



SAW
Staunton
Augusta County
Waynesboro

Affordable Housing Strategies
Community Land Trust Model



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Housing-Cost Burdened

**Over 12,600 SAW households
spend more than 30% of their gross income
on rent/ mortgage and basic utilities.**

(Nearly 45% of those households are severely cost-burdened.)



 **Community Foundation**
CENTRAL BLUE RIDGE



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Working Class Households

**Earning 70–80%
of SAW's Area's Median Income
can only afford to purchase
a \$158,000 home.**



**SAW Area Median Income for a
three-person household is \$80,938.**



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Many 1st time
homebuyers are
unable to access
the SAW
housing
inventory.

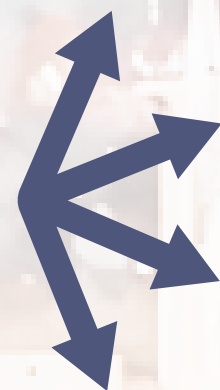
Only 3 active listings
under \$158,000 as of 1/22/25

The screenshot shows the Zillow website interface for Staunton, VA. The top navigation bar includes links for Buy, Rent, Sell, Home Loans, Find an Agent, Zillow logo, Manage Rentals, Advertise, Help, and a Facebook icon. The search bar shows 'Staunton VA' with filters for 'For Sale', 'Price', 'Beds & Baths', 'Home Type (6)', and 'More'. A 'Save search' button and a heart icon are also present. The main content area is titled 'Staunton VA Real Estate & Homes For Sale' with '59 results' and a 'Sort: Homes for You' dropdown. The left sidebar displays a map of Staunton, VA, with numerous red price tags indicating property values. The right sidebar shows three property listings: 1) A house for sale at \$205,000 (2 bds, 1 ba, 912 sqft) at 1108 Donaghe St. 2) A house for sale at \$225,000 (4 bds, 1 ba, 1,016 sqft) at 11 East Ave. 3) A house for sale at \$195,000 (3 bds, 1 ba, 888 sqft) at 802 Robertson St. Each listing includes a photo, price, details, and location. A 'Loading...' indicator is visible below the listings.



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**Due to lack of
Homeownership
options**



**They continue to rent or find homes
to purchase outside of SAW**

**They can't create equity for
themselves or their children**

**Dampens SAW's economic
development**



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Increase in affordable , high quality, home ownership opportunities

Prioritize housing for working class families

Create equity-building prospects for citizens

Support economic environment



**Community
Land
Trusts**





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How does the Virginia Statewide Community Land Trust (VSCLT) work?

1. Existing and newly built **market rate homes** are earmarked for inclusion in the VSCLT
2. VSCLT **purchases the land** (not the home) for **\$1**
3. Habitat affiliates **income-qualify** all buyers in perpetuity
4. Habitat affiliates arrange for **homeownership education and preparation** for all buyers
5. **Initial subsidy** to make the first purchase of each home in the VSCLT affordable
6. VSCLT enters into a 99-year **ground lease** with the homebuyer
7. The ground lease, among other functions, includes a formula tied to Area Median Income that **determines all future sale prices**, ensuring affordability in perpetuity.



How well does it work?

70% of all CLT homeowners are first-time buyers

- Moving renters to homeowners
- Beginning their equity-building process

80% of all CLT homeowners eventually progress on to purchasing market-rate housing

- Sufficient equity generated to give homeowners new opportunities
- "Paying it forward" so that others can also become homeowners





