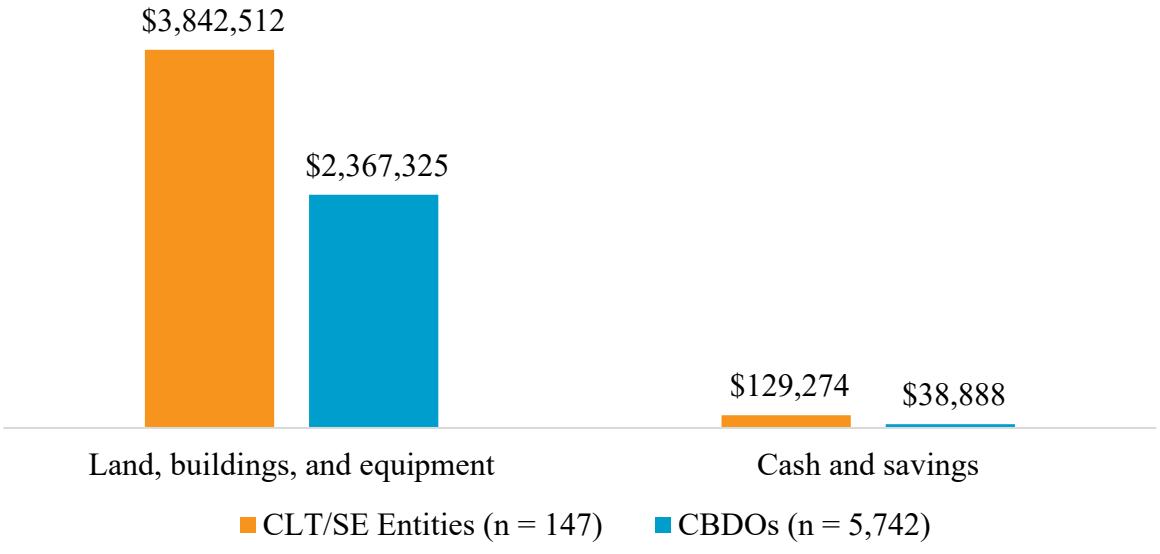
Figure 22. Share of Organizations Experiencing Funding Flow Shocks in 2018, CLT/SE Entities vs. CBDOs



Sources: For CLT/SE entities – Authors' analysis of IRS 990 data; for CBDOs - derived from Lo et al. (2022).

Net assets, which are measured by the total assets owned by an organization less any liabilities, are the equivalent of an organization's equity in all its assets. On average, CLT/SE entities had about $5,780,000 in net assets, substantially higher than CBDOs (about $3,460,000). The vast majority of the net assets consist of unrestricted net assets. On average, CLT/SE entities had about $4,438,000 in unrestricted net assets, substantially higher than CBDOs (about $2,854,000). Unrestricted net assets include real estate (land, buildings, and equipment) and cash and savings (Figure 23). For both types of unrestricted net assets, CLT/SE entities consistently had higher assets than CBDOs.

Figure 23. Unrestricted Net Asset Breakdowns in 2018, CLT/SE Entities vs. CBDOs



Sources: For CLT/SE entities - Author analysis of IRS 990 data; for CBDOs - derived from Lo et al. (2022).

CLT/SE entities have large asset portfolios in relation to their annual revenues, and the asset to revenue ratio of CLT/SE entities is higher than CBDOs (7 versus 4.85) (Table 7). The average 12-month change in total assets for CLT/SE entities was an increase of 26%, versus 18% growth for CBDOs. For CLT/SE entities, real estate (land, building, and equipment) was the key asset, with 45% of CLT/SE entities reporting assets in real estate. Cash was not a key part of CLT/SE entities' assets: reported cash and savings made up only 15% of CLT/SE entities' total assets compared to 23% for CBDOs. Current ratio is measured as an organization's short-term assets (e.g., cash and savings) divided by its short-term liabilities (e.g., traditional loans and grants). As indicated by the current ratio, relative to CBDOs, CLT/SE entities had higher levels of immediately accessible assets to cover short-term liabilities. Also, a smaller share of CLT/SE entities (relative to CBDOs) had unhealthy current ratio scores, where their short-term assets were insufficient to cover their short-term liabilities (i.e., their ratio was less than 1). The extent to which assets were leveraged was smaller in CLT/SE entities than CBDOs (0.06 versus 0.10). As a measure of traditional loans relative to unrestricted net assets, the debt-to-equity ratio shows that CLT/SE entities in general had decent levels of unrestricted assets to cover their loans. The debt-to-asset ratio, or DAR, indicates what share an organization's liabilities are of its total assets. CLT/SE entities on average had a debt-to-asset ratio of 0.39 compared to CBDO's 0.47. The endowment ratio shows what share of an organization's total assets are owned free and clear. CLT/SE entities on average had a higher endowment ratio than CBDOs (0.61 versus 0.53).

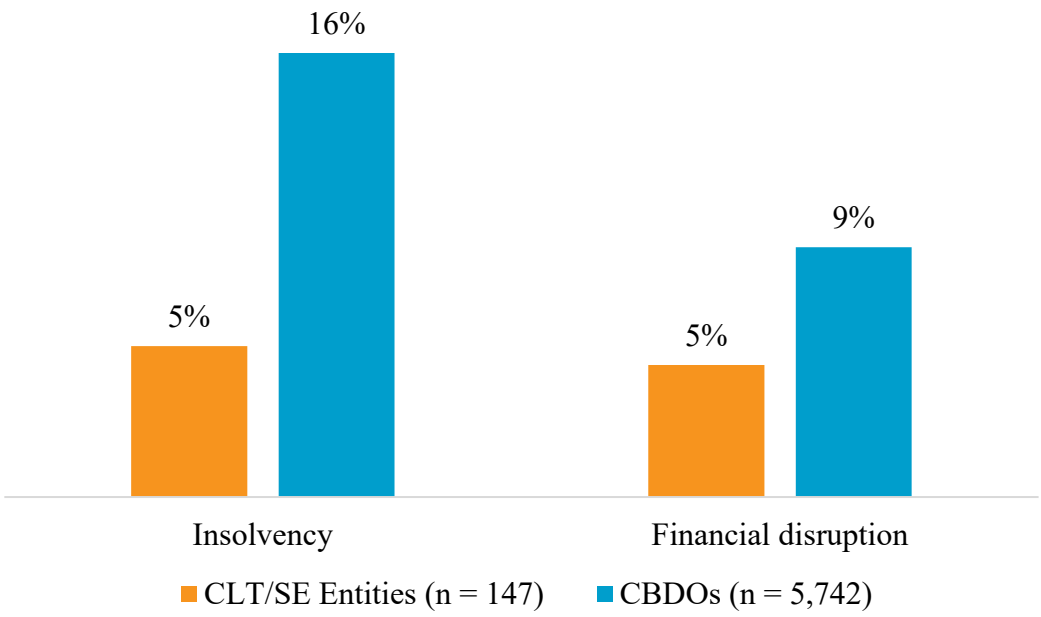
Table 7. Asset Measurement Breakdowns in 2018, CLT/SE Entities vs. CBDOs

	CLT/SE Entities (N = 147)	CBDOs (N = 5,742)
Asset creation		
Asset to revenue ratio	7	4.85
Average 12-month change in total assets	26%	18%
Asset types		
Share of total assets in cash	15%	23%
Share of total assets in land, building, and equipment	45%	41%
Asset liquidity		
Average current ratio	23.01	19.17
Share with current ratio <1	3%	9%
Asset leverage		
Debt to equity ratio	0.06	0.10
Average endowment ratio	0.61	0.53
Average debt to asset ratio	0.39	0.47

Sources: For CLT/SE entities – Authors' analysis of IRS 990 data; for CBDOs - derived from Lo et al. (2022).

Reflecting CLT/SE entities' asset and debt ratios, indicators of organizational financial distress were lower than for CBDOs. Only 5% of CLT/SE entities were insolvent (with liabilities that were more than their total assets), substantially lower than CBDOs (16%) (Figure 24). In addition, CLT/SE entities were less likely to experience financial disruption, which is measured as a destabilizing drop in net assets of 25% or more within 12 months.

Figure 24. Share of Organizations Experiencing Insolvency and Financial Disruption in 2018, CLT/SE Entities vs. CBDOs



Sources: For CLT/SE entities – Authors' analysis of IRS 990 data; for CBDOs - derived from Lo et al. (2022).

Shared Equity Homeownership Portfolio[15]

Resale Control: Legal Documents

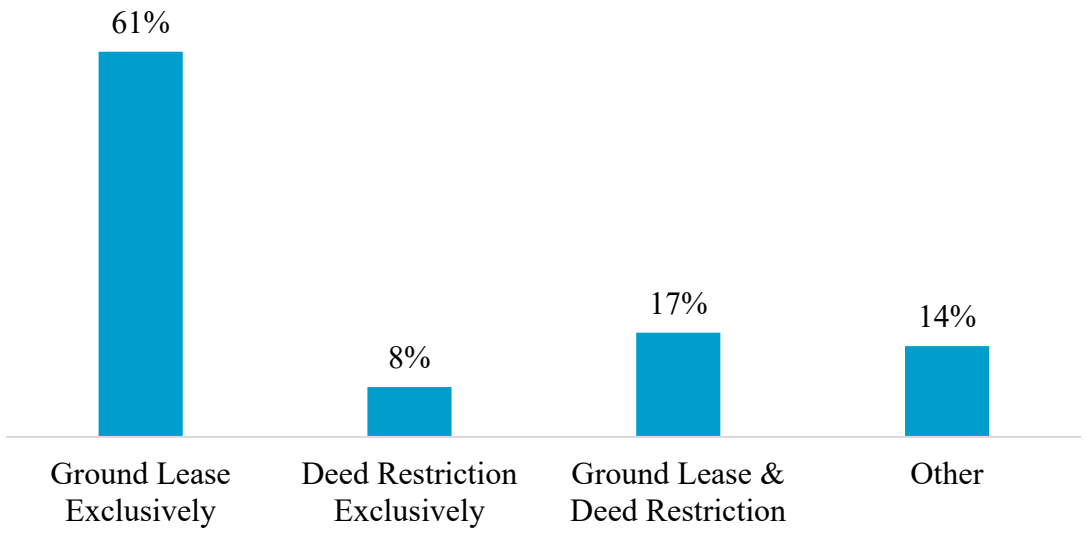
CLT/SE entities may utilize different legal mechanisms – including grounded lease and deed-restricted covenant – to impose restrictions on the property related to use and occupancy, resale restrictions, and more. Some funding and financing sources as well as state laws may require programs to use deed restrictions instead of ground leases, and some may require that a deed restriction is recorded in addition to a ground lease. Therefore, the survey asked responding organizations to identify all the legal documents used to restrict resales within their shared equity portfolio and the percentage of their portfolio that is restricted by each type of legal document.

There were significant variations in responses, with some organizations using different legal documents for different parts of their shared equity portfolio (generally because of requirements attached to project funding sources), and some organizations using more than one legal document to restrict resales on the same shared equity unit.

[15] Refer to the Methodology section of this report for a definition of shared equity homeownership used in this study.

Figure 25 shows the share of organizations by legal document type for shared equity units. Only organizations that answered the legal document question in full were included in this analysis (n = 139). The majority of respondents (61%) used a ground lease exclusively for their entire shared equity portfolio. Eight percent of respondents used a deed-restricted covenant exclusively. Seventeen percent of respondents (n = 23) use either ground leases or deed-restricted covenants within their shared equity portfolio. Organizations in the "other" category (n = 20, or 14%) include those that use subordinate loan, multiple combinations of legal document types across portfolio, and multiple combinations of legal document types for any given shared equity unit within the portfolio.

Figure 25. Share of Organizations by Legal Document Type (n = 139)



Note: "Ground lease exclusively" refers to organizations that use a ground lease to restrict resale for all units in their portfolio. "Deed restriction exclusively" refers to organizations that use a deed-restricted covenant to restrict resale for all units in their portfolio. "Ground lease & deed restriction" refers to organizations that use either a ground lease or a deed-restricted covenant throughout their portfolio to restrict resale. "Other" includes subordinate loan, multiple combinations of legal document types across portfolio, and multiple combinations of legal document types for any shared equity unit in the portfolio.

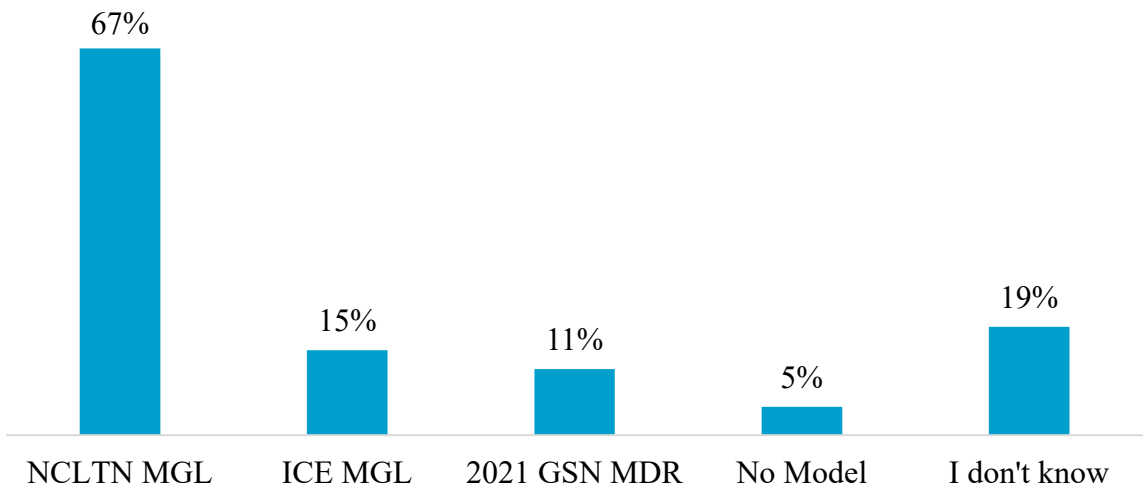
Resale Control: Model Documents

Two current legal documents are readily available for shared equity programs to utilize as a template for their program's legal mechanism: The 2011 National Community Land Trust Network Model Ground Lease (NCLTN MGL) and the 2021 Grounded Solutions Network Model Deed Restriction (GSN MDR). Additionally, the Institute for Community Economics had previously designed a model ground lease (i.e., the ICE MGL), which was updated with best practices in the NCLTN MGL. While these model documents are meant to be tailored to each program's unique characteristics and goals, they also aim to enable standardization in the field and provide organizations with appropriate language and best practices to help set their program up for success as they navigate the complex nature of legal mechanisms and mortgage financing for shared equity homes.

All three model documents have been reviewed by the Government Sponsored Enterprises (GSEs), enabling lenders to originate and sell mortgages on shared equity homes to the secondary market, which ultimately increases access to financing for homebuyers.

Respondents were asked which of the existing model documents they used as the basis for their program's legal mechanism, summarized in Figure 26. Two in three responding organizations used NCLTN MGL. As expected, since the GSN MDR is so new, only fourteen responding organizations reported it as the primary legal document.

Figure 26. Share of Organizations by Model Documents Used (n = 123)



Notes: NCLTN MGL – National Community Land Trust Network Model Ground Lease; ICE MGL – Institute for Community Economics Model Ground Lease; 2021 GSN MDR – Grounded Solutions Network Model Deed Restriction.

Resale Control: Affordability Terms

Legal documents for shared equity homes include a clause that stipulates a term limit for the contract. This clause determines the document's term of enforceability and, as a result, the term of affordability. Both model ground lease and model deed restriction recommend a 99-year term by default. However, some programs may need to adjust the length of this term due to state and local laws or funder requirements. For instance, some states have rules against perpetuities, which are interpreted to only permit deed restrictions terms up to 30 years. In these instances, shared equity programs ensure affordability lasts by maintaining things like preemptive purchase options or renewing the restrictions for a second 30-year term. The model documents also recommend that this term limit restarts upon resale to preserve the affordability of the home as it changes hands over time.

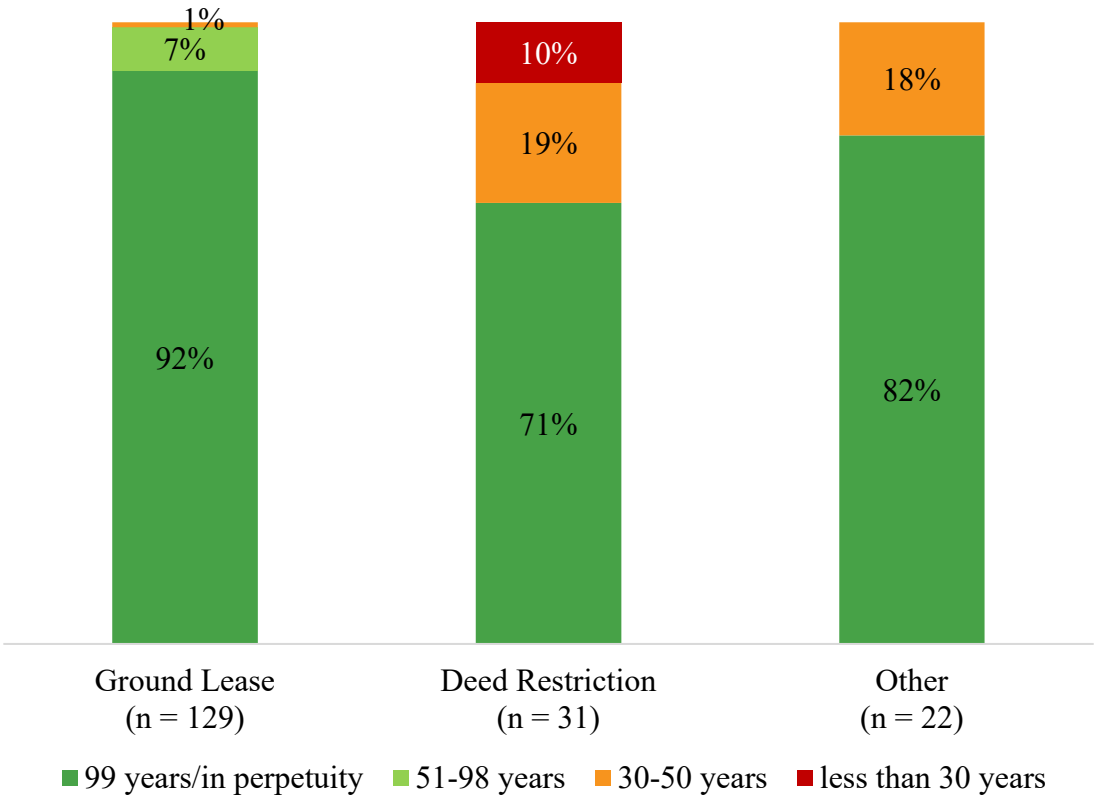
Respondents were asked to indicate the affordability term stipulated in each type of legal document used for their shared equity programs. Figure 27 shows the affordability terms for ground leases, deed restricted covenants, and other types of legal documents indicated above. Overwhelmingly, programs opt to keep their shared equity portfolios affordable for the long

term, with 83% of programs reporting affordability terms lasting 99 years or longer, while only 2% have affordability terms of less than 30 years (n = 192).

