



Steps to Purchase a Chicago Community Land Trust Affordable Home

Affordable Chicago Community Land Trust (CCLT) units are created through several City and Opt-in Programs. In order to qualify to purchase a CCLT unit, you must qualify to participate in the Program. To do so, follow the steps below.

1. **Obtain a pre-approval from a CCLT Participating Lender (list is enclosed).**

The very first thing you must get is a pre-approval from one of the CCLT participating lenders. The City conducts a review of your income and tax documents to verify that you meet the income guidelines and the purchase is affordable according to your current purchasing financial ability. You must submit all required documents as requested by the City or the developer and be approved by the City prior to closing on the home.

2. **You must be income qualified**

The City's/CCLT Home Buyer Application – which you must complete and submit to the CCLT, will be reviewed by CCLT Outreach Director in order to make sure you are income qualified to purchase the unit and you can afford the unit. Your total household income taking into consideration all income of all household members 18 and over must be less than income limit for your household size. (See chart below) and your monthly housing payment cannot exceed 38% of your monthly income.

- a. Maximum income for ARO is 100% AMI or 120% depending on the year the project was approved.

Area Median Income (AMI) Chart (effective June 6, 2016)
Your total household income must be equal to or less than ...

Household Size	Maximum income to qualify to purchase ARO CCLT Units created prior to October, 2015	Maximum income to qualify to purchase ARO CCLT units created after October, 2015
	100%	120%
1 person	\$53,900	\$64,680
2 persons	\$61,600	\$73,920
3 persons	\$69,300	\$83,160
4 persons	\$76,900	\$92,280
5 persons	\$83,100	\$99,720
6 persons	\$89,300	\$107,160
7 persons	\$95,400	\$114,480
8 persons	\$101,600	\$121,920

3. **Complete Homeownership Training**

Enclosed is a list of Homeownership Housing Counseling agencies that provide counseling free of charge (approved housing counseling agency list attached).

You must complete:

- a. CCLT Training,
- b. General 8-hr pre-purchase training including a one-on-one counseling session is recommended to help you determine your mortgage readiness and income qualifications, and
- c. Condo training if purchasing a condo unit.

4. **Identify a home or condo you are interested in and contact the developer to see the unit.**

A contract for purchase can be signed before completing the above steps but all steps must be completed in order to be able to finalize the purchase of a CCLT unit. Hire an attorney.

If you have questions please contact Teresa Lambarry, Outreach Director of the CCLT at (312) 744-5086 or teresa.lambarry@cityofchicago.org.



Chicago Community Land Trust Homebuyer Fact Sheet

The Chicago Community Land Trust (CCLT) provides and sustains quality, affordable homeownership opportunities and a community of support for working families and individuals in Chicago and preserves these opportunities for future generations.

Founded in 2006, the CCLT is a non-profit corporation that operates citywide and is housed at the City of Chicago Department of Planning and Development. Its Mayoral appointed Board of Directors includes community-based organizations, developers, banks, the legal community, Funders, and others active in affordable housing. Once the CCLT is administering 200 units, one-third of the board will be CCLT homeowners – ensuring that homeowners have a voice in the organization’s policies.

Why Buy a Home:

While homeownership is not for everyone we work to make homeownership an option for as many qualified, educated buyers as possible, in neighborhoods across the entire City.

- Mortgage interest rates are at their lowest level in thirty years.
- Traditional homeowner income tax benefits
- Homeownership is still a good long-term investment
 - Stabilize your housing costs and put down roots in a community
 - Historically, housing values have increased over the long-term
- It is a buyer’s market – buyers with good credit, low debt and stable jobs can select from a wide range of options.

Chicago Community Land Trust (CCLT) Ownership Opportunities:

The CCLT works in combination with the City’s Affordable Requirements Ordinance (ARO), especially when combined with the CCLT, offer many advantages over buying other types of housing:

- New construction or rehabbed homes that are move-in ready
- Below market prices on units in some of Chicago’s most desirable neighborhoods
- Pre-approval process ensures you are mortgage ready and truly able to afford the home
- Purchasers of CCLT homes also have access to:
 - Mortgage lenders using pre-approved, quality, affordable loan products
 - Lower, more stable property taxes
 - Post-purchase resources and support to help ensure your success as a homeowner

PRICING EXAMPLE

Price Examples	Market Home	CCLT HOME
Market Value	\$240,000	\$240,000
Purchase Price	\$240,000	\$165,000
Annual Property Taxes(estimated)	\$4,200	\$2,888
Required Income	\$76,000	\$53,900
Monthly Cost	\$1,900	\$1,347

How CCLT Homeownership Works:

The City provides land and/or subsidies to make affordable homes available for purchase by income-qualified working families.

