

# COMMUNITY LAND TRUSTS AND ORGANISME DE FONCIER SOLIDAIRE: a solution to the housing crisis

## NWE IMPACT ON THE GROUND 4 DECEMBER 2019 - LILLE

# AGENDA

1. Presentation of the **SHICC project**
2. Presentation of the **CLT/OFS social impact tool**: helping CLT & OFS to demonstrate the benefits they bring
3. Presentation of the **results** of the social impact assessment tool in the **four pilots** (Londres, Bruxelles, Gent and Lille)
4. Exchange with participants – Q&A

# CONTEXT: a lack of affordable housing

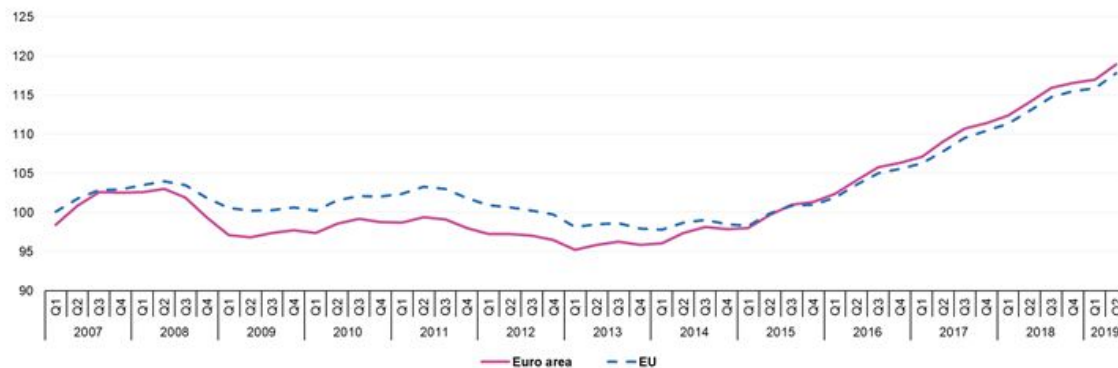
*A failure to accommodate modest and middle-class households – a trend even strong in big cities.* Rising housing prices are pushing people out of cities and forcing people to live in unhealthy or overcrowded homes



- **80%** of people struggle to find **affordable accommodation** in major European cities (*Eurostat, 2016*)

- In hedge cities [...] housing prices have increased to level that **most residents cannot afford**, creating huge increases in wealth for property owners in prime locations while excluding **moderate and low-income households** (*UN special rapporteur Right to Housing, 2017*)

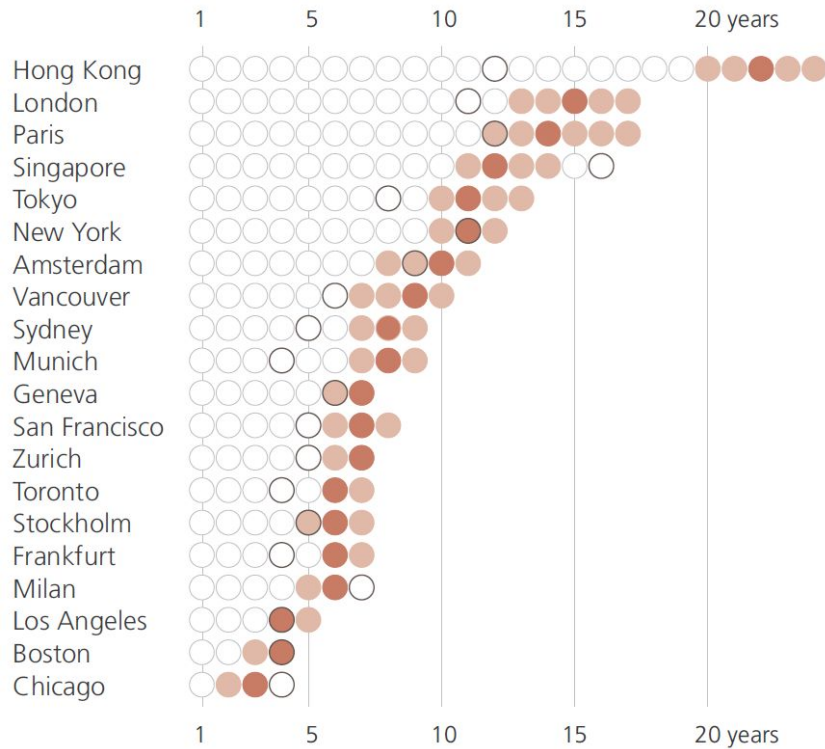
House Price Indices - euro area and EU aggregates; Index levels (2015 = 100) - 2007-2019Q2



Source: Eurostat (online data code: prc\_hpi)

