



Selling Your MACLT Home

Updated January 2024

CONTACT MACLT FIRST: Please contact MACLT at info@maclt.org as soon as you are thinking of selling your home. Staff will be able to clarify steps and support you in the process.

WHAT ARE THE BASIC STEPS TO SELL YOUR MACLT HOME?

STEP 1 Read through and familiarize yourself with the written agreements you signed when you purchased your MACLT home. Those documents may include a Ground Lease, Declaration of Restrictive Covenants, and/or a Letter of Acknowledgement.

STEP 2 Contact MACLT and submit the required Intent to Sell letter. We will help walk you through the entire resale process!

STEP 3 MACLT will send you a letter stating the maximum price you can accept for your home, and whether or not MACLT will exercise its option to repurchase your home, or to assign that right to a Buyer on the MACLT waiting list.

STEP 4 Either MACLT will repurchase your home or assign the option to purchase to an eligible buyer in our prospective homebuyer queue, who will purchase your home.

OPTION TO PURCHASE MACLT has the legal right to buy your home or assign this right to an eligible buyer based on the Purchase Option Price defined in your ground lease when you are ready to sell your home.

PURCHASE OPTION PRICE (POP) The maximum price you may sell your home for is also called the Purchase Option Price (POP), which is based on a formula meant to keep your home affordable.

If you bought your home after July 2023, your resale formula is:

POP = Initial purchase price + 1% simple interest per year home owned + Qualified Capital Improvements

If you bought your home prior to July 2023, you have the option of using the formula above, or the appraisal-based formula in your ground lease. If you choose the latter, you will have to pay for a third party to conduct a leasehold appraisal of your property prior to submitting your Intent to Sell notice to MACLT.

Please reach out to MACLT staff to understand how to calculate your POP or Qualified Capital Improvements, or to find an appraiser who can complete a leasehold appraisal.

WHAT IF MACLT OR AN ASSIGNED BUYER ARE NOT ABLE TO PURCHASE YOUR HOME?

MACLT will inform you within 30 days from your Intent to Sell notice if we do not plan to exercise the Option to Purchase. If MACLT assigns its Option to Purchase to a buyer and they fail to close on the house within the timeframe explained in your ground lease, you and MACLT may choose to extend the timeline to close on the home by mutual agreement, or else the Option to Purchase will terminate. If the Option is not exercised or is terminated, you may sell the home following the guidelines in the ground lease regarding income and price restrictions. MACLT may be able to assist you in the sale process to find a low-income buyer. You will still be required to sell at a price no higher than the Purchase Option Price and to work with MACLT to be sure the buyer is income-qualified and has the correct offer and closing documents for an MACLT home.

HOW LONG WILL IT TAKE TO SELL MY HOME?

It typically takes 2-3 months between the moment the seller issues an Intent to Sell and the final sale of their MACLT home, but if difficult market conditions or other challenges arise, the process may take longer. Refer to your ground lease for timeline requirements for the Option to Purchase.

WHAT IF YOU WANT TO BUY ANOTHER HOME BEFORE SELLING YOUR MACLT HOME?

If you can afford to purchase another home prior to the sale of your MACLT home, you can, however, buying another home before selling your MACLT home can create serious financial challenges for you. For example, you may get stuck paying two mortgages if it takes a long time before a buyer comes along for your MACLT home.

Also note that according to your ground lease, the MACLT home must be occupied by the homeowner on the ground lease (or immediate family members) at least 8 months out of the year, so allowing your MACLT home to sit vacant for 4+ months would also be a violation of the ground lease.

GET STARTED

Contact MACLT staff at info@maclt.org to begin the process of selling your home. We're excited to assist you!