- Through the County, property taxes are assessed on the affordable price, instead of on the market value.
- In exchange for the subsidies and reduced property taxes:
 - CCLT homeowners agree to resell the home to another income-qualified buyer at an affordable price.
 - The affordable resale price is the original affordable price plus a portion of any increase in the market value giving the owner a return on his/her investment.
 - The subsidies stay with the home, keeping it affordable to the next family.

CCLT Homeowner Support:

The CCLT is a permanent partner with an on-going resource for its homeowners. CCLT assistance includes:

- Pre and post-purchase workshops, resources and referrals to assist with common first-time homeowner and condo ownership questions.
- Assistance in filing and together with the homeowners monitor property tax incentives appeals for the reduced taxes
- Pre-purchase homebuyer counseling and educational materials specific to the CCLT
- A pool of lenders educated about the CCLT and willing to provide mortgages to qualified homebuyers
- A pool of affordable attorneys trained on the CCLT and City/CCLT closing process
- Resale assistance
- Default/foreclosure prevention assistance

Nationally, homes purchased in a Land Trust are 10 times less likely to go into foreclosure than units purchased in the regular Market (per report published in 2011.

<http://www.cltnetwork.org/Resources/2011-Comprehensive-CLT-Survey>

For more information, including income guidelines and a list of available properties, please visit the CCLT website at www.cityofchicago.org/CCLT or contact Teresa Lambarry at 312.744-5086 or teresa.lambarry@cityofchicago.org.

**City of Chicago
Department of Planning and Development**

2016 Housing Counseling Centers

Housing Counseling Centers provide counseling to help residents purchase homes and avoid foreclosure.

Housing Counseling Services

Agency Name:	Email & Website	Counseling Services	Languages
BETHEL NEW LIFE, INC. 310 N Pulaski Rd Chicago IL 60624-1810 773 826-0073	dwilliams@bethelnewlife.com www.bethelnewlife.org	- Mortgage Delinquency and Default Resolution Counseling - Pre-purchase Counseling - Pre-purchase Homebuyer Education Workshops	- English
CHICAGO URBAN LEAGUE 4510 S Michigan Ave Chicago, IL 60653-3816 773 285-1500	mwooten@thechicagourbanleague.org www.thechicagourbanleague.org	- Mortgage Delinquency and Default Resolution Counseling - Pre-purchase Counseling - Pre-purchase Homebuyer Education Workshops	- English
CHINESE AMERICAN SERVICE LEAGUE 2141 S Tan Court Chicago, IL 60616-1998 312 791-0418 Ext 3605	ben_lau@caslservice.org www.caslservice.org	- Mortgage Delinquency and Default Resolution Counseling - Pre-purchase Counseling - Pre-purchase Homebuyer Education Workshops	- Cantonese - Mandarin - English
GENESIS HOUSING DEVELOPMENT CORPORATION 7735 S Vernon Ave Chicago, IL 60619-6670 773 994-6670	skidd@genesishdc.org www.genesishdc.org	- Mortgage Delinquency and Default Resolution Counseling - Pre-purchase Counseling - Pre-purchase Homebuyer Education Workshops	- English
Greater Southwest Development Corporation 6155 S. Pulaski Rd Floor 2nd Chicago, IL 60629 773-735-6727	e.zepeda@greatersouthwest.org http://www.greatersouthwest.org	- Mortgage Delinquency and Default Resolution Counseling - Pre-purchase Counseling - Pre-purchase Homebuyer Education Workshops	- English - Spanish
LAKESIDE COMMUNITY DEVELOPMENT CORPORATION 1652 W Wallen Ave Chicago, IL 60626-6214 773 381-5253	kurt@lakesidecdc.org www.lakesidecdc.org	- Mortgage Delinquency and Default Resolution Counseling - Pre-purchase Counseling - Pre-purchase Homebuyer Education Workshops - Condominium Training	- English - Spanish
LATIN UNITED COMMUNITY HOUSING ASSOCIATION 3541 W North Ave Chicago, IL 60647-4808 773 276-5338 Ext 234	jstillman@lucha.org www.lucha.org	- Mortgage Delinquency and Default Resolution Counseling - Pre-purchase Counseling - Pre-purchase Homebuyer Education Workshops	- English - Spanish
NEIGHBORHOOD HOUSING SERVICES OF CHICAGO 1279 N Milwaukee Ave - Suite 400 Chicago, IL 60622-9360 773 329-4010	kwoods@nhschicago.org www.nhschicago.org	- Mortgage Delinquency and Default Resolution Counseling - Pre-purchase Counseling - Pre-purchase Homebuyer Education Workshops	- English - Spanish