eurostat

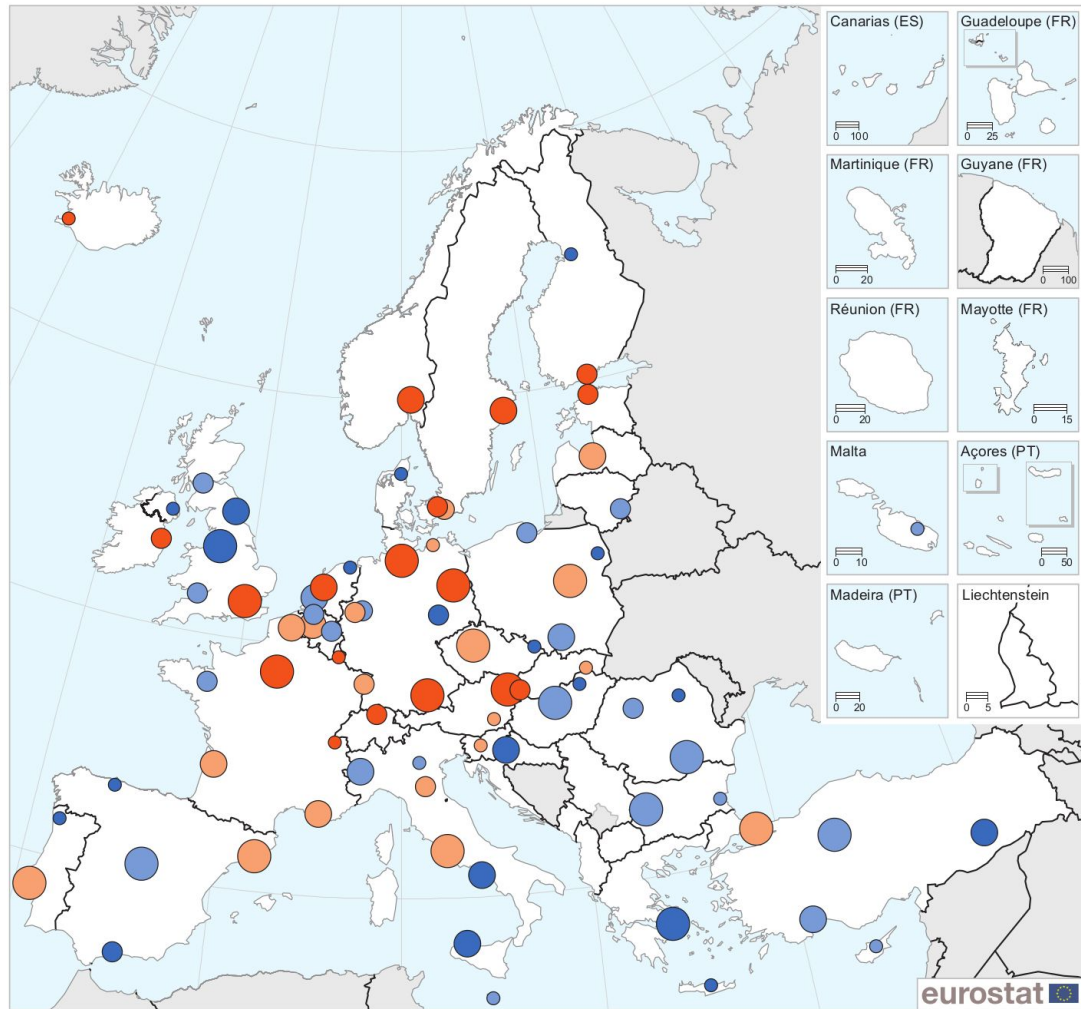
# CONTEXT: a lack of affordable housing in many European cities



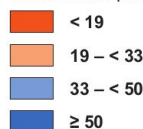
The number of years a skilled worker needs to work to able to buy a 60m2 (650 sq.ft.) near the city centre

Source: UBS, 2018

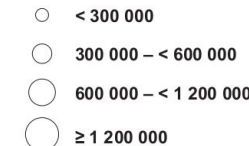
Proportion of people who agree that it is easy to find good housing at a reasonable price in their city, 2015 (1)  
(%)



People agreeing it is easy to find good housing at a reasonable price (%)



Population (persons)



Administrative boundaries: © EuroGeographics © UN-FAO © Turkstat  
Cartography: Eurostat — GISCO, 03/2016



(1) Athina (Greece), Paris (France), Lisboa (Portugal) London, Greater Manchester and Tyneside conurbation (all United Kingdom): greater city. Population data generally refer to 1 January 2014. Portugal: 2015. Denmark, Estonia, Latvia, Lithuania, Hungary, the Netherlands, Austria, Poland and Norway: 2013. France, Slovenia and Finland: 2012. Greece and Sweden: 2011. Cyprus, Luxembourg and Malta: 2009. Turkey: 2004. Bulgaria, Ireland, Lithuania, Malta, Poland, Portugal, the United Kingdom and Turkey: estimates.  
Source: Eurostat (online data codes: urb\_percep and urb\_cpop1)

# Why do we need CLT & OFS?

An answer to the growing problem of housing affordability in many cities in the NWE region.



**“CLTS ARE DEMOCRATIC COMMUNITY-BASED ORGANISATIONS THAT DEVELOP AND MANAGE HOMES THAT ARE AFFORDABLE TO PEOPLE ON LOW AND MEDIAN INCOMES AND REMAIN AFFORDABLE.”**

*(SHICC definition, 2017)*



# COMMUNITY LAND TRUST: what are talking about?

## 3 FOUNDING PRINCIPLES:

- Community-led development
- Community-owned land
- Permanently affordable housing



*(John Davis, 2018)*



*SHICC partners (2018)*



*SHICC partners (2019)*

# COMMUNITY LAND TRUST: what are talking about?

## TRADITIONAL PURCHASE



In traditional Real Estate transactions, the homeowner owns the house and the land that it sits on.

## COMMUNITY LAND TRUST



The CLT separates ownership of the land from the buildings that sit upon it. The CLT retains ownership of the land and leases it to the homeowner.

**Housing = land + building**

Common principle to CLT & OFS=  
separation of the ownership of  
the land from the building



# Sustainable Housing for Inclusive and Cohesive Cities



September 2017 – September 2020



6 partners: City of Lille, CLT Bruxelles, CLT Gent, London CLT, National CLT Network and FMDV



1. Prove the concept
2. Create a supportive local, regional and national policy, funding and regulatory environment for CLTs and OFS
3. Consolidate the 4 pilots and spread the CLT model across the region



# SHICC activities

## **1. FOUR PILOTS**

4 successfully established pilot CLTs/OFS (Lille, Bruxelles, Gent and London)

## **2. LONG-TERM**

How to measure and understand the social impact of CLTs/OFS?

