

The 2022 Shared Equity Homeownership/ Community Land Trust Survey

Introduction

Background

[Grounded Solutions Network](#) (formerly National Community Land Trust Network) is a national nonprofit organization with a mission to cultivate communities – equitable, inclusive and rich in opportunity – by advancing affordable housing solutions that last for generations. In partnership with Lincoln Institute of Land Policy and supported by Freddie Mac, we invite you to help us update our national shared equity homeownership/community land trust database.

This study builds on early survey efforts from Grounded Solutions Network and the Lincoln Institute of Land Policy that are dated over a decade ago. Once updated, the database will become a key source of information for:

- Both start-ups and established programs to learn best practices from their peers and avoid “reinventing the wheel;”
- Local, state, and federal governments to inform policy for community land trusts and nonprofits with shared equity programs;
- Federal agencies, Fannie Mae, and Freddie Mac to increase funding and access to mortgages for shared equity homebuyers and owners;
- Advocates seeking to understand the outcomes and best practices of shared equity programs;
- Current and potential funders of community land trusts and nonprofits with shared equity programs; and
- Researchers and students studying these programs and becoming the next generation of practitioners.

Definitions and Study Scope

The primary objective of this survey is to gather information on (1) nonprofits that are adopting or have adopted one or more *shared equity homeownership (SEH)* models, and (2) nonprofits, governments, or other entities that have or plan to identify as a *community land trust (CLT)*.

Shared equity homes are sold to households for less than their market-rate value to make the home affordable. In return, the household agrees to resell the home in the future below its then market-rate value, so it remains affordable for the subsequent lower income homebuyer. Every lower income owner of the home agrees to restrict the price for which the home may be resold, so the home remains permanently affordable. The homeowners of the shared equity homes build wealth from paying down their mortgages and from the homes increasing in value—although they do not receive all the appreciation. That way, the home can be sold at an affordable price resale after resale. This survey *excludes* “shared equity” or “shared appreciation” programs that are not intended to keep properties permanently affordable beyond 30 years.

One form of SEH is the homeownership model used by *community land trusts (CLTs)*. Sometimes, CLTs are nonprofit organizations governed by a board of CLT residents, community residents, and public

representatives that provide lasting community assets and permanently affordable housing for families and communities. Sometimes, the CLT has a community membership of those who live in the CLT’s service area, and sometimes the board is elected by the membership. This survey *includes* CLTs with or without a residential portfolio, and any CLT or CLT program operated by a nonprofit organization or a public agency, which may or may not have the governance structure described above.

INCLUDE	EXCLUDE
<p>Regardless of the legal mechanism (i.e., ground lease, deed restriction or second mortgage), nonprofits with/plan to have shared equity homes, such as:</p> <ul style="list-style-type: none"> • Housing trust • Community Development Corporation • NeighborWorks affiliate • Habitat affiliate • Nonprofit with a CLT program 	<p>Entities that are not using a hybrid CLT model, and instead, are providing one or more of the following:</p> <ul style="list-style-type: none"> • Limited-equity coop • Zero-equity coop • Resident-owned community • Government-based deed-restricted program (e.g., inclusionary zoning) • An affordable homeownership model, but not shared equity model
<p>Community land trusts, including:</p> <ul style="list-style-type: none"> • Start-up CLTs • Public agencies with a CLT program • CLTs with residential portfolio (e.g., homeownership, rental, coops, lease-to-purchase) • CLTs with commercial portfolio (e.g., office, retail, agriculture) • Hybrid CLT models (e.g., limited equity coops or resident-owned communities on CLT ground lease land, CLTs using deed restrictions on condominiums) 	

Section Pre: Information Leading into Survey

1. We are reaching out to you to complete this survey because we believe your entity falls within the scope of this study. If you don’t believe so or have doubts about your entity falling within the scope of this study, please check this box. Otherwise, please leave this box unchecked and answer the next question.

Contact information

Please provide your contact information below. The research team will review your response and follow up with you. You can also contact us at SurveyInquiry@groundedsolutions.org or 503-493-1000 ext 21. Thank you!

3.b. Organization Name	
3.c. First Name	
3.d. Last Name	
3.e. Job Title	
3.f. Phone Number	

3. (this information is included in 3.f in Salesforce when present). Phone Extension (If applicable)	
3.g. Email	
3.. (this isn't sent into Salesforce and is only on the form as a validation check) Please Enter Your Email Again	

○ 2. Describe your reason/inquiry below.

The research team will review your response and follow up with you. Alternatively, you can also contact us at SurveyInquiry@groundedsolutions.org or 503-493-1000 ext 21. Otherwise, please proceed with the survey. Thank you!

[CONDITION: The survey stops here with all rest information disappears if the box is checked.]

3.a. In order for us to collect information from you in an efficient way, please check the box below that best describes your entity type (select the best response):

- A nonprofit organization or a community group with/planning to acquire and/or build shared equity home(s) OR a community land trust (Select “Other” if your organization is solely a limited-equity coop, zero-equity coop, or resident-owned community) [The survey proceeds with “Survey Instructions”, “Survey Stipend”, and “Disclosure on the Use of Information”, and following sections appear]
- Government/public agency with a community land trust program → The research team will follow up with you for questions about your community land trust program. Please provide the following information about yourself. Thank you!

Organization Name	
2.b. First Name	
2.c. Last Name	
2.d. Job Title	
2.e. Phone Number	
2.f. Phone Extension (If applicable)	
2.g. Email	

- Other →

Organization Name	
3.b. First Name	
3.c. Last Name	

3.d. Job Title	
3.e. Phone Number	
3.f. Phone Extension (If applicable)	
3.g. Email	
3.h. Please Enter Your Email Again	

3.h. Please describe your other entity type. (e.g., our organization is a limited-equity coop, zero-equity coop, resident-owned community, or a non-CLT profit with a non-shared equity homeownership model): _____ → Thank you for sharing! The research team will review your response and follow up with you.

[For organization that do not go past the first page, this text is displayed: Please note that the form may take up to 30 seconds to submit your response once you hit the submit button.]

Survey Instructions

Survey respondent(s): The questionnaire should be filled out by the person who is most knowledgeable about the day-to-day operations of your community land trust and/or shared equity homeownership program. The person should feel free to solicit the input from others at the organization. You may need different staff members to answer certain sections of the survey. You can forward the link to others, and they share the progress so long as they save the work.

Survey content:

Main areas include:

- Organizational characteristics, including staff, board, membership, and residential and nonresidential activities
- Shared equity homes
 - Resale control, including resale formula and affordability term
 - Homebuyer selection and post-purchase homeowner support
 - Home acquisition
 - Internal and external funding sources
 - Property and resale counts
 - Homeownership characteristics
 - Mortgage, including lender and refinancing
- Other residential portfolio, such as rental and coop developments

Estimated time: The survey should take about 60-90 minutes to complete. It may take up to 2 hours for well-established programs with different types of residential portfolios. For startups and community land trusts without shared equity homes, it takes less than 30 minutes to complete.

Web browser: The application works best using Chrome/Firefox (do NOT use Microsoft Edge or Internet Explorer).

Save and resume: You have the option to "save my progress and resume later" by checking the box at the top of the page. Please note that when you resume a previously saved form, the form will load on the first page and you will need to click through previously completed sections. Your data will not be lost.

Section I – ABOUT YOUR ORGANIZATION

Section I-A. Organization Contact Information

1. Org. Name

1. Official name of organization

Do not use abbreviations or shorten the name.