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Municipality Guideposts

Virginia code § 15.2 - 2305.1

INCENTIVES &
INCLUSIONARY
HOUSING
POLICIES

Density Bonuses

Fee Waivers

First Right of Refusal

Right Sizing

Zoning

Land Bank

FUNDING
OPTIONS

Federal and State Funds

Housing Trust Fund



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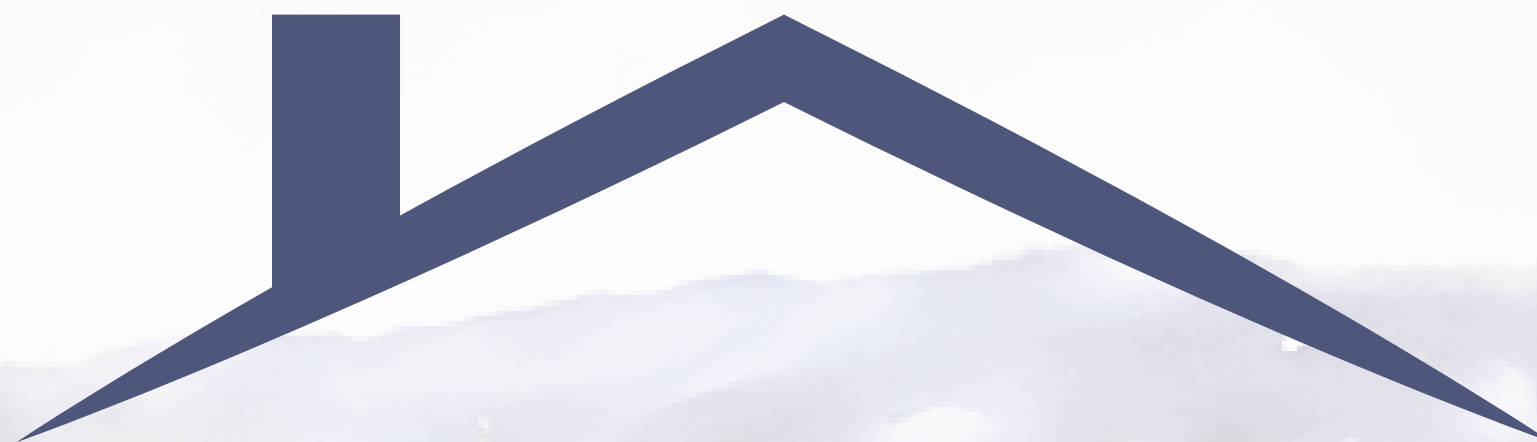
Possible Next Steps

- SAW representatives have met with the VSCLT staff
- Consider the CLT model within the context of SAW's housing needs
- Engage developers, lenders, existing property owners and others in the exploration of this model
- Create a "playbook" for the many possible roles for our cities and county.





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Our municipalities don't need to solve their housing issues on their own.

There are many potential partners, such as the VSCLT, the Community Foundation, and others with either the expertise, tools or resources to contribute to the goal of creating housing solution for all SAW citizens.



COMING TOGETHER TO CREATE SOLUTIONS THAT HOUSE EVERYONE
in Augusta County, Staunton, and Waynesboro (SAW) in Virginia.

SAW HOUSING

MORE



A special thank you to all those who attended our Working Groups Kickoff Gathering on September 4th.

If you missed that gathering but are still interested in creating solutions that house everyone in our SAW community, let us know how you'd like to be involved by filling out our commitment form [HERE](#).

*"If you want to go fast,
go alone.
If you want to go far,
go together."*

To listen to previous SAW Housing Summits and to be kept up-to-date on future gatherings and educational opportunities, visit: SAWHOUSING.com



CSPDC Regional Housing Study

The Study analyses local and regional trends and offers strategies to address our housing affordability issues



Housing Study



Consumer Report

The Consumer Report summarizes the Study's key findings and recommended strategies.

[Click here to read the Consumer Report](#)



Technical Report

The Technical Report provides more detailed data analysis and action steps.

[Click here to read the Technical Report >](#)

To learn more about our neighbors' stories, visit: cfcbr.org/thisishome



THIS IS HOME

This is our home and these are our stories.

We are in Staunton, Waynesboro, and the counties of Augusta, Highland, and Nelson in Virginia.



This is Home More Community Foundation
CENTRAL BLUE RIDGE

To view the Housing Study Reports and sign up for the CSPDC's Housing Study Webinar, visit:
<https://connect.cspdc.org/cspdc-housing-study>

