

BIG SKY COMMUNITY HOUSING TRUST

Improving the availability of affordable housing
for the Big Sky community



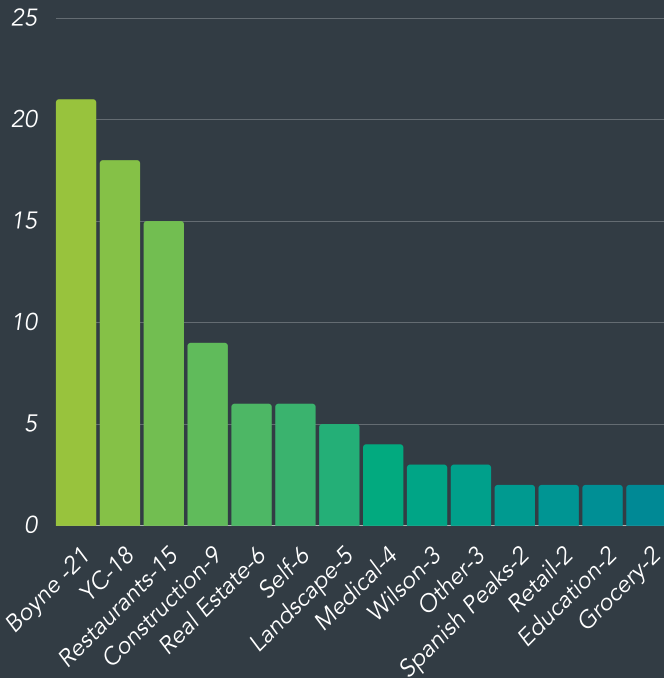
Annual Report 2020

Homes for Working Locals

The lack of affordable homes for local workers impacts every segment of our community. In recent housing studies, 93% of residents feel the "ability to find affordable housing" is a critical problem in Big Sky. Every business feels the impact, and Gallatin county is experiencing a worker shortage because there is nowhere for employees to live.

Big Sky Community Housing Trust has developed 52 condominiums and added 11 long-term rental units to serve 127 adults and children living in Big Sky.

Number of Workers BSCHT Served for Major Employers (Includes ownership and rental programs)



Big Sky Housing Needs Spectrum

There is no quick answer to address the lack of affordable homes for Big Sky's workforce. The Action Plan Bridge charts a variety of solutions to address local workers' housing needs at various income levels.



BSCHT History

In 2017, the Chamber of Commerce initiated the Big Sky Community Housing Trust as local housing issues began to escalate due to skyrocketing home prices and a dramatic increase in vacation rentals. Consultants were hired to conduct a community housing survey and analyze Big Sky's housing needs. After reviewing this data and studying tools used by other mountain resort communities, a committee of local leaders developed the Big Sky Community Housing Action Plan.

The action plan entrusts BSCHT to ensure community housing is part of the buildout of Big Sky; incorporate short-term rental regulatory and conversion policies; increase local funding capability; acquire land to develop community housing; and help the workforce get into homes. Initially, BSCHT operated under the umbrella of HRDC in Bozeman. In July of 2020, BSCHT became an independent nonprofit agency, enabling it to work more directly with the community it serves.

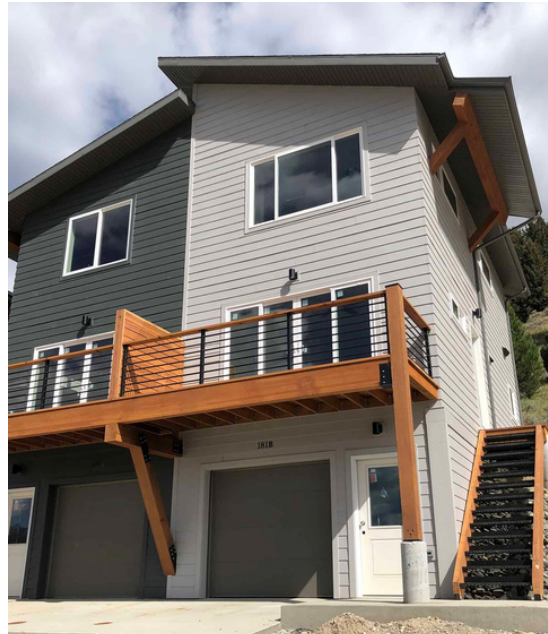
MEADOWVIEW

HOMEOWNERSHIP OPPORTUNITY

First Land Trust Development Adds 18 Studios, 34 Two-Bedrooms

As an entity of HRDC, BSCHT achieved a first for our unincorporated community by creating MeadowView Condominiums. Big Sky's Luxury Resort Tax purchased the land for this 52-deed restricted development, and lender financing covered construction costs. MeadowView condos sell exclusively to local workers at 30-40% below market-rate, and construction is forecast to be complete in the spring of 2021. All 52 condos are currently sold or under contract by employees working in Big Sky.