2. Org. Mailing Address

2. What is the mailing address for your organization?

a. Address	
b. City	
c. State/Province	
d. Country [Does not show in online form]	
e. Zip Code	

3. Org. Contact Info.

3. Please provide the following information about your organization:

a. Website Type none if no website.	
b. Phone Number	
c. Phone Extension (If applicable)	
d. Email	
e. Please Enter The Email Again	

4. Personal Contact Info.

4. Please provide the following information about yourself:

a. First Name	
b. Last Name	
c. Job Title or Volunteer Position (optional)	
d. Phone Number	
e. Phone Extension (If applicable)	
f. Email	
Please Enter Your Email Again	

5. Resources

I opt into receiving news and resources from Grounded Solutions Network about what the larger shared equity and community land trust community is doing. Grounded Solutions Network is a national nonprofit membership organization supporting shared equity homeownership models.

Section I-B. Organizational & Structural Characteristics

1. Org. Year of Establishment

1. What year was your organization established?

Provide the earliest year in which your organization became independent, if it applies.

2. Org. Type

2.a. What is the current legal form of your entity?

- Private, standalone non-profit organization with 501(c) 3 status
- Private, standalone non-profit organization with 501(c) 4 status
- A subsidiary and/or program that operates under a larger nonprofit
- Other → 2.b. Other, please specify: _____

3. Org. Designations and Affiliations

3.a. Which of the following designations and affiliations describe your *organization* as of December 31, 2021? Check ALL that apply.

- Community Development Corporation (CDC)
- Community Development Financial Institution (CDFI)
- Community Housing Development Organization (CHDO), as [defined](#) under the HOME Investment Partnership program at HUD
- HUD Counseling Agency
- Habitat for Humanity affiliate
- NeighborWorks America affiliate
- Other → 3.b. Other, please specify: _____
- None of the above

4. Org. Service Area

4.a. What is the service area for your organization? Choose one.

- The state
- The Metropolitan Statistical Area (MSA)
- More than one county but not the MSA → 4.b. List those counties here: _____
- The city (Include consolidated city-county)
- The county
- The neighborhood or multiple neighborhoods → 4.c. Please describe the neighborhood(s):

- Other → 4.d. Other, please describe: _____

5. Org. Staff

5. Please provide the number of staff:

Provide staff counts for the subsidiary if it operates under a larger nonprofit.

Person of color (POC) includes persons who identify as American Indian/Alaskan Native, Asian, Black/African American, Hawaiian Native or Pacific Islander, Hispanic/Latino/Spanish Origin, Indigenous, or as more than one race.

	All Please provide an estimate or a range if exact number is not available.	POC Please provide an estimate or a range if exact number is not available.
As of December 31, 2021:		
a. Full-time employees (21 thru 40 hours/week)	a.1.	a.2
b. Part-time employees (0 thru 20 hours/week)	b.1	b.2
Next please provide number of employees by job levels. Total number of employees reported in the columns below should be equivalent the columns above.		
c. Executive/C-suite leaders	c.1	c.2
d. Senior leadership team members (e.g., directors or managers, please exclude your executive/C-suite leaders)	d.1	d.2
e. Other staff	e.1	e.2

5.f. In 2021, what is the number of people who have done any kind of volunteer work for your organization? Do not count board members or staff even if they did volunteer work. Please provide an estimate or a range if exact number is not available. _____

5.g. Is your organizations' top administrator (e.g., Executive Director/CEO) a person of color? .

- Yes
- No
- I don't know

6. Org. Board

6.a. Does your organization have a board?

- Yes
- No, and we don't plan to have a board [Skip the rest of this question and go to the next one]
- Not currently, but we are in the process of developing one or plan to create one [Skip the rest of this question and go to the next one]

Please provide the following information:

As of December 31, 2021:	
b. Number of board seats	
c. Number of board seats that are filled	
d. Number of board seats filled by people of color (Please provide an estimate or a range if exact number is not available. People of color is defined the same as the previous question)	
e. Percentage of board seats designated by the bylaws as lessees or residents living in housing provided by your organization (Lessees include persons who lease land or housing or non-residential space from your organization or who lease or own housing located on land leased by condo association or co-ops from your organization)	

f. Percentage of board seats designated by the bylaws as residents residing in your organization’s service area but not living in any housing provided by your organization	
g. Add any description about your board composition according to your bylaws if above questions don’t fit your organizations’ situation (optional)	

7. Org. Membership

7.a. Some CLTs and other nonprofits have a membership of those living or working in its service area—either in its properties or outside of its properties. This membership often pays nominal annual dues and has rights under the bylaws of the nonprofit.

Does your organization have a membership? .

- Yes
- No **[Skip the rest of this question and go to the next one]**

Please provide the following information:

As of December 31, 2021: Please provide an estimate or a range if exact number is not available.	
b. Number of members	
c. Number of members who are lessees or residents living in other type(s) of housing provided by your organization (Lessee is defined the same as the previous question)	
d. Number of members who are community residents living in your organization’s service area but not living in any housing provided by your organization	
e.1. Number of members who do not belong to the above two categories → e.2. Please specify categories:	
f. Number of members who are people of color (People of color is defined the same as the previous question)	

7.g.1. Please select all the responsibilities of the membership. Check ALL that apply.

- Nominate the board of directors
- Nominate the governing board/executive committee of board
- Vote on the board of directors
- Vote on the governing board/executive committee of board
- Vote on adopting and amending bylaws
- Vote on changing the resale formula
- Vote on allowing the organization to sell land or properties
- Other → 7.g.2. Other, please explain: _____

8. Residential Activities

8. At organizational level, which of the following activities does your organization directly do or provide? Check ALL that apply.

- Property management
- HOA or cooperative development, management, and ongoing support

- Home repairs or weatherization
- HUD-certified homebuyer counseling
- Non-HUD-certified homebuyer counseling
- Loss mitigation counseling
- None of the above

9. Nonresidential Activities

9. Which of the following nonresidential activities does your organization do or have on the land?

Activity	Ever done/had the activity listed	Only since 2020
a. Commercial development	1. <input type="radio"/> Ever	2. <input type="radio"/> Only since 2020
b. Industrial development	1. <input type="radio"/>	2. <input type="radio"/>
c. Small business development/support	1. <input type="radio"/>	2. <input type="radio"/>
d. Community gardens	1. <input type="radio"/>	2. <input type="radio"/>
e. Agricultural development	1. <input type="radio"/>	2. <input type="radio"/>
f. Green space development or parks	1. <input type="radio"/>	2. <input type="radio"/>
g. Open space preservation and conservation	1. <input type="radio"/>	2. <input type="radio"/>
h. Job training, job placement, employment counseling	1. <input type="radio"/>	2. <input type="radio"/>
i. Social services including health care, child/daycare, senior services, homeless services	1. <input type="radio"/>	2. <input type="radio"/>
j. Consumer activities including the creation of cooperatives and credit unions	1. <input type="radio"/>	2. <input type="radio"/>
k. Community organizing (activities designed to build power for social and political change)	1. <input type="radio"/>	2. <input type="radio"/>
l. Community building (activities designed to make a group of people feel like a community and build relationships with each other or the organization)	1. <input type="radio"/>	2. <input type="radio"/>
m. Community planning/engagement (Activities designed to involve community members in needs identification and design of affordable housing or community development projects)	1. <input type="radio"/>	2. <input type="radio"/>
n. Policy advocacy	1. <input type="radio"/>	2. <input type="radio"/>
o. Other → 3. Other, please specify:	1. <input type="radio"/>	2. <input type="radio"/>

9.p. Please rank the top three most important nonresidential activities for your organization: 1. First _____; 2. Second _____; 3. Third _____

10. Health Involvement

10. Which of the following health-related statement(s) are true for your organization? Check ALL that apply.

- Resident health is included in our organizational mission statement
- Resident health benefits of the organization are referenced in our grant applications or marketing materials
- We collect data on resident health as one of our impact metrics
- We collaborate with a healthcare provider to provide healthcare services at the organization
- We have commercial leasing explicitly geared toward health-promoting resources (e.g., a medical or dental clinic)
- None of the above

11. Racial Equity and Inclusion

11.a. Does your organization prioritize racial equity or justice for Black, Indigenous, and/or other People of Color above economic equity or justice across all races?