## **3. START-UP FUND**

A voucher scheme to support new CLTs/OFS across the NWE

## **4. CAPACITY BUILDING**

European interregional cooperation enables pilot CLTs and new CLTs to learn from peer-to-peer exchange and build their capacity.

## **5. FINANCIAL MODELS**

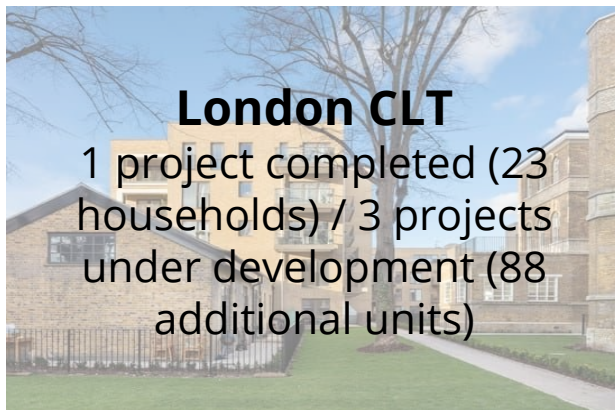
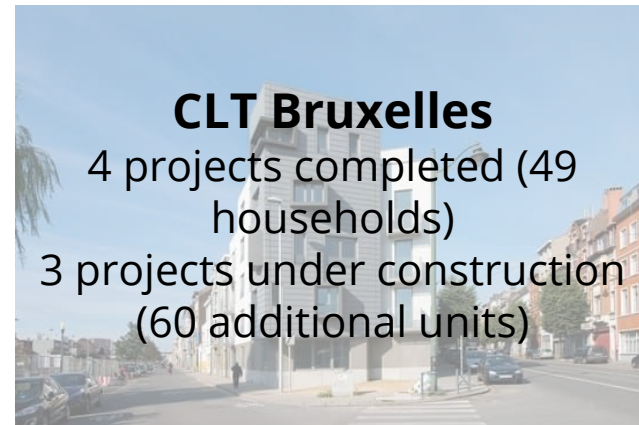
Understand financial models and consolidate need to structure common levers

## **6. COMMUNICATION**

Raise awareness and make the case for CLTs as a mainstream option for housing delivery (case studies, press coverage)

# 2 years of implementation: already encouraging results

## 1. FOUR PILOTS



# 2 years of implementation: already encouraging results

## 2. LONG-TERM

**A three-year advocacy campaign:** local advocacy toolkit, EU manifesto > CLT Bruxelles and the OFSML became partners of Housing Europe.

**Social impact measurement** for CLTs and OFS in Europe: helping CLTs and OFS to demonstrate the benefits they bring.

# 2 years of implementation: already encouraging results

## 3. START-UP FUND - 29 groups supported

CLT Bijlmer	Amsterdam (Netherlands)
Temps d'M	Villers-la-Ville (Belgium)
CLT des Piges	Charleroi (Belgium)
Anthélie	Tournai (Belgium)
Hadadyle	Grez-Doiceau (Belgium)
Briktrie	Mont-Saint-Guibert (Belgium)
CLT OLLN	Ottignies-Louvain-la-Neuve (Belgium)
Be Vicus	Assesse (Belgium)
Irish Regenerative Land Trust	Ireland
Cohousing Connections (Belfast)	Northern Ireland
Stadtbodenstiftung	Berlin
Brussels Group'	Belgium
The municipality of Zelzate	Belgium

Chorlton CLT	Chorlton (England)
Forest CLT	Waltham Forest (England)
Leeds Community Homes	Leeds (England)
Leicestershire Community Housing Project	Leicester (England)
London CLT	London (England)
Oxfordshire CLT	Oxford (England)
Pathway Housing Solutions	Nottingham (England)
PEC Trust	Plymouth (England)
Safe Regeneration Ltd	Merseyside (England)
South Bank Community Housing CIC	Redcar (England)
St Ann's Redevelopment Trust Ltd (StART)	Haringey (England)
St Ives CLT	Cornwall (England)
Swansea Cohousing	Swansea (Wales)
Truro	Cornwall (England)
Waterbeach CLT	Cambridge (England)
Wyre Forest CLT	Worcestershire (England)

# 2 years of implementation: already encouraging results

## 4. CAPACITY BUILDING

The four pilots have spent over 250 hours in over 96 different sessions with 82 different groups, individuals or organisations to spread the CLT/OFS word (Italy, Spain, Sweden, Chile, Brazil, Japan, Korea)

Who we meet with..

- Activists
- CLTs
- Non CLT Housing Organisations
- Planning and Building Professionals
- Public Bodies/Authorities
- Other
- Academics





# 2 years of implementation: already encouraging results

## 5. FINANCIAL MODELS

Community Land Trust finance across North-West Europe:

- **Cross-regional analysis** on CLTs and OFS presenting an **extensive overview of available funding sources** for CLTs and OFS development
- Publication of **six financial case studies** and a **financial guide** (6 major barriers to CLTs/OFS and inspiring 15 financial instruments to overcome them)
- Launch of a **working group on Finance** to work on both the mobilisation of European opportunities; identify and design a fit for purpose financial instrument.