When asked if the affordability term restarts upon resale of the unit, 83% said this was true for ground leases (n = 53), 85% said this was true for deed restricted covenants (n = 13), and 56% said this was true for other types of legal documents (n = 9).

For all legal document types, ten respondents reported that they have varied affordability terms across their portfolio. Some of these variations are due to differing requirements and regulations imposed by funders and local ordinances. The majority of these varied responses still indicate affordability terms of 30 years or more.

Figure 27. Share of Organizations by Affordability Term Range for Each Legal Document Type



Resale Control: Resale Formula

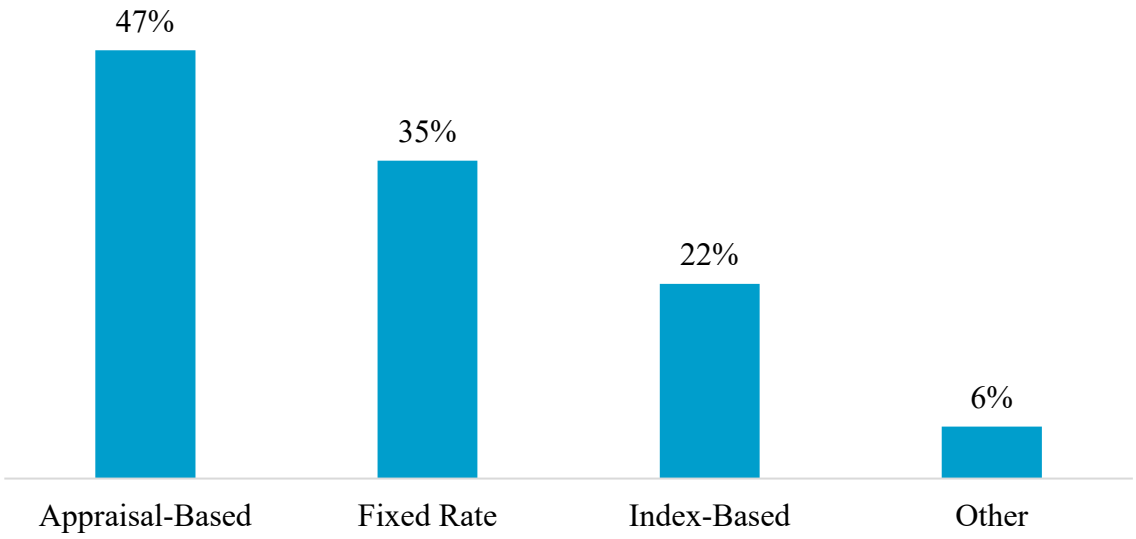
Resale formulas are used to determine the maximum price at which a shared equity home can be resold, providing an opportunity for the homeowner to benefit from some portion of the home's appreciation while still remaining affordable to households at the program's target income levels. Three standard formulas are often used to calculate an appropriate increase to the homeowner's initial affordable purchase price: appraisal-based, fixed-rate, and index-based.

The appraisal-based formula calculates the resale price using a percentage of the increase in market value since the home's purchase. The fixed-rate formula calculates the resale price using a fixed annual percentage increase of the home's affordable purchase price (which can compound annually). The index-based formula uses the percent change in a particular index over time.

As shown in Figure 28, nearly half of responding organizations use an appraisal-based formula, while index-based formulas are used least commonly. Eight responding organizations (6%) use more than one resale formula across their portfolios (n = 141).

In terms of "other" resale formula, some organizations employ a hybrid approach, using a combination of the three main resale formula types. In some cases, homeowners do not receive any equity beyond the original principal invested in the home. In other cases, the amount of equity received upon resale is determined by the number of years lived in the home. Some of these approaches remain complex and unclear due to the limited information provided.

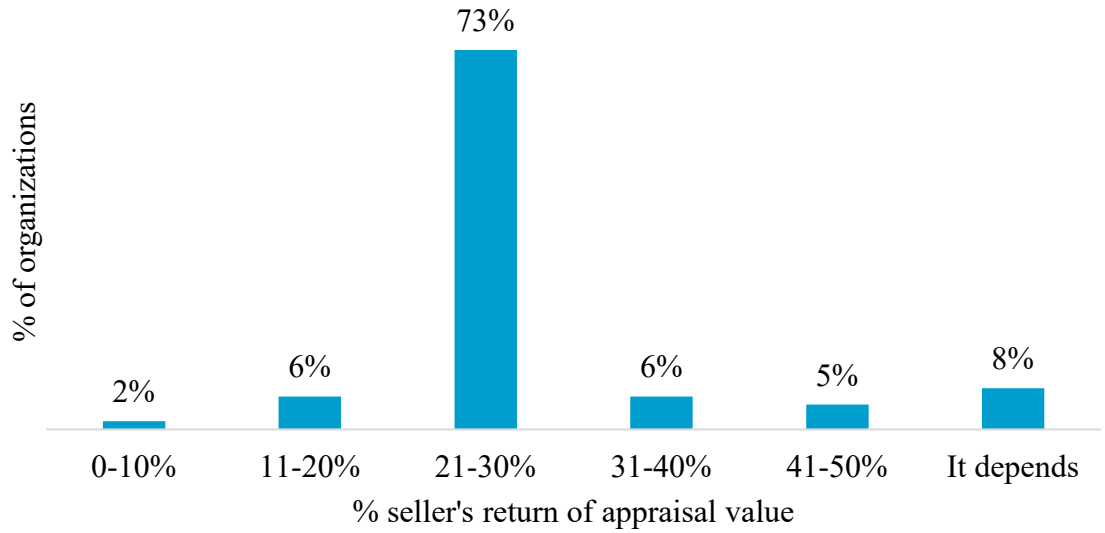
Figure 28. Share of Organizations by Type of Resale Formula (n = 141)



Those that use the index-based formula were asked which indices they use to determine the resale price (n = 28). Most (75%) use the area median income (AMI) index and 21% use the consumer price index (CPI). One respondent said they use both the AMI and CPI.

Those who reported using an appraisal-based formula were asked what percentage of the home's appraised value goes to the seller of the home upon resale (n = 63). The majority (62%) reported that 25% of the home's appreciation goes to the homeowner. Responses are summarized further in Figure 29. Most (70%) responding organizations indicated that this percentage is based upon the fair market value price, rather than the affordable purchase price.

Figure 29. Share of Organizations by Percentage of Seller's Return of Appraisal Value (n = 63)

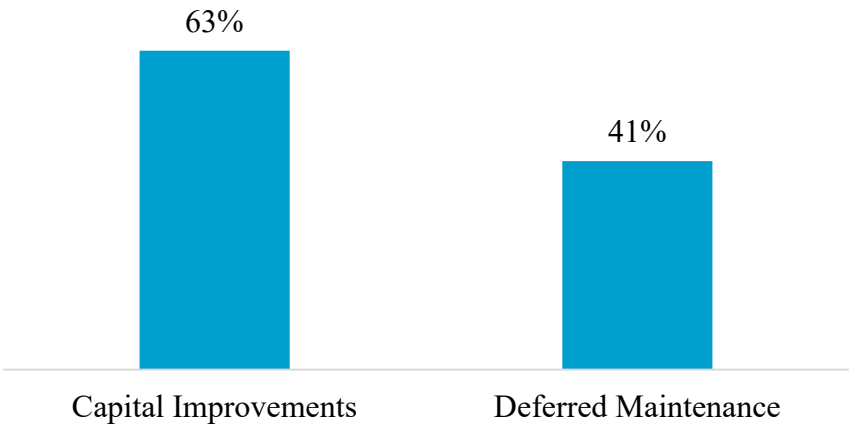


Those who use the fixed-rate formula were asked what percentage they use to determine the price (n = 43). Responses ranged from 0.5% to 3.0%. The average rate is 1.6% (median 1.5%) and the most commonly used rate is 1.5%. Sixty-seven percent of respondents said their fixed rates compound annually, which would increase the wealth accumulated for the homeowner.

Resale prices may be adjusted for a variety of factors, including credit for capital improvements conducted by the homeowner or a downward adjustment due to deferred maintenance. Providing capital improvements credits upon resale incentivizes the homeowner to maintain the property in good and updated conditions rather than postponing needed improvements, which may affect the marketability of the home upon resale or impose the costs of improvements on future homebuyers or the program. If homeowners do not maintain the home in relatively the same condition from when they bought it (beyond customary wear and tear), the program may make downwards adjustments on the resale price to cover some or all costs associated with addressing deferred maintenance.

Respondents were asked to indicate whether they made adjustments for capital improvements or deferred maintenance, shown in Figure 30. It is also worth noting that some respondents acknowledged conducting needed repairs themselves and increasing the purchase price for which they sell the home to the next lower income buyer.

Figure 30. Share of Organizations with Capital Improvement or Deferred Maintenance Adjustments (n = 123)



Resale Control: Buyout Option

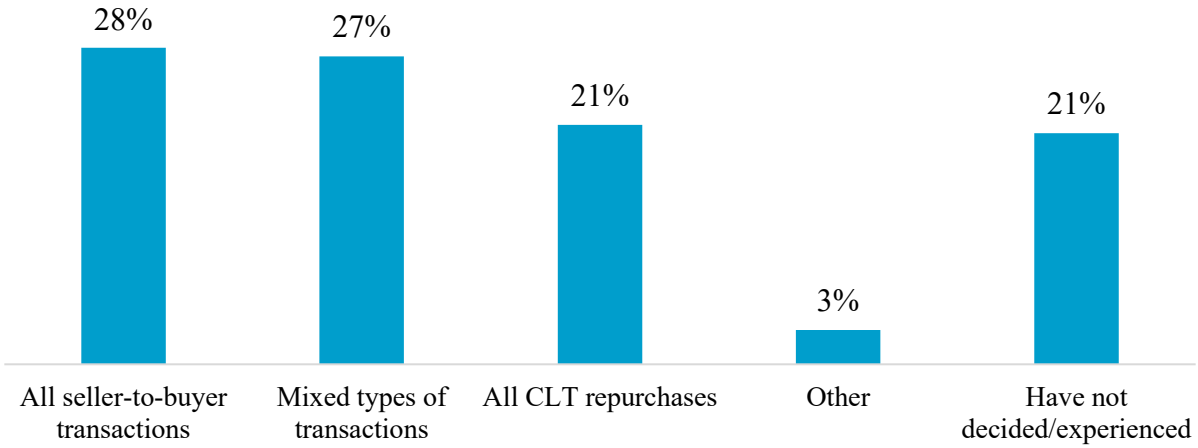
A small portion of responding organizations (6%, or n = 8) indicated that they offer a buyout option, giving homeowners the option to purchase the shared equity home at market rate and taking the home out of the shared equity portfolio. Five of these eight organizations are Habitat for Humanity affiliates. Two organizations explained that they offer a buyout option only if their organization or their affiliate ceases to exist. Two organizations offer a buyout option only after a certain length of time owning the home (10-30 years). Buyout options are not customary in shared equity homeownership models, as the aim is to keep homes permanently affordable. Hence, these programs are best conceived of as a variation on the shared equity model.

Resale Control: Resale Process

Shared equity programs have different methods for ensuring their homes are resold to qualified buyers. Some organizations choose to exercise a right of first refusal wherein the organization repurchases the home from the seller, re-enters the chain of title, and resells the home to an eligible buyer selected by the organization. Some organizations allow the homeowner to sell directly to an eligible buyer, with the organization overseeing the transaction. Other organizations allow either method.

Respondents were asked which of these methods their program follows when reselling its shared equity homes. Responses, summarized in Figure 31, were relatively even across resale methods. One organization explained that, while one of their resales was a direct seller-to-buyer transaction, another home was sold through a third party NeighborWorks organization.

Figure 31. Share of Organizations by Resale Process (n = 132)

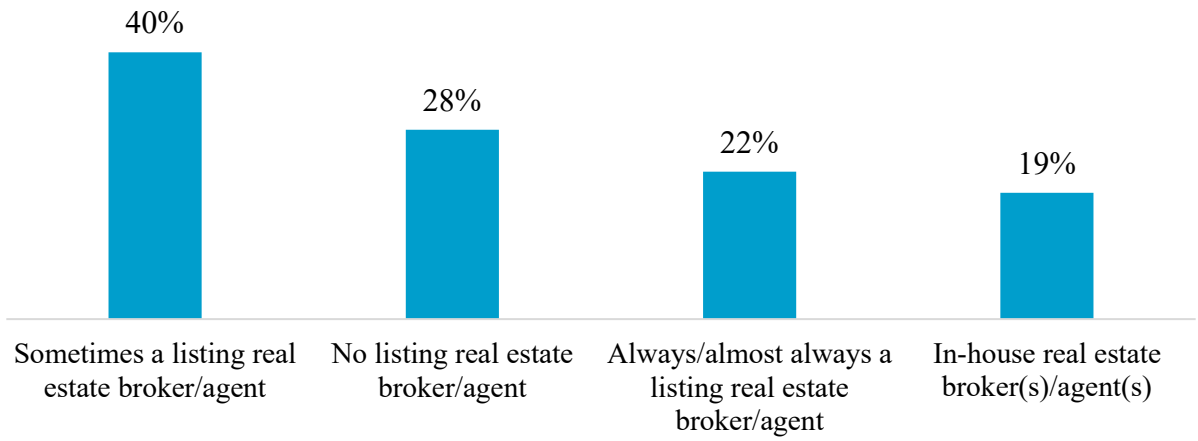


To protect the interest of both the buyer and the shared equity program, organizations may choose to require a third-party closing agent or attorney to review all associated legal documents with the buyer. Most responding programs (73%) require a third-party closing agent or attorney (n = 125). Of those (n = 96), most (82%) represent the homebuyer rather than the organization.

Real Estate Agents

Respondents were asked whether their organization works with real estate brokers or agents when listing sales and resales, summarized in Figure 32. Eighteen respondents out of 76 have an in-house real estate broker or agent, and ten respondents have not yet decided whether their program will include real estate brokers or agents during home sales. The reason that these are not mutually exclusive responses is that ten organizations have an in-house broker or agent and sometimes or always work with an external broker or agent.

Figure 32. Share of Organizations by Real Estate Broker/Agent Involvement during Sales and Resales (n = 76)



Home Rehabilitation

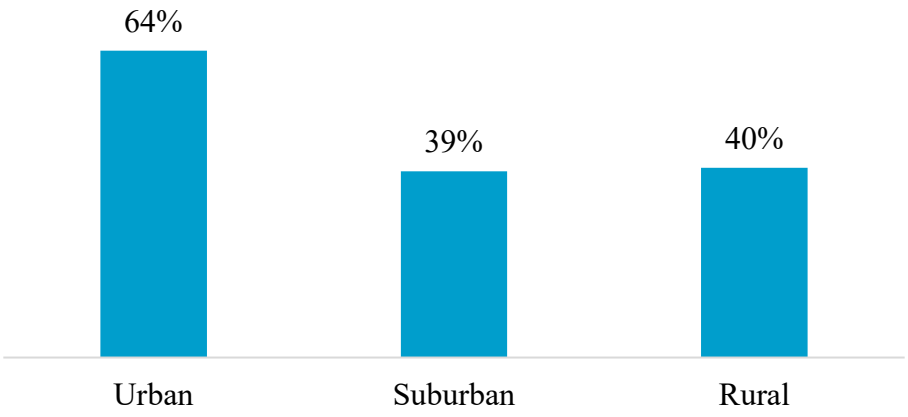
Often, shared equity programs need to use some of their resale revenue to fund additional rehabilitation ("rehab") of the home. About half (n = 33, or 49%) of 68 respondents said they only need about 10% or less of their resale revenue to fund additional rehab of their homes. However, one in five organizations (22%) needed 90% or more of their resale revenue to fund rehab.

Respondents were asked to report the average amount of funds invested in rehab of their shared equity homes at the time of resale. Responses ranged from $0 to $250,000 (n = 73). Twenty-nine percent of respondents said the amount varied across their portfolio. The average amount invested is about $15,400 (median $6,000), however the most common (34%) response was $0.

Shared Equity Program Characteristics: Service Area Type

Respondents were asked to identify any types of areas in which their shared equity homes are located, summarized in Figure 33. While the response options included "urban," "suburban," and "rural," it should be noted that they were not defined so respondents were subjectively answering this question. The majority of shared equity homes are located in urban areas, however 31% of respondents indicated that their program spans more than one type of area.

Figure 33. Share of Organizations by Type of Area Served (n = 131)



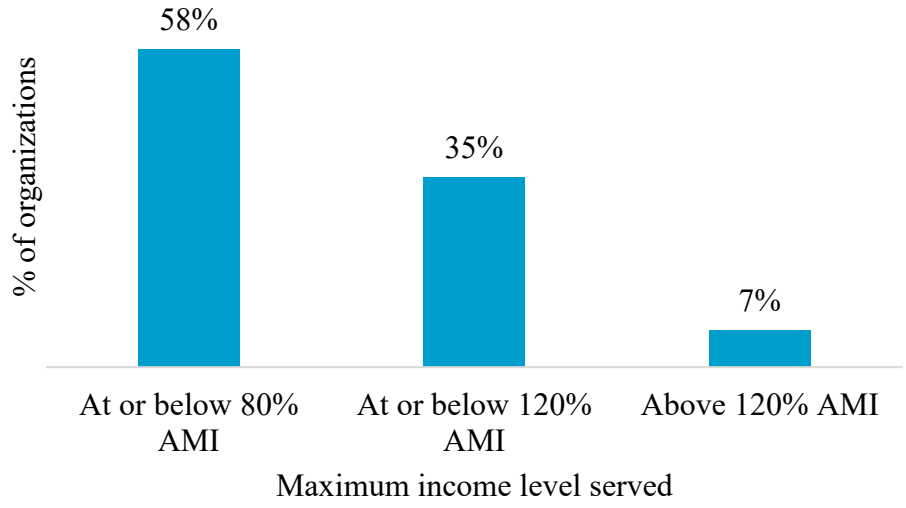
Shared Equity Program Characteristics: Income Restrictions

Income level is a key factor used to determine a prospective buyer's eligibility to purchase a shared equity home. Programs generally set income restrictions based on a maximum Area Median Income (AMI) adjusted for household size as determined by HUD adjusted for household size.

