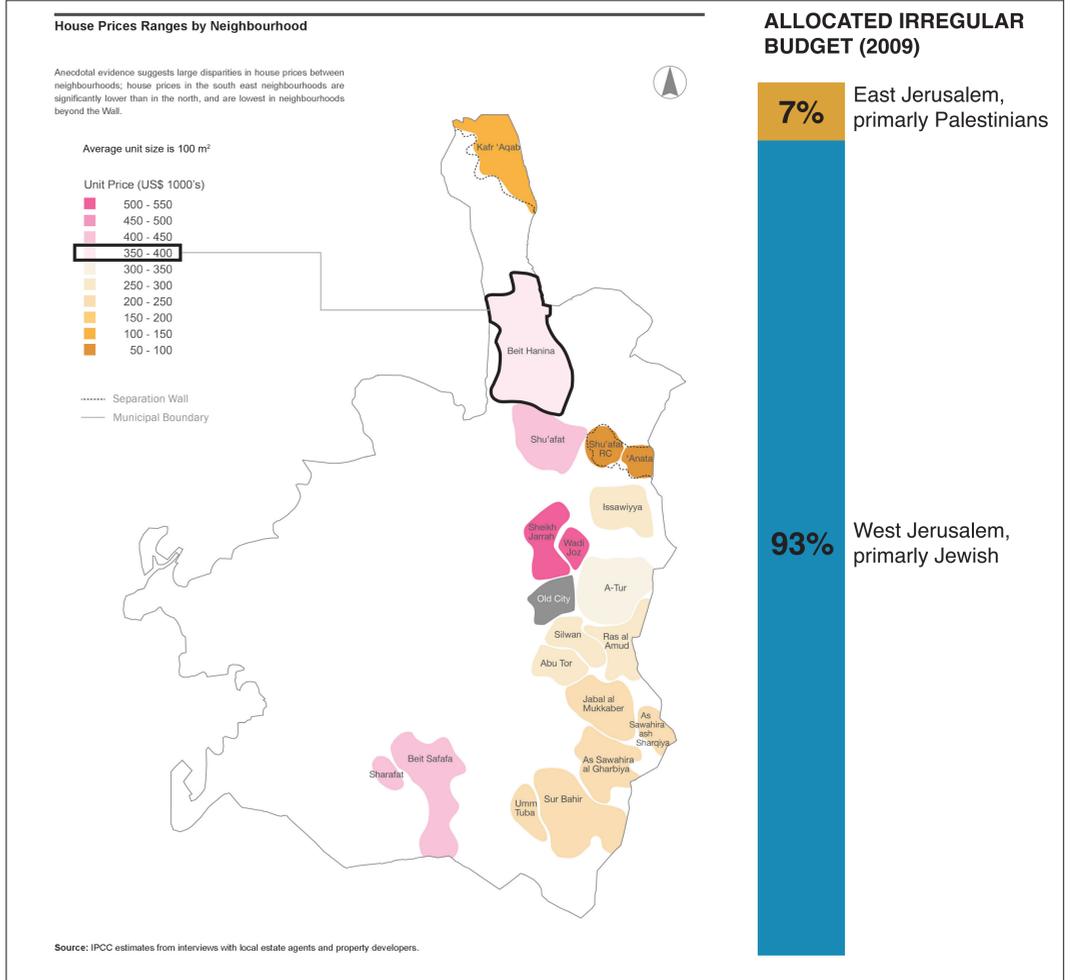
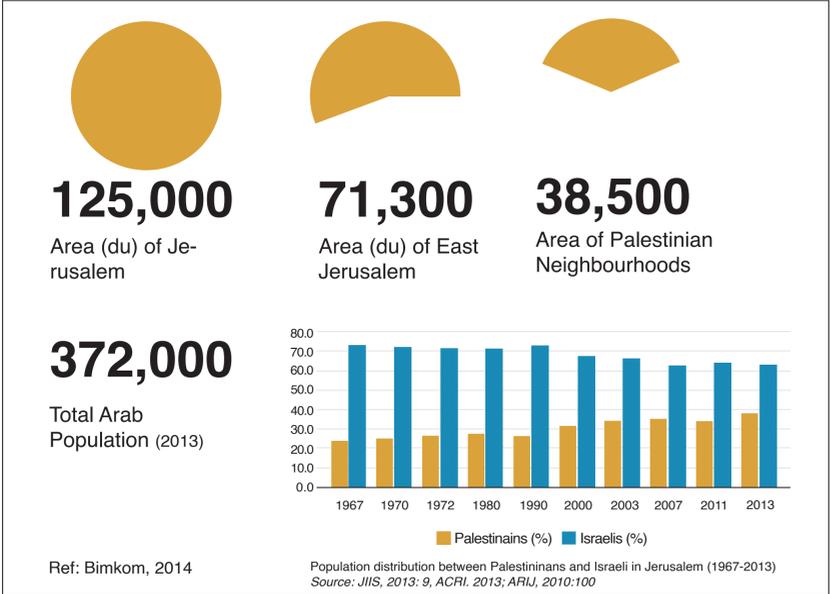