- Yes
- No
- Not yet
- I don't know

11.b. Does your organization explicitly address advancing “racial equity” or “racial justice” in its bylaws, mission statement, or formal policies?

- Yes
- No
- Not yet
- I don't know

Section I-C. Climate Change Adaptation and Mitigation

Many housing developments and communities are increasingly undertaking programs to adapt to or mitigate climate change. Community land trusts and organizations with shared equity homeownership units are no exception. The questions below seek to identify how your organization is engaging with climate change adaptation and mitigation strategies.

1. Climate Change Impact

1. Have your properties been affected by any of the following? Select ALL that apply.

- Extreme precipitation
- Windstorms / hurricanes
- Flooding
- Droughts
- Wildfire
- Temperature extremes
- None of the above

2. Climate Change Frequency

2. How often is climate change referenced by residents and/or board members as an issue that your organization should be addressing?

- No one brings up climate change as it relates to our work [Skip the rest of this section]
- There have been rare mentions of climate change and its potential impact on our work
- There have been some discussions about climate change and how to plan for it
- Climate change is discussed frequently and/or we are actively planning for it

3. Climate Importance

3. On a scale of 1 (Strongly Agree) to 5 (Strongly Disagree), please evaluate the following two statements:

1 Strongly Agree; 2 Agree; 3 Neither Agree Nor Disagree; 4 Disagree; 5 Strongly Disagree

3.a. My organization is planning or is taking action to reduce vulnerability to climate-related hazards.

3.b. My organization is planning or is taking action to reduce carbon emissions.

4. Climate Actions

4.a. Which of the following climate change adaptation or mitigation strategies has your organization deployed? Select ALL that apply.

- Energy efficiency measures (retrofitting or new construction, includes Net-Zero Energy Standards Adoption, Passive Design Standards, LEED Standards)
- Renewable energy (including solar, wind, or ground source energy)
- Electric vehicles / transit connections
- Green plantings (trees, green roofs, community gardens, community/urban agriculture)
- Green water infrastructure (Stormwater treatment/retention or storage, rain gardens, permeable pavements, wetlands restoration, rainwater-harvesting cisterns)
- Flood, wind, or fireproofing buildings (home elevation, HVAC elevation, barriers, ecological restoration)

- Resilience hubs, disaster preparedness center
- Investing in community infrastructure or road systems adaptation
- Increasing number of units due to disaster-related in-migration
- Connecting clients/residents to disaster recovery services or support (e.g., accessing local or federal grants or mortgage forbearance related to environmental disasters)
- Relocating buildings or property buyouts
- Allocating savings in case of disaster need
- Administering disaster recovery funds (e.g., CDBG-DR, FEMA)
- Other → 4.b. Other, please specify: _____
- None of the above

4.c. Of the strategies you selected above, please rank the top three prioritizing climate change adaptation and mitigation strategies your organization has deployed.

1. First _____ ; **2. Second** _____ ; **3. Third** _____

5. Climate Action Barriers

5.a. Which of the following barriers to climate action has your organization experienced? Select ALL that apply.

- Resident/board awareness and support
- Political support
- Staff capacity and leadership
- Access to relevant information about climate action
- Networks
- Funding for planning
- Funding for implementation
- Climate funding is not geared towards organizational structure
- Other → 5.b. Other, please specify: _____
- None of the above

5.c. Of the barriers you selected above, please rank the top three most important/significant ones your organization has experienced.

1. First _____ ; **2. Second** _____ ; **3. Third** _____

Section II – ABOUT YOUR SHARED EQUITY HOME PORTFOLIO

Please provide the following information about ALL single-family (including both detached and attached homes) and condominium shared equity homes. Shared equity homes facilitate affordable homeownership preservation through a resale restriction administered by a community land trust or other nonprofit organization. These homes utilize a ground lease, deed restriction, subordinate loan, or similar legal mechanism that includes provisions ensuring that the homes shall:

(A) be kept affordable for subsequent families below a certain income level for an affordability term of at least 30 years after recordation;

(B) include a resale formula that limits the homeowner’s proceeds upon resale; and

(C) have a preemptive option provided to the program administrator or such administrator’s assignee (e.g., an eligible homebuyer) who may purchase the homeownership unit from the homeowner at resale.

In this section:

INCLUDE	EXCLUDE
Single-family units – both detached and attached – and condo units that are priced below market rate and resale-restricted to stay affordable to households with low to modest incomes.	<ul style="list-style-type: none"> ○ Homeownership units that DO NOT have resale restrictions ○ Homeownership units that have affordability restrictions but are not intended to remain affordable permanently. ○ Homeownership units that are NOT priced below market rate ○ Rental unit ○ Lease-to-purchase units ○ Cooperative housing units ○ Manufactured/mobile homes ○ Hybrid units, such as coop units or manufactured housing units that are on ground lease land through a community land trust.

We realize that some organizations may have multiple shared equity homeownership programs. In this survey, we ask you to report them altogether as long as they meet the definition above. In the following questions in this section we provide opportunities for you to report variations (e.g., funding source, acquisition type, income level) among shared equity homes.

If you are in doubt about shared equity home designation, please contact us at SurveyInquiry@groundedsolutions.org or 503-493-1000 ext 21.

1. Which of the following best describes your shared equity homeownership portfolio as of December 31, 2021?

- There was at least one completed shared equity home. (Include units that have not yet sold for the first time. Also choose this option if you have an established program with many occupied shared equity units.)
- We did not have any completed shared equity homeownership home, but we have land, sites, or property to create shared equity home(s) or at least one shared equity home under development.

- We did not have land, sites, or property to create shared equity home(s) or any shared equity homes under development, but plan to create shared equity homes in the future.
- We don't have any shared equity homes, and we don't plan to create shared equity homes in the future.

Pipeline Conditionally appearing text: Please answer all questions in Section II for your shared equity homes under development.

[If option a of previous question is selected] Answer following questions in this section for all single-family and condominium shared equity homeownership units as of December 31, 2021. Do not include shared equity homeownership units that were still in the pipeline on that date. **[Ask all questions from Section II-A to F]**

[If option b of previous question is selected] Answer following questions in this section for all single-family and condominium shared equity homeownership units that were in the pipeline as of December 31, 2021. **[TAKE OUT subsections A (5c, 5d), B (5), C, D (2d), E (1a, 1b, 2, 4), F (2, 3, 4, 5, 6, 7), and G]**

[If option c of previous question is selected, go to Section II-G]

[If option d of previous question is selected, skip Section II]

Section II-A. Resale Control for your Shared Equity Homeownership Portfolio

1. Legal Document Type

1.a. What type(s) of legal document for imposing resale restrictions on shared equity homes does your program use? And what percentage of your shared equity homes have this type of legal document in place? [For each answer's question on it's own, I added "Percent" before the text here.]