Figure 34 shows the share of organizations by the maximum AMI restriction for *any* shared equity home in their portfolio. Note that in many cases a portion (even a large portion) of an organization's portfolio may have a lower income restriction requirement.[16]

Of the 132 respondents, the majority (58%) reported that the maximum AMI level they restrict shared equity units to is at or below 80% AMI. Thirty-five percent of respondents reported that their maximum AMI restriction in their shared equity portfolio is at or below 120% AMI and only a small portion of respondents (7%) set their maximum income restrictions above 120% AMI.

Figure 34. Share of Organizations by Level of Income Restriction (n = 132)



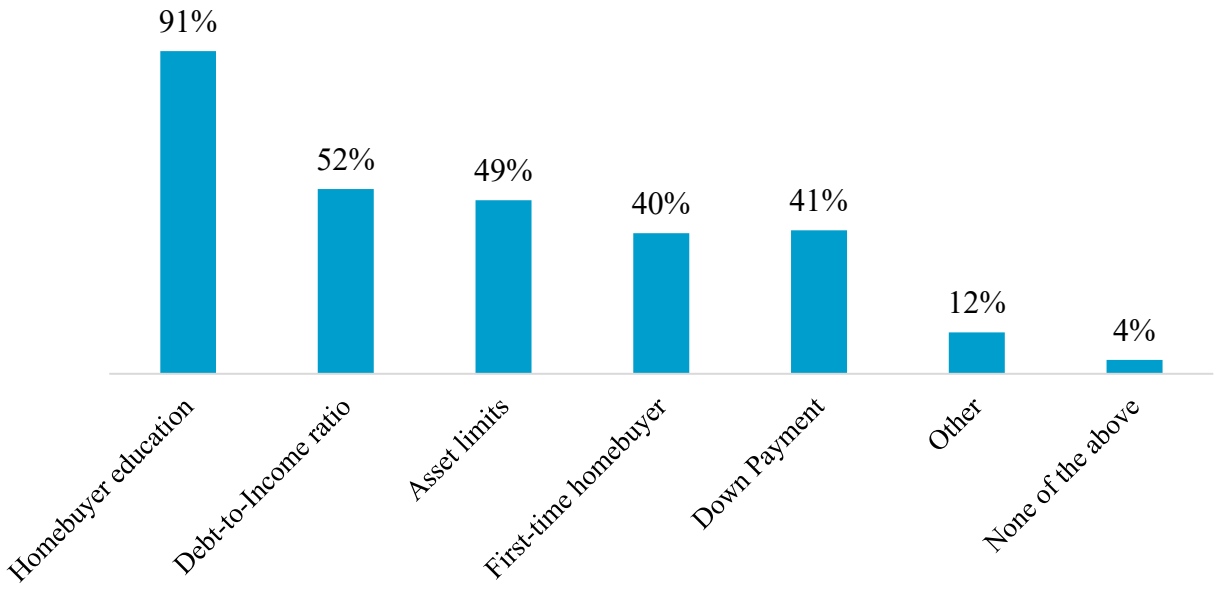
Shared Equity Program Characteristics: Buyer's Eligibility Requirements

In addition to income level, shared equity programs use a variety of other criteria to determine a buyer's eligibility to purchase a home, such as homebuyer education, debt-to-income ratio, asset limits, prior homeownership, and a minimum downpayment. Respondents were asked to select any of these criteria that are requirements for eligibility, shown in Figure 35. Nearly all programs (91%) require homebuyer education prior to purchasing a shared equity home, which typically includes orientation to the program's CLT model (refer to Figure 38 for the types of required homebuyer education).

Respondents also provided a variety of other eligibility criteria, such as mortgage readiness, housing cost burden, sweat equity, citizenship status, residence status, type of employment and location of employment.

[16] In the survey, respondents were asked how income restrictions applied to all or a part of their shared equity portfolio. For each income restriction level (e.g., at or below 80% AMI, at or below 120% AMI etc.), respondents provided the percentage of their portfolio for which that range applies.

Figure 35. Share of Organizations by Buyer's Eligibility Requirement (n = 128)



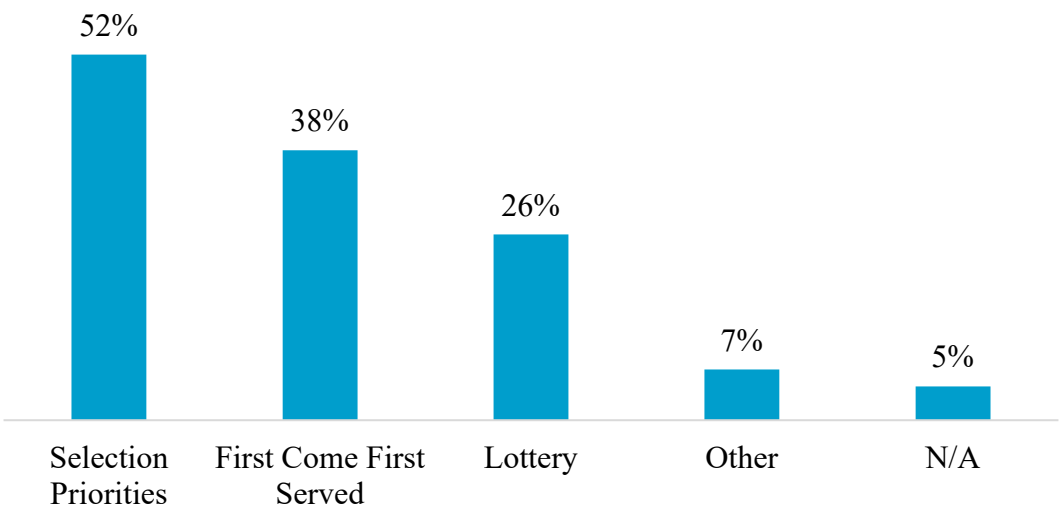
Respondents who require a minimum downpayment were asked to report the required minimum amount. Half of the responses were stated as percentages and half as flat dollar amounts (n = 44). Percentages range from 1-10% of the purchase price, averaging 3% (median 3%) (n = 22). Forty percent of 22 organizations only require 1-2% downpayment. Flat dollar amounts ranged from $500-$4,000, averaging about $1,300 (median $1,000) (n = 22).

Shared Equity Program Characteristics: Homebuyer Selection

Shared equity programs must develop certain procedures if there are multiple qualified buyers that want to purchase a home. Common procedures include implementing a set of selection priorities, selecting a buyer on a first-come first-served basis, or conducting a lottery. Respondents were asked to identify any of these procedures used by their program, shown in Figure 36.

One organization explained that, while they employ a first-come first-served procedure, prospective buyers must first show that they qualify for a mortgage. One organization noted that their selection priority procedure is blind, removing any identifying information associated with the prospective buyers.

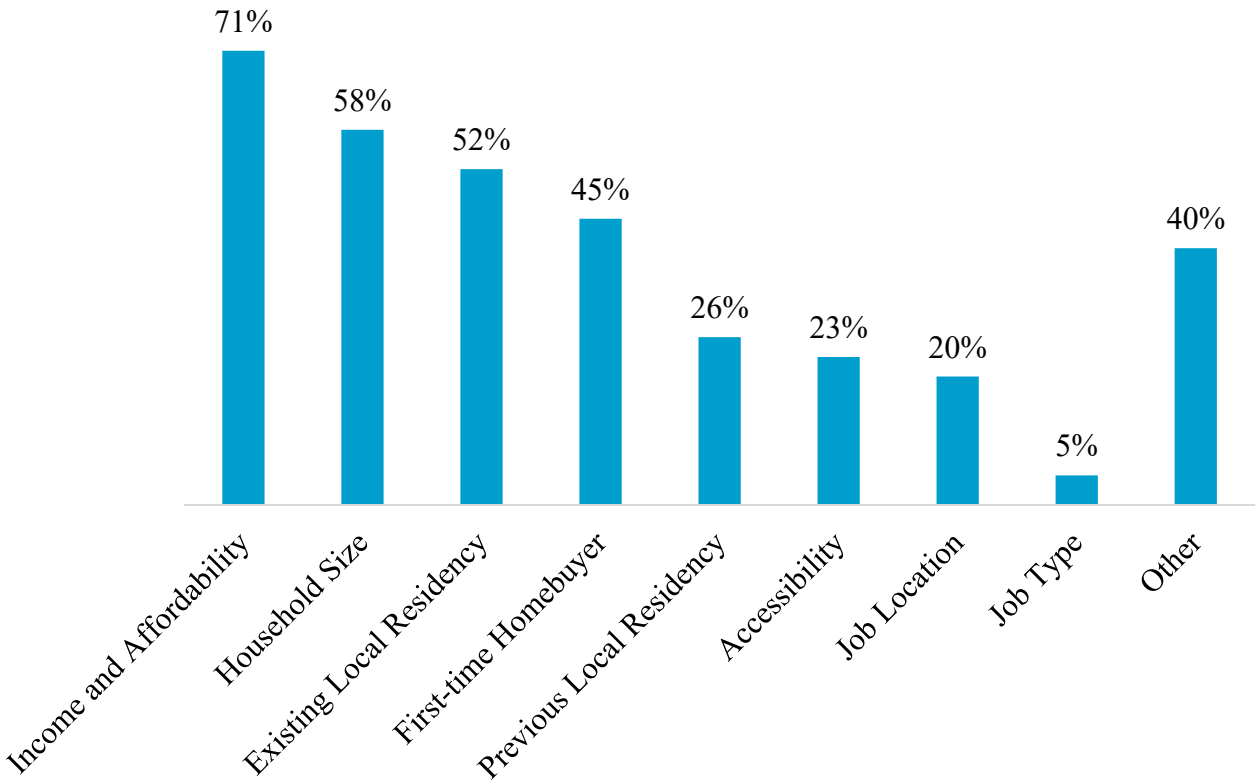
Figure 36. Share of Organizations by Homebuyer Selection Methods (n = 126)



Those who implement selection priorities (n = 65) were asked to identify the priorities they consider when selecting a homebuyer, summarized in Figure 37. The top four selection priorities are income and affordability (71%), household size (58%), existing local residency (52%), and first-time homebuyers (45%).

Respondents provided several other priorities that they use to select homebuyers, such as housing cost burden, disability status, displacement risk or risk of homelessness, previous applicants or time spent on the waiting list, mortgage readiness, racial identity (prioritizing BIPOC), community involvement, knowledge of the CLT model, housing choice voucher recipients, household type (e.g., single mothers). One organization explained that selection priorities are subject to a point system, where certain priorities are weighted more heavily than others in the selection process.

Figure 37. Share of Organizations by Type of Selection Priority (n = 65)

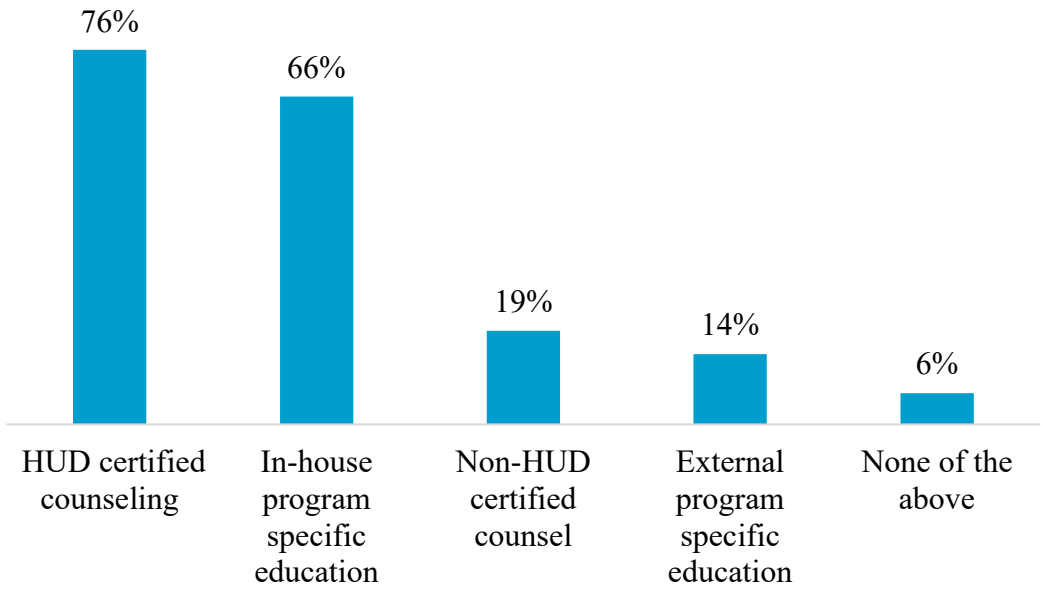


Note: The First-time Homebuyer category also includes the prioritization of first-generation homebuyers.

Shared Equity Program Characteristics: Homebuyer Education

Respondents were asked to indicate all types of homebuyer education that their program requires for their homebuyers, summarized in Figure 38. Ninety-four percent of organizations require some form of education or counseling (n = 127). The most common types that these organizations require are HUD-certified housing counseling (76%) and program-specific education provided in-house (66%).

Figure 38. Share of Organizations by Type of Required Homebuyer Education (n = 127)



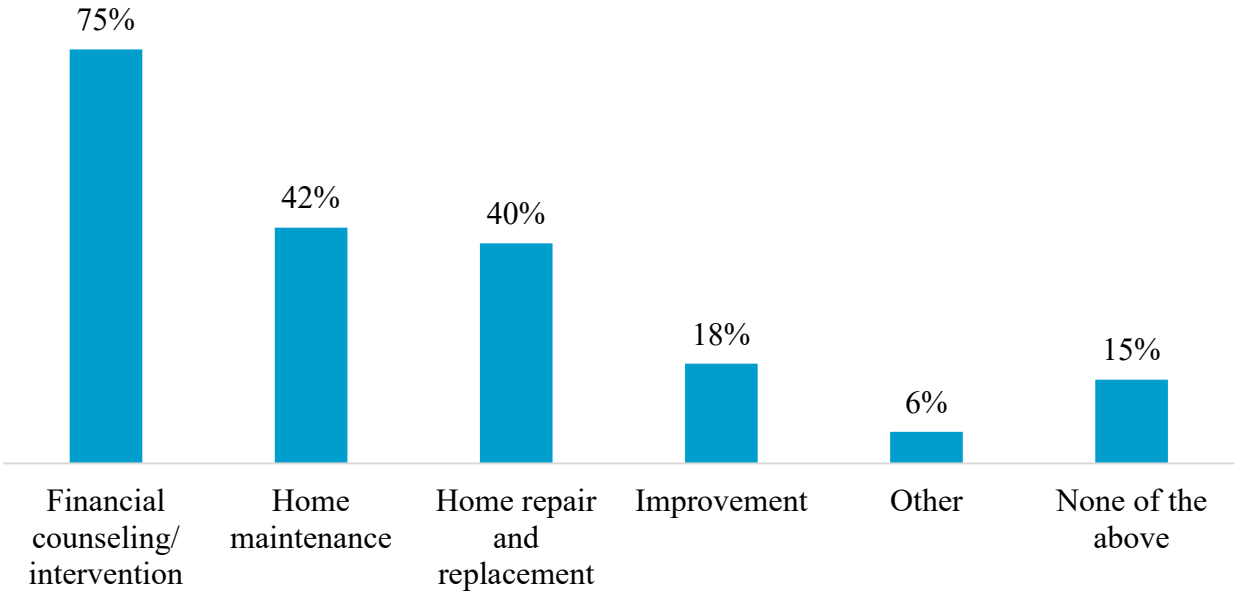
Post-Purchase Homeowner Support (Stewardship)

Shared equity programs most often play an important role beyond acquiring and selling homes to eligible buyers. Providing support to homeowners during their time of residency not only promotes the long-term financial health of the homeowner but also contributes to the program's long-term success and the quality and preservation of its housing portfolio.

Post-purchase support comes in many forms, including financial support, home maintenance, home repair, and home improvement. Respondents were asked to identify any types of support they provide to their homeowners, summarized in Figure 39. Eighty-five percent of responding organizations provide a wide range of post-purchase support including but not limited to financial support, home maintenance, home repair, and home improvement.

Respondents also indicated a variety of other types of post-purchase support, including education, investment support, and support for homeowner and condo associations.

Figure 39. Share of Organizations by Type of Post-Purchase Support (n = 106)



Note: Home maintenance is defined as Small things needed to be done to avoid the need for major efforts later on (e.g., replacing filters in a heating/water system, fixing a leaky faucet, clearing a clogged trap). Home repair and replacement is defined as major repairs or replacements.

