



Falmouth Housing Trust

A 501(c)(3) Nonprofit Organization

WORKING TO ADDRESS FALMOUTH'S CRITICAL HOUSING NEEDS

Dear Friends,

I am thrilled to introduce myself as Falmouth Housing Trust's (FHT) new Chief Development Officer. I live in Falmouth with my two sons, Harry and Tom, and my partner, Charlie. It is a joy to live and work in such a beautiful community, and an honor to join an organization helping local working families afford to live where they work.

Throughout my career, community need has guided the work I have chosen, whether in education, the arts, or workforce development. That is one of the reasons this role feels so meaningful to me.

Affordable homeownership is one of Falmouth's most pressing needs, especially for working households in the "missing middle" — people who earn too much to qualify for lower income housing but still cannot afford market-rate homes. FHT's homeownership work helps these families put down roots, build long-term stability, and raise the next generation in the town they help sustain.

I am especially grateful to be stepping into this role at such an important moment for FHT. Seeing families move into new

homes and knowing what that stability means for them — and for the community — makes this work so impactful.

As I step into this role, I am reminded again and again that FHT's work is made possible by a community that understands what is at stake. Falmouth is a town where people take care of one another. It is also a community that understands its future depends on being a place where working individuals and families can stay and build their lives.

FHT is addressing the housing need with the help of our community and generous support of so many. I am excited to build on this momentum in the months and years ahead, and to continue strengthening the relationships that make this work possible.



Warm Regards,

Kate Ayson, Chief Development Officer
kate@falmouthhousingtrust.org
508-540-2370

A NOTE FROM THE EXECUTIVE DIRECTOR *BUILDING MOMENTUM FOR FALMOUTH*

As we look ahead to 2026, Falmouth Housing Trust is building on strong momentum. For many years, we have helped local families remain in the community through affordable homeownership. Now, that work is accelerating, driven by proven results, growing need, and increasing support from the Town, donors, foundations, and local businesses.

An important step forward is our Home Buy-Down

Program. Through this program, we expand homeownership opportunities by purchasing market-rate homes and reselling them at reduced prices to income-qualified buyers. Affordability is preserved over the life of the property through deed restrictions that benefit both future buyers and the community.

To date, we have completed four market-rate home conversions through this program, creating affordability and stability for four local households.

Each successful buy-down represents more than a transaction. It represents stability for a family, enrollment in our schools, workers for local businesses and services, and a stronger year-round community.

With every home preserved, we are building a pipeline of permanently affordable housing that will serve Falmouth for generations.

Continued next page

BUILDING MOMENTUM FOR FALMOUTH, *continued*

Equally exciting is the Town of Falmouth's recent decision to award FHT two town-owned building lots for affordable housing. This is a meaningful investment in our mission and a clear statement of the Town's commitment to expanding housing opportunities. We are deeply grateful for the trust placed in us and for the collaboration that made this possible.

The award of these parcels also strengthens our long-term development capacity. Access to suitable land is often the most significant hurdle in affordable housing production. By securing these lots, we can move thoughtfully but decisively toward permitting, financing, and construction. This progress builds confidence with funders and partners and helps us leverage additional resources to expand our impact.

None of this momentum happens in isolation. It is fueled by the generosity of donors, the dedication of our board and volunteers, and the support of the Town and residents who understand that housing affordability is essential to Falmouth's future. When teachers, healthcare workers, first responders, and service employees can afford to live here, our entire community benefits.

We still have much work ahead, but the path forward is clear. Through innovative programs like the Home Buy-Down Program and strategic partnerships with the Town and other organizations, we are turning vision into action. Together, we are building not just homes, but opportunity, stability, and a stronger Falmouth for all.



Best wishes,

Laura Moynihan
Executive Director

laura@falmouthhousingtrust.org

HOME BUY-DOWN PROGRAM

HOW IT WORKS

- » **Acquire:** FHT purchases a market-rate home on the open market.
- » **Subsidize:** FHT requests funding from the Falmouth Affordable Housing Fund and relies on charitable giving to close the remaining funding gap—reducing the price to an affordable level for qualified buyers.
- » **Sell & Restrict:** The home is sold to an income-qualified household at the lower price. A deed restriction requires owner occupancy, caps future resale price, and prohibits rentals, ensuring the home stays affordable permanently.

WHY THIS MATTERS

- » **Out of reach for first-time buyers:** The median market price in Falmouth is now more than \$800,000.
- » **Faster results:** By working with existing homes, FHT can create affordable homeownership opportunities more quickly than with new construction, allowing more families to stay in Falmouth.
- » **Smart use of resources:** This approach preserves green space and reuses existing housing, an ideal solution.

IMPACT TO DATE

- » **Four homes converted:** Since 2023, FHT has converted four market-rate houses into permanently affordable homes.
- » **Significant savings:** Each conversion reduces the purchase price by roughly \$170,000–\$250,000, making homeownership possible for working families who are otherwise priced out of Falmouth.
- » **Stronger community:** These homes allow families to remain in the town where they live and work, sustaining Falmouth's local economy and year-round vitality.

LOOKING AHEAD

Program guidelines are now in place, and FHT is excited to continue the purchase and resale of additional buy-down homes in 2026.



