



Land Banks: One Tool to Free up the Vacant Property Pipeline to Support Affordable Housing

National Community
Development Association
Washington, DC
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Center for Community Progress

Presentation Outline

- I. Introduction** *(10 min)*
- II. A Systems-Based Approach and Case Studies** *(25 min)*
 - A. Data and Information Management (IM) Systems
 - B. Code Enforcement Systems
 - C. Property Tax Enforcement Systems
 - D. Land Banks and Reuse Strategies
- III. Land Banks 101: A Primer and National Perspective** *(25 min)*
- IV. OPTIONAL BREAK** *(10 min)*
- V. Land Banks and Community Land Trusts** *(25 min)*
 - A. Comparison: Partners with Complementary Goals
 - B. A Case Study: Albany
- VI. Question and Answer** *(25 min)*

About Us



Center for Community Progress

- **Mission:** To foster strong, equitable communities where vacant, abandoned, and deteriorated properties are transformed into assets for neighbors and neighborhoods.
- **Services:** Technical assistance, education and training, policy, and research. Focus on systems-level change.
- **Snapshot:** Since 2010, technical assistance has been provided to more than 250 urban, suburban, and rural communities, in over 30 states.
- **Join us!**
Reclaiming Vacant Properties Conference
May 15-17, 2018, in Milwaukee



About Us: Technical Assistance

We provide technical assistance through a traditional fee-for-service model, and through our Technical Assistance Scholarship Program (TASP).

TASP: “Our Chance to Take Risks, Innovate, and Push the Field”

- Funded with support by JPMorgan Chase
- Competitive-based merit scholarship program in search of “changemakers” to spark new innovations in the field of practice
- 2018 represents our fourth program year
- Future funding uncertain, but under discussion

PRIOR TASP WINNERS

- Albany, NY
- Atlanta, GA
- Baltimore, MD
- Butte-Silver Bowe, MT
- Cleveland, OH
- Dallas, TX
- Detroit, MI
- Gary, IN
- Huntington, WV
- High Point, NC
- Lafayette, LA
- Lucas County, OH
- Memphis, TN
- Rockford, IL
- St. Louis, MO
- Trenton, NJ

A Systems-based Approach

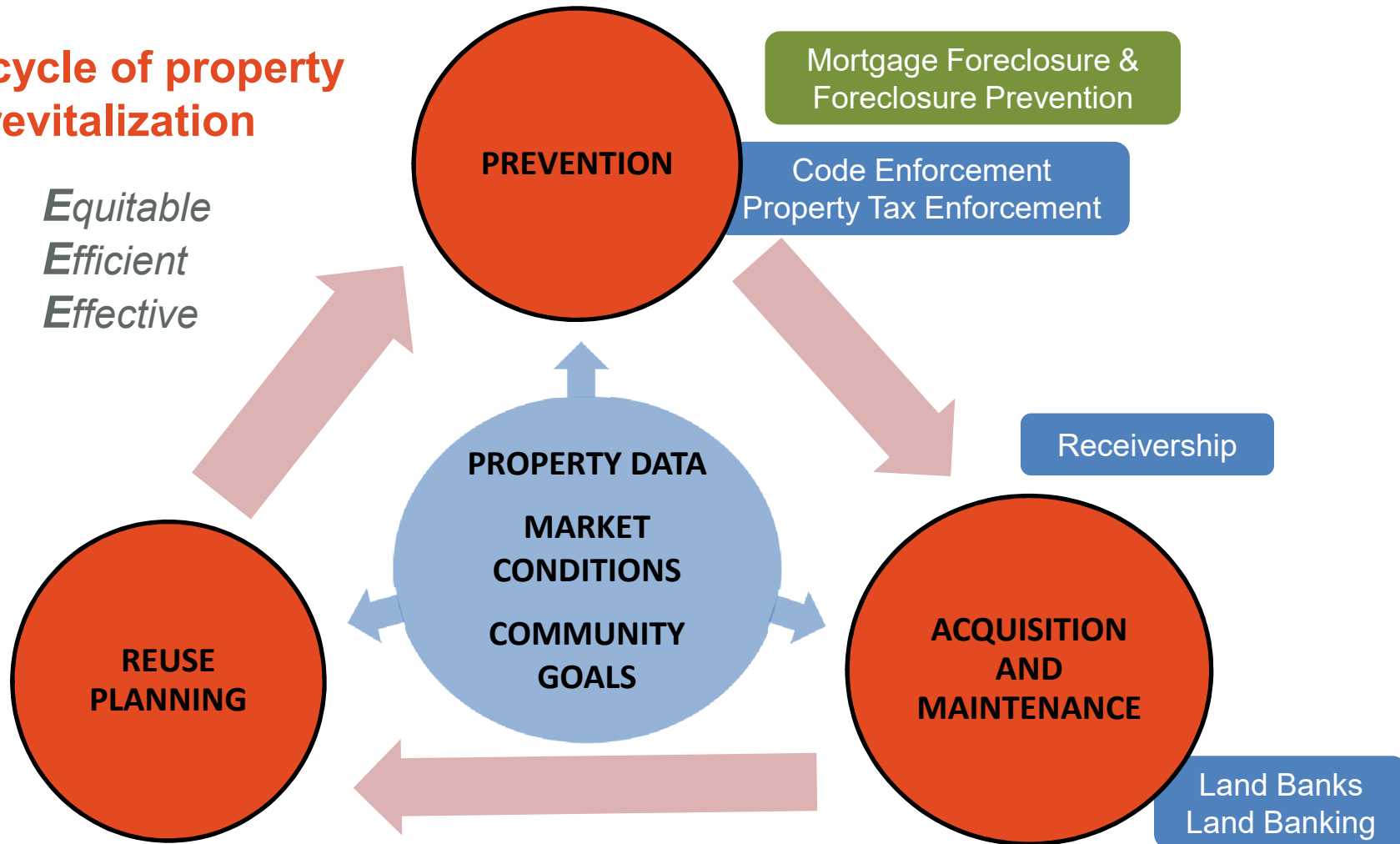
We focus on the SYSTEMS related to vacancy and abandonment, with a strong commitment to EQUITY & JUSTICE!