# 2 years of implementation: already encouraging results



## 6. COMMUNICATION press coverage, transnational events



National CLT Network has been getting out there  
The National CLT Network has held a number of events in the past couple of months and have more coming up! They held an event with Cornwall CLT to get urban CLTs and others an opportunity to see how a CLT can operate at a larger scale. They also held an event at Westminster, launching their report, which looks at the mortgage finance environment for CLTs in the UK.

"Mapping CLT Finance" includes over 600 funding and finance sources, plus synthesis document. With the intention of serving as a learning tool, the database will be used by CLT groups, local supportive hubs, local governments, and social housing providers.



Image: National CLT Network event

FMDV launches "Mapping CLT Finance" project  
FMDV has been hard at work completing phase 1 of the campaign on CLT finance. They have finished creating a database of all available funding resources in the North West Europe (NWE) region. The database, called "Mapping CLT Finance", will be a huge benefit to urban CLTs in NWE.

### 12 Lille et la métropole

## Mi-locataires, mi-propriétaires, ils inventent une autre façon d'acheter

Acheter un logement sans à 300 mètres du parc Lebas sans couler sa To? Quinze ménages lillois l'ont fait. Remarque: avec les premiers acquéreurs en OPS-REIS, un outil flamboyant: neuf de production de logements abordables.

par ANTOINETTE BÉGIN

LILLE. Çaag d'investir propriétaire. Il faut du capital, un bon projet immobilier, une bonne opportunité. Mais acheter un logement dans la métropole lilloise, ça coûte cher. Les prix sont élevés, les loyers sont élevés, les taxes sont élevées. C'est pour ça que certains ont inventé une autre façon d'acheter: le Mi-locataire.

Le Mi-locataire, c'est un logement neuf de production de logements abordables. C'est un logement qui est vendu à un prix inférieur à celui du marché, mais qui est loué à un prix supérieur à celui du marché. C'est un logement qui est vendu à un prix inférieur à celui du marché, mais qui est loué à un prix supérieur à celui du marché.

C'est une belle idée, qui consiste à louer un logement à un prix inférieur à celui du marché, mais qui est loué à un prix supérieur à celui du marché. C'est un logement qui est vendu à un prix inférieur à celui du marché, mais qui est loué à un prix supérieur à celui du marché.

Le mi-locataire, c'est un logement qui est vendu à un prix inférieur à celui du marché, mais qui est loué à un prix supérieur à celui du marché. C'est un logement qui est vendu à un prix inférieur à celui du marché, mais qui est loué à un prix supérieur à celui du marché.

## « Pas mieux », dit le ministre

Le ministre de la Santé, François Bayrou, a déclaré que les mi-locataires sont une bonne idée. Il a déclaré que les mi-locataires sont une bonne idée. Il a déclaré que les mi-locataires sont une bonne idée. Il a déclaré que les mi-locataires sont une bonne idée.

### LA VILLE DU NORD LITTÉRATURE 10 NOVEMBRE 2018

## Le foncier solidaire, un dispositif pour faire reculer la spéculation

Après Lille, plusieurs villes ont décidé de se lancer sur ce créneau pour permettre à des ménages modestes de devenir propriétaires

Et si une nouvelle formule, hybride entre la pleine propriété et la location, permettait de faire reculer la spéculation immobilière? C'est ce que proposent les villes de Lille, Roubaix et Tourcoing. Elles ont décidé de se lancer sur ce créneau pour permettre à des ménages modestes de devenir propriétaires.

Le prix est inhabitable: 2100 euros le mètre carré là où des programmes privés équivalents atteignent 4500 euros.

Le foncier solidaire, un dispositif pour faire reculer la spéculation. Après Lille, plusieurs villes ont décidé de se lancer sur ce créneau pour permettre à des ménages modestes de devenir propriétaires.

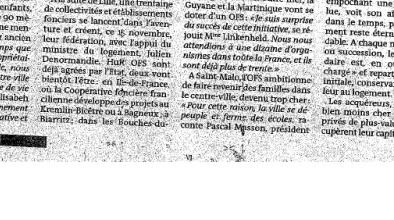
« C'est un outil très souple, un "outdoor asset" qui permet de faire reculer la spéculation immobilière. C'est un logement qui est vendu à un prix inférieur à celui du marché, mais qui est loué à un prix supérieur à celui du marché.



Quinze et dix-neuf, sans compter ceux de 2018, à Roubaix, sans l'annonceur. Des photographes, des journalistes, des membres du personnel FMDV.

### Comment ça marche ?

Le foncier solidaire, un dispositif pour faire reculer la spéculation. Après Lille, plusieurs villes ont décidé de se lancer sur ce créneau pour permettre à des ménages modestes de devenir propriétaires.