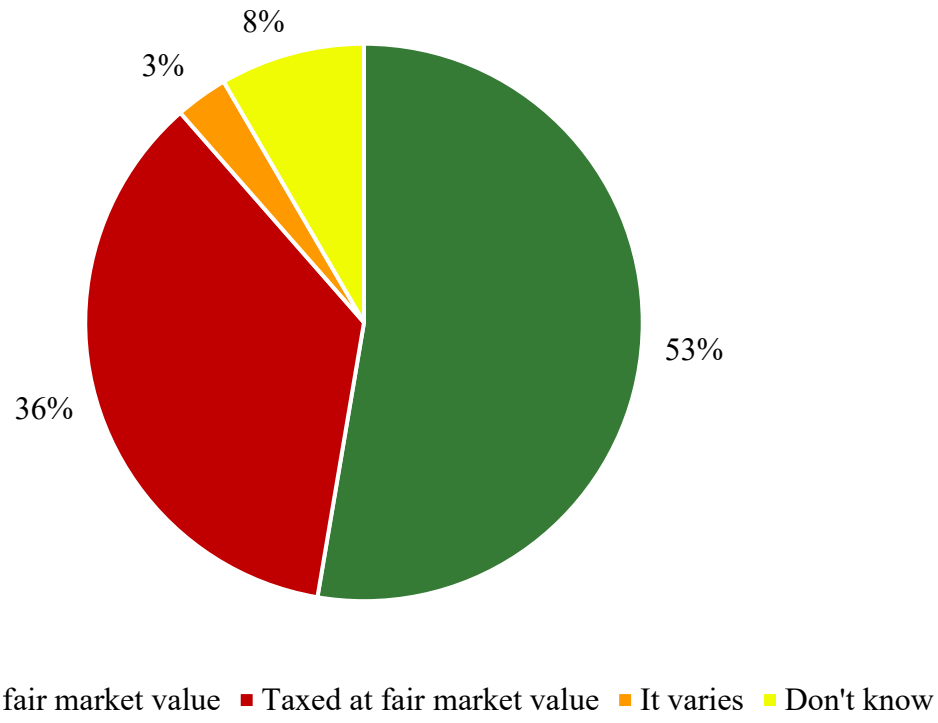
For those who provide maintenance or home repair and replacement support, the primary forms of support include maintaining a referral list or soliciting bids for repair/maintenance professionals and providing funding support. A few programs reported that they offer one-year warranties for maintenance and repairs. Some programs provide maintenance reminders or conduct walk-throughs to help identify issues needing work. One program provides training and workshops to help homeowners conduct basic maintenance and repairs on their own.
For those who provide home improvement support, the primary types of support include stewardship of their program requirements standards and funding support.

Taxation

Respondents were asked whether shared equity homes in their portfolios are taxed at or below the fair market value of the home, summarized in Figure 40. About half (53%) of respondents reported that their shared equity homes are taxed below the fair market value, while 11% of organizations either don't know or have varying tax rates throughout their portfolio.

The primary reason for varying tax rates within a single shared equity program is due to the geographic reach of their housing portfolio. Homes located in different municipalities are subject to different taxation policies for shared equity homes. One organization explained that while the state has issued guidance on tax rates for shared equity homes, not all municipalities follow those guidelines. One organization noted that the tax rate varies based on whether the home is subject to a ground lease or a deed restriction. One organization explained that, while the home is initially taxed at the fair market value, the rate can vary over time as the program and homeowner request tax adjustments.

Figure 40. Share of Organizations by Taxation Practice (n = 131)

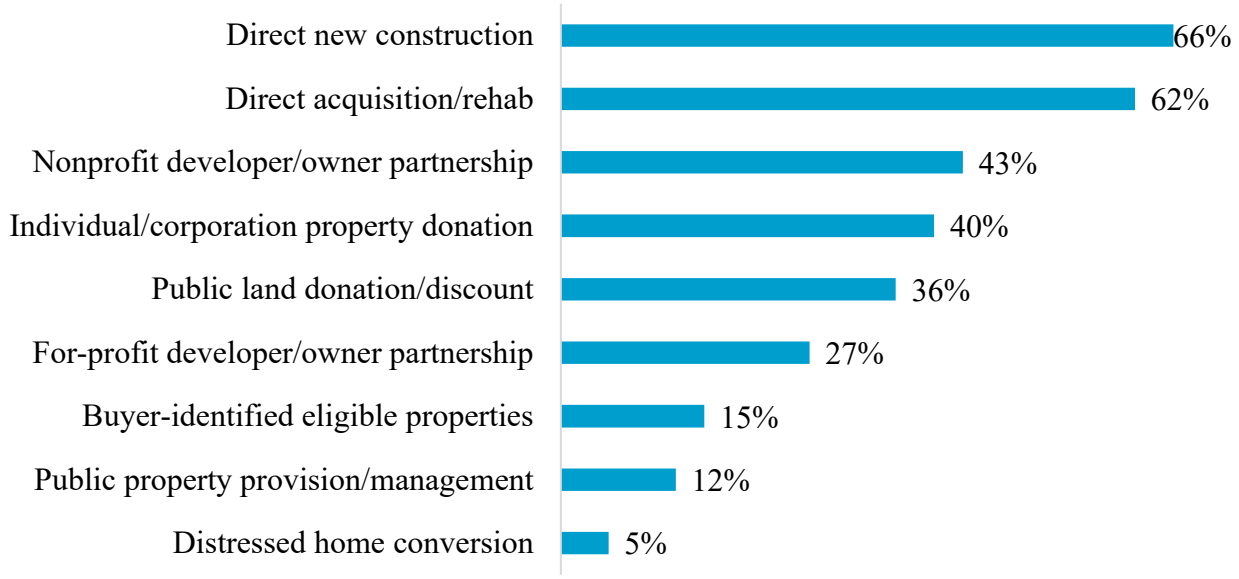


Home Acquisition: Property Acquisition Source

Figure 41 summarizes the share of organizations by the method of acquiring shared equity homes over the last five years. Most commonly, shared equity programs constructed new homes or directly acquired existing homes for rehabilitation.

For respondents that have partnered with nonprofit developers/owners on acquisition/rehab or new construction (n = 38), 54% reported that at least one shared equity unit was developed in partnership with Habitat for Humanity.

Figure 41. Share of Organizations by Property Acquisition Method in the Past 5 Years (n = 104)



Note: Public land donation/discount refers to discounted or donated land received from a land bank or government entity. Public property provision/management refers to homes received or managed for a state/municipal entity, such as inclusionary zoning units.

Shared Equity Program Creation

Respondents were asked three questions about the creation of their shared equity program: the year their shared equity program was established, the year their first shared equity home was acquired, and the year their first shared equity home was sold to an eligible buyer (n = 103).

About half (49%) of 103 responding organizations started their shared equity program in the same year that their organization was established. Meanwhile 20% of organizations established a shared equity program 10 years or more after the establishment of their organization, indicating that these entities realized over time the need to adopt lasting affordability. Five organizations started their shared equity program before their organization was officially formed.

Program creation was most active between 2000 and 2019. During these years, 69% of responding organizations created their shared equity program, 70% of organizations acquired their first property, and 63% sold their first shared equity home.

Respondents reported a range of 0-10 years to acquire their first home after establishing their shared equity program (n = 95). On average, it took just over one year (median =1). About two in five (42%) of respondents acquired their first home in less than a year. These results exclude 7 organizations that said they acquired their first home up to 4 years before establishing their shared equity program.

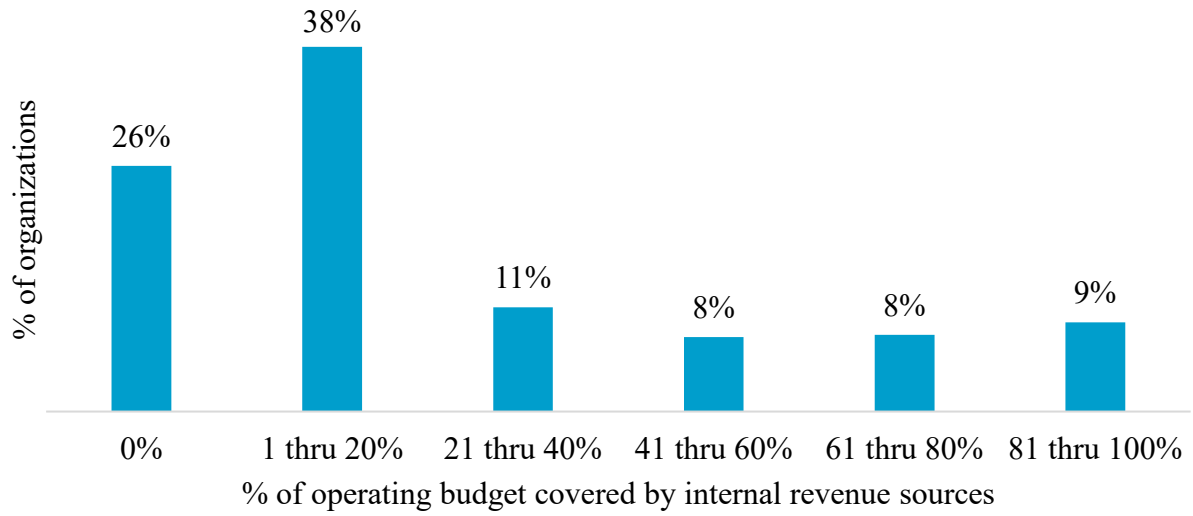
The time between acquiring the first shared equity home and making the first sale to an eligible buyer ranged from 0-21 years. On average, it took just over one year (median = 1). Nearly half (46%) of respondents sold their first home in less than a year (n = 98). These results exclude 3 organizations that have not yet sold a home. Their first homes were acquired in 2015, 2019, and 2020, respectively.

Roughly, the survey results indicate that it takes an average of about two years to establish a shared equity program and then acquire and sell a shared equity home.

Program Funding Source: Internal Funding Sources

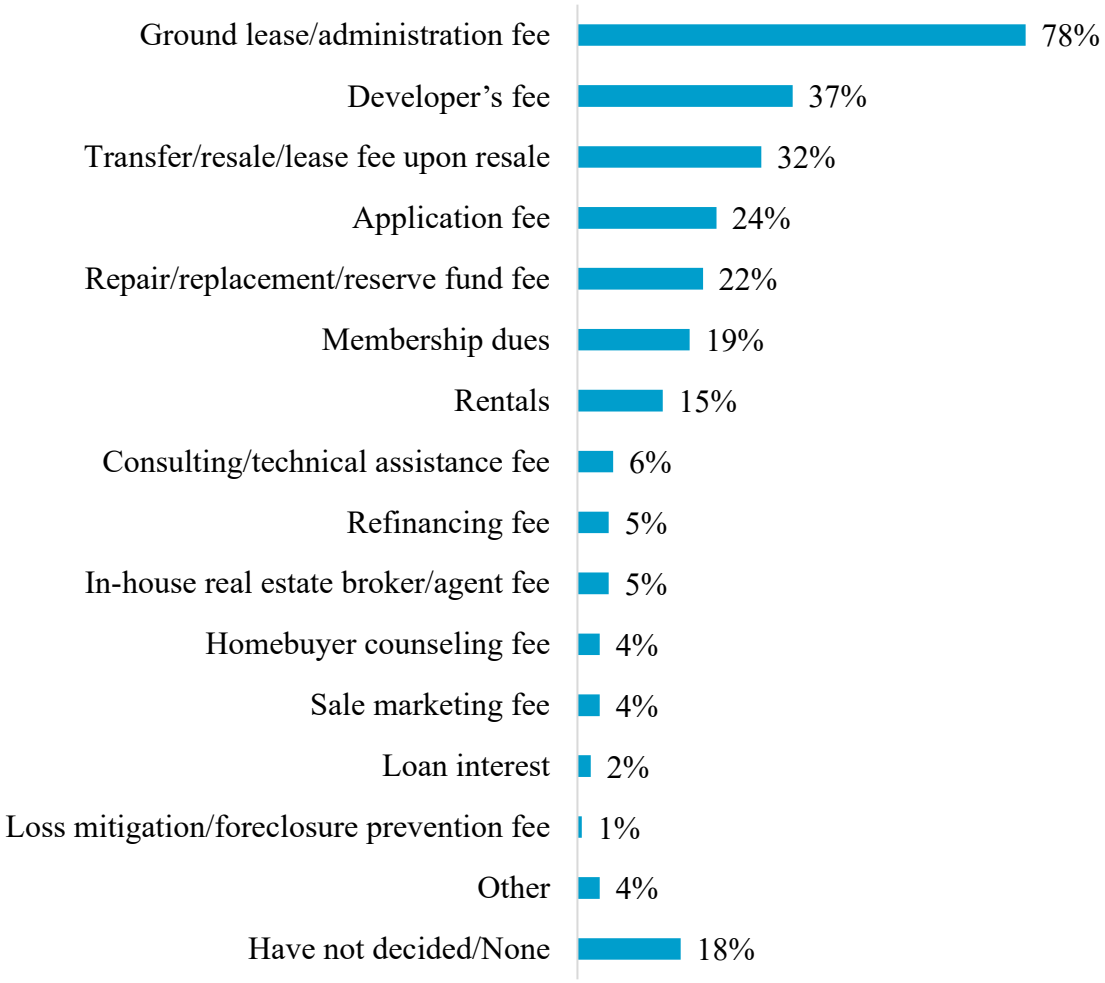
Respondents were asked what percentage of their operating budget for their shared equity portfolio was covered by internally generated sources of revenue in 2021, summarized in Figure 42. The majority (64%) of responding organizations only support 20% or less of their operating budget with internal revenue sources (n = 129).

Figure 42. Share of Organizations by Percentage of Operating Budget Covered by Internal Revenue Sources in 2021 (n = 129)



Respondents were then asked to identify what types of revenue are generated internally, summarized in Figure 43. The majority of organizations (78%) collect a ground lease or administration fee as one of their sources of revenue. Other sources are used far less commonly. For those that responded "other" types of internal revenue, one organization explained that they charge buyers of newly constructed homes a $2,500 contribution towards its stewardship fund, while every other property has $2,500 set aside by the board.

Figure 43. Share of Organizations by Type of Internal Revenue (n = 129)



Respondents reported a variety of methods for charging a ground lease or administration fee, ranging from approximately $5-$100 per month. Some are charged monthly, while others are annual fees. Some base their fees on the size and type of unit (e.g., condo or single-family home).

Respondents also reported an array of approaches for transfer or resale fees. Some are calculated as a percentage of the sales price, while some are calculated as a percentage of the appraisal value. Percentages range from approximately 1% to 6% but are most commonly set at 1% (average = 2.5%, median = 2%). Others charge a flat fee, ranging from approximately $500-$5,000. Some fees are paid by the buyer while others are paid by the seller. In one case, the buyer and seller each pay a fee.

Respondents reported a wide range of non-resident membership dues, including one-time, annual, or monthly fees. In some cases, members are only asked to donate what they can.

Twenty-two respondents reported repair and replacement fees ranging from $19-$90. In most cases (74%), the fee stays with the house upon resale (n = 27). In nearly all cases (96%), the fee is involuntary (n = 27).

More than half (58%) of respondents subsize their shared equity program's budget through other lines of business, such as rental income or administrative support from other grants (n = 129).

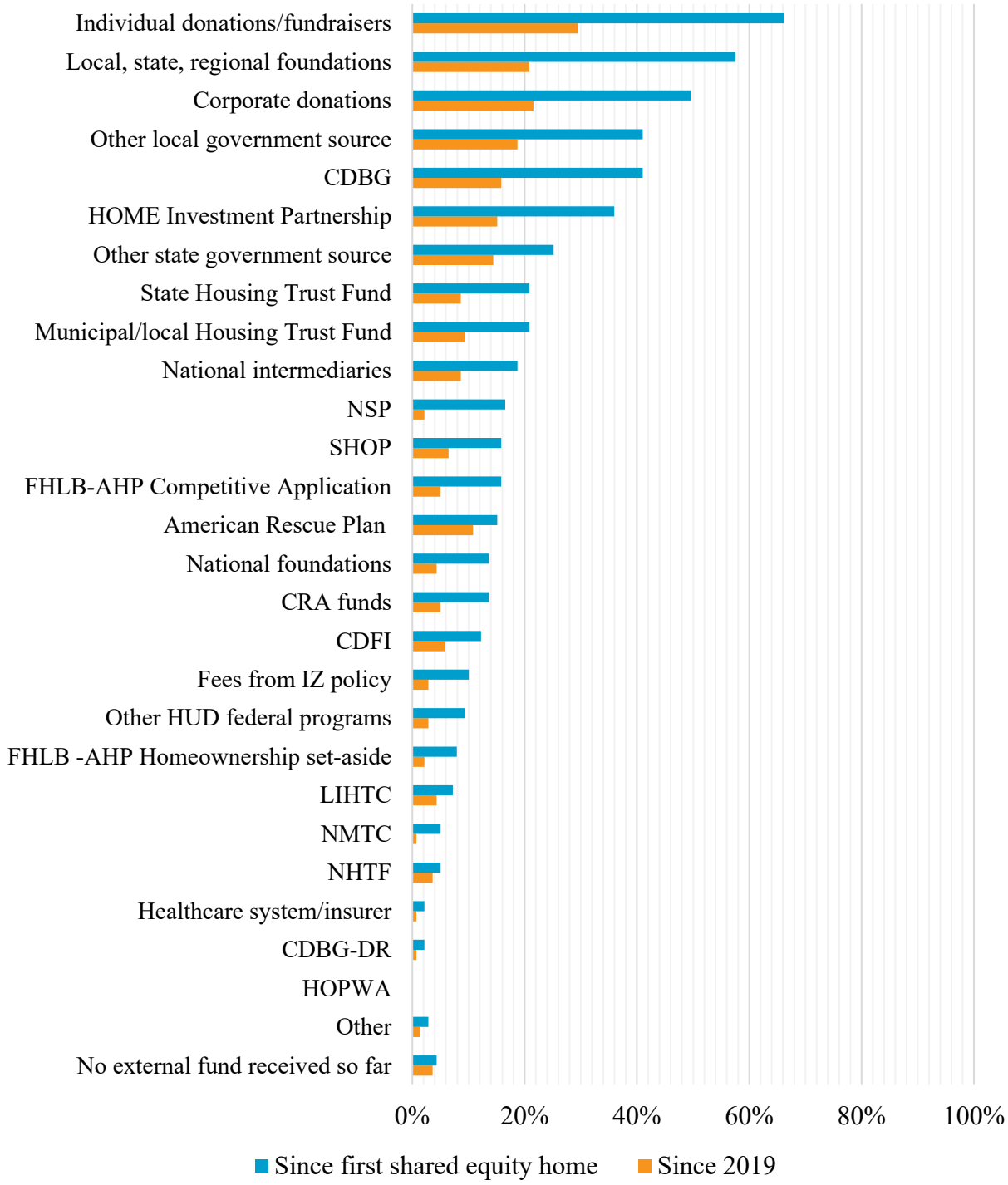
Program Funding Source: External Funding Sources

Respondents were asked to report all external sources that contributed to funding any costs of operating their shared equity program. Figure 44 shows the percentage of organizations that have used each funding source since its first shared equity home and since 2019.

Individual donations, local/state/regional foundations, and corporate donations were the three sources of funding most commonly used by shared equity programs (n = 139). Other external funding sources include COVID-19-era Paycheck Protection Program loans and Economic Injury Disaster Loans. One organization explained that settlement funds from a lawsuit against a luxury developer helped fund its program.

