



1st Listening Session

Community Land Trust Loan Program

January 21, 2026

AGENDA

- Introductions
- Goals for Listening Session
- Program Overview
- Proposed Timeline
- Overview of Key Program Terms
- Scoring
- Questions & Answers

Introductions

LACAHS CTY Housing

ABOUT LACAHS

The LA County Affordable Housing Solutions Agency (LACAHS) is a regional agency tasked with creating affordable housing solutions and keeping people in their homes.

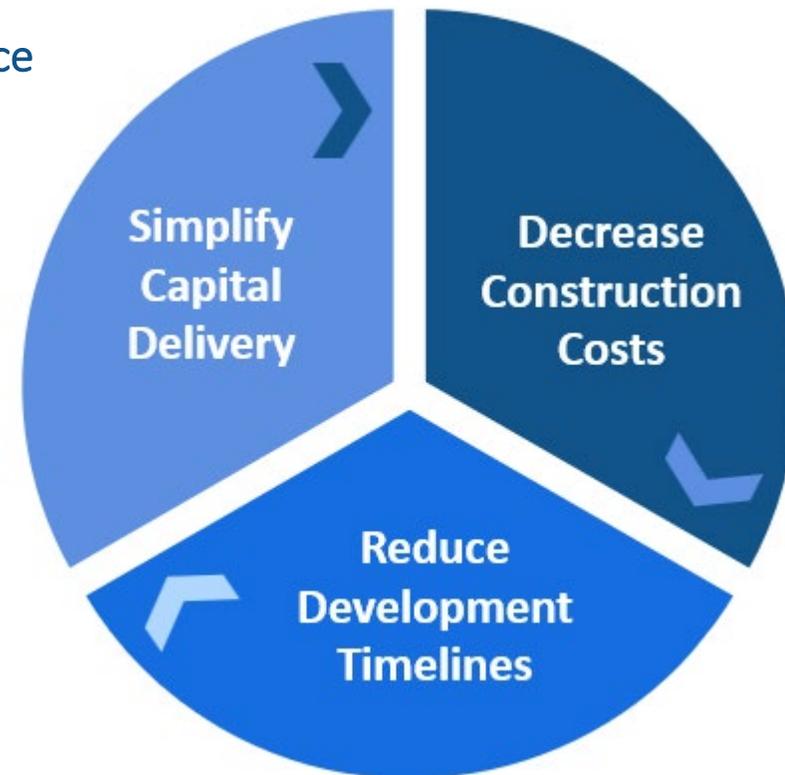
LACAHS offers an expanded financing toolkit designed to enhance the development of affordable housing, reduce development timelines and minimize complexity.

Community Land Trusts and NOAH Products:

- Grants
- Loans
- Residual Receipts Notes

CLT Loan Program Goals

- Wealth Building
- Pathways to Homeownership
- Preventing Displacement



ABOUT CTY HOUSING

- Founded in 2005, CTY Housing provides advisory services, project management, and public policy analysis. For the last 10 years, it has worked closely with community land trusts statewide.
- The firm's CLT work includes:
 - Direct work with CLTs to develop plans for strategic growth
 - Providing technical assistance for project level feasibility analysis and staff training
 - Public policy analysis and recommendations to promote CLTs

GOALS FOR LISTENING SESSION

1. Invite Ideas and Suggestions to shape the Community Land Trust Loan Program
2. Gather Useful Feedback to Refine Term Sheet and Program
3. Ensure changes will incorporate the diverse voices of Community Land Trust subject matter experts in attendance

PROGRAM OVERVIEW

The CLT Loan Program selects qualified Borrowers to acquire and rehabilitate existing vacant or occupied single- or multi-family properties, providing low-interest loans to County of Los Angeles, including the creation of affordable rental, ownership, and lease-to-own housing for lower income households.

PROPOSED TIMELINE

Action	Proposed Timeline
1st Listening Session	1/21/26
2 nd Listening Session	2/11/26
Presentation of Proposed CLT Loan Program and Term Sheet to Investment Review Committee	2/26/26
CLT Loan Program Guidelines Release	3/28/26
Selected Projects Notified	4/22/26
CLT Loan Program Award Announcements	6/30/26

OVERVIEW OF KEY PROGRAM TERMS

- Eligible Projects
- Eligible Borrowers
- Minimum Borrower Experience
- Loan Terms
- Affordability Requirement
- Tenant Protections
- Developer Fee

ELIGIBLE PROJECTS

- Acquisition only, or acquisition/rehabilitation of residential properties **less than 40 units**
- Tenure Types:
 - Affordable rental
 - Shared or limited equity resident shareholder ownership in a cooperative
 - Affordable homeownership
 - Affordable rental-to-homeownership (“lease to own”) projects
 - Affordable rental-to-cooperative projects

ELIGIBLE BORROWERS

- Developers of small affordable housing **with less than 40 units that meet the developer experience** requirements for the CLT Loan Program.
- Non-profit affordable housing developers
- Community Land Trusts (CLTs)
- Limited equity cooperatives or permanent real estate cooperatives that are in a documented partnership with a CLT
- Public entities
- Public housing authorities

BORROWER EXPERIENCE

- Applicant must have acquired and completed at **least three (3) residential developments** if acquisition/rehabilitation is proposed.
- Project Manager assigned to project must have experience with **at least one (1) comparable**, successfully completed project, or be assisted by consultant or other staff person with **at least three (3) comparable**, successfully completed projects
- Construction/rehabilitation management experience must be demonstrated if rehabilitation is proposed (either internal or through 3rd party consultant)
- Alternative experience may be provided subject to LACAHSAs review and approval.