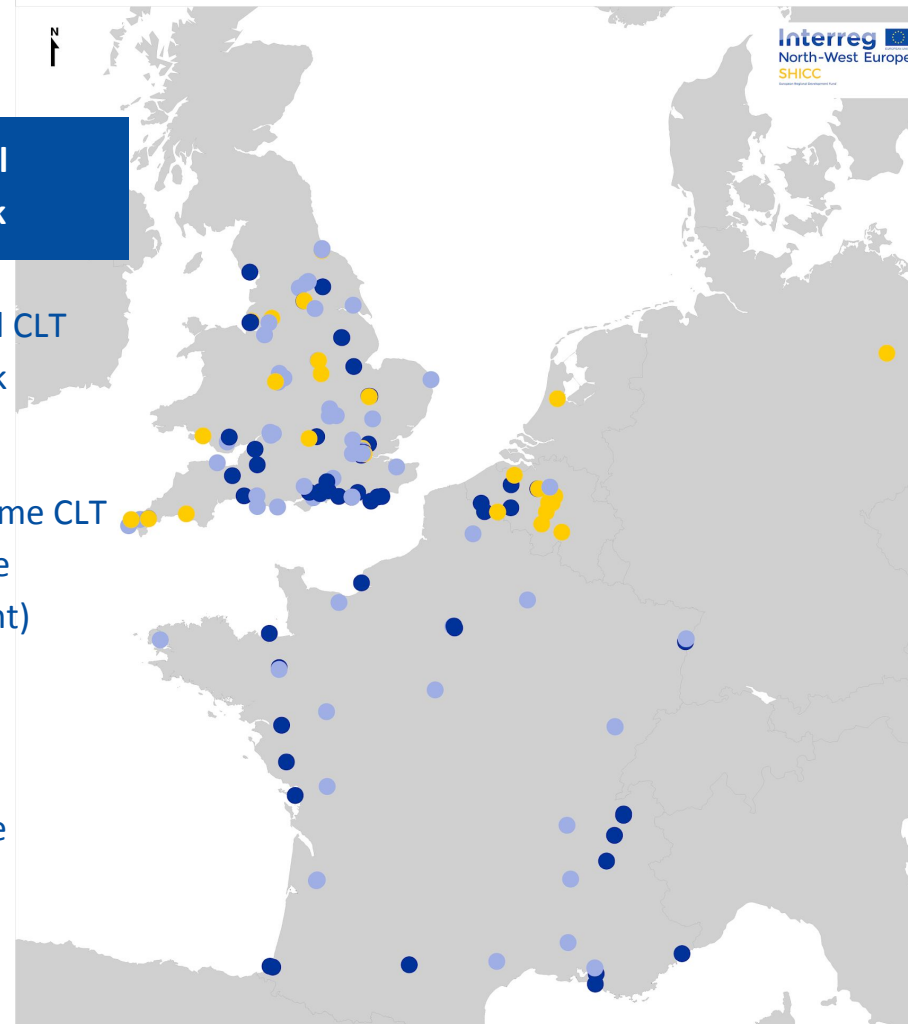
Quinze et dix-neuf, sans compter ceux de 2018, à Roubaix, sans l'annonceur. Des photographes, des journalistes, des membres du personnel FMDV.

### Comment ça marche ?

Le foncier solidaire, un dispositif pour faire reculer la spéculation. Après Lille, plusieurs villes ont décidé de se lancer sur ce créneau pour permettre à des ménages modestes de devenir propriétaires.

# CLTs/OFS: Where do we stand in Europe?

Country/ region	Number of urban CLT/OFS	CLT/OFS housing units	National network
England and Wales	109 established or under creation	935 housing units / 5000 in project	National CLT Network
Belgium	4 established + 10 under creation	9 housing units delivered/ 198 in project	Plateforme CLT Wallonie (dormant)
France	22 established OFS	5 housing units delivered / 8500 planned by 2024	Foncier Solidaire France
The Netherlands	1 under creation	/	/
Germany	1 under creation	/	/
Ireland	2 CLTs under creation	/	/

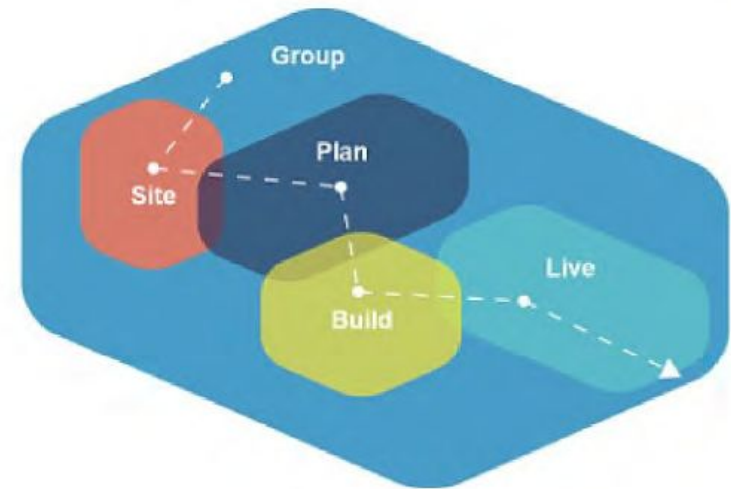


- Established CLTs/OFS
- CLTs/OFS under creation
- CLTs/OFS supported by the Start-up Fund



# Common needs for CLTs/OFS across Europe...

- Capacity to produce sustainable affordable housing in particular through citizen engagement
- Access to land
- Planning and construction
- Access to homes for households (secure access to loans)
- Operation of the organisation



# ...But different strategies

Common to OFS & CLTs:  
the provision of  
genuinely affordable  
homes

But at the same time,  
communities and  
contexts are different

**There is a need to recognise diversity :  
create a tool that work with the different strategies and  
cultures of CLTs & OFS at different points of their  
lifecycle.**

# A social impact tool: demonstrate the benefits CLTs & OFS bring

- **What?** A social impact tool
- **Purpose of the tool:**
  - to convince regional, national and European policy makers and social-minded financiers of the effectiveness of CLT-initiatives in building sustainable affordable housing
  - help CLTs to improve their own practice over time and offer a basis for evaluation

## CREATING A COMMON IMPACT “LANGUAGE” AND EVIDENCE BASE FOR CLTS AND OFS

- **Who is this for?** CLTs and OFS at different stages



# 5 impact themes

## Increasing equity



CLTs rebalance local housing provision to enable access for people who would otherwise struggle to find stable and suitable homes. This has broader positive effects in the lives of residents and their families, including their ability to participate in civic life. It can also have an effect on their wider communities.

