FROM ACQUISITION TO SALE

Development Roadmap & Casestudy Walkthrough



SOUTH FLORIDA
COMMUNITY LAND TRUST

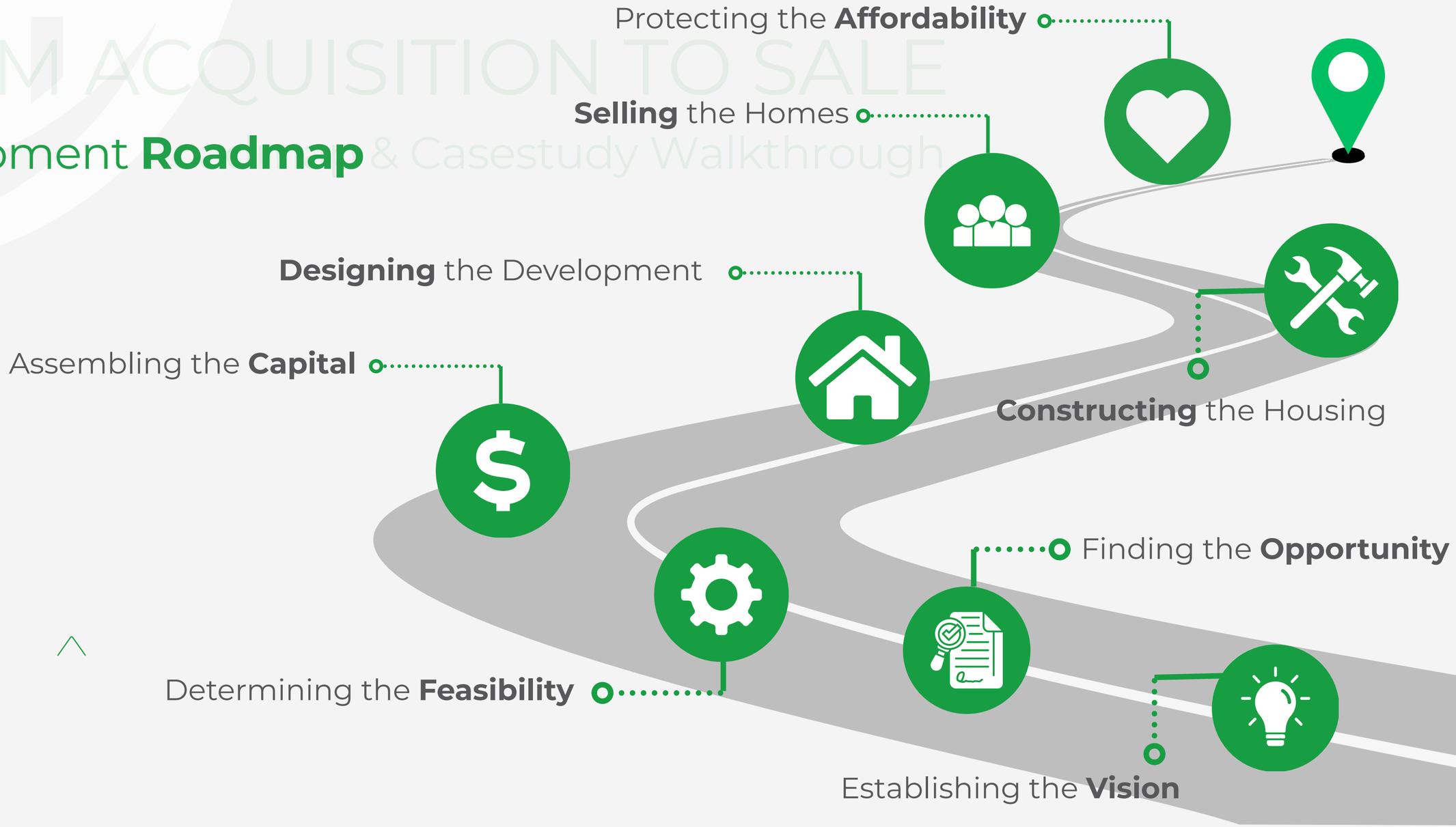