- 1.a.1 [Only for pipeline] We have not decided yet
- 1.a.2 Ground lease (with or without a security instrument) [go to 2.a]
- 1.a.3 Deed-restricted covenant, which may or may not be accompanied by a subordinate loan, promissory note, and/or security instrument (e.g., Deed of Trust) [go to 2.b]
- 1.a.4 Subordinate loan, including a promissory note & security instrument (e.g., Deed of Trust) without a deed-restricted covenant [go to 2.c]
- 1.a.5 Other → 1.a.6 Other, please describe: _____ [go to 2.d]
- 1.a.7 I don't know

1.b. [If more than one option is selected in 1.a] Please explain why there is more than one type of legal document: _____

1.c.1 Which, if any, of the model legal documents was the basis for your current contractual mechanism used to preserve the affordability of your shared equity homes? Check ALL that apply.

- [Only for pipeline] We have not decided yet
- The National Community Land Trust Network (NCLTN) 2011 National Model Ground Lease (maintained by Grounded Solutions Network)
- The Institute for Community Economics (ICE) Model Ground Lease
- The 2021 Model Deed Restriction, published by Grounded Solutions Network
- No Model used for the basis of our documents
- Other → 1.c.2 Other, please describe: _____
- I don't know

2. Affordability Term

2.a. According to the ground lease(s), please specify the affordability term(s). If your shared equity homes have more than one affordability term for this type of document, please select "it varies" and specify each affordability term and its percent share in the shared equity home portfolio. For example: 30% of shared equity homes with the affordability term of 50 years, and the rest that are affordable in perpetuity.

- [Only for pipeline] We have not decided yet
- A certain number of years → 1. How many years? _____ → 2. Within that period, does the affordability term restart upon resale? (Yes/No/I don't know)
- Life of building
- In perpetuity
- It varies → 3. It varies, please specify: _____

2.b. According to the deed-restricted covenant(s), please specify the affordability term(s). If your shared equity homes have more than one affordability term for this type of document, please select "it varies" and specify each affordability term and its percent share in the shared equity home portfolio. For example: 30% of shared equity homes with the affordability term of 50 years, and the rest that are affordable in perpetuity.

- [Only for pipeline] We have not decided yet

- A certain number of years → 1. How many years? _____ → 2. Within that period, does the affordability term restart upon resale? (Yes/No/I don't know)
- Life of building
- In perpetuity
- It varies → 3. It varies, please specify: _____

2.c. According to the subordinate loan(s), please specify the affordability term(s). If your shared equity homes have more than one affordability term for this type of document, please select “it varies” and specify each affordability term and its percent share in the shared equity home portfolio. For example: 30% of shared equity homes with the affordability term of 50 years, and the rest that are affordable in perpetuity.

- [Only for pipeline] We have not decided yet
- A certain number of years → 1. How many years? _____ → 2. Within that period, does the affordability term restart upon resale? (Yes/No/I don't know)
- Life of building
- In perpetuity
- It varies → 3. It varies, please specify: _____

2.d. According to the “other” legal document(s) you have specified in the previous question, please specify the affordability term(s). If your shared equity homes have more than one affordability term for this type of document, please select “it varies” and specify each affordability term and its percent share in the shared equity home portfolio. For example: 30% of shared equity homes with the affordability term of 50 years, and the rest that are affordable in perpetuity.

- [Only for pipeline] We have not decided yet
- A certain number of years → 1. How many years? _____ → 2. Within that period, does the affordability term restart upon resale? (Yes/No/I don't know)
- Life of building
- In perpetuity
- It varies → 3. It varies, please specify: _____

3. Resale Formula

3.a.1 Excluding any credits or adjustments related to capital improvements, what type(s) of resale formula do your shared equity legal documents use to set the price and preserve affordability when homes are resold in the future? Check ALL that apply. Include current resale formula(s) as well as those in older leases that are still in use.

- [Only for pipeline] We have not decided yet [Skip 3.b]
- Index-based formula (An upward adjustment in the original price is linked to increases in an index like Area Median Income, Wage index, Consumer Price Index, or Cost of Living in setting the resale price) → 3.a.2 What is the index?: _____
- Appraisal-based formula (The seller is given a percentage of the difference between the home's appraised value at time of purchase and time of resale) → 3.a.3 What is the percentage of appreciation that goes to the homeowner?: _____; 3.a.4 Percentage is based on: ○ The Fair Market Value Price ○ The Affordable Purchase Price ○ Other → 3.a.5 Other, please describe: _____
- Fixed rate formula (The original price of the home is increased by a set percentage that remains the same year after year) → 3.a.6 What is your fixed rate percentage?: _____; 3.a.7 Does it compound annually? ○ Yes ○ No
- Other → 3.a.8 Other, please explain: _____

3.b. Please identify and describe the current resale formula(s):

3.c.1 Does the resale price on shared equity homes get adjusted for any of the following? Check ALL that apply.

- [Only for pipeline] We have not decided yet
- Deferred maintenance
- Capital improvements
- Other → 3.c.2 Other, please describe: _____
- It varies → 3.c.3 It varies, please specify: _____

4. Buyout

4.a. Is there a buyout option for homeowners? (“Buyout” refers giving homeowners the option to purchase the shared equity home at market rate and taking the home out of the shared equity portfolio.)

- [Only for pipeline] We have not decided yet
- Yes
- No
- It varies → 4.b. It varies, please explain: _____

5. Resale

5.a.1 What process do you follow for resales?

- We have not yet designed our process and policies for managing resales
- We always (or nearly always) re-purchase the home from the seller, reentering the chain of title and reselling the home to an income-eligible buyer who is selected by us
- We sometimes repurchase the home. At other times, we allow a direct seller-to-buyer sale, with our organization overseeing the transaction
- Every resale (or nearly every resale) is a direct seller-to-buyer transaction, with our organization overseeing the transaction
- Other → 5.a.2 Other, please explain: _____

5.b. Does your organization require a third-party closing agent or attorney to review the legal documents with the homebuyer?

- [Only for pipeline] We have not decided yet
- Yes, and they represent homebuyer
- Yes, but they represent the organization
- No
- I don't know

5.c. On what proportion of your resales does your organization need to fund additional rehab? Please provide an estimate or a range if exact figure is not available. _____

5.d. On average, what is the amount of funds invested in rehab of your shared equity homes at resale? Please provide an estimate or a range if exact number is not available. _____

Section II-B. Shared Equity Home Characteristics

1. Service Area

1. In which of the following type(s) of areas are the shared equity homes located? Check ALL that apply.

- [Only for pipeline] We have not decided yet
- Urban
- Suburban
- Rural

2. Staff

2. Please provide the number of staff managing the shared equity homeownership portfolio:

Person of color (POC) includes persons who identify as American Indian/Alaskan Native, Asian, Black/African American, Hawaiian Native or Pacific Islander, Hispanic/Latino/Spanish Origin, Indigenous, or as more than one race.

a. Are all staff in the organization involved in managing the shared equity homeownership portfolio?		
<input type="radio"/> Yes [Skip the rest of this question and go to the next one] <input type="radio"/> No		
	All	POC
	Please provide an estimate or a range if exact number is not available.	Please provide an estimate or a range if exact number is not available.
As of December 31, 2021:		
b. Full-time employees (21 thru 40 hours/week)	1.	2.
c. Part-time employees (0 thru 20 hours/week)	1.	2.
Next please provide number of employees by job levels. Total number of employees reported in the columns below should be equivalent the columns above.		
d. Executive/C-suite leaders	1.	2.
e. Senior leadership team members (e.g., directors or managers, please exclude your executive/C-suite leaders)	1.	2.
f. Other staff	1.	2.