Respondents were asked to identify the top three external sources that provided the most funding since 2019. The most frequently mentioned top three major external funding sources are individual donations, other local government source, and other state government source, respectively (n = 61).

Figure 44. Share of Organizations by Type of External Funding (n = 139)

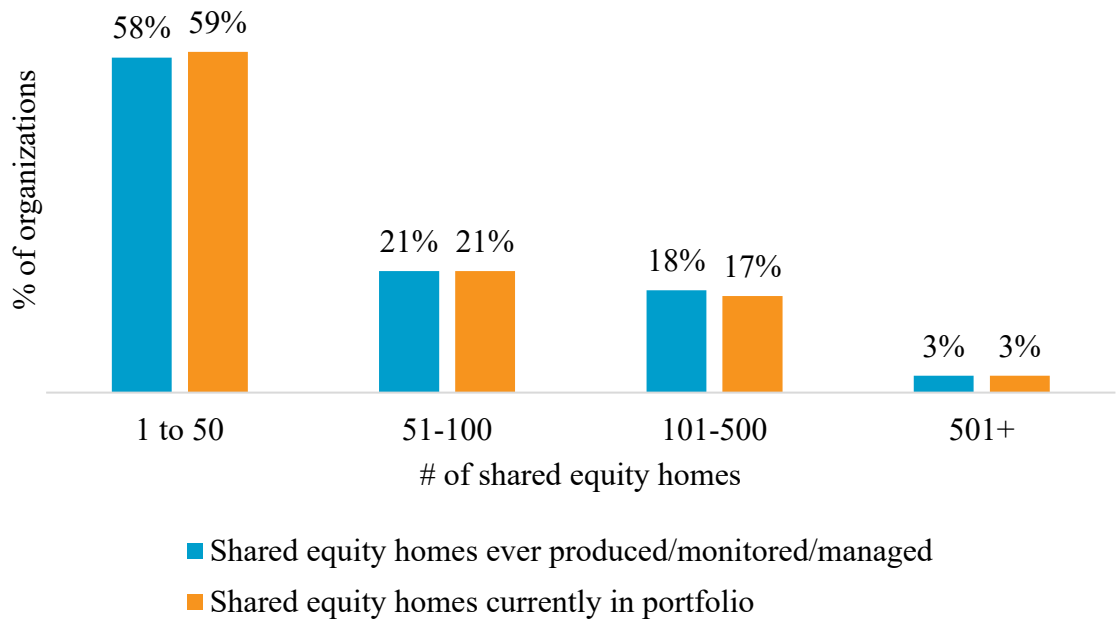


Note: CDBG - Community Development Block Grant, NSP - Neighborhood Stabilization Program, SHOP - Self-Help Homeownership Opportunity program, FHLB-AHP - Federal Home Loan Bank Affordable Housing Program, CRA - Community Reinvestment Act, CDFI - Community Development Financial Institution grant, IZ - Inclusionary Zoning, LIHTC - Low-income housing tax credits, NHTF - National Housing Trust Fund, NMTC - New Markets Tax Credit, CDBG-DR - Community Development Block Grant-Disaster Recovery, HOPWA - Housing Opportunities for Persons with AIDS.

Residential Portfolio: Property Count

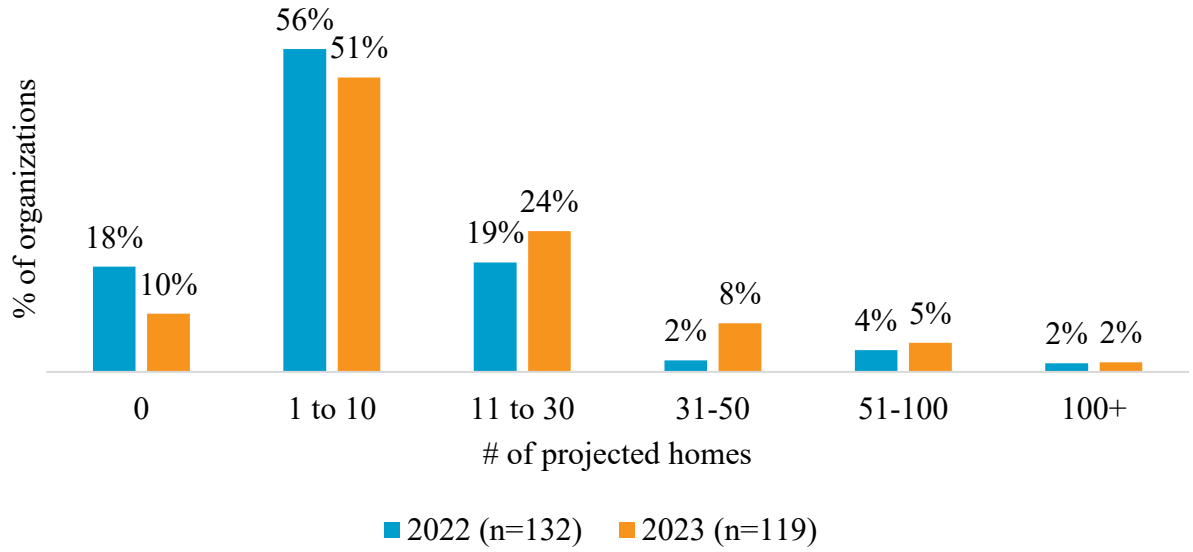
A total of 9,883 units were reported to be currently held in portfolio as of December 31, 2021 (n = 102). On average, each responding program currently has approximately 97 units (median = 36). Figure 45 shows the percentage of responding programs that fall within each range of shared equity homes currently held in portfolio as well as those ever produced/monitored/managed. Over half of responding organizations (59%) have 50 or fewer homes in their portfolios.

Figure 45. Share of Organizations by Number of Shared Equity Homes (n = 102)



Since the survey was conducted for five months in 2022, respondents were asked to report the total number of shared equity homes already added and expected to be added in 2022, as well as to project the number of shared equity homes they plan to add in 2023. Figure 46 shows the percentage of responding programs that fall within each range of projected shared equity home additions. A total of about 1,550 units were projected to reach the end of the year in 2022 (n = 132). On average, each program plans to add approximately 12 homes in 2022 (median = 4), while 18% do not project adding any homes in 2022. However, because this question was asked to respondents at various points throughout the year, this statistic does not reflect an annual projected growth estimate. A total of about 2,090 units were projected for 2023 (n = 119). On average, each program plans to add approximately 18 homes in 2023 (median = 6), while 10% do not project adding any homes in 2023.

Figure 46. Share of Organizations by Number of Projected Shared Equity Homes



Note: Units reported in 2022 include already added and projected shared equity homes.

Residential Portfolio: Resale Count

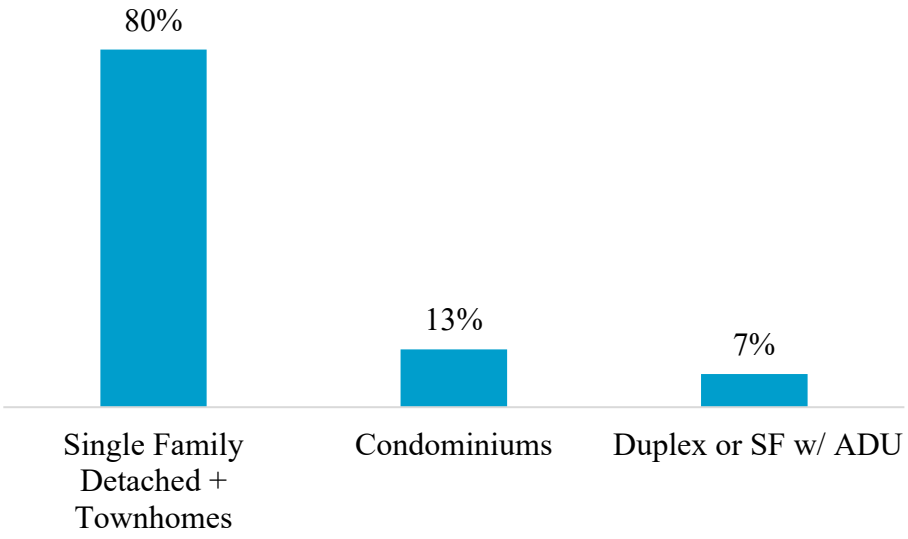
Respondents reported an approximate total of 240 resales in 2021, or about 2% of respondents' 11,279 total shared equity homes (n = 113). On average, each organization resold 2 homes in 2021, though half (50%) reported having no resales in 2021.

Respondents reported an approximate total of 2,760 resales since their first shared equity home, or about 25% of respondents' 11,037 total shared equity homes (n = 114). On average, each organization resold 25 homes (median = 3), though 31% reported zero resales since acquiring their first shared equity home.

Residential Portfolio: Building Type

When asked about the type of units that make up their shared equity homeownership portfolios, nearly all respondents (94%) reported that at least one of their shared equity homes are single-family detached houses and townhomes (n = 118). In comparison, 28% of respondents reported at least one condominium unit and 31% of respondents reported at least one duplex or single-family home with an accessary dwelling unit. Figure 47 shows the average share of units by building type. On average, respondents reported 80% of their shared equity homeownership portfolio are single-family detached houses and townhomes; 13% are condominiums; and 7% are duplexes or single-family home with an accessary dwelling unit.

Figure 47. Average Share of Units by Building Type (n = 118)



Note: SF w/ ADU – single-family home with an accessary dwelling unit.

Seventy-one percent of responding programs with condos (n = 38) said they use deed restrictions or subordinate loans exclusively as the legal document. This makes sense since many states do not permit ground leases to be used under condominium developments, since you can't divide the title to the land to various units.

Residential Portfolio: Household Characteristics

Respondents reported an approximate total of 9,650 households living in shared equity homes as of December 31, 2021 (n = 104).

Respondents were asked to report on a variety of characteristics describing the head of each household. Figure 48 shows the share of organizations by percentage of household heads that are first-time homebuyers. Figure 49 shows the share of organizations by percentage of household heads that have at least one child under the age of 18. Figure 50 shows the share of organizations by percentage of household heads that are single mothers with at least one child under the age of 18.

Figure 48. Share of Organizations by Percentage of Household Heads Who are First-Time Homebuyers (n = 101)

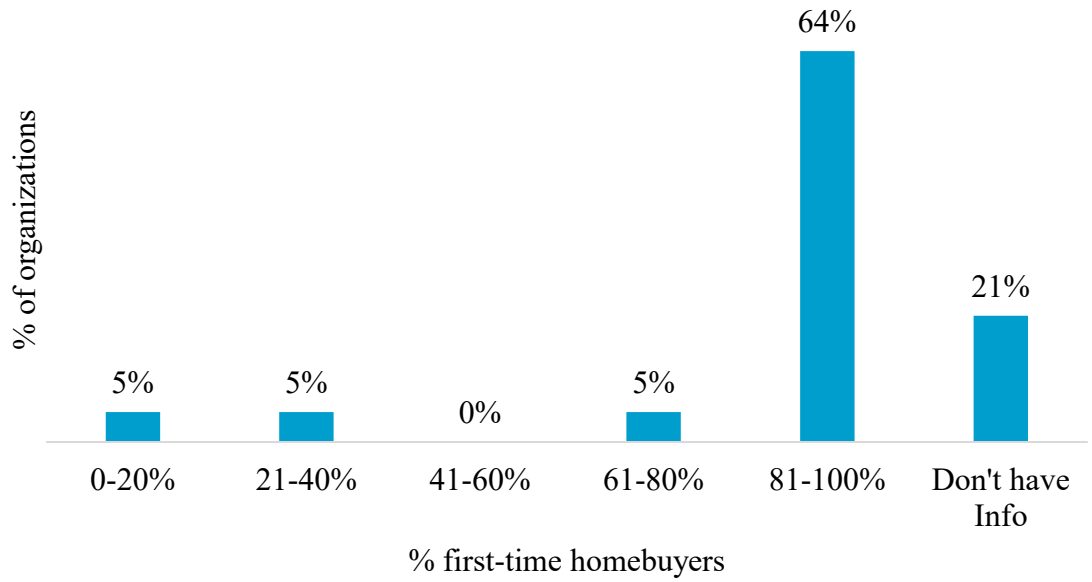


Figure 49. Share of Organizations by Percentage of Households with at Least One Child under 18 (n = 101)

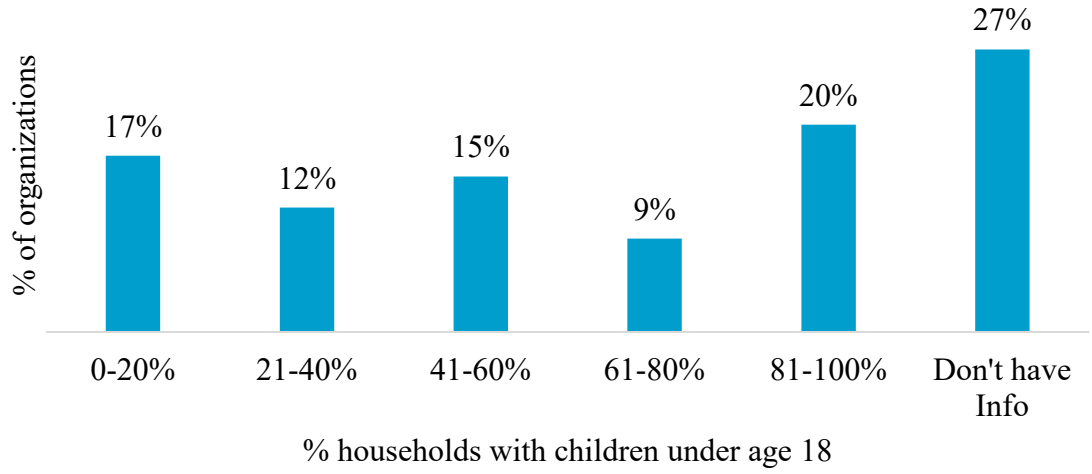
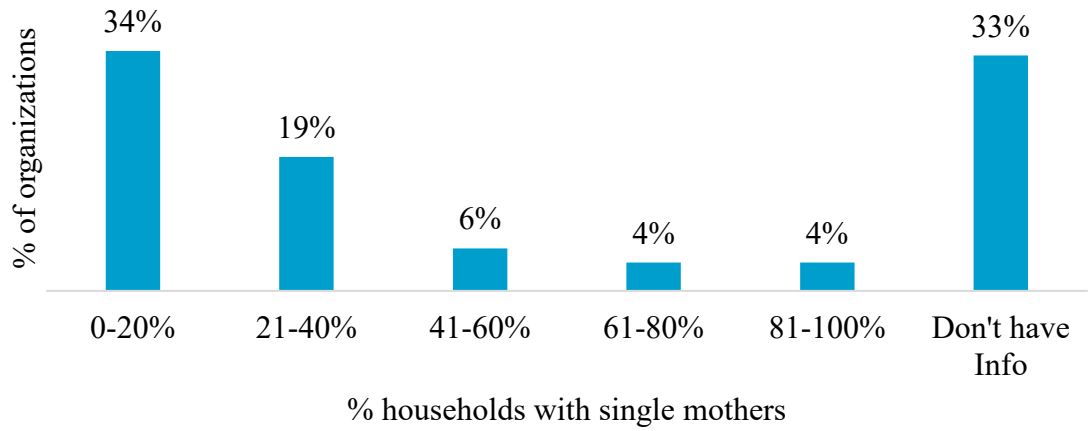


Figure 50. Share of Organizations by Percentage of Household Heads Who are Single Mothers with Children under the Age of 18 (n = 101)

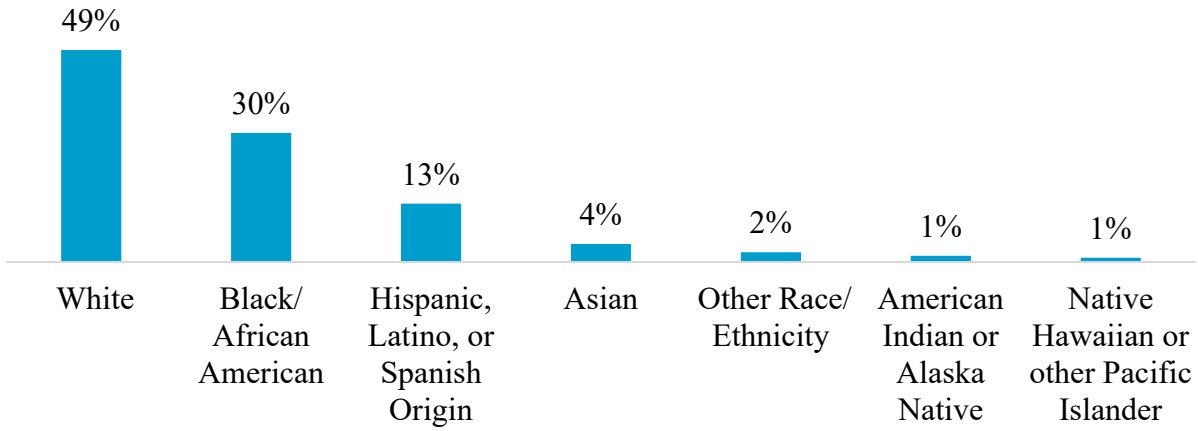


While Figures 48-50 (above) present the average proportions of households served in the CLT/SE entities, which effectively reflects the average outcomes *within* responding entities. We also calculated percentage shares for the overall households reported by the respondents (n = 101). Therefore, we multiplied the proportion reported for each household type by the total number of households for responding organizations (n = 101). First-time homebuyers make up about 87% of all shared equity households reported. To put this number into perspective, in 2022 first-time buyers made up 34% of all home buyers (Yun et al., 2022). In addition, about 66% of all shared equity households reported have at least one dependent under the age of 18, and about 32% of household heads are single mothers with at least one dependent under the age of 18 (n = 101).

Organizations were asked to report what percentage of their household heads in shared equity homes are best characterized by the following race/ethnicity categories, totaling 100%. Of those organizations that responded accurately and completely to the question (n = 79), Figure 51 shows the average of the proportions of households served in CLT/SE entities by race/ethnicity categories. Hence, on average 49% of household heads were white while 51% were POC (including one or more races and ethnicities).