<p>NORTH SIDE COMMUNITY FEDERAL CREDIT UNION 1011 W Lawrence Ave Chicago, IL 60640-5017 773 769-5800</p>	<p>c.escovar@northsidecu.org www.northsidecu.org</p>	<p>- Mortgage Delinquency and Default Resolution Counseling - Pre-purchase Counseling - Pre-purchase Homebuyer Education Workshops</p>	<p>- English - Spanish</p>
<p>NORTHWEST SIDE HOUSING CENTER 5233 W. Diversey Ave Chicago, IL 60639 773 283-3888</p>	<p>swashington@nwshc.org www.nwshc.org</p>	<p>- Mortgage Delinquency and Default Resolution Counseling - Pre-purchase Counseling - Pre-purchase Homebuyer Education Workshops</p>	<p>- English - Polish - Spanish</p>
<p>PARTNERS IN COMMUNITY BUILDING, INC. 4622 S. Martin Luther King Drive - 2nd Floor Chicago, IL 60653 312-328-0873 x1004</p>	<p>onvarro@picbchicago.org www.picbchicago.org</p>	<p>- Mortgage Delinquency and Default Resolution Counseling - Pre-purchase Counseling - Pre-purchase Homebuyer Education Workshops</p>	<p>- English - Spanish</p>
<p>ROGERS PARK COMMUNITY DEVELOPMENT CORP. dba NORTHSIDE COMMUNITY RESOURCES CDC 1530 W Morse Ave Chicago, IL 60626-3307 773 262-2290</p>	<p>christina@rogersparkcdc.org www.rogersparkcdc.org</p>	<p>- Mortgage Delinquency and Default Resolution Counseling - Pre-purchase Counseling - Pre-purchase Homebuyer Education Workshops</p>	<p>- English - Spanish</p>
<p>SPANISH COALITION FOR HOUSING 1922 N Pulaski Rd Chicago, IL 60639-4918 773 342-7575</p>	<p>gravelo@sc4housing.org www.sc4housing.org</p>	<p>- Mortgage Delinquency and Default Resolution Counseling - Pre-purchase Counseling - Pre-purchase Homebuyer Education Workshops</p>	<p>- English - Spanish</p>
<p>9010 S. Commercial Chicago, IL 60617 773-933-7575</p>	<p>iramirez@sc4housing.org</p>	<p>- Mortgage Delinquency and Default Resolution Counseling - Pre-purchase Counseling - Pre-purchase Homebuyer Education Workshops</p>	<p>- English - Spanish</p>
<p>1915 S Blue Island Chicago, IL 60608 312-850-2660</p>	<p>mcorral@sc4housing.org</p>	<p>- Mortgage Delinquency and Default Resolution Counseling - Pre-purchase Counseling - Pre-purchase Homebuyer Education Workshops</p>	<p>- English - Spanish</p>
<p>THE RESURRECTION PROJECT 1818 S Paulina Chicago, IL 60608-2719 312-666-1323</p>	<p>vlua@resurrectionproject.org www.resurrectionproject.org</p>	<p>- Mortgage Delinquency and Default Resolution Counseling - Pre-purchase Counseling - Pre-purchase Homebuyer Education Workshops</p>	<p>- English - Spanish</p>