## Challenging the status quo



CLTs engage with the dynamics of housing in their areas and potentially beyond, to challenge the status quo. This can be by demonstrating better ways of creating housing with and for communities as well as organising or influencing policy. Groups may seek to have a disruptive, systemic impact.

## Controlling land and creating homes



Progress in acquiring land, houses, or other assets, is an important way of describing the impact of CLTs. CLTs are a tangible solution not an abstract one! Impact has a physical form in land and buildings that the CLT controls.

## Fostering sustainability



CLTs are a durable solution and think long term, capturing and protecting wealth for multiple generations. This works at many levels, such as the homes themselves, the organisation, the local area and the environment. Healthy CLTs have democratic membership that represents the diversity of their communities.

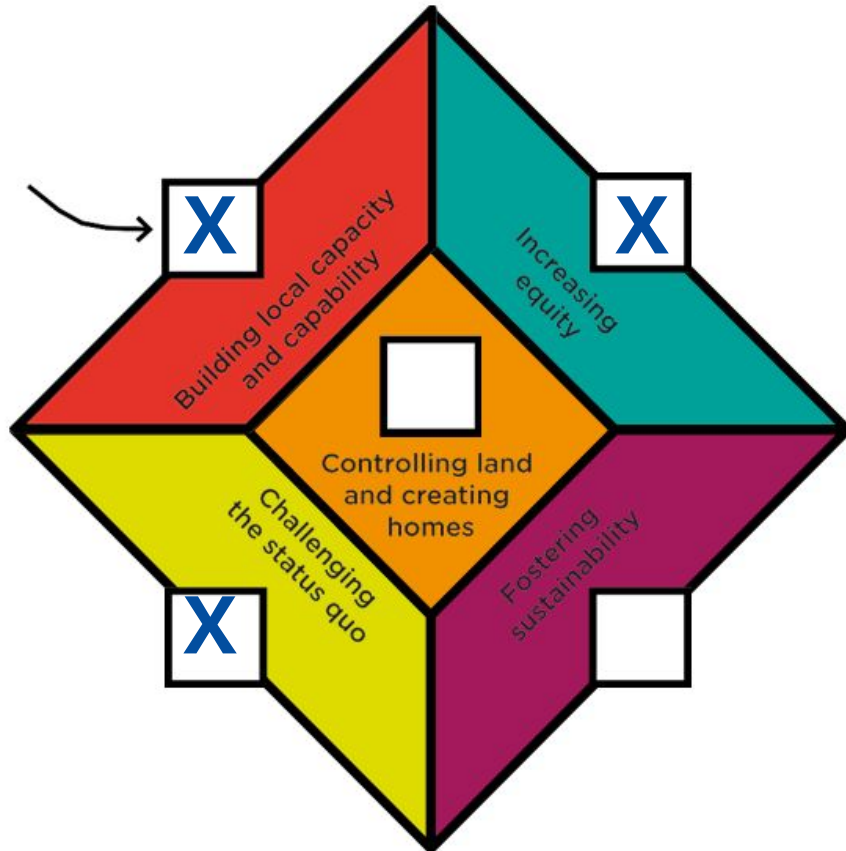
## Building local capacity and capability



CLTs should have high and increasing levels of local ownership and management. Ideally, local people experience a greater sense of personal agency and empowerment. They may channel this into campaigning locally or more widely.



# CLT London



1. Communities Creating
2. Permanently Affordable Homes
3. Transforming Neighbourhoods
4. Innovation
5. Influence

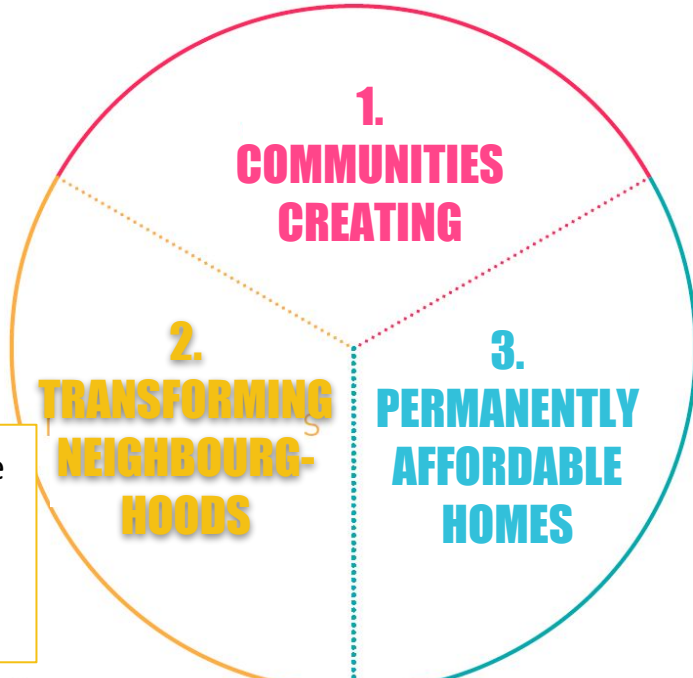
CURRENT FOCUS

LONDON CLT SPECIFIC IMPACT AREAS

# CLT London

<p><b>?</b> Representative?          Good community involvement?</p>	<p><b>📊</b> Survey - 87 respondents          Member Data - +3000          Updated member date (278)</p>
--	---

**?** Community benefit at each site?  
 Number of local leaders developed and progress made?



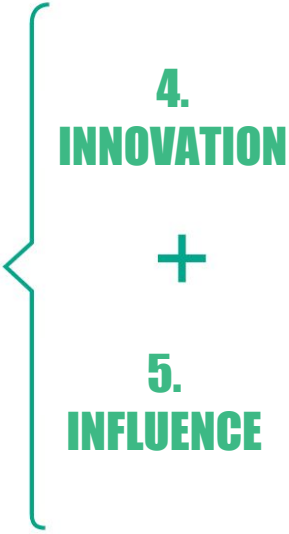
**📊** Staff knowledge  
 Local leader development tracker with partner

**?** How have/are/will we innovate?

**📊** Staff and board assessment

**?** How & who have/are/will we influence?

**📊** Staff and board assessment



**?** Are homes affordable (median income)?  
 How many homes produced and in pipeline?  
 How do homes meet quality standards?

