



**every  
one**

deserves a decent  
place to live.

**We build strength, stability and  
self-reliance *through* shelter.**

# Mission:

Seeking to put God's love into action, Habitat for Humanity brings people together to build homes, communities, and hope.

# Vision:

A world where everyone has a decent place to live.



## Where we started:

- Founded in 1979 by John and Mary Pritchard
- Work focused in Boston Heights / Mount Hope Neighborhood

## Where we are:

- Largest nonprofit home builder in the Kansas City metro
- Built or renovated more than 1,200 homes
- Thousands impacted by affordable housing solutions



# Olathe Pathway Project

- 14 single-family detached affordable homes
- Sidewalks, community garden, and a playground
- Aligns with current zoning (R-1)
- 7200 sf minimum lots
- 2 - 5-bedroom homes
- Energy star 3.0



# Timeline + Process

- 12 months for infrastructure
- 18-24 months for vertical construction
- Civil Plat and Plan
- Environmental Review IP
- Following City's Planning Process



# Olathe Pathway Project Site Map



# What is Habitat KC's Affordable Homeownership Program?

- Zero-interest loans provided by Habitat KC
- Mortgage payments are 30% of homebuyer's monthly income
- Taxes and insurance are escrowed and paid through Habitat
- \$15 million loan portfolio



# Who qualifies for Habitat KC's Home Ownership Program

- Two years of steady, verifiable income
- Ability to afford a mortgage payment of 30% of gross monthly income
- One year of good rental history
- Less than \$1,000 in non-medical collection debt
- Two years since the completion of a bankruptcy or foreclosure
- Zero unpaid judgments
- Ability to pass a criminal background and sex offender check
- Ability to pay a minimum of \$1,200 for closing costs
- US Citizen or permanent resident





# Who qualifies for Habitat KC's Home Ownership Program

Adjusted	% of Median Income	1	2	3	4	5	6
30750	30%	\$30,000	\$30,000	\$30,000	\$30,750	\$33,210	\$35,670
41000	40%	\$28,700	\$32,800	\$36,900	\$41,000	\$44,280	\$47,560
51250	50%	\$35,900	\$41,000	\$46,150	\$51,250	\$55,350	\$59,450
61500	60%	\$43,050	\$49,200	\$55,350	\$61,500	\$66,420	\$71,340
71750	70%	\$50,225	\$57,400	\$64,575	\$71,750	\$77,490	\$83,230
82000	80%	\$57,400	\$65,600	\$73,800	\$82,000	\$88,600	\$95,150

# How are families selected?

- Families are selected based off of three criteria:
  1. Need
  2. Ability to Pay
  3. Willingness to Partner



# What are Community Land Trusts (CLT) and Why Do We Need Them?

**A CLT** is a type of shared equity homeownership entity that acquires and owns real estate in perpetuity in order to pursue some specific community-focused goal.

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**Classic CLTs** are characterized by dually owned property. Land owned by the Community Land Trust. Home owned by buyer who is able to qualify for a mortgage based on work history and acceptable credit.

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**Typical CLT buyers** are first time homeowners who earn lower incomes. They are often professionals and service workers.

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**CLT homes** allow personal and community wealth building.

# Overview and Sample Sale Process



## Kansas City Community Land Trust

- Tax Exempt non-profit organization acquires property to create affordable home.
- Renovates or builds new home.
- Sells home at subsidized price to eligible low-income first time home buyers.
- Retains title to the land.



### ELIGIBLE BUYERS

- Receive Deed to house
- Agree to 99 year Ground Lease requirements
- Use land as their own
- Pay real estate taxes
- Enjoy full support of KCCLT



### WHEN SELLING

- Owners sell house pursuant to Ground Lease resale formula.
- Owners keep portion of appreciation; majority of appreciated value stays with house.

### SAMPLE RESALE FORMULA

- The KCCLT house has a market appraised price of \$100,000
- The KCCLT subsidized home price is \$80,000, reflecting a \$20,000 affordability subsidy
- The Ground Lease allows KCCLT lessee to retain their equity investment plus 25% of the increase in market value
- The lessee buys the house and lives there until ready to sell
- At time of sale, the house appraises for \$150,000, giving it a market increase in value of \$50,000.00
- Seller's share of this increase in value is \$12,500.00 ( $\$50,000 \times 0.25 = \$12,500.00$ )
- New sales price is original subsidized price (\$80,000) + Seller's share (\$12,500.00) = \$92,500.00
- Seller receives \$12,500 plus all retired mortgage instalments and down payment. A new eligible buyer (80% or below of the AMI) can access homeownership and build wealth subject to the same restrictions
- Cycle repeats

### NEW ELIGIBLE BUYER

- New safe, clean, affordable home.
- No additional subsidies needed.



## Sample Resale Formula

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Cycle repeats

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