Partner Lender Home Purchase Products

The following mortgage lenders have agreed to provide mortgages to homebuyers purchasing Chicago Community Land Trust (CCLT) homes and condominiums. **YOU MUST USE ONE OF THESE LENDERS IN ORDER TO PURCHASE A CCLT HOME.** These lenders (and the loan officers listed) understand the special features of the CCLT. Please note that FHA loan products cannot be used in conjunction with CCLT homes

LENDERS	INCENTIVES	CRITERIA	RESTRICTIONS/REPAYMENTS	Max LTV	CONTACT(S)
<u>Guarantee Rate</u> Programs they work with: CCLT Chicago Home Buyer Assistance Program Tax Smart IHDA NSP	Fannie & Freddie's 3% down program Double Match Program 2% grant gives 2% for down payment or closing costs.	Fannie guidelines Freddie guidelines	None	Based on product Conventional 97%	Scott Sidkey 773.416.0324 cell 773.290.0324 office 773.435.0686 fax scott@guaranteerate.com
<u>NHS Chicago</u> Programs they work with: CCLT NSP funds available within the MMRP areas TAX SMART	Competitive fixed rates No PMI Flexible underwriting (not credit score driven) Down payment/closing cost assistance available	120% AMI for owner-occupants in Low/Mod Census Tract , 80% AMI for all others	City Of Chicago & Elgin	97%	Roberta Cosey 773-533-5570 x 4705 office 773-858-5675 cell 773-329-4055 fax rcosey@nhschicago.org
<u>Standard Bank and Trust</u> Programs they work with: CCLT TAX SMART NSP funds available within the MMRP areas FHLB Down Payment Plus	Free consultation. May combine some down payment assistance programs. Competitive long term fixed rates	Fannie guidelines	None	97%	Tom Meneses 312-952-2126 cell 773-327-3580 x 64310 office tomas.meneses@standardbanks.com Miguel A. Mendoza (hablo Español) 708-752-5835 office 219-742-3908 cell miguel.mendoza@standardbanks.com
<u>Wintrust Mortgage</u> Programs they work with: CCLT NSP funds available within the MMRP areas TAX SMART FHLBC (DPP Program) Market Rate Program	No charge for consultation. Has funds for down payment assistance. Competitive long term fixed rates	Fannie guidelines	None	97%	Kelly J. Price 773-501.6653 cell 312-462-7733 office 866-560-0776 efax kprice@wintrustmortgage.com
<u>Wells Fargo Home Mortgage</u> Programs they work with: CCLT NSP funds available within the MMRP areas	2% downpayment No PMI Competitive long term fixed rates	Freddie Guidelines * First-time homebuyers. Customers may not currently own a residential property. * Low-to-moderate income buyers. * Customers with little cash available – may have access to gift funds or Downpayment Assistance Programs (DAPs). * Customers with limited credit usage or non-traditional credit (not permitted for LTVs >95%). * Customers with past credit challenges, but have recently shown financial responsibility.	None	98%	Ken Crowder 630-961-6640 office 630-240-2203 cell 630-344-1341 efax ken.crowder@wellsfargo.com
AMi = Area Median Income		BPS = Basis Points	LMI = Low Moderate Income		LTV = Loan to Value



List of Attorneys January 6, 2016

The following attorneys have indicated interest in providing review of sales contract and representing CCLT buyers at their closing. These attorneys have been trained on CCLT, Restriction Covenant, and the closing process for the City/CCLT. *

MLS Law Group LLC

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(312) 626-2479 fax
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*USE ANY OF THESE ATTORNEYS AT YOUR OWN DISCRETION. This list of attorneys which have been trained regarding the CCLT, the Restrictive Covenant, and the closing process for the City/CCLT. The CCLT is making this list available as a service for buyers of CCLT units. We recommend that whenever you are considering using the services of a professional you investigate about certification, membership and professional association, and what level of expertise does person have in regards to your case or need. You also have the right to ask the cost of services, what services do they provide, and names of past clients (present or past) for references. Please contact Teresa Lambarry (312) 744-5086 or teresa.lambarry@cityofchicago.org with any question or problem.

This list is periodically modified. Please call our office for updated list.