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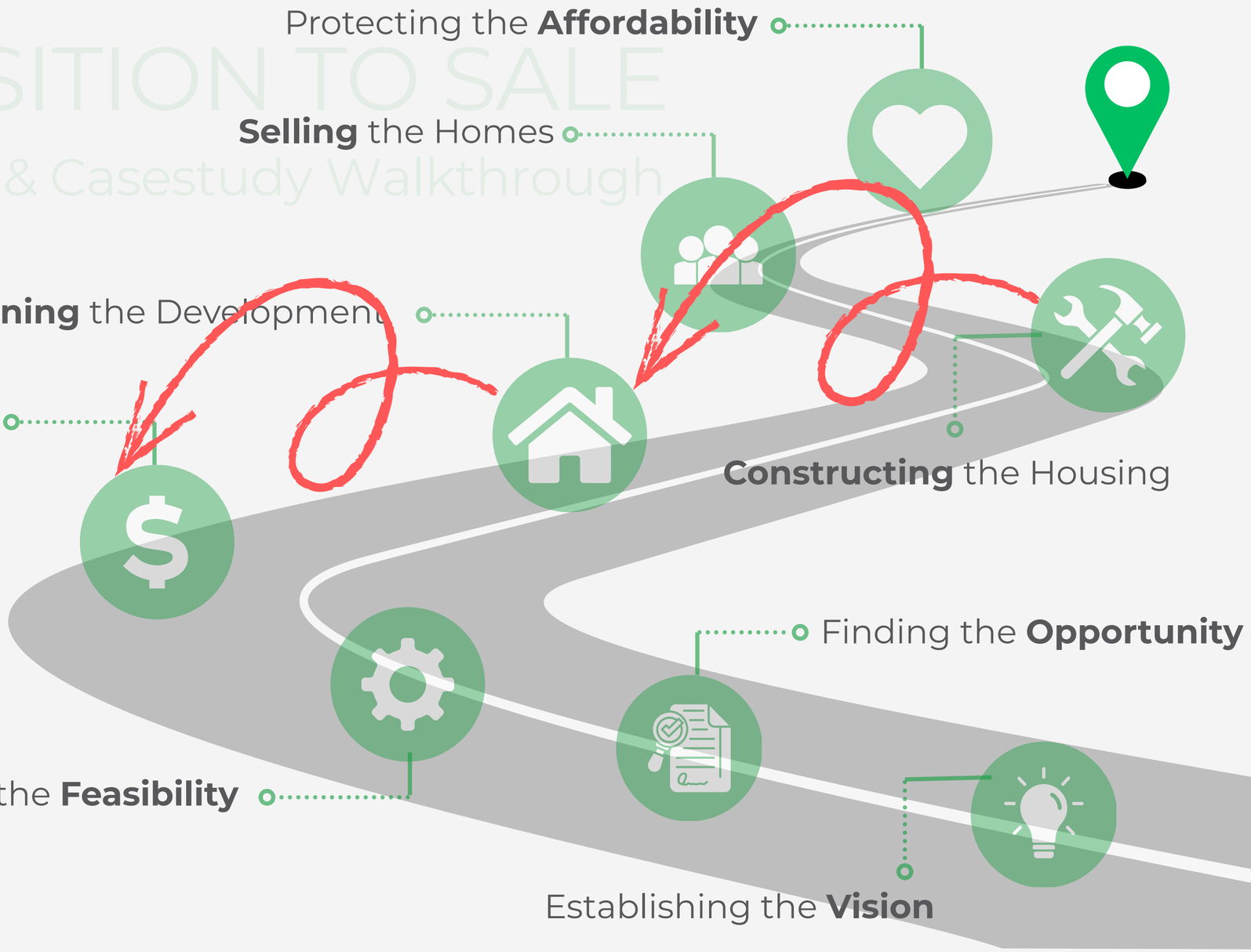
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FROM ACQUISITION TO SALE