AFFORDABLE HOUSING FOR PALESTINIANS IN BEIT HANINA, EAST JERUSALEM

MAIN ISSUE



MASSIVE NEED FOR HOUSING

"In Jerusalem there are **360,000** Palestinians living in **54,000** Housing Units, while **520,000** Israelis are living in **215,000** Housing Units.

Khader Qirresh UJHA – Union of Jerusalem Housing Assembly

1 : 6.4 Housing unit per Palestinians vs **1 : 2.4** Housing unit per Israelis

"The average price in 2011 was US\$290,000, while the median gross household income was just **\$1,722**. By international standards this price is unaffordable in comparison to average salaries." (IPCC East Jerusalem Housing Review, 2013)

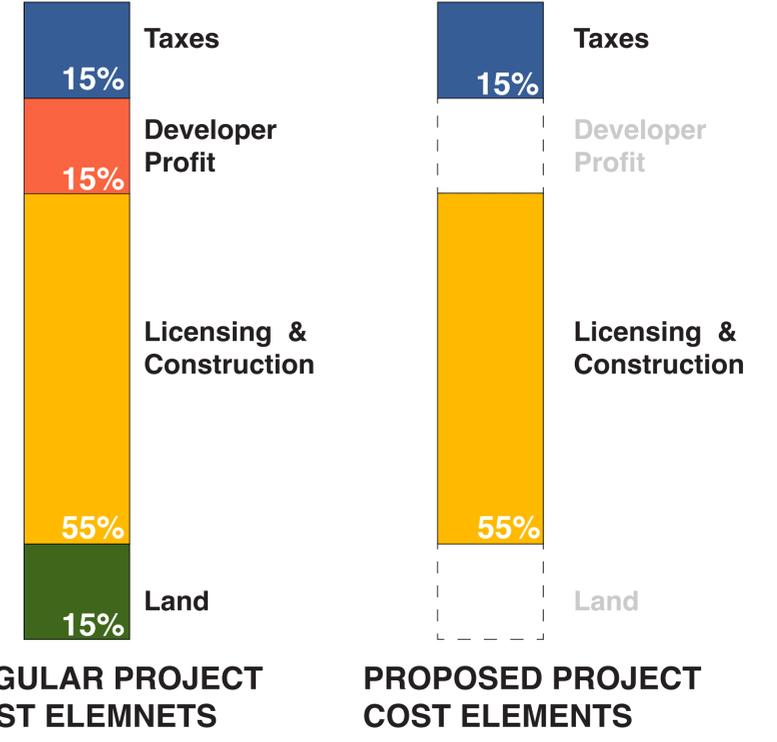
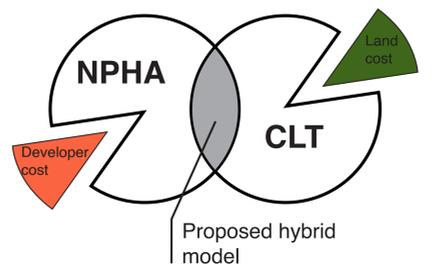
PROJECT CONCEPT

To develop a model of low-cost housing, on land owned by a non-profit association, mandated to improve housing and services for Palestinians in East Jerusalem.