MeadowView currently provides a home to 98 local adults and children.



Sold with appliances

HOMEOWNERSHIP

Ground Lease



BSCHT Owns Land

Cap Appreciation



2% Per Year

Deed Restriction



Local Workers Only

Perpetual Affordability Tools

Studio: \$155,000
Two-bedroom: \$320,000



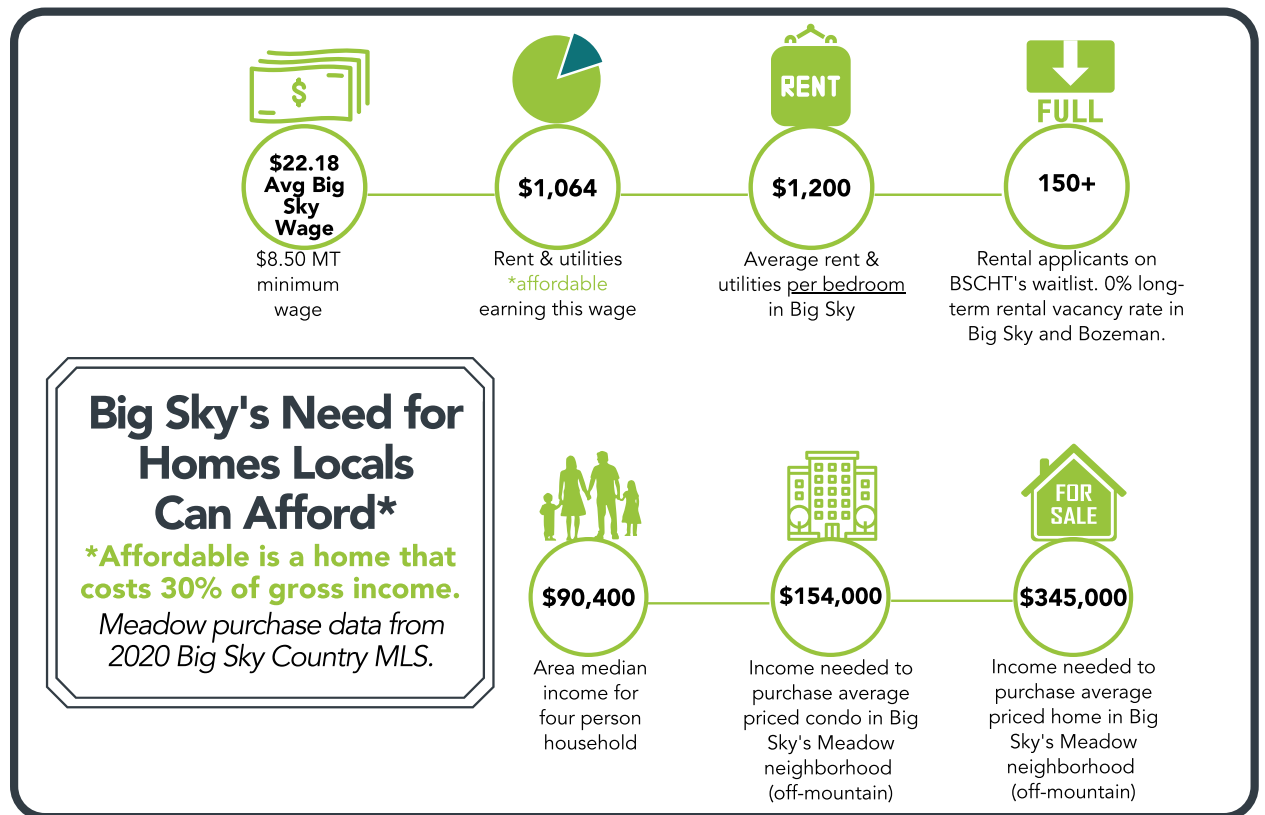
RENT LOCAL

HOME RENTAL OPPORTUNITY

Converting Vacation Rentals into Homes for Local Workers

Although acquiring land and developing new homes is a critical initiative, BSCHT cannot build quickly enough to meet the dramatic needs of the community. The 2018 Housing Action Plan estimates Big Sky needs an additional 655 units by 2023 to address the current shortfall for the community's growing workforce. As Big Sky continues to grow exponentially, the workforce's housing needs also increase.