Development **Roadmap** & Casestudy Walkthrough



ESTABLISHING A **VISION**

Why do **affordable** housing?



ESTABLISHING A **VISION**

Why do you do **affordable** housing?



ESTABLISHING A **VISION**

Why do **affordable** housing?

What does the deal mean to the **organization**, the **community**, the **residents**?



FINDING THE **OPPORTUNITY**

How do you find a site?
Where do you look?
How do you obtain site control?
What do you negotiate?
What money is at risk and when?

DETERMINING THE **FEASIBILITY**

What's on our due diligence checklist—and what could we be missing?

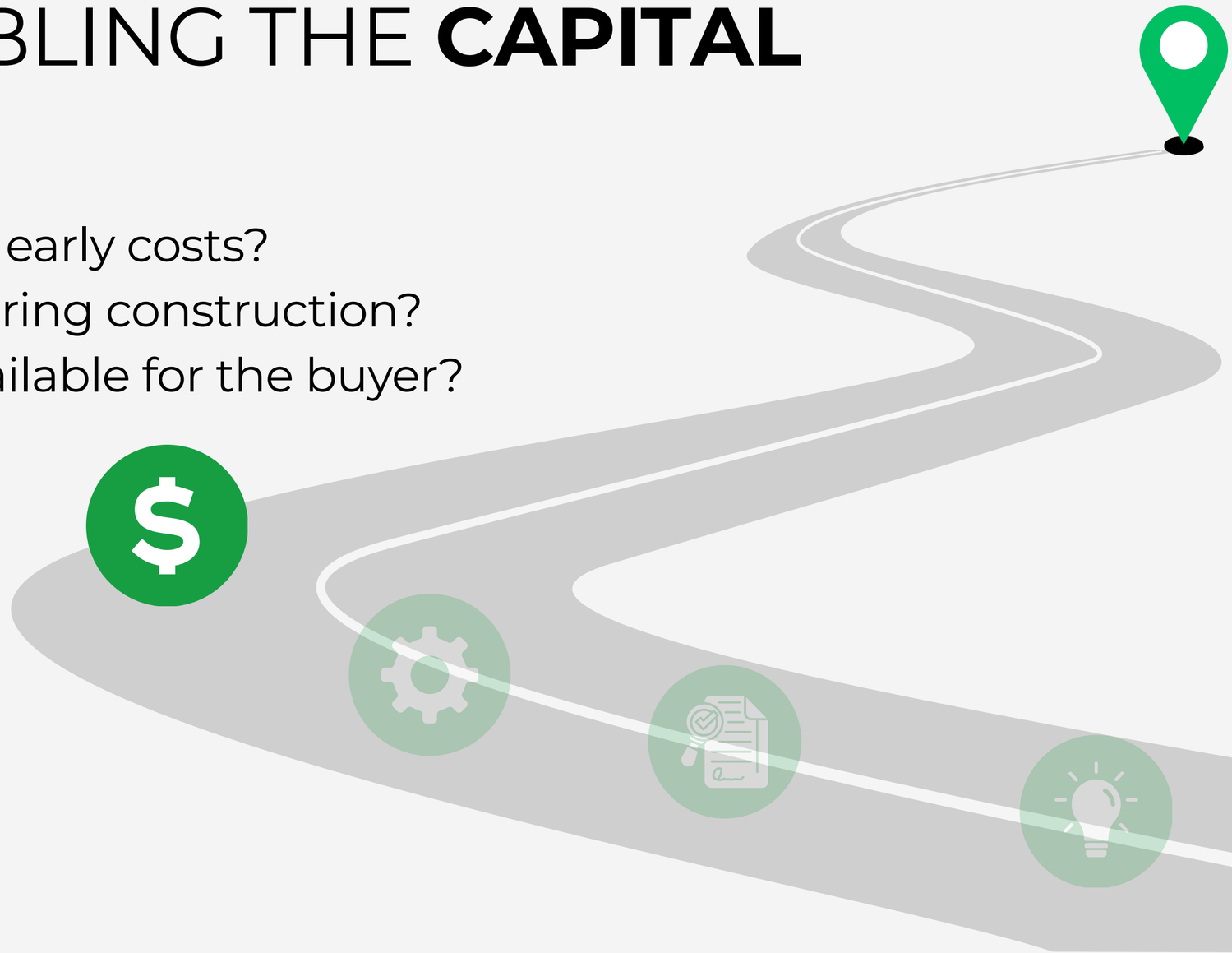
What can we build on this site and what will it cost to construct?