3. Income Level

3.a. For your portfolio of shared equity homes, what proportion of them are restricted per the legal documents to the various income levels below? If the response options do not exactly match the % AMI in your legal agreement(s), select the next highest. Provide drop down list for each option (0%, 1-10%, 11-20%... 91-100%)

- [Only for pipeline] 1. We have not decided yet.
- 2. Restricted below 80% of area median income (AMI) (e.g., at or below 50% or 60% of AMI)
- 3. At or below 80% of AMI
- 4. At or below 120% of AMI
- 5. Restricted above 120% of AMI (e.g., at or below 140% of AMI)

3.b. Besides income, which of the following homebuyer eligibility criteria does your organization/program (not the lender) require? Check ALL that apply.

- [Only for pipeline] We have not decided yet
- Down payment → 1. What is the typical minimum down payment requirement (e.g., 3% of Affordable Purchase Price, 1% of Fair Market Value, \$1,000)? _____
- Asset limits
- First-time homebuyer
- Debt-to-income (DTI) ratio
- Homebuyer education
- Other → 2. Other, please specify: _____
- None of the above

4. Homebuyer Selection

4.a. When there are more qualified buyers than available shared equity homes, how is a homebuyer selected for purchase? Check ALL that apply.

- [Only for pipeline] We have not decided yet
- First come first serve
- Lottery
- Selection priorities [Go to 4.b if this option is selected]
- Other → 1. Other, please explain: _____
- Not applicable

4.b. What are the priorities? Check ALL that apply.

- Income and affordability
- Household-size
- Existing local residency
- Previous local residency
- Job type
- Job location
- Accessibility
- First-time homebuyer
- Other → 1. Other, please explain: _____

4.c. Which of the following does your organization require for shared equity homebuyers? Check ALL that apply.

- [Only for pipeline] We have not decided yet
- HUD-certified homebuyer counseling
- Non-HUD-certified homebuyer counseling
- Shared equity homeownership program-specific education that we provide
- Shared equity homeownership program-specific education that partner(s) provide
- None of the above

5. Post-purchase homeowner support

5. Does your shared equity homeownership program(s) provide any of the following post-purchase homeowner support? Check ALL that apply.

- Home maintenance support (Small things needed to be done to avoid the need for major efforts later on. E.g., replacing filters in a heating/water system, fixing a leaky faucet, clearing a clogged

- trap) → a. What is the type of home maintenance support? Check ALL that apply. Maintain a referral list Funding support Soliciting bids Other → 1. please describe: _____
- Home repair & replacement support (Major repairs/replacements) → b. What is the type of home repair & replacement support? Check ALL that apply. Maintain a referral list Funding support Soliciting bids Other → 1. please describe: _____
 - Improvement support (Alterations or additions to a home that add capacity and value beyond what originally existed) → c. What is the type of improvement support? Check ALL that apply. Provide stewardship Funding support
 - Support financial issues (This includes preventing and/or resolving mortgage delinquency or default)
 - Other → d. Other, please describe: _____
 - None of the above

6. Equitable Tax

6. Do the shared equity homes get taxed at the fair market value/unrestricted value of the home?

- Yes
- No
- It varies → a. It varies, please explain: _____
- I don't know

7. Software

7. Is your organization interested in adopting a software/technical platform (or a better one if you already have one) for your affordable homeownership portfolio?

- Yes
- No
- I don't know

Section II-C. Home Acquisition

1. Property Acquisition Source

1.a. In the past 5 years, we have created shared equity homes... Check ALL that apply.

- By directly developing new construction
- By directly acquiring and rehabbing existing homes or condominiums
- By partnering with nonprofit developers/owners on acquisition/rehab or new construction → b. Have one or more shared equity units been developed in partnership with Habitat for Humanity affiliate(s)? No Yes → c. Please provide the name(s) of Habitat for Humanity affiliate:

- By partnering with for-profit developers/owners on acquisition/rehab or new construction
- By receiving homes or managing homes for a state or municipal entity, such as inclusionary zoning units
- By receiving discounted land or land donations from a land bank or governmental entity
- By receiving donated properties from private individuals or corporations
- Through a buyer-initiated program, where homebuyers identify eligible properties in the market
- Through helping distressed homeowners convert their homes to shared equity
- Other → d. Other, please describe: _____
- None of the above

2. Year of First Home

2.a. In what year did the organization initiate the creation of a shared equity program? Please provide an estimate or a time period if exact year is not available. _____

2.b. In what year was the first property acquired for a shared equity home? Please provide an estimate or a time period if exact year is not available _____

2.c. In what year was the first shared equity home SOLD to an eligible buyer? Please provide an estimate or a time period if exact year is not available. _____ 1. We have not sold a home yet.

3. Real Estate Brokers

3. How do you work with real estate brokers/agents during sales and resales? Check ALL that apply.

- We have not yet decided whether or how we will work with real estate brokers.
- We have in-house licensed real estate broker(s) or agent(s) who may be involved during sales or resales.
- There is never a listing real estate broker or agent involved during sales or resales.
- There is sometimes a listing real estate broker or agent involved during sales or resales.
- There is always (or almost always) a listing real estate broker or agent involved during sales or resales.

Section II-D. Program Funding Source

1. External Funding Source

1. Which of the following external sources (i.e., any income aside from earned income) helped to fund ANY of the costs of the shared equity homeownership portfolio?

This includes acquisition, development, subsidies, stewardship, admin, etc. Check ALL that apply. If more than one category describes a pool of funds, choose the most specific source but do NOT count the same funds twice.

