



Increasing Affordable
Homeownership
Opportunities with CLT and
Factory-Built Housing



MISSION:

NPHS builds equitable communities through innovative housing and economic solutions that advance the well-being of people, vitality of neighborhoods, creation of jobs, and sustainability of the environment.

Current Housing Market Trends

- ▶ California has one of the highest costs of living in the country.
- ▶ Inland Empire located in Southern California is made up both San Bernardino County and Riverside County. These are our two target regions with a combined population of over 4.63 million.
- ▶ As of January 2022, Inland Empire's median home prices range between \$450K and \$590K, compared to the state median of \$765,580.

SERIES: Median Price of Existing Single Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®



NPBS Community Land Trust

- ▶ NPBS Community Land Trust (CLT) was created as part of our holistic framework. The ultimate goal is to preserve and protect affordable homeownership for LMI households in perpetuity.
- ▶ Our first CLT property was part of a Fannie Mae pilot collaborative. Our Acquisition, Rehab, Resale (ARR) program purchased this home for a discount.
- ▶ By applying the subsidy retention tool, we achieved permanent affordability by limiting the price for which a family can resell their home.
- ▶ By acquiring and transferring land to the CLT, NPBS maintains ownership and controls housing costs by permanently limiting land costs and “locking in” subsidies.
- ▶ NPBS CLT stewardship program maintains communication and provides other LMI resources/referrals.



This home was sold to an 80% AMI LMI first time home buyer for \$230K in June of 2020.

Challenge:

With the cost of home prices rising and shortages in labor and construction materials skyrocketing, how can we make scattered infill development sites sustainable and scalable by using CLT and factory-built housing solutions?



Opportunity:

Using a CLT model and factory-built homes, we can partner with local or county housing authorities to identify these residential surplus lots. In most cases, these blighted lots, can be redeveloped into sustainable affordable homeownership for LMI families.

Using a CLT model with factory-built homes offers cost benefit of a design/build process that facilitates innovation and quality control, including energy and waste efficiency standards.



HOMES by NPHS, LLC

Community Development Social Enterprise



HOMES by NPHS, LLC is the exclusive entity that is a factory-built retailer. NPHS purchases factory-built single-family homes and ADU's at wholesale prices to lower development costs.



Retail Channel to sell factory-built single-family homes and ADU's to affordable housing developers and consumers.



CDFI Loan product for homeowners to finance the purchase of an ADU.



Mobile Home Replacement Program to address dilapidated homes in mobilehome communities.



San Bernardino CLT Gateway Development

*Factory-built Single Family and ADU Infill
Demonstration Site*



Site Overview

Single-Family Unit

- ▶ 1,493 Square Feet
- ▶ 3 bedroom / 2 Bathrooms
- ▶ Attached 2 Car Garage
- ▶ Solar Panels 4.0 KW System
- ▶ Energy Storage
- ▶ Tankless Water Heater



Accessory Dwelling Unit

- ▶ 800 Square Feet
- ▶ 2 bedroom / 2 Bathrooms
- ▶ Solar Carport 2 Cars
- ▶ Tankless Water Heater





Lessons Learned

- ▶ Obtain familiarity with CLT models that are good examples to share with your local municipalities.
- ▶ Familiarity with local government housing staff and permit and development approval process.
- ▶ Misconceptions and negative stigma of CLT models and factory-built homes serve as an opportunity to educate municipalities and consumers.
- ▶ Building relationships and network with local Factory-built plants and licensed contractors alongside with local retailers.
- ▶ Keep up with construction cost increases and supply and demand for factory-built homes.