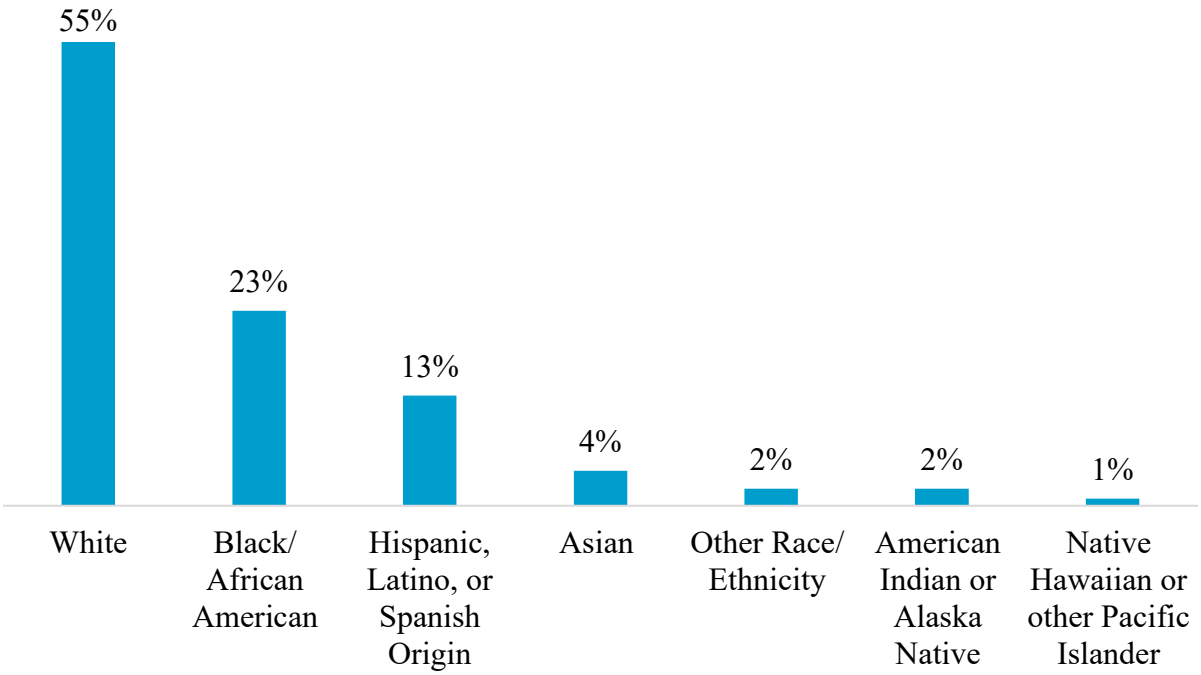
Due to major variation in how respondents gather race and ethnicity data, the design of this question has limitations. Unlike the U.S. Census, ethnicity was not separated out to capture Hispanic/Latino origin by racial categories. Therefore, it is possible that Hispanic was underreported in the "Hispanic, Latino, or Spanish origin" category because they were reported in a race category, including but not limited to "White," "Black/African American," or "Other race/ethnicity".

Figure 51. Average Proportion of Households by Race/Ethnicity (n = 79)



While Figure 51 (above) presents the average proportions of households served in the CLT/SE entities by racial/ethnicity categories, which effectively reflects the average outcomes *within* responding entities. We also wanted to explore racial/ethnicity characteristics for the overall head of households reported by the respondents (n = 79). Therefore, we multiplied the proportion reported for each race/ethnicity category by the total number of heads of households for responding organizations (n = 79). Figure 52 presents the total percentage of households collectively served in CLT/SE entities by race/ethnicity categories, which effectively reflects the outcomes across the responding entities.

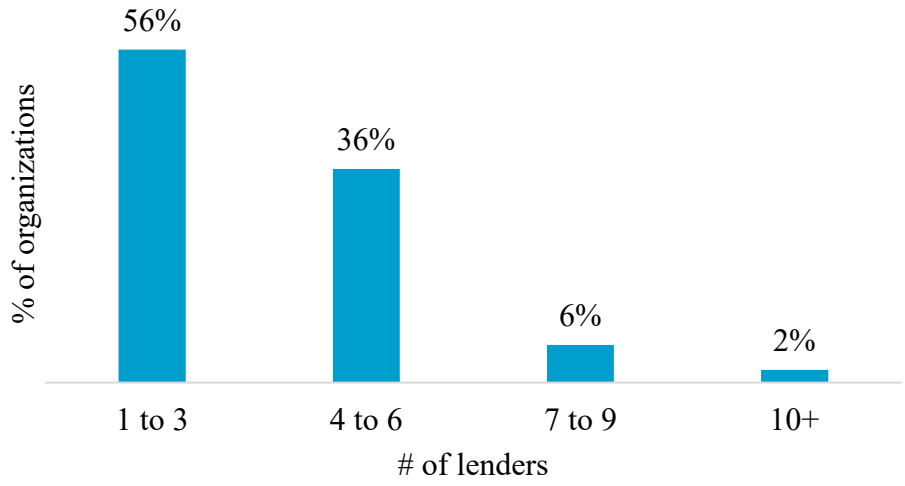
Figure 52. Weighted Proportion of Households by Race/Ethnicity (n = 79)



Mortgage: Loan Lender

Seventy percent of respondents reported having mortgage lenders in place, willing to originate loans for their shared equity homebuyers (n = 135). Figure 53 shows the share of organizations by number range of lenders. Of the 95 respondents that have at least one mortgage lender, the majority (56%) have three or fewer lenders.

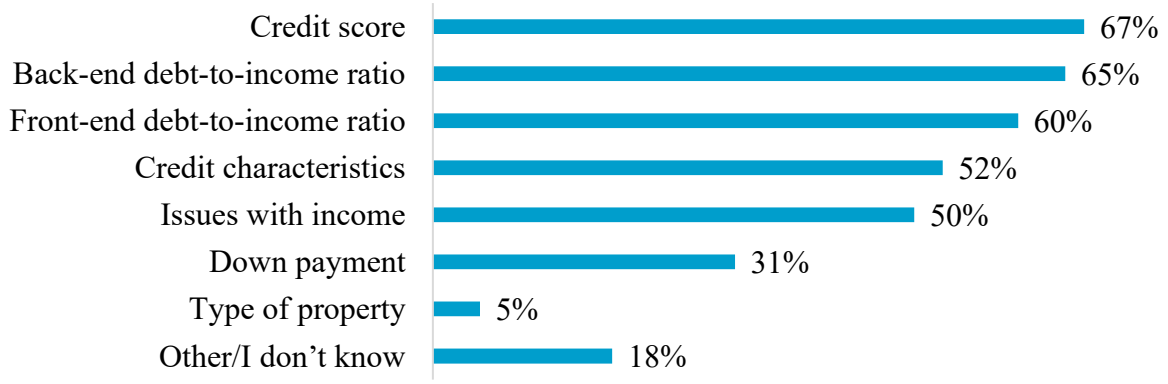
Figure 53. Share of Organizations by Number Range of Lenders (n = 95)



Mortgage: Barriers to First Mortgage Access

Respondents were asked to identify any reasons why prospective shared equity homebuyers have been unable to obtain a mortgage loan, summarized in Figure 54. With relatively close results, the top three barriers to obtaining a mortgage are insufficient credit scores, the buyer having too much additional debt relative to their income, and the cost of the home is still too high relative to the buyers' income. Other barriers to mortgage loans include lack of lender availability and buyer's immigration status.

Figure 54. Share of Organizations by Barriers to Mortgage Loans (n = 103)



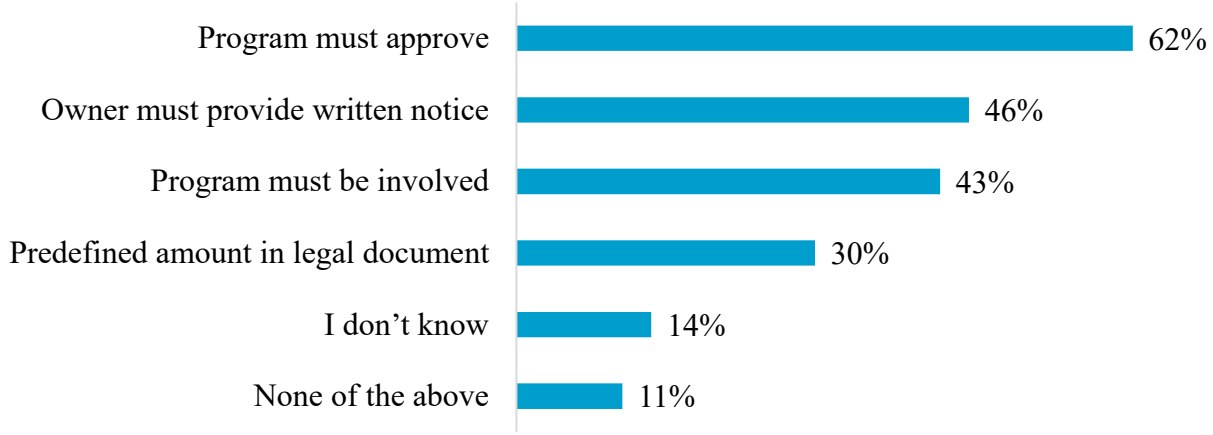
Mortgage: Refinancing

Respondents were asked what types of restrictions their legal documents include regarding refinancing the home or acquiring encumbrances, summarized in Figure 55. Respondents were asked to select any of the following restrictions that apply:

- The program must review and approve refinances, home equity lines of credit, or any encumbrances.
- The owner must give written notice of refinancing or encumbrances, which is permitted, so long as financing is not greater than the maximum resale price.
- The program must be contacted to identify the maximum permissible financing amount or to request subordination in the event of refinancing.
- The legal document imposes a maximum permissible amount for refinancing or for any encumbrances.

The majority of respondents (62%) require program approval before refinancing or acquiring new encumbrances on the home. About one in five (21%) of respondents say their legal document's restrictions include aspects of all four options.

Figure 55. Share of Organizations by Program Restriction on Refinancing (n = 103)

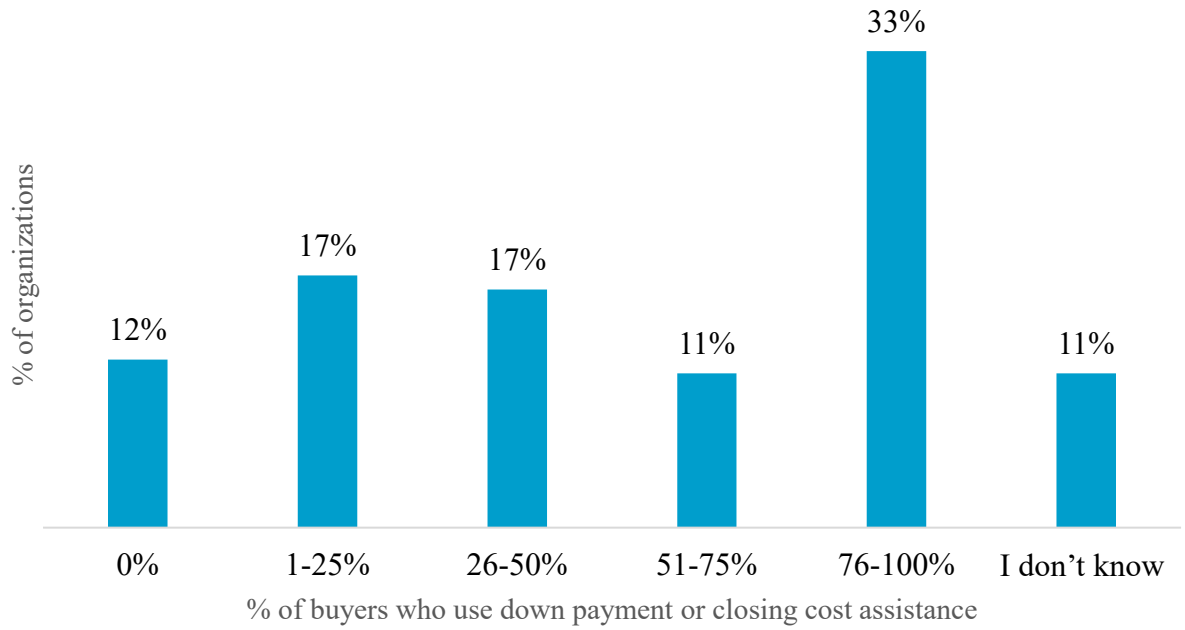


One in three respondents have at least one household in their portfolio that refinanced their home in 2021, while 32% either don't know or don't track this information. Of those who do track this information, respondents reported that approximately 160 shared equity homeowners (2%) refinanced their home in 2021 (n = 70).

Mortgage: Down-payment or Closing Cost Assistance

Respondents were asked what proportion of their homebuyers use downpayment or closing cost assistance, shown in Figure 56. Nearly half (45%) of organizations reported that more than half of their homebuyers use downpayment or closing cost assistance.[17]

Figure 56. Share of Organizations by Percentage of Buyers Who Use Down Payment or Closing Cost Assistance (n = 103)

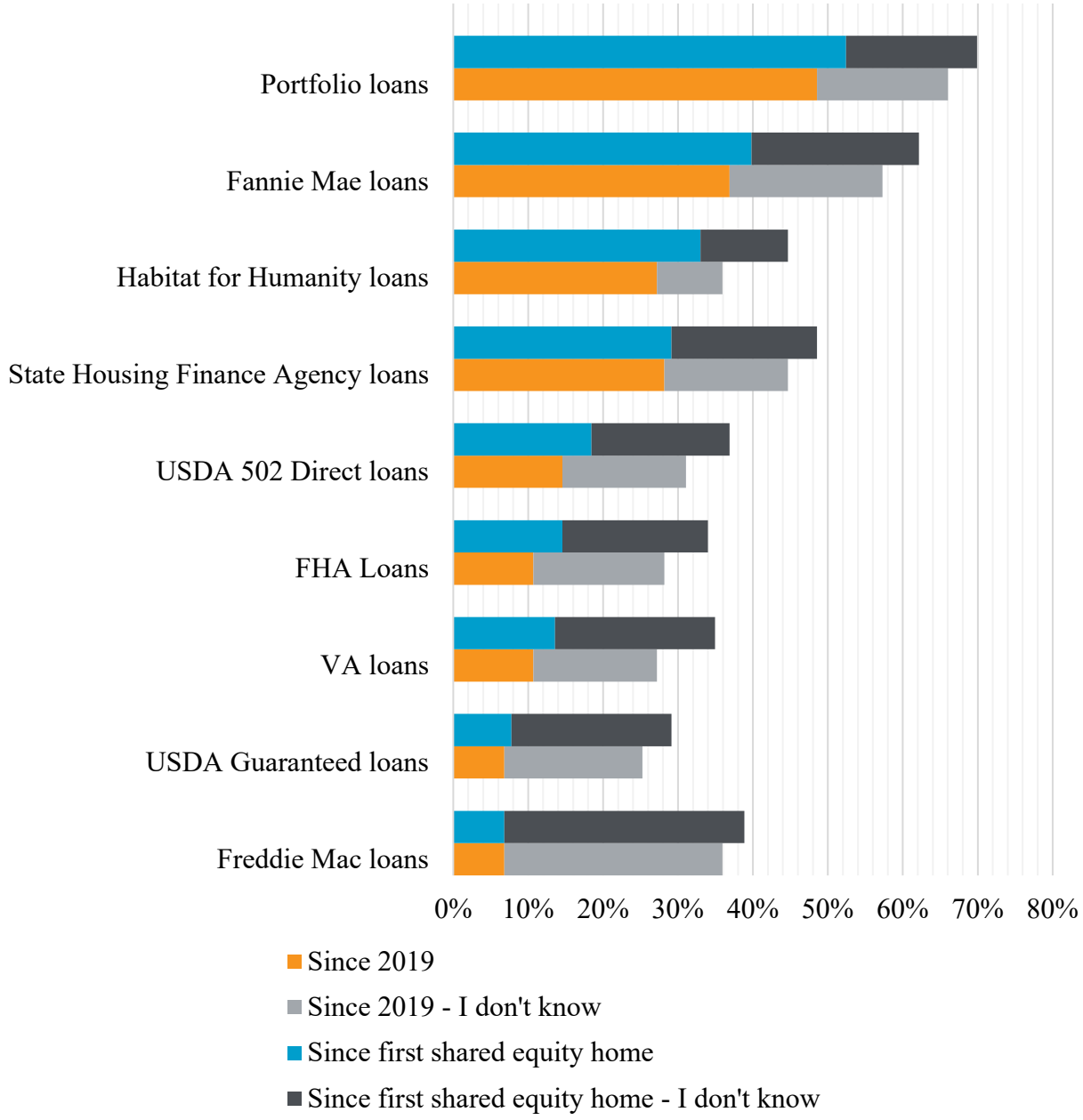


Mortgage: Loan Product Types

Respondents were asked to report all types of loan products that their homebuyers have used to finance their shared equity home purchase. They were given the option to respond "yes", "no", and "I don't know." Figure 57 shows the percentage of respondents who responded yes to their homebuyers using each type of loan since 2019 and since the acquisition of their first shared equity home. A significant percentage of organizations didn't know whether each of these loan types were used, ranging from 9% - 32%.

[17] Contrary to our anecdotal evidence, we find this figure surprisingly high. Despite that this question is worded correctly in the questionnaire, responses may be inflated to people counting shared equity subsidy as down payment or closing cost assistance.

Figure 57. Share of Organizations by Loan Product Used (n = 103)

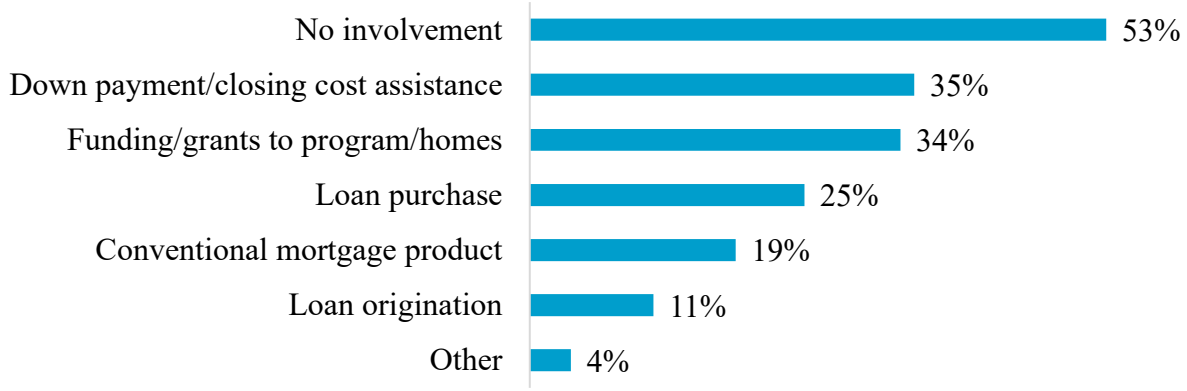


Mortgage: Role of State Housing Finance Agencies (HFAs)

Respondents were asked in what ways their state HFA works with their shared equity homebuyers. Respondents were instructed to select all that apply, shown in Figure 58. Not included in these results are 23 organizations (22%) that don't have information as to whether or how their state HFA is involved. Of those organizations that do keep track of this information (n = 103), more than half (53%) said their state HFA had no involvement in mortgage lending for their buyers. One organization reported that their state HFA works with their organization to help

finance land acquisition. Another organization noted that their program spans two states; thus, the support they receive from state HFAs varies.