To fill the supply gap, BSCHT strives to convert some of the 945 active vacation rental properties in the area into homes rented to local workers. In 2020, BSCHT launched its Rent Local program and partnered with the California based start-up, Landing Locals, to create a web platform. This program assists second homeowners with renting their units long-term instead of renting short-term to vacationers. The service includes screening local tenant applicants, showing units, providing basic property management services, and offering alternative accommodations for owners who wish to visit Big Sky for short stays.



DPA ASSISTANCE

HOMEOWNERSHIP OPPORTUNITY

Down Payment Assistance Loans Help Local Workers Purchase Homes

For Big Sky workers, coming up with a 20% down payment in a market where property prices have increased 78% since 2018 is almost impossible. In the Meadow, a neighborhood where many working residents live, the average cost of a condo climbed to \$629,485; home costs soared to \$1,523,596 in 2020.

Zero Payment During Life of Loan

The down payment assistance program helps locals close the gap by loaning up to \$20,000 that buyers return at resale. Borrowers repay loans, plus appreciation share, when they resell their homes.







\$206,667

**Funds raised in
December DPA
campaign**

\$535,750

**DPA funds
loaned to 14
MV buyers**



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|---|--|
|  <p>Locals struggle for secure homes: cost of homes; limited available land; vacation rentals.</p> |  <p>BSCHT develops homes like MeadowView. (Sold with a ground lease and deed restrictions.)</p> |
|  <p>DPA program helps buyers close the gap. Down payment needed for each two-bedroom MeadowView: \$64,000.</p> |  <p>Buyers return DPA funds with appreciation share at resale. BSCHT recycles returned funds and loans to another local buyer.</p> |

DPA COMMUNITY PARTNERS



YELLOWSTONE CLUB®



JENNIFER BOUTSIANIS AND ADAM GETZ

MEADOWVIEW HOMEOWNERS

"Life before MeadowView was a game of unwinnable chess: keeping your eyes on available rentals, haggling with landlords to keep your place affordable, making quick moves to secure your next lease all while trying to keep your seasonal jobs and some semblance of work-life balance as real estate prices continue to climb. This is life for most renting locals, and it has only become worse due to the pandemic. Adam and I played the game for four years before being offered the opportunity to purchase our MeadowView unit, and being handed the keys was one of the most liberating feelings we've experienced since moving to Big Sky."



THOMAS ODENTHAL

DOWN PAYMENT ASSISTANCE

Billings, Montana, native Thomas Odenthal started his Big Sky housing tour in a dormitory followed by years of moving and uncertainty. As he watched real estate prices rise, Odenthal thought it would be impossible to buy, but a friend encouraged him to take HRDC's homebuyers' class, setting him on the path to homeownership. With hard work and an interest free loan from Big Sky Community Housing Trust, Odenthal finally found a permanent home when he purchased a two-bedroom MeadowView. "I worked hard to get in here," Odenthal said. "If you've got it on paper that you work hard—you can get a place here."

MARSHA BARKER AND BRIAN PRINGLE

RENT LOCAL PROGRAM

Brian Pringle moved to Big Sky in 2003, and Marsha Barker arrived in 2008. Both locals work as managers in the food service industry. After years of housing insecurity, Brian, Marsha, and their daughter Charlotte finally found adequate housing after winning one of two homes in BSCHT's 2020 rental lottery.

Winning one of BSCHT's rental lottery homes vastly improved their quality of life as they no longer needed to worry about their landlord's threats to turn their previous long-term rental into a vacation rental. "We are just grateful to be here when so many other working people in this town aren't able to live here and stay here and have to commute from Ennis or Bozeman," Barker said.