BORROWER EXPERIENCE (CONTINUATION)

If an applicant does not meet the criteria for experience, applicant must meet one of the requirements set forth below:

- Enter into a contractual agreement with an experienced housing development consultant or developer with at **least three (3) acquisition or rehabilitation residential projects** for the predevelopment and construction phases.
- Agreement must be in place at the time of application through full lease-up of the project and memorialized in an executed Memorandum of Understanding (MOU) or contract submitted to LACAHSAs.
- Provide actionable and budgeted staffing plan demonstrating that qualified staffing will be added to the developer's organization during the predevelopment and construction phases.
- This plan may factor in asset management and property management fees and cash flow from the project itself.

LOAN TERMS

Maximum Loan Amount:	<ul style="list-style-type: none">• Per project loan cap of \$7.5 million
Award and Funding:	<ul style="list-style-type: none">• Borrower shall have 12 months from award to close on the award and start rehabilitation, or the commitment will be rescinded.
Maximum Loan to Value (LTV) and Loan to Cost (LTC) Ratios	<ul style="list-style-type: none">• Lesser of 90% LTC or 90% LTV on LACAHSAs senior lien permanent financing.• Lesser of 100% LTC or 100% LTV on a combined basis where LACAHSAs provides subordinate financing.• CLT Loan Program senior debt is required to amortize after the initial interest only period• CLT Loan Program subordinate financing shall be paid from residual receipts

ACQUISITION, PREDEVELOPMENT, CONSTRUCTION FINANCING LOAN TERMS

Acquisition, Predevelopment, and Construction Financing Terms	Predevelopment plus Rehabilitation shall not exceed 3 years

PERMANENT FINANCING

LOAN TERMS

CLT Loan Permanent Financing Terms (Senior Loan)	<ul style="list-style-type: none">• Maximum loan term: 55 years, with up to 10 years interest only.• Amortization begins at stabilization (90% occupancy for 90 days and achieving a 1.15 DSCR on senior loan)
CLT Loan Permanent Financing Repayment Terms (Senior Loan)	<ul style="list-style-type: none">• Principal and interest are due at the earliest of a) date of maturity or b) takeout through sale or refinancing.• No prepayment penalty.
CLT Loan Residual Receipts Financing Repayment Terms	<ul style="list-style-type: none">• CLT Residual receipts loans are split 1/3 to developer, 1/3 to a project reserve, and 1/3 to LACAHSAs to pay accrued interest and principal.

AFFORDABILITY RESTRICTIONS

- Priority will be given to projects with affordability restrictions in perpetuity. Minimum affordability restrictions are **55 years**.
- LACAHSAs will review and approve any senior financing and will subordinate its Deed of Trust to the senior loan. The Affordability Covenant will remain senior to any senior financing.
- LACAHSAs must consent to any proposed refinancing of senior debt on the project, if any portion of the LACAHSAs financing is not being repaid at sale or refinancing.

TENANT PROTECTIONS

- All existing tenants may stay in their home regardless of income
- Permanent relocation is not allowed. However, existing tenants who are not paying rent and have not agreed to a payment plan, or other form of forbearance, may be subject to eviction.
- LACAHSAs funding cannot be used to pay for evictions.

DEVELOPER FEE

Acquisition Fee

- Developers are entitled to a **flat acquisition fee of 12% of acquisition cost or \$100,000, whichever is less.**

Rehabilitation Fee

- Projects undertaking rehabilitation may include in their budgets an additional fee equal to the lesser of:
 - **20% of the total construction cost**
 - **\$10,000 per unit; or**
 - **6% of total development costs (excluding the developer fee)**
- Fifty percent of the rehab fees are payable at the conclusion of the rehabilitation project and the remaining at stabilization of the project.

DEVELOPER FEE (CONTINUATION)

Emerging Developers

- It is highly encouraged that developers that do not meet the threshold experience requirements for the CLT Loan program, they must partner with another organization or consultant to be eligible to apply.

Fees Guidance

- The following fee guidance applies:
 - Developer fee plus the Rehabilitation Fee (as applicable) as described in the term sheet
 - **\$150,000 consultant fee**, which must cover all phases of work and all ancillary fees
 - These fees are exclusive of the allowed construction manager fee if rehabilitation is included in the work

Incentive Developer Fee

- Projects completed within budget and on or ahead of schedule shall be entitled to an additional Incentive Developer Fee of **\$1,500 per unit** provided there are sufficient savings in any of the following budget line items: hard cost contingency, soft cost contingency, interest reserve and relocation.

SCORING

Category	Points
Financial Sustainability	30
Development Team Experience	20
Project Readiness	20
Affordability	15
Project Size	10
Site Amenities	5
Total	100

Bonus Points:

3 Points -- Evidence of Residents at High Risk of Displacement

Questions & Answers



**LACAHS
THE AFFORDABLE
SOLUTIONS AGENCY**

Thank You!