- Data and Information Management Systems
- Code Enforcement Systems
- Property Tax Enforcement Systems
- Land Banks and Land Banking
- Vacant Land Reuse & Maintenance

A Systems-based Approach

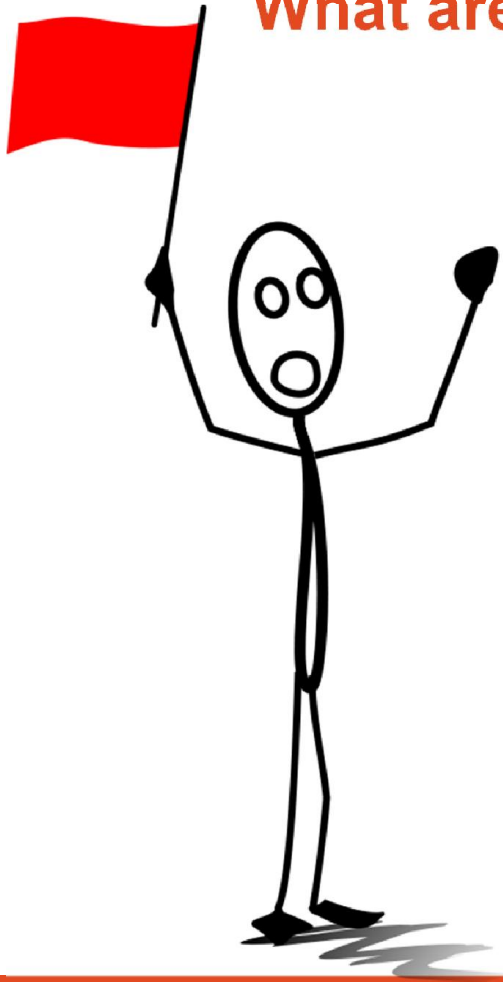
Full cycle of property revitalization

*Equitable
Efficient
Effective*



Data Systems: Understand the Problem

What are the critical warning signs?



Data Systems: Understand the Problem

Track and evaluate the critical warning signs:

- Frequency and volume of code violations
- Delinquent Property Taxes
- Utility shut-offs
- Nuisance & police calls
- Occupancy status



