

# FACT SHEET

**OUR MISSION IS SIMPLE:**  
Provide attainable housing  
for our working community.

## WHO WE ARE

**HTB** is a Community Land Trust (CLT); a 501(c)(3) non-profit organization created to provide attainable homes for the benefit of our community. A CLT provides ownership access for people who are priced out of our current housing market.

## HOW DOES A CLT WORK?

When an individual, or family, purchases a CLT home, that home sits on land owned by **HTB**. The homebuyer owns the home. This ownership structure keeps the house affordable in perpetuity. The homeowner leases the land from **HTB** in a long-term (89-year), renewable lease.

## HOW IS THE HOUSE PRICED?

**HTB** sets the selling price at 75% of its appraised value. It is this subsidy that makes the house affordable.

## CAN THE HOMEOWNER SELL THE HOUSE?

When the home is sold, the homeowner agrees to sell at 75% of its appraised value to keep the home affordable.

## CAN THE HOMEOWNER MAKE IMPROVEMENTS?

Yes. As the homeowner, they are entitled to improve the property to suit their needs. This could include building a play set, garage, screened-in porch; it is their home to customize as they wish.

## THE NEED HOW MANY HOMEOWNERSHIP UNITS DO WE NEED IN BENZIE COUNTY?

HOUSEHOLD INCOMES	AFFORDABLE HOME VALUES	# OF UNITS	% OF POTENTIAL DEMAND
Up to \$41,550	Up to \$138,500	349	27
<b>\$41,551 - \$66,480</b>	<b>\$138,501 - \$221,600</b>	<b>251</b>	<b>20</b>
\$66,481 - \$99,720	\$221,601 - \$332,400	378	29
\$99,721+	\$332,401+	316	24

**YELLOW** highlight is who **HTB** serves.

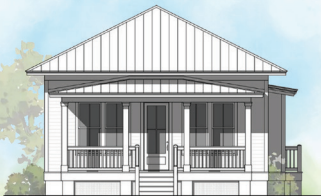
ANALYSIS WAS CONDUCTED BY BOWEN NATIONAL RESEARCH ON BEHALF OF HOUSING NORTH, 2023.

## 2025 BUDGET

CONSTRUCTION	\$958,000	85%
LAND	\$75,000	7%
ADMINISTRATION	\$85,000	8%

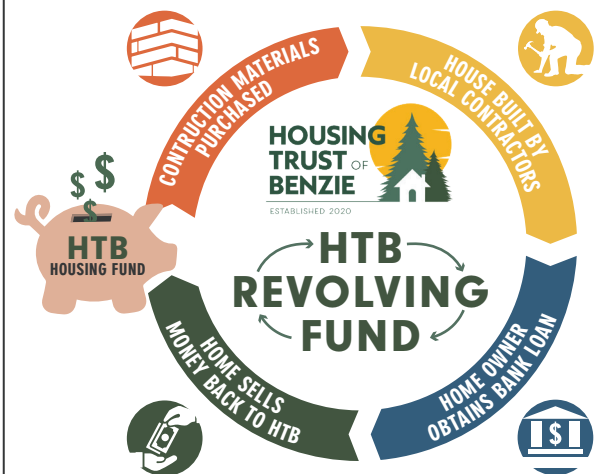


## PROJECTS IN 2026



### COTTAGES AT CORNING

- Two floor plans
- 2 BR w/ one car garage



“THIS IS HOW WE BUILD A FUTURE-PROOF BENZIE COUNTY—BY ENSURING THAT PEOPLE WHO WORK HERE CAN ALSO AFFORD TO LIVE HERE.”

— KAITLIN MATESICH —  
HTB HOMEOWNER AND BOARD MEMBER