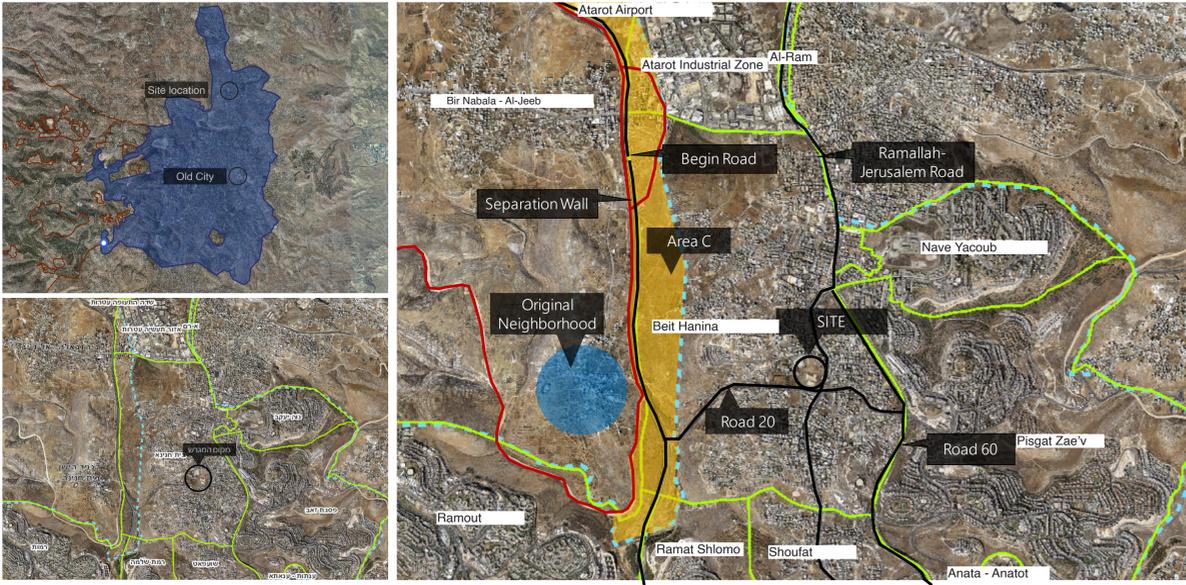
Core Concept:
We aim to reduce the cost of housing by reducing developer profit and upfront land costs. The project is built on land owned by a non-profit, and zoned for housing. The model reduces the cost of housing through non-profit development and long-term land rental.

The model is replicable, with variations, on Family Waqf, Religious Waqf and non-profit land. Elements may be adaptable on larger tracts of privately-owned land, with purchase groups.

Developing a hybrid approach of housing tenure based on:
Existing local practice + International model
Non-profit Housing of Associations in EJ + Community Land Trust



SITE ANALYSIS



PROPOSED PROJECT PROGRAM



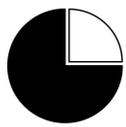
37 DU

LAND AREA



14.8 DU

ALLOCATION OF 40% FOR PUBLIC USE



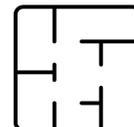
22.2 DU

RESIDENTIAL AREA OF 14.8 DONUM



111,000 M²

BUILDING RIGHTS OF 500%



740

APARTMENTS OF 100 M² AVERAGE SIZE



360,000

MARKET PRICE OF APARTMENT IN BEIT HANINA

PROPOSED BUSINESS PLAN ALTERNATIVES FOR REDUCING COST

A

BASIC ALTERNATIVE

50 YEARS LAND RENT

MONTHLY PAYMENT 25 YEARS

\$930

- LAND SHARE \$83 PER MONTH X 50 YEARS
- APARTMENT COST **\$260,000**
- DOWNPAYMENT \$60,000
- LOAN FOR \$190,000 2% INTEREST PALESTINIAN BANKS 25 YEARS PERIOD
- PAYMENT LAND SHARE \$83 LOAN \$817 SERVICES \$30

B

SUBSIDIZED ALTERNATIVE

50 YEARS LAND RENT

MONTHLY PAYMENT 25 YEARS

\$720

- LAND SHARE \$83 PER MONTH X 50 YEARS
- MARKET PRICE 33% | SUBSIDIZED PRICE 67%
- APARTMENT COST **\$360,000 | \$210,000**
- DOWNPAYMENT \$60,000
- LOAN FOR \$143,000 2% INTEREST PALESTINIAN BANKS 25 YEARS PERIOD
- PAYMENT LAND SHARE \$83 LOAN \$607 SERVICES \$30

C

COMMERCIAL ALTERNATIVE

25 YEARS LAND RENT

MONTHLY PAYMENT 25 YEARS

\$875

- NO LAND SHARE
- ADDITION OF COMMERCIAL SPACES (3,500 SQ.M.)
- APARTMENT COST **\$260,000 + \$6,500 (COMMERCIAL)**
- DOWNPAYMENT \$60,000
- LOAN FOR \$207,000 2% INTEREST PALESTINIAN BANKS 25 YEARS PERIOD
- PAYMENT LOAN \$845 SERVICES \$30

NEXT STEPS - TAX REDUCTION AND RAISE FUNDS



- Investigating major financial elements that hugely affecting the business model in order to reduce the apartment cost:
- 1- Purchaser tax which forms up to 25% of the apartment price. [Postponing the purchase tax for the next selling or attempting to reduce its percentage.](#)
 - 2- Betterment tax which adds up to 15% of the apartment price. [Attempting to reduce its percentage.](#)
 - 3- There are several aspects in the project that can be funded from international funds in order to reduce project cost.

KEY INSIGHTS



- 1- This project could be implemented on Waqf or association lands.
- 2- The proposed model needs large plot of lands to sustain large number of apartments to reduce land rent cost.