Figure 58. Share of Organizations by Involvement Type of State Housing Finance Agency in Mortgage Lending (n = 80)



Mortgage: Forbearance

One in five responding organizations have at least one homeowner that went into forbearance due to COVID-related hardship, while 40% don't know whether their homeowners went into forbearance or not (n = 103). We calculated a weighted total of those who do track this information, resulting in an approximate total of 109 households (2%) out of 4,860 that went into forbearance (n = 63).

Other Residential and Non-Residential Activities

Other Residential Portfolio Overview

Over half (52%) of respondents have at least one of the following tenure types: rental, lease-to-purchase, cooperative housing, manufactured/mobile homes or resident-owned communities (ROCs) (referred to below as "Manufactured homes or ROC"), and non-shared equity homeownership (referred to below as "Other homeownership").

Of the 90 responding organizations with at least one of these tenure types, 68% also have shared equity homes; a further 28% have land for shared equity homes or plan to develop or acquire shared equity homes in the future. Therefore, 4% do not have shared equity homes, but are providing an additional tenure type on land in trust. One respondent organization reported having four residential tenure types in addition to shared equity homes; a further seven organizations reported three residential tenure types in addition to shared equity homes.

Beyond shared equity homes, the most common additional residential tenure type is rental (43%), followed by other homeownership (11%). The latter is likely due to non-profits opting to adopt a shared equity model as markets or part of their markets require substantial subsidy

dollars to make higher cost housing more affordable for lower income homebuyers. A small number of organizations (4-6%) reported having a lease-to-purchase homes, manufactured housing or ROCs, or cooperative housing in their portfolios. Almost half of the entities reported not having alternative tenure types, which includes those with no residential units – despite type – at the end of 2022.

Figure 59. Share of Organizations by Non-Shared Equity Residential Tenure Type (n = 176)

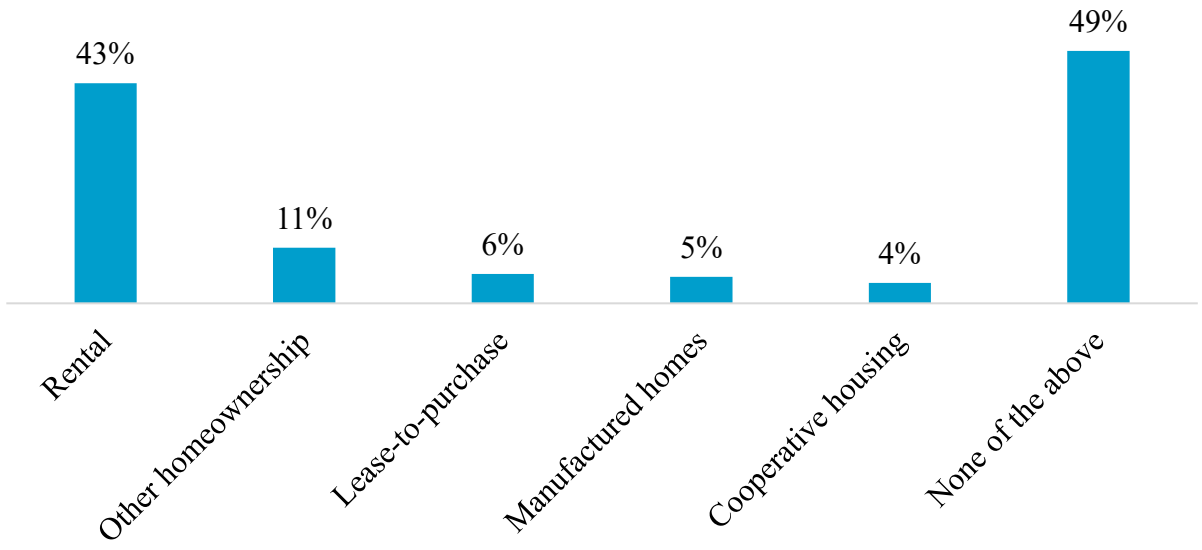
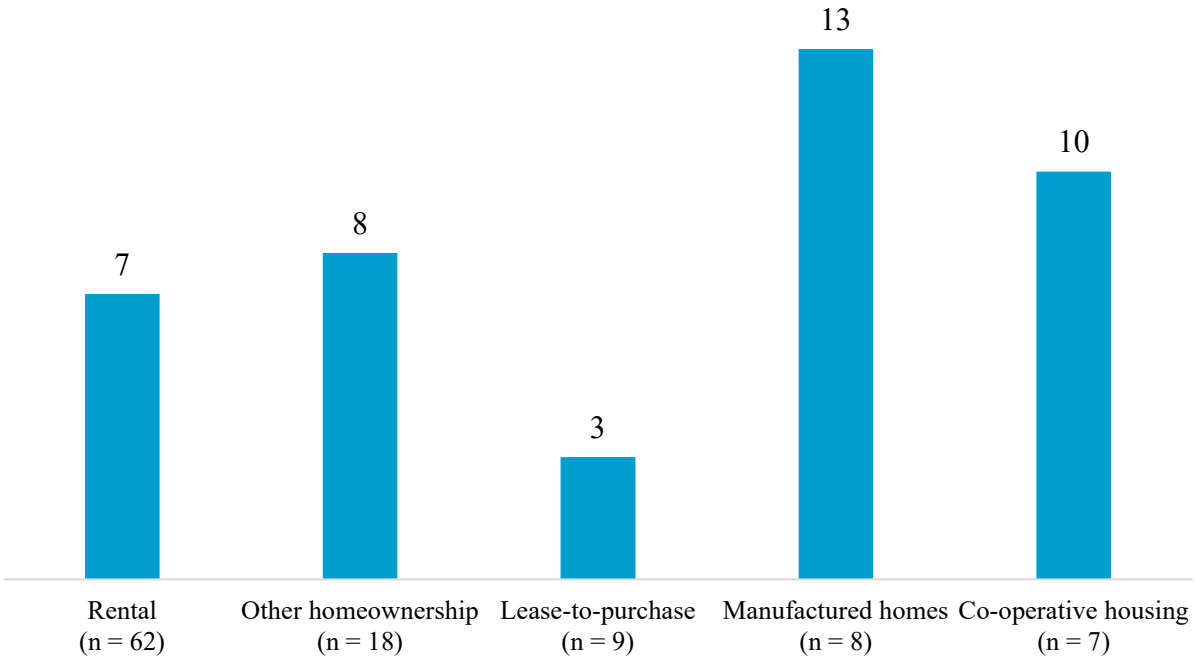


Figure 60 shows the average number of years between the organization's establishment and the year the first unit of each portfolio type was developed/acquired. The difference in years varies from an average of 3 years (for lease-to-purchase portfolios) to an average of 13 years (for manufactured home or ROC portfolios). On average, organizations with a rental portfolio acquired their first rental unit 7 years after the organization was established.

Figure 60. Average Number of Years Between Organization Establishment and First Unit by Tenure Type



We asked how many units each organization has ever acquired or built for each residential tenure type (up to December 31, 2021). We also asked how many, if any, units they plan to add to their portfolio in 2022, 2023, and beyond; these questions were optional. The resulting data could be an underestimation of overall growth among responding organizations because these questions were only posed to those that already have a given tenure type; there may be organizations that do not currently have a particular tenure type but plan to develop or acquire those units.

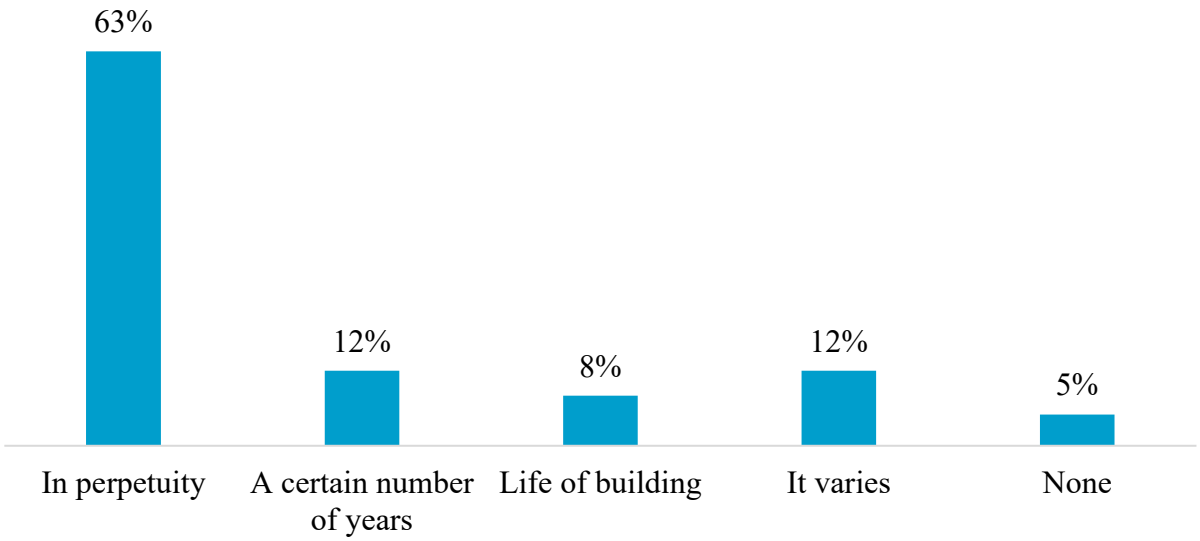
Besides shared equity units, the only residential tenure type where significant growth is predicted is rental, with the total number of rental units owned by responding organizations expected to increase by 34% from 2021 to 2026. Forty organizations plan to add at least one unit to their rental portfolios over the next several years; however, the overall growth is skewed by one organization that reported plans to increase its total rental portfolio from 0 to 1,598 units over this period. When this outlier is removed, the expected increase in rental units from 2021 to 2026 is 17%.

Respondents were asked about income restrictions applied to all or part of each tenure type in their residential portfolios. For each income restriction range (i.e., at or below 80% AMI, at or below 120% AMI, and above 120% AMI), respondents provided the percentage of their portfolio for which that range applies. Income restrictions vary by tenure type. Rental units are most likely to be restricted to households with incomes at or below 80% AMI: 93% of respondent organizations apply this income restriction to all or some of their rental units, while 19% of organizations apply no income restrictions to all or some of their rental units (n = 54). Other homeownership units (n = 15) and manufactured units (n = 6) are more likely not to have income restrictions (47% and 50% of responding organizations, respectively). This makes sense as non-shared equity homeownership units are not designed to keep units affordable but to maximize wealth creation for the buyer, and in manufactured housing or ROCs, the affordability mechanism is about keeping pad rents low so that lower income households can afford them.

Organizations with rental (n = 59), manufactured homes (n = 8), or limited/zero-equity co-operative (n = 7) portfolios were asked about the affordability term typically imposed on each of these property types. The most common response across all three portfolio types was "in perpetuity," applying to 63% of rental portfolios, 86% of limited/zero-equity cooperative portfolios, and 38% of manufactured home portfolios.

Several organizations responded that the affordability term for their rental units vary based on requirements set by their funders; in at least two cases where projects received Low Income Housing Tax Credit (LIHTC) funding, an affordability term of at least 30 years is set.

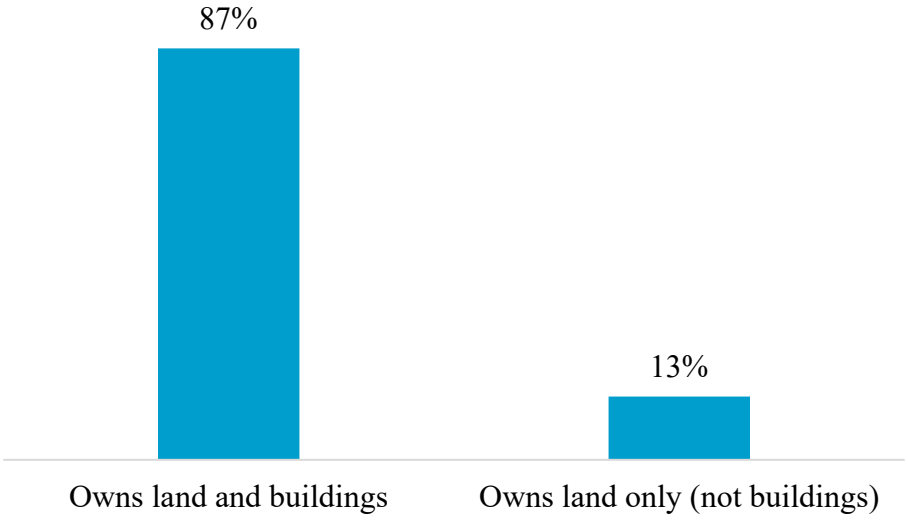
Figure 61. Share of Organizations by Affordability Term for Rental Portfolio (n = 59)



Other Rental Portfolio Characteristics

Eighty-seven percent of respondents with a rental portfolio (n = 60) own both the land and buildings of their rental properties, while 13% owns land only (Figure 62). Respondents were also asked if they managed rental properties. Of the 60 respondents, 52% manage their rental properties.

Figure 62. Share of Organizations by Ownership Type of Rental Properties (n = 60)



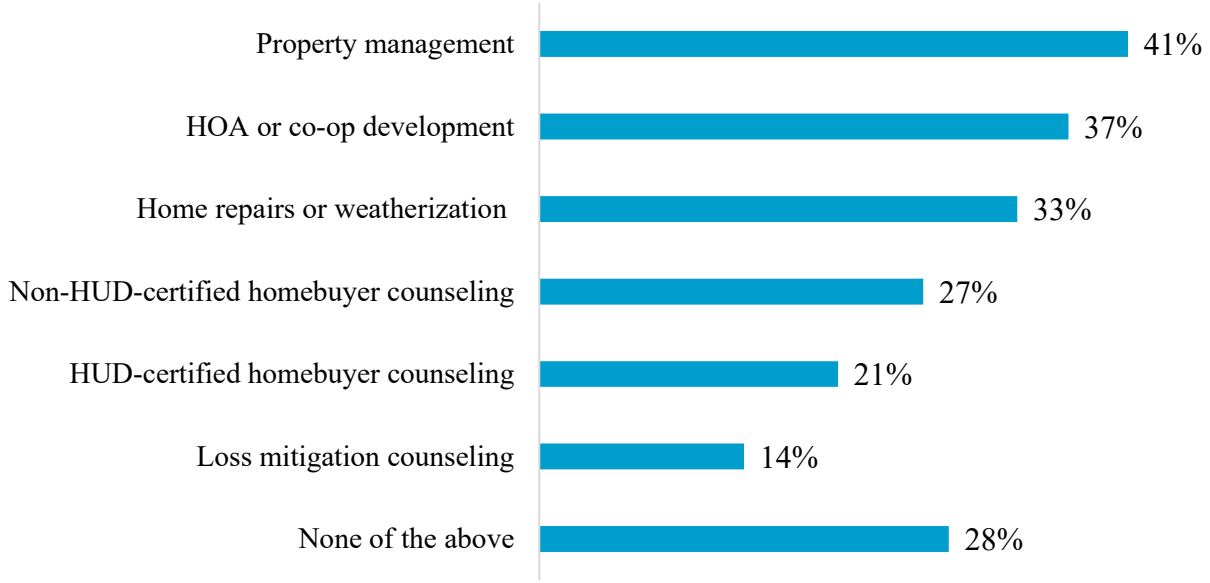
Of the organizations with rental units, 21% reported using a ground lease for rental properties, with the associated lease fees varying widely.

Two in three (67%) organizations with rental units reported having no units in 4% or 9% LIHTC properties. On average, 4% of 9% LIHTC units make up 20% of the total rental portfolio of organizations with this unit type (n = 21). In total, responding organizations have an estimated 4,144 rental units in 4% or 9% LIHTC properties.

Residential Activities

The survey asked which of the following services each organization directly provides. Respondents could select all options that apply. The most common response was property management, with 41% (n = 69) of organizations providing that service. Over a quarter of respondents (28%) responded that they do not provide any of these residential activities or services.

Figure 63. Share of Organizations by Residential Activity Provided at Organizational Level (n = 169)



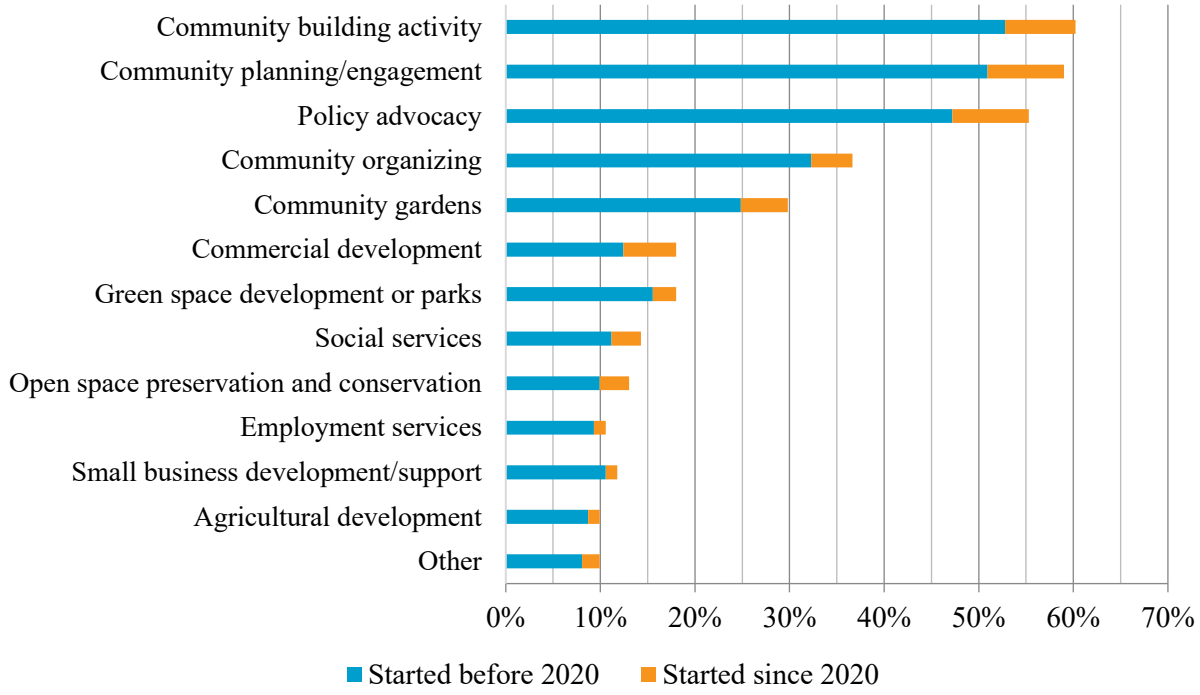
Community Engagement, Services Activities, and Non-Residential Development Activities

Respondents were asked about activities provided by their organization that do not directly relate to their residential portfolios. For each option, respondents answered if they have every provided that activity and specified if they started providing the service in 2020 or after. Of the 161 respondents, 80% of organizations provide at least one non-residential activity.