Can the deal pencil—and if not, who fills the gap?

Gridics deepblocks Geom.

ASSEMBLING THE **CAPITAL**

How do you cover the early costs?
What sources exist during construction?
What assistance is available for the buyer?



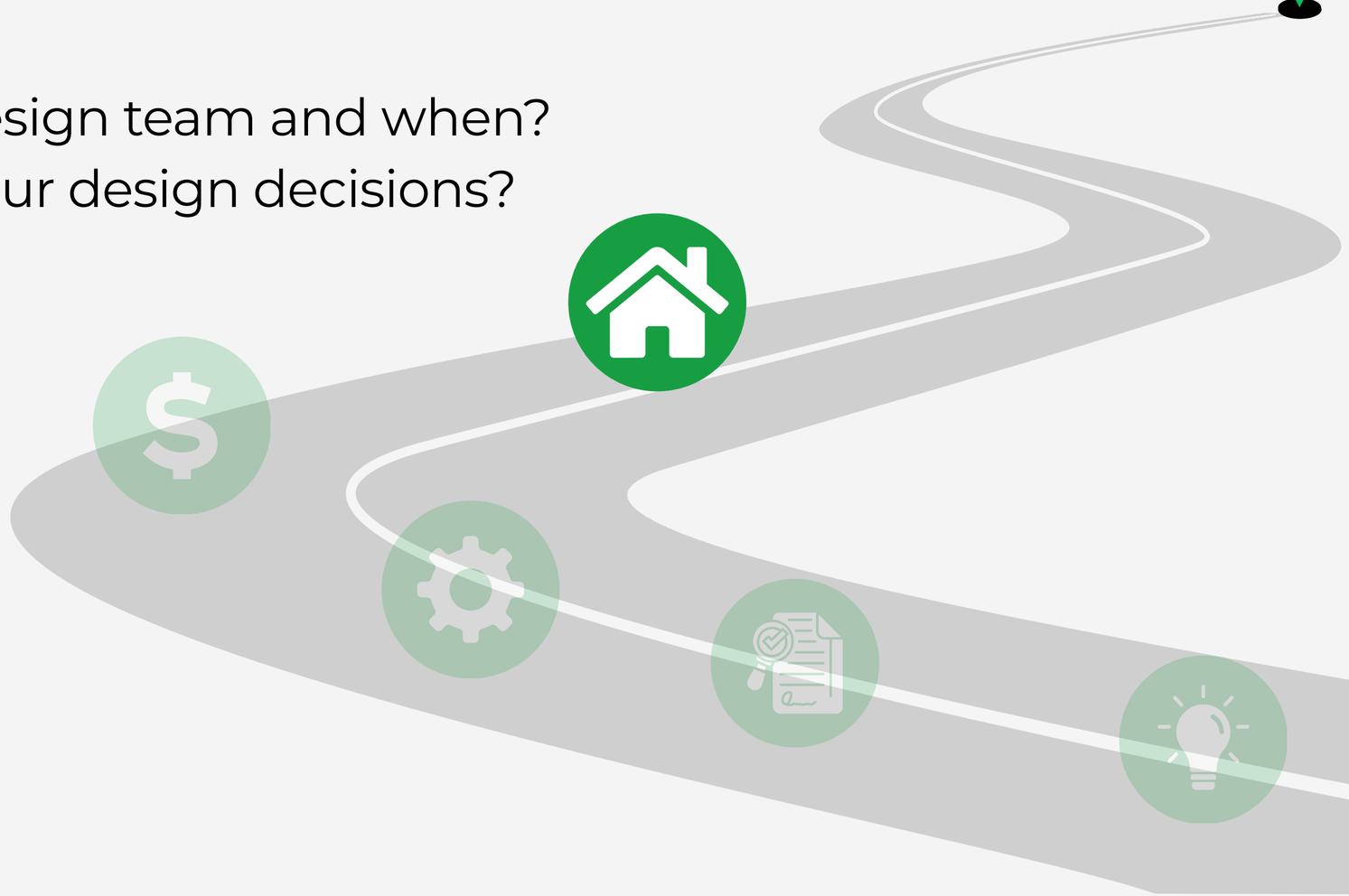
ASSEMBLING THE **CAPITAL**

How do you cover the early costs?
What sources exist during construction?
What assistance is available for the buyer?