External Funding Source	Since the 1 st shared equity home	Since 2019
a. No external fund received so far	1. <input type="radio"/>	2. <input type="radio"/>
b. HOME Investment Partnership	1. <input type="radio"/>	2. <input type="radio"/>
c. Community Development Block Grant (CDBG)	1. <input type="radio"/>	2. <input type="radio"/>
d. Community Development Block Grant-Disaster Recovery (CDBG-DR)	1. <input type="radio"/>	2. <input type="radio"/>
e. National Housing Trust Fund (NHTF)	1. <input type="radio"/>	2. <input type="radio"/>
f. Self-Help Homeownership Opportunity program (SHOP)	1. <input type="radio"/>	2. <input type="radio"/>
g. Housing Opportunities for Persons with AIDS (HOPWA)	1. <input type="radio"/>	2. <input type="radio"/>
h. American Rescue Plan funds	1. <input type="radio"/>	2. <input type="radio"/>
ac. Neighborhood Stabilization Program (NSP)	1. <input type="radio"/>	2. <input type="radio"/>
j. Other HUD federal programs	1. <input type="radio"/>	2. <input type="radio"/>
k. Community Development Financial Institution grant (CDFI)	1. <input type="radio"/>	2. <input type="radio"/>
l. Low income housing tax credits (LIHTC)	1. <input type="radio"/>	2. <input type="radio"/>
m. New Markets Tax Credits (NMTCs)	1. <input type="radio"/>	2. <input type="radio"/>
n. Federal Home Loan Bank's Affordable Housing Program Competitive Application program	1. <input type="radio"/>	2. <input type="radio"/>
o. Federal Home Loan Bank's Affordable Housing Program Homeownership set-aside program	1. <input type="radio"/>	2. <input type="radio"/>
p. State Housing Trust Fund	1. <input type="radio"/>	2. <input type="radio"/>
q. Municipal or local Housing Trust Fund	1. <input type="radio"/>	2. <input type="radio"/>
r. In-lieu fees or linkage/impact fees from an inclusionary zoning policy	1. <input type="radio"/>	2. <input type="radio"/>
s. Other state government source	1. <input type="radio"/>	2. <input type="radio"/>
t. Other local government source	1. <input type="radio"/>	2. <input type="radio"/>
u. National intermediaries (e.g., Habitat for Humanity, NeighborWorks America)	1. <input type="radio"/>	2. <input type="radio"/>
v. National private or public foundations (e.g., Ford, Annie E. Casey)	1. <input type="radio"/>	2. <input type="radio"/>
w. Local, state, or regional private or public foundations (e.g., family foundations, community foundations, local business foundations)	1. <input type="radio"/>	2. <input type="radio"/>
x. Community Reinvestment Act (CRA) funds	1. <input type="radio"/>	2. <input type="radio"/>
y. Healthcare system or health insurer	1. <input type="radio"/>	2. <input type="radio"/>
z. Corporate donations	1. <input type="radio"/>	2. <input type="radio"/>
aa. Individual donations or fundraisers	1. <input type="radio"/>	2. <input type="radio"/>
ab. Other → 3. Other, please explain:	1. <input type="radio"/>	2. <input type="radio"/>

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1.ab. Since 2019, what are the top three largest sources of funding for the shared equity homeownership program? 1. First _____ 2. Second _____, 3. Third _____

2. Internal Funding Source

2.a. As of December 31, 2021, which of the following internally generated sources of revenue (often referred to as earned income) are collected for the shared equity homeownership portfolio? Check ALL that apply. Indicate any internal sources in place according to your current policies even if your program has not yet collected revenue from these activities.

- [Only for pipeline]** We have not developed our program's policies yet
- Application fee from prospective homebuyers
- Reoccurring ground lease or program administration fee paid by homeowners → 1. What is the monthly fee?: _____
- Reoccurring repair/replacement/reserve fund fee paid by homeowners **[Go to 2.b-d if selected]**
- Homebuyer counseling fees
- Loss mitigation or foreclosure prevention fees
- Refinancing fees
- In-house real estate broker or agent fees
- Developer's fee when adding shared equity homes to your portfolio
- Marketing fee during initial sale or resale of a shared equity home
- Transfer fee, resale fee, or lease (reissuance) fee during resales → 2. What is the transfer, resale or lease (reissuance) fee?: _____
- Membership dues paid by others (not your homeowners) → 3. What is the membership dues amount?: _____
- Interest on loans to the owners of shared equity homes
- Consulting or providing technical assistance on shared equity homes
- Rentals
- Other → 4. Other, please explain: _____
- None of the above

2.b. Does the repair/replacement/reserve fund fee paid by homeowners stay with the house or does unused portion get paid back to the homeowner upon resale?

- [Only for pipeline]** We have not decided yet
- Stays with house
- Unused amount gets paid back to homeowner
- Other → 1. Other, please explain: _____

2.c. Based upon your current policy, is the repair/replacement/reserve fee required or voluntary?

- [Only for pipeline]** We have not decided yet
- Always required
- Always voluntary
- Required when it is permitted by funding sources
- Other → 2.c.1 Other, please explain: _____
- I don't know

2.d. On average, what is your typical monthly repair/replacement/reserve fee? Please provide an estimate or a range if exact number is not available. _____

3. Internal Funding Source Share

3.a. Estimate what percentage of the admin/operating budget for the shared equity homeownership portfolio in 2021 was covered by the internally generated sources of revenue (or earned income). Do NOT include fundraising, donations, etc.

- 0%
- 1 thru 20%
- 21 thru 40%
- 41 thru 60%
- 61 thru 80%
- 81 thru 100%

3.b. Do you subsidize your shared equity homeownership program's admin/operating budget through other lines of business at your organization, such as rental income or administrative support from other grants?

- Yes
- No
- I don't know

Section II-E. Residential Portfolio

1. Property Count

Include units that have not yet sold for the first time.

1.a. As of December 31, 2021, total number of shared equity homes ever produced/monitored/managed: _____ Include units that are no longer part of the shared equity portfolio.

1.b. As of December 31, 2021, total number of shared equity homes currently in portfolio:

1. Projected number of shared equity homes to be added:

Provide best estimate or a range if exact number is not readily attainable.

c. In 2022 (optional) (Include units newly entered so far in 2022, as well as those currently in the pipeline and will be added to the portfolio in 2022)	
d. In 2023 (optional)	
e. Other time period (optional) → f. Other time period, please explain:	

2. Resale Count

2. As of December 31, 2021, number of resales:

Provide best estimate if exact number is not readily attainable.

a. In 2021	
b. Since the first shared equity home	

3. Building Type

3. As of December 31, 2021, what was the proportion of shared equity homes by property type? If you only have homes in your pipeline and nothing yet in your portfolio, what proportion of homes by property type would you like to have in your portfolio? Provide best estimate if exact percentage is not readily attainable. All entries should add up to 100%. **For pipeline, ask "...in the shared equity home pipeline by..." instead**

Unit type	Percentage
a. Single-family detached houses and townhomes	
b. Duplexes or single-family homes with an accessory dwelling unit	
c. Condominiums → d. Do condos exclusively use deed restrictions or subordinate loans? Yes/No	
e. Other category → f. Other category, please specify:	

4. Homeowner Characteristics

4.a. As of December 31, 2021, was there at least one household living in a shared equity home?

- Yes → 1. How many households? Please provide an estimate or a range if exact number is not available. _____
- No [Skip the rest of this question and go to the next question]

As of December 31, 2021, please report the following for the head of the household if you have this information:

Household characteristics	What percentage of the head of households: (Please provide an estimate or a range if exact figure is not available.)	We do not have this information
b. Are first-time homebuyers	2.	1. ○
c. Have at least one child under the age of 18	2.	1. ○
d. Are single mothers with children under the age of 18	2.	1. ○
Race/ethnicity of household head:	2.	1. ○
e. Hispanic, Latino, or Spanish origin	2.	1. ○
Not Hispanic, Latino, or Spanish origin:		
f. American Indian or Alaska Native	2.	1. ○
g. Asian	2.	1. ○
h. Black or African American	2.	1. ○
i. Native Hawaiian and other Pacific Islander	2.	1. ○
j. White	2.	1. ○
k. Other Race (Including two or more races)	2.	1. ○

Section II-F. Mortgage

1. First Mortgage Loan Lender

Mortgage lenders are individuals who work for financial institutions or mortgage brokerages.

1.a. As of December 31, 2021, did you have any mortgage lenders in place to originate mortgages for your homebuyers in your shared equity homeownership portfolio?