Three types of activities were provided by over half of responding organizations, either before or since 2020: community building activities (defined as activities designed to make a group of people feel like a community and build relationships with each other or the organization), provided by 60% of respondents; community planning/engagement (defined as activities designed to involve community members in needs identification and design of affordable housing or community development projects), provided by 59% of respondents; and policy advocacy, provided by 55% of respondents.

Other activities reported include advising startup housing organizations, providing pandemic-related rent or mortgage relief for members of the community, conducting youth development activities, and engaging in energy democracy and resilience activities. A further 6% of organizations reported conducting consumer activities, including the creation of co-operatives and credit unions.

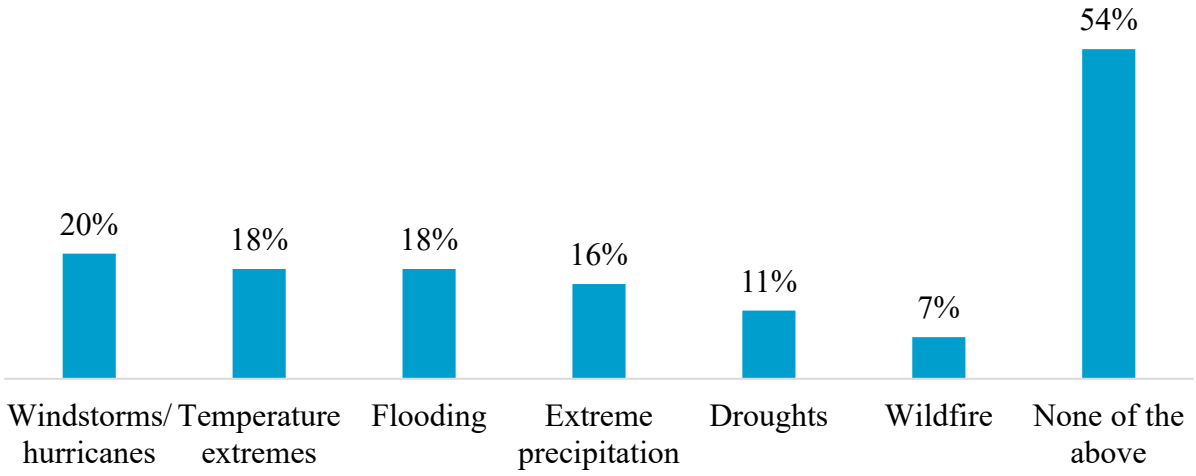
Figure 64. Share of Organizations by Non-Residential Development Activity Carried out on Organization-Owned Land (n = 161)



Climate Change Adaptation & Mitigation

Nearly half (46%) of respondents reported that their properties have been affected by one or more climate phenomena. The climate events that have affected the greatest number of responding organizations are windstorms/hurricanes (20%), extreme temperatures (18%), flooding (18%), and extreme precipitation (16%).

Figure 65. Share of Organizations by Climate Phenomena Impacting Properties (n = 161)



We asked how often climate change is referenced by residents and/or board members as an issue the organization should be addressing. Those that responded that climate change is never mentioned (30%) were not asked further questions about climate change adaptation and mitigation (n = 161). Half of respondents (n = 161) reported undertaking some (36%) or frequent (14%) discussion and planning related to climate change, while a further 20% reported rare mentions of climate change within their organization.

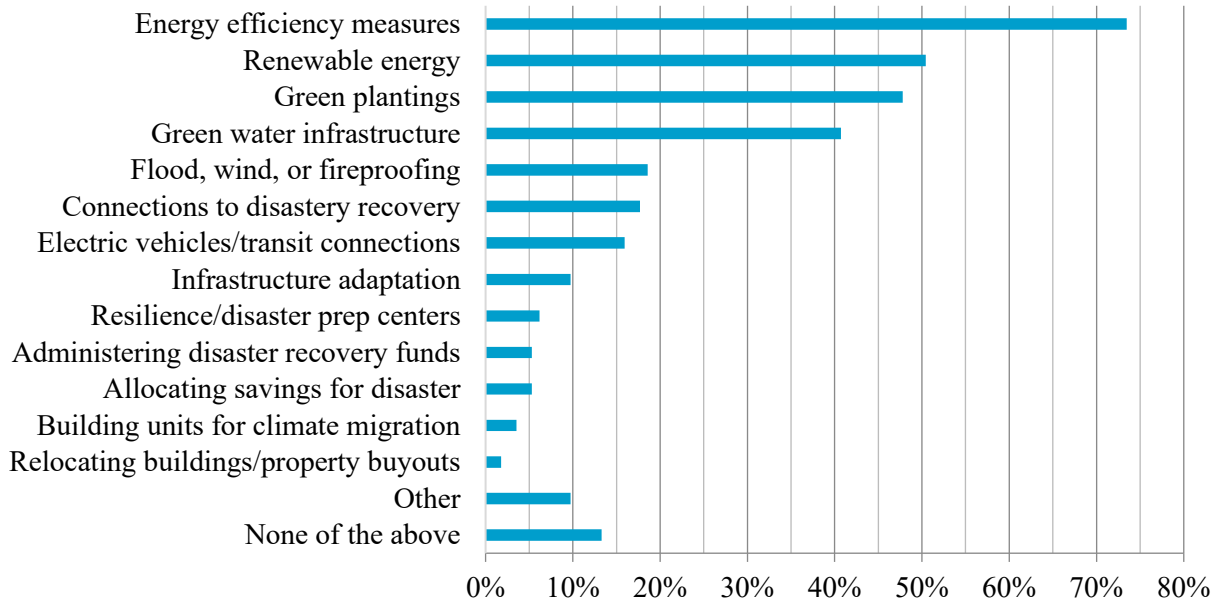
Respondents evaluated the following statements on a scale from 1 (Strongly Agree) to 5 (Strongly Disagree):

- My organization is planning or is taking action to reduce vulnerability to climate-related hazards.
- My organization is planning or is taking action to reduce carbon emissions.

The most common response for both reducing vulnerability and reducing carbon emissions was "agree," representing 52% and 45% of respondents respectively. Out of the 113 responding organizations, the majority (80%) selected either "agree" or "strongly agree" to one or both statements. In both cases, 22% of respondents selected "neither agree nor disagree," indicating some uncertainty as it relates to organizational action on climate-related issues.

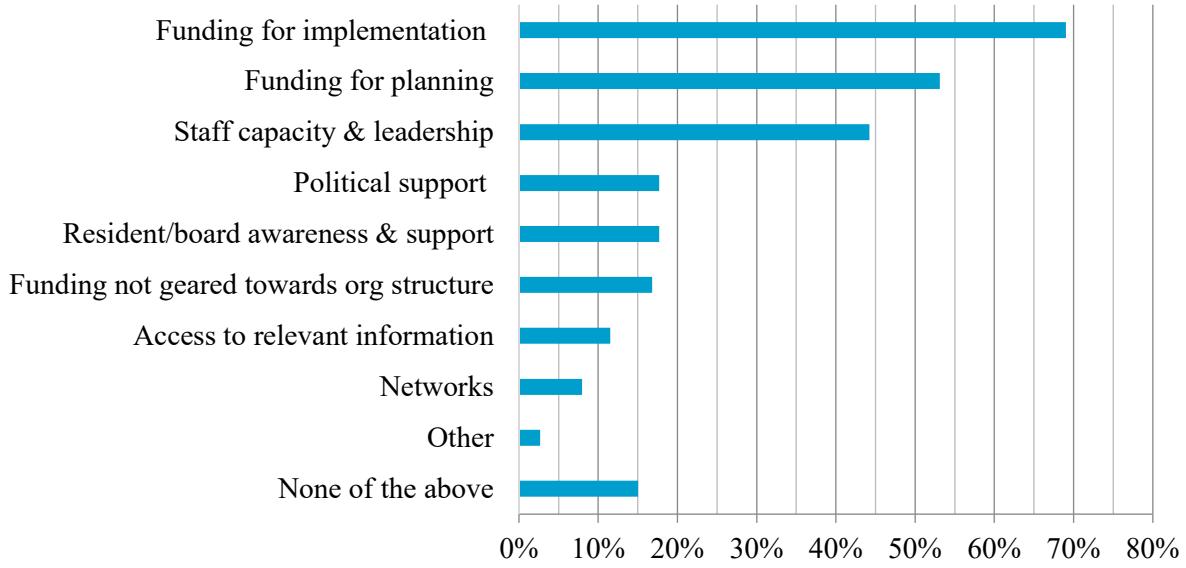
Energy efficiency measures were the most common climate change adaptation or mitigation strategy reported by respondents (73%). The chart below shows the frequency of each response; "other" responses included installing microgrid equipment, incorporating a racial justice framework into local climate advocacy, providing resale credit for certain energy efficient capital improvements, building a green sewer system, and creating cooling centers.

Figure 66. Share of Organizations by Climate Change Adaptation or Mitigation Strategy Deployed (n=113)



The chart below shows the frequency of barriers to climate action respondents have experienced. Funding for implementation and funding for planning were the most commonly reported barriers, both selected by more than half of respondents. Staff capacity and leadership was the third most common barrier, reported by 44% of respondents.

Figure 67. Share of Organizations by Barrier to Climate Action (n = 113)



Discussion and Conclusion

This study marks the third, and by far the largest and most comprehensive, national investigation of CLT/SE entities that has been conducted to date (Sungu-Eryilmaz and Greenstein, 2007; Thaden, 2012). With 314 organizations identified in 46 states, Washington DC, and Puerto Rico, the prevalence of CLT/SE entities across the country was found to be 30% greater compared to the last national survey conducted in 2011 (Thaden, 2012).

While the research team made extensive efforts and strived to document all CLT/SE entities in the country, it is inevitable that organizations are missing from the final list. For instance, our data collection approach likely missed startup CLT/SE entities that do not have a website, or those whose websites have not been updated. Due to this likely underestimation and including organizations with unknown organizational type in our final list, we are confident that the true CLT population in the U.S. exceeds 300. Future research is warranted to continue to assess the accuracy of identified organizations and update this dataset as a greater number of CLT/SE entities are established (or terminated).

For the first time, a comprehensive estimation of residential unit counts for CLT/SE entities has been accomplished using a mixed-data collection strategy that combined an online survey, a website search, and extrapolation. We estimate that there were between 41,767-46,095

residential units as of 2022. This total estimate includes 14,151-17,057 shared equity homes, 18,977-20,113 rental units, 925 manufactured homes, 909-956 lease-to-purchase units, 3,447-3,558 non-shared equity homeownership units, and 2,642 units with unknown tenure type. The total estimate is three times what the most recent published estimate of the field was (Thaden, 2018). The survey officially documented from 161 responding organizations a total of 23,183 units, including 10,560 shared equity units and 9,326 rental units.

While the total volume of residential units produced by CLT/SE entities may not be large relative to federal rental housing subsidy programs (e.g., the LIHTC program and the Housing Choice Voucher program), CLT/SE entities are clearly important and growing as not only an affordable housing strategy, but as a community development tool, one that supplements government efforts and provides permanently affordable housing and community assets. In particular, shared equity homeownership opportunities are a highly effective tool for addressing racial disparities in homeownership. The current volume and growth projections from the field suggest continued potential for CLT/SE entities to scale up and transform U.S. communities.

In addition to exploring the prevalence and outcome of CLT/SE entities, this study comprehensively documented organizational and programmatic characteristics. This documentation builds on a successful administration of an online survey with a 62% response rate, reflecting CLT/SE entities' desire and support in constructing a nationwide representative dataset. In this study we have tracked important organizational details such as membership, board composition, and legal documents used for resale restrictions to preserve affordability. This set of information can help scholars study the variation and evolution of the field as well as evaluate how CLT/SE entities perform under various policy and housing market contexts.

Documenting practices of CLT/SE entities reaffirms several strengths. These findings not only echo, but reinforce findings from a previous study (Wang et al., 2019) that evaluated a subset of CLT/SE entities at a more granular level. Namely, this study affirms that:

- **CLT/SE entities keep residential portfolios affordable for the long term.** Across all legal document types, 83% of shared equity programs have affordability terms of 99 years or in perpetuity. Across all tenure types, 98% of CLT/SE homes have affordability terms of 30 years or more. This permanence is a key benefit of CLT/SE entities, which not all affordable housing programs can claim, and is a critical mechanism through which CLT/SE entities render funding more durable than other affordable housing tools.

- **Shared equity homes under CLT/SE entities serve targeted families in need.** The vast majority (85%) of responding organizations restrict all or some of their shared equity units to those with incomes at a level at or below 80% AMI. And 87% of nearly 10,000 residents reported by the responding organizations are first-time homebuyers. About two in three households are families with at least one dependent under the age of 18, and about one in three families are headed by single mothers with at least one dependent under the age of 18. CLT/SE entities are clearly reaching key individuals and households, indicative of strong targeting effectiveness to date.

- **CLT/SE entities provide continuous stewardship to their residents**. Ninety-four percent of responding organizations offer various types of homebuyer education programs (Figure

38). Eighty-five percent of responding organizations provide a wide range of post-purchase support including, but not limited to financial support, home maintenance, home repair, and home improvement (Figure 39). Additionally, 72% of responding organizations offer one or more residential services to both residents and the broader community, including property management, homeowner association (HOA) development, home repairs or weatherization, homebuyer counseling, and loss mitigation counseling (Figure 65). Given this breadth and depth of services, CLT/SE entities clearly do far more than just secure affordable housing: they help residents and owners steward that housing over the long run.

- **CLT/SE entities are actively involved in community building and strengthening**. Eighty percent of responding organizations engage in a wide range of non-residential development activities, including, but not limited to community organizing, commercial development, social services, community gardens and green spaces, and employment services. The majority of responding organizations (nearly 60%) reported one or more activities related to community building, community planning/engagement, and policy advocacy. CLT/SE entities thus do far more than "just" focus on housing, but also enable broader community and economic development goals.

- **CLT/SE entities committed to advancing racial justice.** The majority of responding organizations (58%) prioritize racial equity or justice for Black, Indigenous, and/or other People of Color (BIPOC) above economic equity or justice across all races. Over a quarter of responding organizations report that their top administrator is a person of color (POC). The average percentage of board seats filled by POC is 35%. Nearly half (45%) of shared equity households have a POC as the head of household. Alternatively, in the general ownership market in the United States, the Black homeownership rate was only 44% in 2022 (*More Americans Own*, 2023), indicating that CLT/SE entities provide a higher percentage of homeownership opportunities to POC – especially Black Americans.

- **CLT/SE entities outperform overall CBDOs across the nation in key financial health indicators.** Compared to overall CBDOs, a smaller share of CLT/SE entities have negative net income and/or are insolvent. Additionally, CLT/SE entities were less likely to experience financial disruption. On average, CLT/SE entities held about $3,235,000 more assets and about $982,000 more liabilities, suggesting that CLT/SE entities are stable and potentially have greater growth potential than the broader CBDO field for which they are a part.

Setting strengths aside, the findings also reveal signs of challenges. These challenges speak to capacity and support limitations, but also point to the potential and direction for work to further develop the field to greater scale. More research is needed on these fronts to understand how these challenges affect the field and to evaluate the interventions that help turn these barriers into opportunities. These challenges include:

- **A considerable number of CLT/SE entities are relatively small in scale.** More than half (59%) of responding organizations have five or fewer paid employees (including both full- and part-time staff). About 16% of responding organizations – with a median age of 2017 – have no residential units.

- **Many CLT/SE entities rely on external funding to support organizational operations.** The majority of CLT/SE entities (64%) reported only 20% or less of their operating budget is covered by internally generated resources. A meaningful share of operating budget being covered by internally generated resources is an indication of financial sustainability.

- **Accessing mortgages continues to impede homeownership opportunities through CLT shared equity programs**. The majority of responding organizations reported a wide range of barriers for their prospective buyers to secure mortgages, including credit score, debt to income ratio requirements, and income requirements being the top three barriers.

- **The impact of climate change is beginning to surface**. Nearly half (46%) of responding organizations reported that their properties have been affected by one or more climate-related events. In response, many CLT/SE entities are starting to plan for or are taking actions related to climate mitigation and adaptation. However, substantial resources and likely education on climate resiliency development and planning will be needed considering the escalating impacts of climate change, which is affecting the tenure of lower income families and POC most severely.

This CLT census took a full team of researchers nearly two years to complete and hundreds of hours of nonprofit leaders' and program administrators' time. We spent an extensive amount of time and effort designing, gathering, and processing data. In the end, we were able to establish a baseline and benchmarks for the scale and scope of CLT/SE entities while documenting practices for 62% of the field at both organizational and programmatic (i.e., shared equity homeownership) levels. To fully understand the status and performance of CLT/SE entities with even greater depth would require us to dive into individual development, property, household, and transaction records. However, detailed survey-based data collection at these granular levels across the country, at the field's current stage of development, is likely not possible. Broader adoption of client management and data tracking systems like HomeKeeper may further enable such data-based program management and evaluation in the future.

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