What additional **time and compliance** is required for each subsidy received?

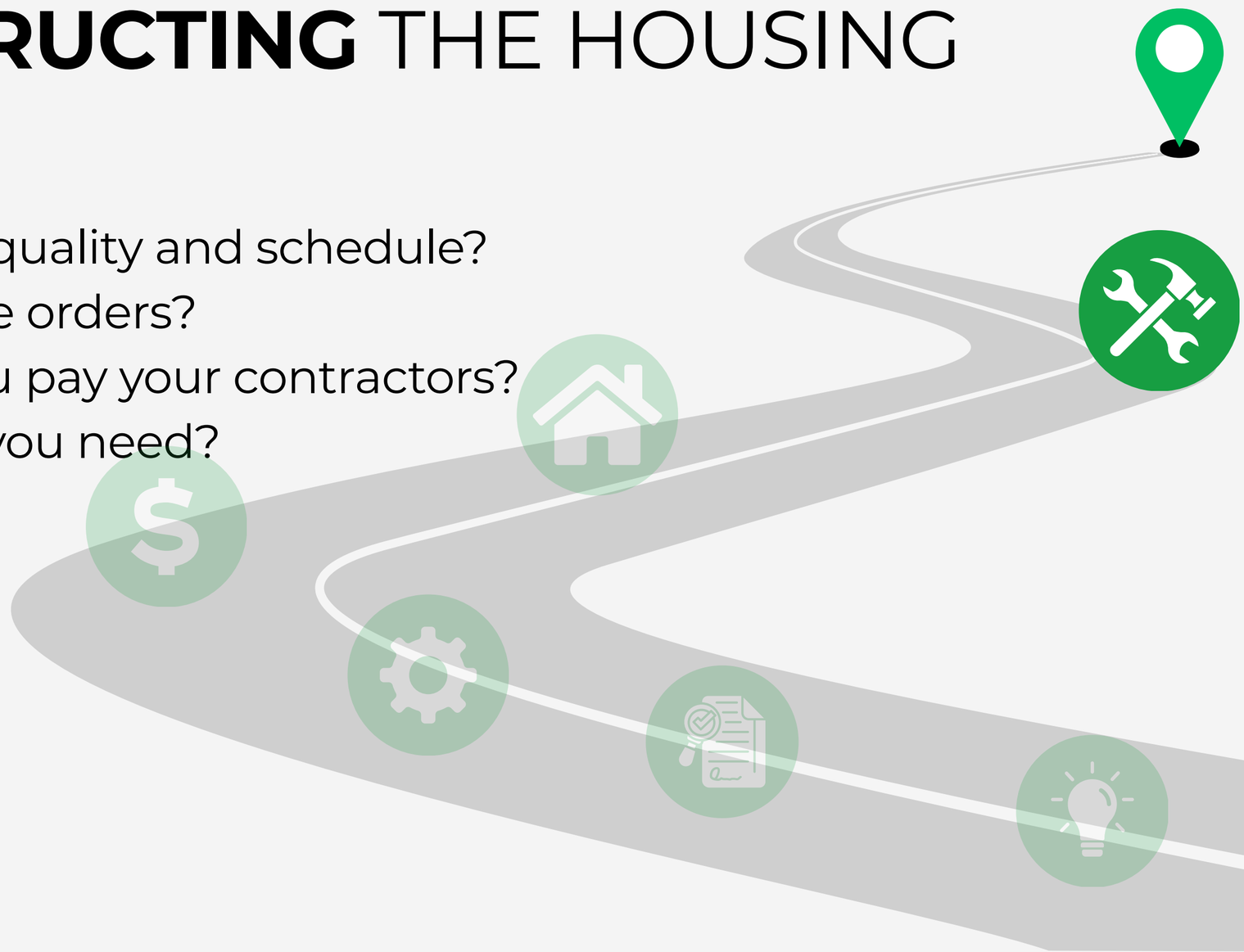
DESIGNING THE DEVELOPMENT

How do select your design team and when?
What should guide your design decisions?



