

LIFT funding has been absolutely essential for our ability to continue to build owner-occupied housing for low-income households in western Washington County Oregon.

For example, just a few years ago we were able to purchase land at a weighted-per-unit lot cost of \$25,000 per lot. Permits were a mere \$8-10,000, site development was nominal, maybe \$10-20,000 per unit, and the cost to erect the home was about \$80,000. We were "all in" per unit for about \$115-125,000. For a family limited by their affordability index to a mortgage in the neighborhood, of \$90-100,000, we could build a home for every \$10-20,000 of funds we could raise by fundraising.

With escalating prices, our current cost profile is something like this: land is about \$50-75,000 per lot, permits are \$33,000 per unit, site development costs are about \$100,000 per unit (of which about 30% is for additional permitting), and cost to erect is about \$120,000 per unit, making our all-in cost between \$300-325,000 per unit. The affordability index still limits most buyers to mortgages of about \$90 - 120,000. The difference is that now we have to raise nearly \$200,000 in funding for every unit we build.

Without the LIFT subsidy, this would literally be impossible.

If we have a goal to maintain low-cost affordable home-ownership opportunities (and we SHOULD because there are SO MANY documented benefits to the household, the community and the society for doing so!) -- then we need LIFT - or -- we need something equally as effective in its place. There has to be some kind of mechanism that makes the numbers work.