

QUICK TIPS FOR BUYER'S AGENTS: BURNS STREET COMMONS

North-Missoula Community Development Corporation's (NMCDC) Land Stewardship Program offers a unique program to ensure affordable housing in our community. Visit nmcdc.org to learn more about this program and share this resource with your buyers.

If you have a buyer interested in Burns Street Commons property, here are a few things you should know.

1. Because of the federal funds used in creation of these homes, buyers must meet income qualification guidelines. The chart below shows the maximum adjusted gross income the Buyer(s) can earn. So before you show this property, check to be sure that the Buyer's income meets these requirements.

Current Income Eligibility Requirements By Number in Your Household							
1	2	3	4	5	6	7	8
41,100	46,950	52,800	58,650	63,350	68,050	72,750	77,450

2. Not all lenders will finance a land trust property but we are fortunate to have several local lenders who fully understand both the land trust and the unique needs of buyers with more modest incomes. First Interstate Bank, Stockman Bank, Missoula Federal Credit Union, Opportunity Bank, Mann Mortgage, and Guild Mortgage have funded NMCDC properties. Before you submit an offer for a buyer, find out if their lender is able to finance a land trust property.
3. In addition to being pre-approved with a lender, the Buyer must submit an application and be approved by the North-Missoula Community Development Corporation (NMCDC). The application is included in associated docs and you can call NMCDC at 829-8414 with questions. Note: to strengthen your offer, it is recommended that the application be completed and submitted to NMCDC before you submit the offer. On the Buy Sell Agreement include one of the following statements in Additional Provisions (Line 245): ***Buyer has completed the land trust application and is approved by NMCDC to purchase this property OR Buyer will complete the land trust application within 7 days of offer acceptance.*** If using the second option, you will need to stipulate that the offer is contingent on buyer being approved for purchase by NMCDC (in addition to the financing contingency).
4. All Buyers must take a Homebuyer Education class prior to closing on a land trust property. Contact Homeword at 532-4663 or send your Buyer to homeword.org for information on upcoming classes.
5. After being approved by NMCDC, have the Buyer schedule a time to meet with an attorney to review the community land trust documents before closing, including the Ground Lease, By-Laws, and Covenants.
6. Yes, owners of land trust properties do earn equity – even if less than a full market-rate-price-increase. The longer the buyer remains in the home, the more this equity will build and a community land trust purchase can be a wonderful option for those households that otherwise would have no recourse but renting. When a buyer purchases the land trust home, they purchase it for LESS than the current market appraisal. Likewise, when they sell the home, they will sell it for less than the market rate so that these homes continue to be an affordable option for our community. Check out nmcdc.org for more details.