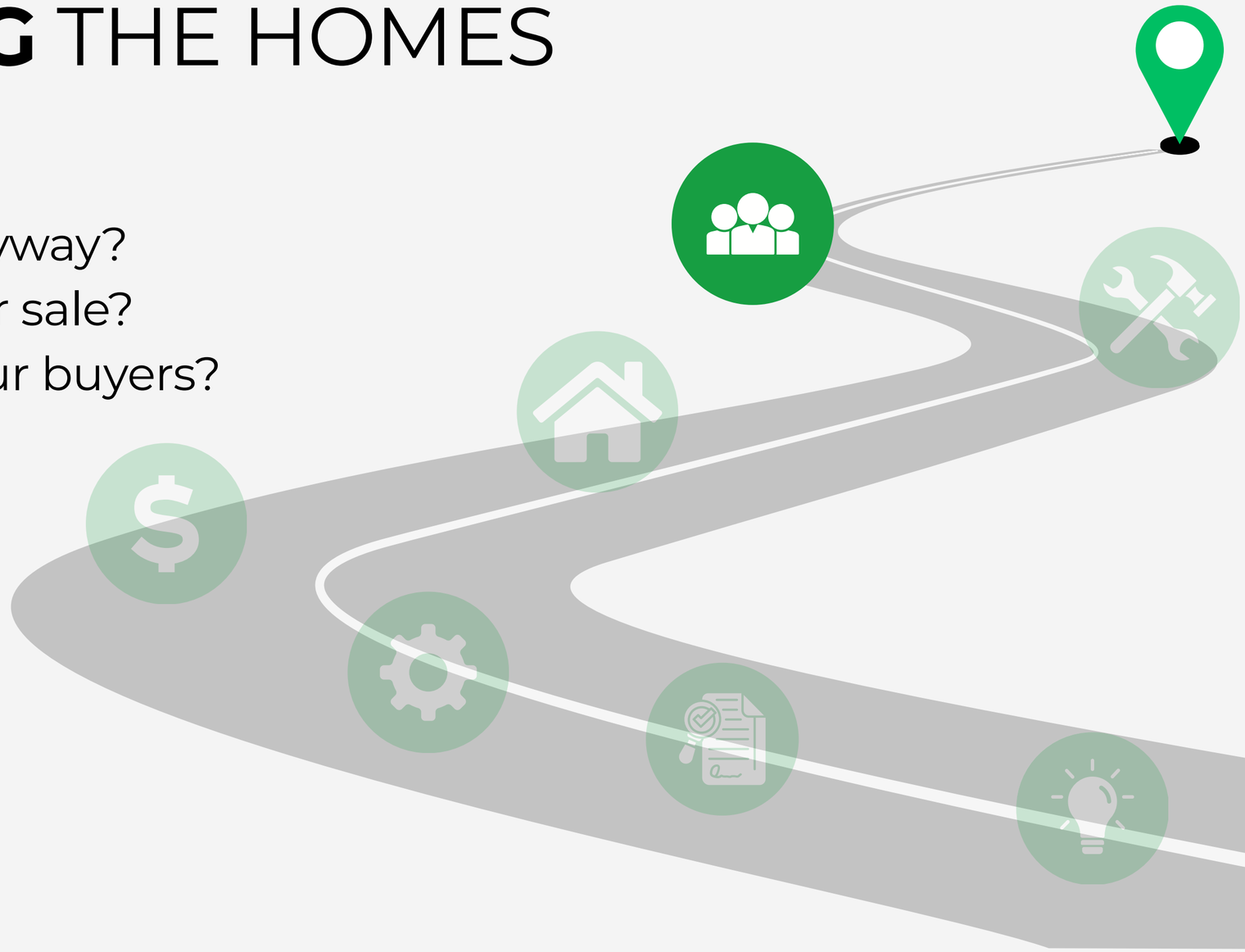
CONSTRUCTING THE HOUSING

How do you manage quality and schedule?
Who approves change orders?
How and when do you pay your contractors?
What protections do you need?