**📊** Organisational knowledge + income statistics  
 London CLT quality guidelines (tbc)

# IMPACT DASHBOARD

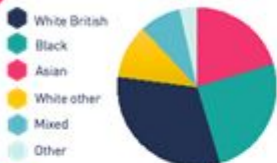
October 2019

## COMMUNITIES CREATING

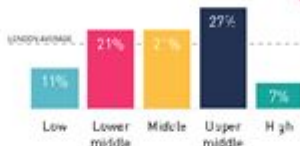
**98%**

likely to recommend London CLT as a partner for working with local communities!

### MEMBER ETHNICITY\*



### MEMBER INCOME\*



SATISFACTION WITH COMMUNITY INVOLVEMENT!

NUMBER OF LOCAL LEADERS LCLT HELPS TO SUPPORT

% SHOWING PROGRESS IN THE LAST 3 MONTHS

citizens

### COMMUNITY BENEFITS



**ST CLEMENTS**  
J. D. BUILDING & R. COMMUNITY FOUNDATION



**BRASTED CLOSE**  
NEW PUBLIC REALM & LEWISHAM HOMES WIDER CHANGES



TBC

CLT HAS REALLY HELPED ME REMAIN IN THE AREA I LOVE. I AM NOW ENJOYING LIVING HERE WITH MY LITTLE FAMILY AND GETTING TO KNOW MY NEW COMMUNITY WITHIN ST. CLEMENTS

LONDON CLT RESIDENT\*

LCLT 3 BED  
£235K

AVERAGE IN LONDON  
£460K  
(UK, HPI Feb 2019)

**77**

Provisional agreement



**0**

Agreement on site



**11**

Planning submitted



**23**

Residents moved in

TBC - London CLT is developing its own quality standard that will apply to all homes

**100%** permanently affordable  
based on median incomes

## PERMANENTLY AFFORDABLE HOMES

## INNOVATION

	HISTORIC	PRESENT	FUTURE
MAJOR	<ul style="list-style-type: none"> <li># Linking local incomes to prices of homes</li> <li># Access land from local authority, at below market value, through community organising</li> </ul>	<ul style="list-style-type: none"> <li># Form strategic partnership with council development co. Redbridge Living, and being partnering on a multi-site pipeline</li> </ul>	<ul style="list-style-type: none"> <li># Multi-site equity finance in place to help finance riskiest stage of projects</li> <li># Establish first 'Public Commons Partnership' in London</li> </ul>
MINOR	<ul style="list-style-type: none"> <li># Residents elect architect at public meeting</li> <li># Community festival to gain access and set tone for St Clement's</li> </ul>	<ul style="list-style-type: none"> <li># Establish a successful resident-led management structures</li> <li># Establish a successful RCF to hold freehold and distribute ground rents</li> </ul>	<ul style="list-style-type: none"> <li># Establishment of resident-led management structures</li> <li># Establishment successful RCF to hold freehold and distribute ground rents</li> </ul>

	OBJECTIVE	RATING	PROGRESS?
1		○●○	
2		○●○	
3		○●○	

## INFLUENCE

- Major contribution / objective
- Significant contribution / objective
- Minor contribution / objective

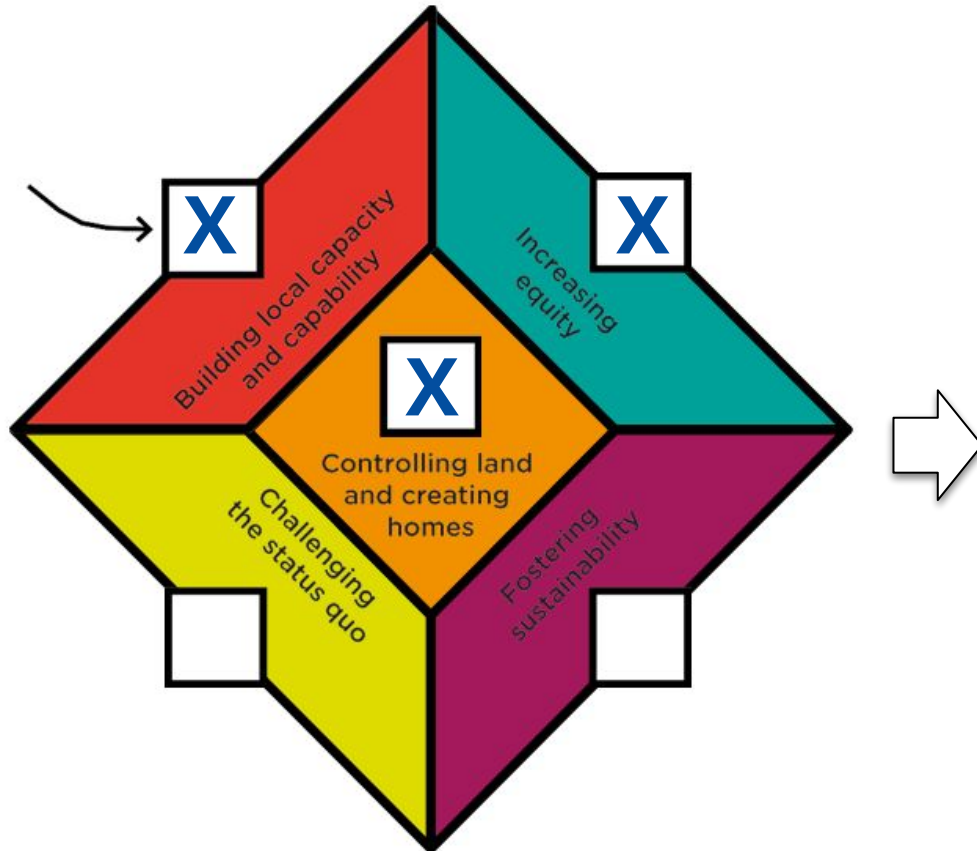
\*1. Membership survey email, 87 results