Thank You, Karen

Falmouth Housing Trust extends sincere thanks to Karen Bissonnette for her dedication and service to FHT and to the Falmouth community. Over the years, Karen has contributed significant time, leadership, and steady commitment to the work of expanding affordable homeownership opportunities in Falmouth.

Karen helped strengthen FHT's connections to the community, bringing people together and supporting the efforts that make this work possible. We are also grateful for her work leading our Annual Event committee and organizing FHT's *Building Dreams in Falmouth* events.

As Karen steps into her next chapter, FHT celebrates her many contributions with deep appreciation and warm wishes.

BIGELOW LANDING *A NEW NEIGHBORHOOD OF FIRST-TIME HOMEOWNERS*

Falmouth Housing Trust completed five new deed-restricted, affordable homes at Bigelow Landing Road in December 2025, with full occupancy by mid-January, 2026.

The new homeowners reflect the people who help keep Falmouth running every day, including a veteran who now works at Joint Base Cape Cod, a nurse practitioner, an emergency room nurse, a FedEx driver, a medical office assistant currently in nursing school, a retail manager, and a ferry service worker. This is exactly the kind of housing impact FHT is working to create—homeownership opportunities for people who live and work in the community and contribute to Falmouth’s year-round strength and sustainability.

Bigelow Landing also brought new energy to the Waquoit Village neighborhood, including six children. For FHT, that is part of what success looks like—not only creating affordable homes, but helping families put down roots and build long-term stability in Falmouth.

FHT is deeply grateful to Lawrence and Marie Bigelow and all of our donors and partners whose generosity helped make this project possible.

IN THEIR OWN WORDS *STORIES THAT DEFINE COMMUNITY*



Maria & Paulo Sena

We are incredibly grateful to the Falmouth Housing Trust for making what once felt impossible finally become our reality. My husband and I, along with our two daughters, have been saving for years in hopes of owning a home, but like so many local families, we simply never had enough to buy a house here on Cape Cod.

Through the thoughtful developments and projects created by the Falmouth Housing Trust, we were finally given the opportunity to put down roots and become homeowners. Being able to raise our children in a safe, stable home—especially in a community we love—means more to us than words can fully express.

We are deeply thankful that organizations like the Falmouth Housing Trust exist, and that there are donors and supporters who believe in creating affordable housing opportunities for local families. Because of this work, families like ours can stay close to where we grew up, work, and belong. This project has changed our lives, and we are forever thankful to everyone who made it possible.



Jamie Lynn & Daniel Price

My wife and I had lived in North Falmouth for 10 years when our landlord retired. Suddenly, we were facing a housing market that had changed dramatically. Like so many people, we found ourselves in a no-man’s land of real options. We thought: What are we going to do? Where are we going to go?

We took a first-time homebuyer course, built our credit, stayed in close contact with our lender, and checked lottery opportunities constantly. We stayed ready—for three years and two dozen lotteries—because we knew that if an opportunity came, it could move quickly.

When Falmouth Housing Trust called to say we’d been chosen, we honestly couldn’t believe it. FHT and their partners helped us through the process, step by step.

Now we’re putting down roots in the town we live and work in—and we’re closing out our “House Hunting” tab for good. After three years, that feels like a brand new page.

Our Community Starts at Home **THANKS TO YOU**

Please Help Make an Impact
Donate Today



falmouthhousingtrust.org/support-fht/

Falmouth Housing Trust, PO Box 465, Falmouth, MA 02541 | 508-540-2370 | info@falmouthhousingtrust.org



P.O. Box 465
Falmouth, MA 02541

2025 Building Dreams in Falmouth Annual Event Raises More Than \$77,000

Falmouth Housing Trust's *Building Dreams in Falmouth* reception took place on October 23, 2026. It brought 130 community members together for a fun and inspiring evening at the Coonamessett Inn—and to support FHT's work in Falmouth.

With a lively mix of silent and live auctions, music, drinks, and delicious appetizers, the event raised just over \$77,000!

A special THANK YOU to Karen Bissonnette and committee members for organizing the event from start to finish, and to Troy Clarkson, our auctioneer extraordinaire, for bringing energy and momentum to the live auction.

FHT is also grateful to the many volunteers and sponsors who made the evening possible.

SPONSORS

Lori and George Andrews
Joan and Robert Bates
Bennett Plumbing and Heating
Cape Cod Five Cents Savings Bank
Dalpe Excavation
Derouen | Levinson Group
Eastern Bank Foundation
Falmouth Lumber
The Falmouth Walk
Atsuko and Larry Fish
Foley & Foley, PC
Christopher and Laura Lawrence
Leader Bank Charitable Foundation
Eleanor Ling
Martha's Vineyard Bank Charitable Foundation
Mid-Cape Home Centers
Neubauer Ennis Architects, Inc.
New Wave Printing & Design
The Joel and Blanche Seifer Charitable Fund
The Valle Group

EVENT COMMITTEE

Lori Andrews
Martha Asendorf
Joan Bates
Brendan Crane
Carol Cremmen
Jamie Edwards
Sudie Gifford
Susan Lawrence
Rita Pacheco
Tammy Rausch
Dan Shearer
Kelley Souza



(Left to Right)
Donna Buckley, Barnstable County Sheriff
Jack Richardson, Falmouth Select Board
Thomas Moakley, MA State Representative