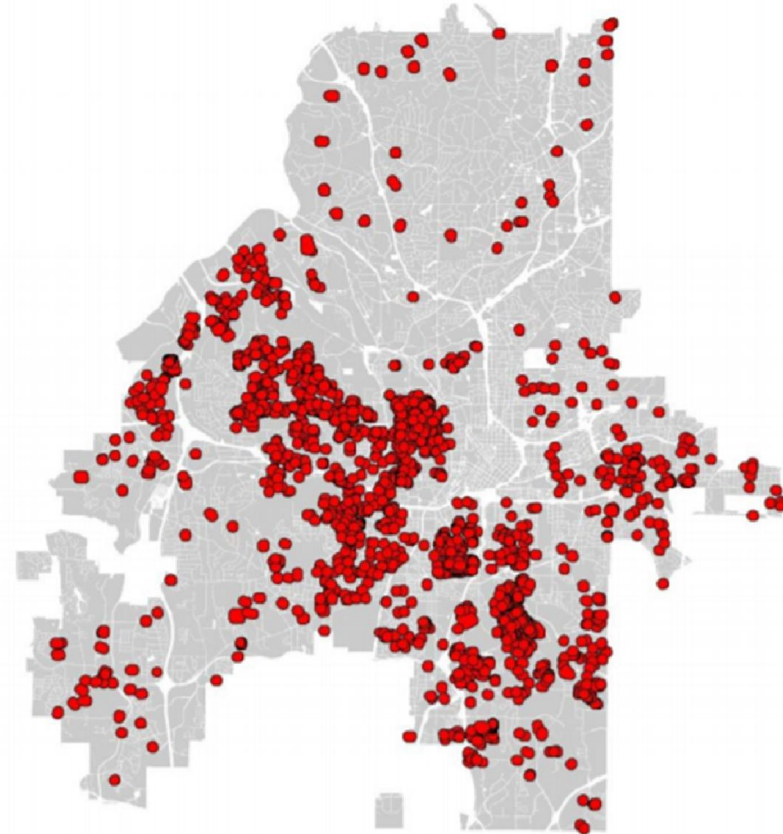
Credit: Payton Heins, Center for Community Progress

Data Systems: Integrate and Analyze

Cost of Blight Studies

City of Atlanta, GA (2016)

- ✓ **\$1.67 to \$2.96 million** in annual Code Enforcement, Fire, and Police direct service costs, incurred by the City of Atlanta, that are related to vacant properties
- ✓ **\$55 to \$153 million** reduction in single-family property values in the City due to distressed, vacant properties.
- ✓ **\$985,000 to \$2.7 million** lost in property tax revenue annually due to the decline of property values



Map of Vacant Properties in City of Atlanta

For full report (Immergluck, 2016): <http://tinyurl.com/jbyfk8d>

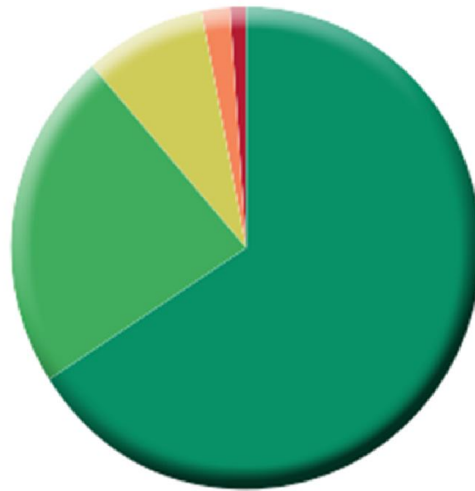
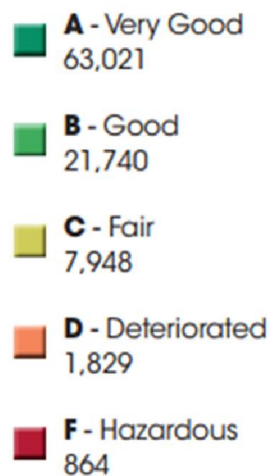
Data Systems: Understand Your Inventory

Citywide Parcel Surveys

City of Toledo, OH and Cleveland, OH

Lucas County Land Bank led effort to survey all **121,798 parcels** in City of Toledo.

The Toledo Survey - Condition Grade



To learn more, visit <http://co.lucas.oh.us/2783/The-Toledo-Survey>

Western Reserve Land Conservancy led effort to survey all **158,854 parcels** in Cleveland.



For full report, see <https://tinyurl.com/y87tcy95>

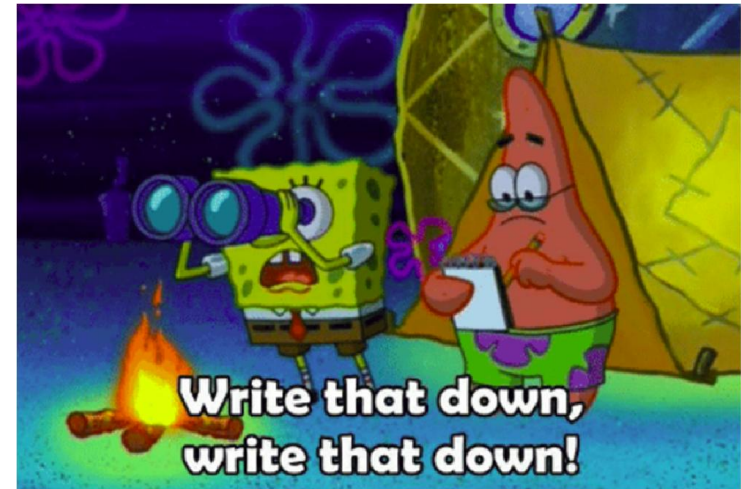
QUICK DISCUSSION: What does this mean to you?