housing trust leaders

LAURA SEYFANG, Executive Director
BECKY BROCKIE, Operations Assistant

2020 BOARD OF DIRECTORS

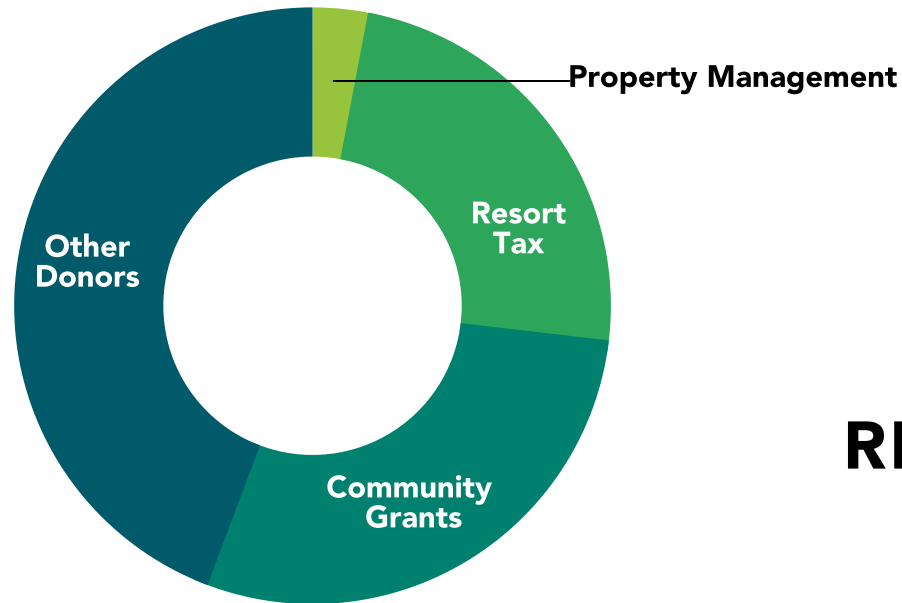
TIM KENT, Chair
CANDACE CARR STRAUSS, Vice-Chair
BRIAN HURLBUT, Treasurer
SARAH GAITHER BIVENS
RICK SIMKINS
LINDSAY COLBERT
ZACK LANDEN
KEVIN HINKLE
MEG O'LEARY
HANS WILLIAMSON

2021 NEW DIRECTORS

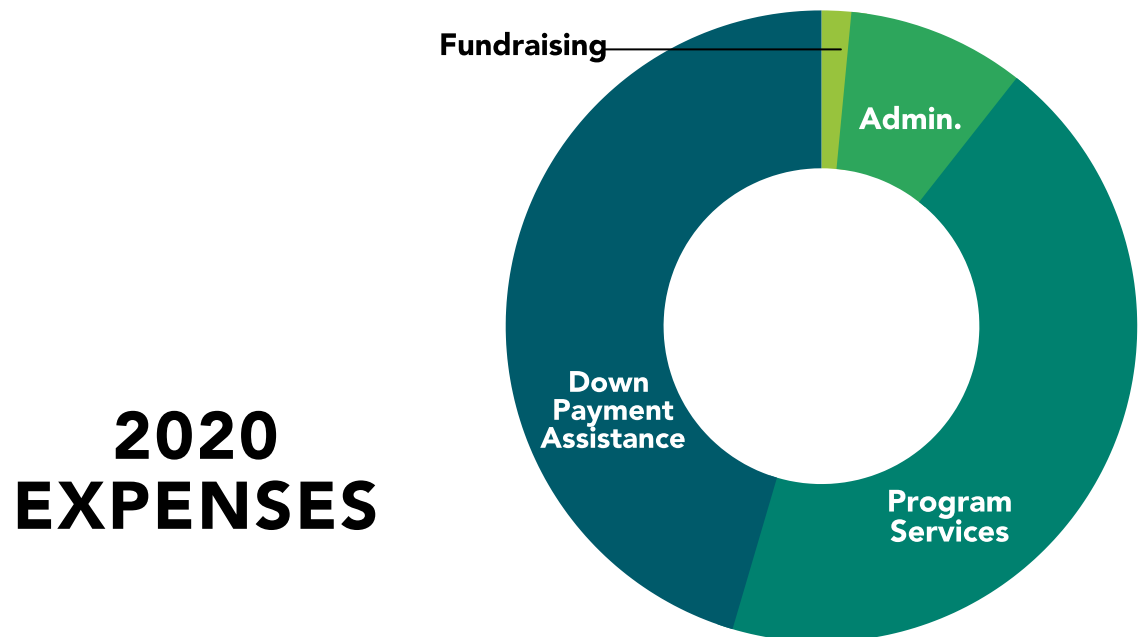
KENNY HOLTZ
CLEVE JOHNSON
DAVID BROWN
ERIN CLUFF
MARK DEAN

FINANCIALS

July - December (BSCHT became independent in July 2020)



2020 REVENUE



2020 EXPENSES

BECAUSE THERE'S NO PLACE LIKE HOME

Big Sky Community Housing Trust is a nonprofit dedicated to improving the availability of affordable housing for the Big Sky community. By converting vacation rentals, providing down payment assistance loans, and developing homeownership and rental opportunities, BSCHT helps our workforce secure homes.



Big Sky Community Housing Trust is a tax-exempt 501(c)(3) public charity, Federal Tax ID 84-3391892.



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