SELLING THE HOMES

What is affordable anyway?
How do you price your sale?
How do you select your buyers?



PROTECTING **AFFORDABILITY**

How long will the homes remain affordable?
Who is there to help after the home is sold?
What happens at resale?
How does a CLT preserve affordability?



THE MISSION



Purpose

We build quality, sustainable housing that stays ***affordable forever*** — so that the opportunity to live and prosper in South Florida remains available to all.

Passion

Our work is driven by the belief that **everything important starts at home**—that having a stable, affordable, safe home is the key to accessing life's most precious opportunities: a good education, a steady job, health and prosperity.

THE METHOD



People

We **build housing** that stays affordable forever.

We **connect** low-income individuals and families to affordable rental opportunities.

We **create a path** for first-time homeownership.

We **prevent displacement** in the nation's most unaffordable housing market.

We **build wealth** for families through affordability.

THE MODEL



Process

We partner to create quality, sustainable, permanently affordable housing.

We build new and renovate existing homes with resilient building practices to provide rental and ownership opportunities.

And then, we place in the **community land trust** to keep homes affordable, forever while providing stability for working families and low-income households.

Deerfield Beach

Deerfield Villas features six permanently affordable, three- and four-bedroom single-family homes combining award-winning design with green-certified construction.

Deerfield Beach

VISION

Target disinvested communities to **build opportunity** through **community ownership.**

OPPORTUNITY

Community development reveals a neighborhood's potential. The SFCLT Opportunity Index highlighted access to amenities, and donated city land created a path to affordable homes.

FEASIBILITY

Vacant land is not always ready to build. Platting, missing utility connections, and a lack of comparable sales required us to solve challenges before construction could begin.



Deerfield Beach

CAPITAL

Early investments often have the greatest impact. The SFCLT Accelerator Fund paid for the predevelopment work needed to move forward.

DESIGN

Community participation shaped the design. The neighborhood inspired our Bahamian-style homes, which earned multiple American Institute of Architects awards.

CONSTRUCTION

A funding commitment does not pay today's construction bill. CDFI financing helped bridge the wait for public funding reimbursements.

SOURCES

Broward County
City of Deerfield Beach
Citi Community Development
Enterprise Community Partners
Florida Community Loan Fund
IberiaBank
PNC Bank

Deerfield Beach

SALES

Affordability starts with what buyers can actually pay.
Homes priced at half the county median, paired with dedicated down payment assistance, made ownership cost less than renting.

AFFORDABILITY

Build the systems that make affordability last.
We adapted city programs, prepared buyers, and expanded CLT lending .



Place Louverture brings 13 permanently affordable CLT condominium homes to the heart of Little Haiti, combining flats and townhomes with Haitian and MiMo-inspired architecture.

Little Haiti

PLACE LOUVERTURE

VISION

Locate on **higher ground** to place vulnerable populations in less vulnerable areas.

OPPORTUNITY

Community partnerships can turn underutilized land into affordable homes. But buying too soon can be costly.

FEASIBILITY

Investigate beyond your property line before finalizing design. Requirements to improve all four streets around the block surfaced too late and expanded the project's scope.



Little Haiti

CAPITAL

Closing a deal with seven funding sources takes time—and time costs money. Plan for additional carrying costs, coordination, and legal expense.

DESIGN

Community input can shape the project design. But remember, the highest density does not always deliver the best value.

CONSTRUCTION

Protect the project before problems arise. Time can change both your budget and your construction team. But, bonding, an owner's representative, and additional inspections can strengthen and expedite your construction.



SALES

Connect neighborhood residents to the opportunity to own. SFCLT will partner with HACDC and LHRT to reach local buyers.

AFFORDABILITY

Pioneering a model means building the systems to sustain it. Place Louverture is advancing Miami's first CLT homeownership development and Florida's first CLT condominium, with long-term stewardship built into the ownership model.

CONTACT

connect with me!

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The South Florida Community Land Trust is nonprofit developer creating quality, sustainable and permanently affordable housing across South Florida, especially for those most vulnerable to being displaced from their communities by market forces, by developing ownership and rental properties, creating paths to first-time homeownership, and supporting residents so they can maintain housing stability.