- Yes → 1. How many mortgage lenders: _____
- No [Skip to Q2 if checked]

1.b. Please provide information about the four mortgage loan lenders (officers) who have provided the most mortgages for your shared equity buyers/owners:

“Held in portfolio” means that they do not sell the mortgage on the secondary mortgage market (i.e., to Fannie Mae or Freddie Mac) or turn it over to a different investor (such as a State Housing Finance Agency) after they originate the loan. [For pipeline, hide the third column]

Name of the mortgage lender/officer (If less than four, name all mortgage lenders and enter N/A for the rest)	Name of the financial institution/mortgage brokerage (If less than four, name all financial institutions/mortgage brokerage and enter N/A for the rest)	Number of mortgages since 2019 (Enter “0” if none)	Were these loans held in portfolio? (Answer even if zero loans were originated since 2019)
1.a.	1.b.	1.c.	1.d. All/Some/None/I don’t know
2.a.	2.b.	2.c.	2.d. All/Some/None/I don’t know
3.a.	3.b.	3.c.	3.d. All/Some/None/I don’t know
4.a.	4.b.	4.c.	4.d. All/Some/None/I don’t know

2. First Mortgage Loan Type

2. What types of loan products have been used by your shared equity homebuyers? [For each cell, change to Yes/No/I don’t know]

Loan Product Type	Since 2019	Since First Shared Equity Home
a. FHA loans	1.	2.
b. VA loans	1.	2.
c. USDA Guaranteed loans	1.	2.
d. USDA 502 Direct loans	1.	2.
e. Fannie Mae loans	1.	2.
f. Freddie Mac loans	1.	2.
g. State Housing Finance Agency loans	1.	2.
h. Portfolio loans (Loans that are not sold on the secondary mortgage market)	1.	2.
i. Habitat for Humanity loans	1.	2.

3. State HFA Role

3.a Please describe how your State Housing Finance Agency works with you in terms of first mortgage lending? Check ALL that apply.

- They have no involvement in the first mortgages available to our homebuyers.
- They are unwilling or unable to assist with first mortgages for our homebuyers.
- They originate loans to our homebuyers.
- They purchase the loans made to our homebuyers (i.e., act as investor).
- They have a FHA-based product that they make available to our homebuyers.
- They have a conventional mortgage product that they make available to our homebuyers (meaning it's able to be sold to Fannie Mae or Freddie Mac).
- They offer down payment assistance and/or closing cost assistance to homebuyers in this program
- They provide funding or grants to the program or to create homes for this program.
- Other → 3.b Other, please explain: _____
- I don't know enough to fully answer this question.

4. First Mortgage Access

4.a What are the reasons as to why your prospective shared equity homebuyers are unable to obtain a mortgage loan? Check ALL that apply.

- Down payment
- Credit score
- Credit characteristics (e.g., lack of credit, filed for bankruptcy in recent years)
- Front-end debt-to-income ratio (i.e., housing cost is still too high)
- Back-end debt-to-income ratio (i.e., too much other debt)
- Type of property (e.g., condominium underwriting requirements)
- Issues with income (e.g., self-employed, undocumented income)
- Other → 4.b Other, please explain: _____
- I don't know enough to fully answer this question

4.c Please rank order the top three reasons you have selected above: 1. First _____, 2. Second _____, 3. Third _____

5. Refinancing

5.a. Does the legal document imposing restrictions on the resale of the property explicitly state one or more of the following? Check ALL that apply.

- A maximum permissible amount for refinancing or for any encumbrances.
- Owner must give written notice of refinancing or encumbrances, which is permitted, so long as financing is not greater than the maximum resale price.
- Program must be contacted to identify the maximum permissible financing amount or to request subordination in the event of refinancing.
- Program must review and approve refinances, home equity lines of credit, or any encumbrances.
- None of the above.
- I don't know.

5.b. How many homeowners refinanced during 2021? Please provide an estimate or a range if exact number is not available; or type "I don't know". _____

6. Forbearance

6. Approximately what is the percentage of your homeowners that went into forbearance due to COVID-related hardship? Please provide an estimate or a range if exact number is not available; or type "I don't know". _____

7. Closing cost assistance

7. Outside of the first mortgage and any legal documents or security interests recorded by the shared equity program, what proportion of your homebuyers also use down payment or closing costs assistance?

- 0%
- 1-25%
- 26-50%
- 51-75%
- 76-100%
- I don't know

Section II-G. Development Plan

1. Barriers

1.a. What are the barriers you face to develop shared equity homes? Check ALL that apply.

- Little to no political support
- Little to no support for affordable housing in the broader community
- Inadequate number of prospective buyers
- Federal resources, such as HOME, are committed to rental housing
- Insufficient local or state funding for subsidizing shared equity homes
- Insufficient funding for staffing
- Inadequate acquisition or development financing
- Inadequate pipeline of properties
- Other → 1.b. Other, please specify: _____
- None of the above

1.c. What are the top three barriers:

1. First _____; **2. Second** _____; **3. Third** _____

2. Development Plan

2.a. Do you have a development plan of how many shared equity homeownership units you would like to develop?

- No
- Yes → 2.b. Number of units in your plan: _____ Please provide an estimate or a range if exact number is not available.

Section III – Other Residential Portfolio

1. Other Residential Program(s)

1.a. Besides your shared equity homeownership portfolio reported in the previous section, does your organization acquire and/or build other residential units or residential programs? Check ALL that apply. For the purpose of this survey, please treat the same type of residential units listed below as a program even if your organization does not have such program.

- Rental unit portfolio [Go to Question 2]
- Lease-to-purchase portfolio [Go to Question 3]
- Cooperative housing portfolio [Go to Question 4]
- Manufactured/mobile homes or resident owned communities [Go to Question 5]
- Homeownership portfolio that is not shared equity [Go to Question 6]
- Other → 1.b. Other, please specify: _____
- None of the above

2. Rental Unit Portfolio

Please provide information about your rental unit portfolio in this part of the survey.

2.a.3 For the rental unit portfolio, the organization: Check ALL that apply.

- Only owns the land, not the building(s)
- Owns both the land and the building(s)
- Manages the rental
- None of the above

2.a.4 What is the ground lease fee? Put “N/A” if it does not apply. _____

2.a.3.2 Is the year when the first rental unit was acquired the same as the organization’s beginning?

- Yes
- No → 1. In what year was the first property acquired for a rental unit: _____

2.d. As of December 31, 2021, total number of rental units: _____

2.e. What is the affordability term you typically impose on affordable rental units in your portfolio?

- There is no affordability term requirement
- A certain number of years → 1. How many years? _____
- Life of building
- In perpetuity
- It varies → 2. It varies, please explain: _____

2.f. For your portfolio of rental units, what proportion of them are restricted per the legal documents to the various income levels below? If the response options do not exactly match the % AMI in your legal agreement(s), select the next highest. Provide drop down list for each option (0%, 1-10%, 11-20%... 91-100%)

- [Only for pipeline] 1. We have not decided yet
- 2. Restricted below 80% of area median income (AMI) (e.g., at or below 50% or 60% of AMI)
- 3. At or below 80% of AMI
- 4. At or below 120% of AMI
- 5. Restricted above 120% of AMI (e.g., at or below 140% of AMI)
- 6. No income restrictions

2.g. What is the percentage of the rental units that are 4% or 9% LIHTC properties? Provide best estimate if exact number is not readily attainable. _____

Projected number of rental units:

Provide best estimate or a range if exact number is not readily attainable.

f. In 2022 (optional) (Include units newly entered in the rental portfolio so far and those in the pipeline in 2022)	
g. In 2023 (optional)	
h. Other time period (optional) → i. Other time period, please explain:	

2.h. If you are a land trust, do you have a long-term ground lease in place under some or all of the rental units?