\*2. Membership joining form, 278 results

# CLT Bruxelles

- **Social impact at the CLTB**
  - **Why it matters**
  - **What we are aiming at**
- **The example of CALICO**
  - **Collaborative indicator creation**
  - **Two steps : reporting for UIA and for the future**

# CLT Bruxelles



1. Improving Housing Conditions
2. Participation and Empowerment
3. Improving Neighbourhoods

## CURRENT FOCUS

*Subject to further elaboration with Board and members*

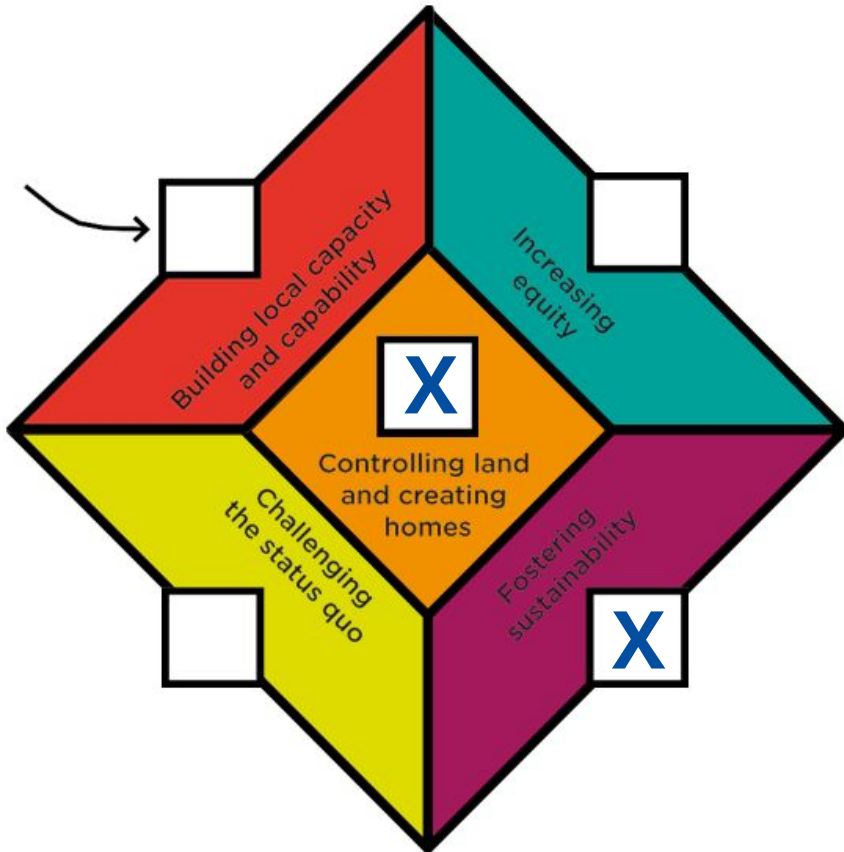
## SPECIFIC FOCUS AREAS

# CLT Gent - Sofie Deberdt





# OFSML



## CURRENT FOCUS

*(subject to approval by the board) - The tool has been tested at a technical level and will be presented and tested by the board - the results may be different.*

## What are the current impact focus? *(according to the tool)*

- Have a robust, independent and long-lasting governance structure
- Get a(nother) site
- Deliver value for money compared to other housing solutions
- Encourage landowners to provide site on favourable terms

The impact focus answer various needs: **facilitate residential opportunities** for low to middle-income households, enable **private tenants to become homeowners** in the city centre.

# OFSML: objectives and target public

## Objectives of the OFSML

- To develop a market of permanently affordable homes
- To make a better use of public grants
- To slow down land speculation

## Average price per square meter

LILLE	First OFS homes
3485€/m <sup>2</sup>	2110€/m <sup>2</sup> (+1€/m <sup>2</sup> /month)

- *Have a robust governance: launch of a study to transform the OFSML into a foundation*
- *Get a(nother) site and encourage landowners to provide site on favourable terms: production supported through the mobilisation of public land + obligations related to Constraint of Social Diversity (SMS)*
- *Deliver value for money compared to other housing solutions: amount of public subsidies for the development of the OFS model compared to homeownership at a reduced price*

# OFSML: objectives and target public

## Targeted population

*(national reference, PSLA - possibility for an OFS to establish lower income limit)*

Number of people in the household	Income limit of the OFSML
1	31 825€
2	44 554€
3	50 920€
4	57 922€
5	66 070€

## Who are the first 15 OFS buyers?

- First-time buyers
- Half are social tenants, half are private tenants
- 10 out of 15 already live in the city center
- People that couldn't buy a home in the city center on the open market

# Q & A

# Interreg



EUROPEAN UNION

# North-West Europe

# SHICC

European Regional Development Fund

# Thank you!