- Yes
- No
- I don't know

3. Lease-to-Purchase Unit Portfolio

Please provide information about your lease-to-purchase unit portfolio in this part of the survey.

3.a. Is the year when the first lease-to-purchase unit was acquired the same as the organization's beginning?

- Yes
- No → 1. In what year was the first property acquired for a lease-to-purchase unit: _____

3.b. As of December 31, 2021, total number of lease-to-purchase units you have ever acquired and/or built: _____

3.c. For your portfolio of lease-to-purchase units, what proportion of them are restricted per the legal documents to the various income levels below? If the response options do not exactly match the % AMI in your legal agreement(s), select the next highest. **Provide drop down list for each option (0%, 1-10%, 11-20%... 91-100%)**

- [Only for pipeline] 1. We have not decided yet
- 2. Restricted below 80% of area median income (AMI) (e.g., at or below 50% or 60% of AMI)
- 3. At or below 80% of AMI
- 4. At or below 120% of AMI
- 5. Restricted above 120% of AMI (e.g., at or below 140% of AMI)
- 6. No income restrictions

3.d. How long is your lease-to-purchase term (in years)? Type "no expectation" if it applies.

Projected number of lease-to-purchase units:

Provide best estimate or a range if exact number is not readily attainable.

e. In 2022 (optional) (Include units newly entered in the portfolio so far and those in the pipeline in 2022)	
f. In 2023 (optional)	
g. Other time period (optional) → h. Other time period, please explain:	

3.i. If you are a land trust, do you have a long-term ground lease in place under some or all of the lease-to-purchase units?

- Yes
- No
- I don't know

4. Cooperative Housing Portfolio

Please provide information about your cooperative housing portfolio in this part of the survey.

4.a. Is the year when the first coop unit was acquired the same as the organization's beginning?

- Yes
- No → 1. In what year was the first property acquired for a coop unit: _____

4.b. As of December 31, 2021, total number of co-op developments have you ever acquired and/or built: _____

4.c. As of December 31, 2021, total number of limited-equity or zero-equity cooperative developments: _____

4.d. As of December 31, 2021, total number of co-op units: _____

4.e. As of December 31, 2021, total number of limited-equity or zero-equity cooperative units: _____

4.f. What is the affordability term of the limited-equity or zero-equity cooperative units? .

- There is no affordability term requirement
- A certain number of years → 1. How many years? _____
- Life of building
- In perpetuity
- It varies → 2. It varies, please explain: _____

4.g. For your portfolio of cooperative units, what proportion of them are restricted per the legal documents to the various income levels below? If the response options do not exactly match the % AMI in your legal agreement(s), select the next highest. Provide drop down list for each option (0%, 1-10%, 11-20%... 91-100%)

- [Only for pipeline] 1. We have not decided yet
- 2. Restricted below 80% of area median income (AMI) (e.g., at or below 50% or 60% of AMI)
- 3. At or below 80% of AMI
- 4. At or below 120% of AMI
- 5. Restricted above 120% of AMI (e.g., at or below 140% of AMI)

- 6. No income restrictions

Projected number of limited-equity or zero-equity cooperative units:

Provide best estimate or a range if exact number is not readily attainable.

h. In 2022 (optional) (Include units newly entered in the portfolio so far and those in the pipeline in 2022)	
i. In 2023 (optional)	
j. Other time period (optional) → k. Other time period, please explain:	

4.1. If you are a land trust, do you have a long-term ground lease in place under some or all of the cooperative units?

- Yes
- No
- I don't know

5. Manufactured/Mobile Homes, or Residential Owned Communities

Please provide information about the manufactured homes, manufactured home parks, and/or residential owned communities your organization is administering in this part of the survey.

5.a. What type(s) of manufactured homes do you have? Check ALL that apply.

- They are on fixed foundations on single-family lots
- They are treated as chattel properties
- Other → 1. Other, please explain: _____
- We do not have any manufactured homes

5.b. Is the year when the first manufactured/mobile home or residential owned community property was acquired the same as the organization's beginning?

- Yes
- No → 1. In what year was the first property acquired: _____

5.c. As of December 31, 2021, total number of units under this category: _____

5.d. What is the affordability term you typically impose on units under this category?

- There is no affordability term requirement
- A certain number of years → 1. How many years? _____
- Life of building
- In perpetuity
- It varies → 2. It varies, please explain: _____

5.e. For your portfolio of units under this category, what proportion of them are restricted per the legal documents to the various income levels below? If the response options do not exactly match the % AMI in your legal agreement(s), select the next highest. Provide drop down list for each option (0%, 1-10%, 11-20%... 91-100%)

- [Only for pipeline] 1. We have not decided yet
- 2. Restricted below 80% of area median income (AMI) (e.g., at or below 50% or 60% of AMI)

- 3. At or below 80% of AMI
- 4. At or below 120% of AMI
- 5. Restricted above 120% of AMI (e.g., at or below 140% of AMI)
- 6. No income restrictions

Projected number of units under this category:

Provide best estimate or a range if exact number is not readily attainable.

f. In 2022 (optional) (Include units newly entered in the portfolio so far and those in the pipeline in 2022)	
g. In 2023 (optional)	
h. Other time period (optional) → i. Other time period, please explain:	

5.j. If you are a land trust, do you have a long-term ground lease in place under some or all of the units under this category?

- Yes
- No
- I don't know

6. Non-Shared Equity Homeownership Units

Please provide information about your homeownership units that are not shared equity homeownership units in this part of the survey.

6.a. Is the year when the first non-shared equity homeownership unit was acquired the same as the organization's beginning?

- Yes
- No → 1. In what year was the first property acquired for a non-shared equity homeownership unit: _____

6.b. As of December 31, 2021, the number of non-shared equity homeownership units that were sold: _____

6.c. For your portfolio of non-shared equity homeownership, what proportion of them are restricted per the legal documents to the various income levels below? If the response options do not exactly match the % AMI in your legal agreement(s), select the next highest. Provide drop down list for each option (0%, 1-10%, 11-20%... 91-100%)

- [Only for pipeline] 1. We have not decided yet
- 2. Restricted below 80% of area median income (AMI) (e.g., at or below 50% or 60% of AMI)
- 3. At or below 80% of AMI
- 4. At or below 120% of AMI
- 5. Restricted above 120% of AMI (e.g., at or below 140% of AMI)
- 6. No income restrictions

Projected number of non-shared equity homeownership units:

Provide best estimate or a range if exact number is not readily attainable.

d. In 2022 (optional)	
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(Include units newly entered so far and those in the pipeline in 2022)	
e. In 2023 (optional)	
f. Other time period (optional) → g. Other time period, please explain:	

6.h. If you are a land trust, do you have a long-term ground lease in place under some or all of the non-shared equity homeownership units?

- Yes
- No
- I don't know

Section IV. FINAL COMMENT

1. General Question

1.a. Please share any additional comments or clarifications (optional):

1.b. Grounded Solutions Network is a national nonprofit membership organization supporting shared equity homeownership models. Please share your thoughts about how we could help you scale your shared equity homeownership portfolio (optional). (E.g., training on affordable pricing and resale formulas, executive coaching, or direct technical assistance.)

Thank you so much for lending your time and expertise! We look forward to sharing our findings soon. Please note that we may follow up with you for clarifying and/or additional questions.