POPULATION SHIFTS IN SIX UPSTATE NEW YORK COUNTIES ILLUSTRATING THE "HOLLOWING OUT OF THE CORE" PHENOMENON

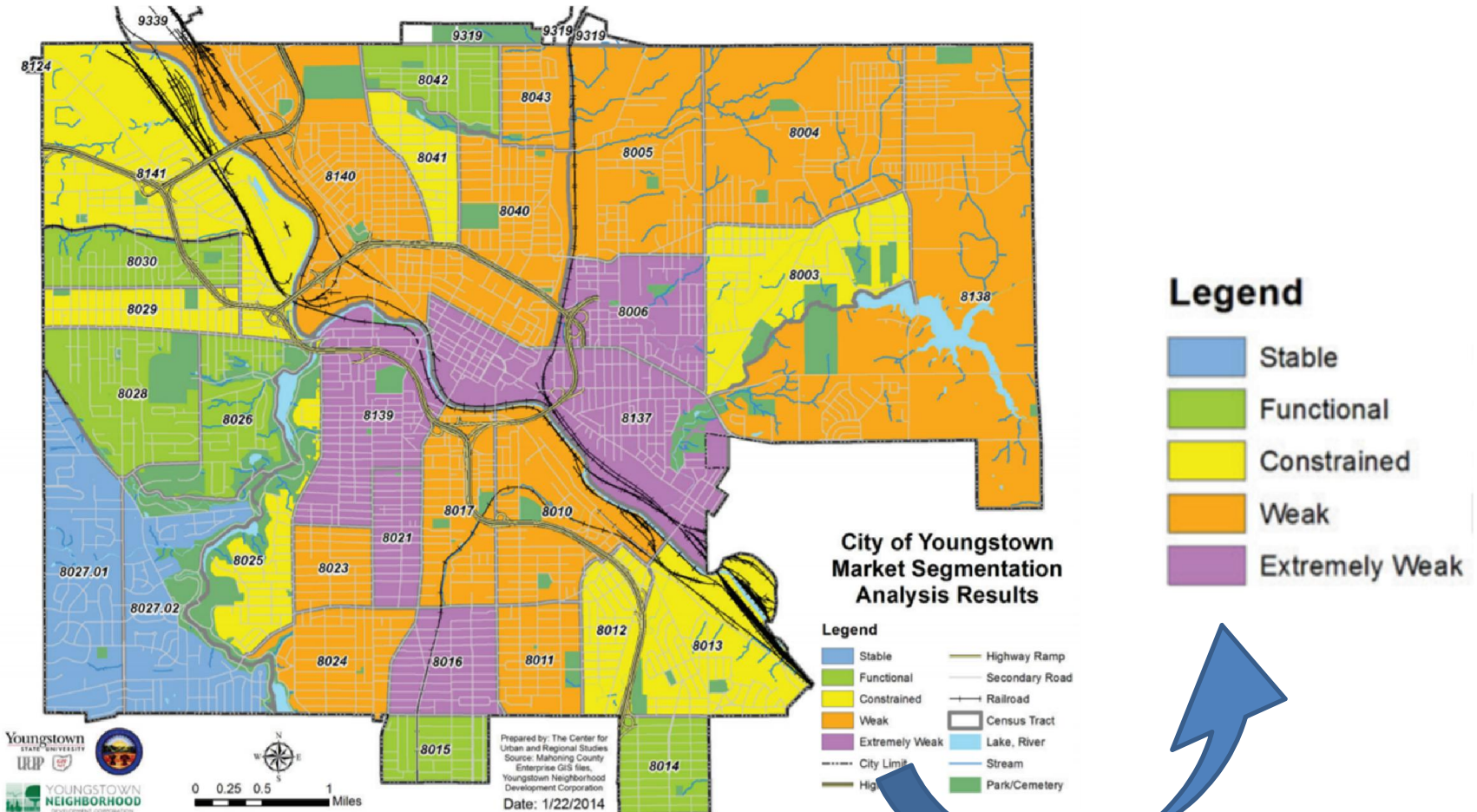
Jurisdiction	1950	2010	Net Change	% Change
City of Schenectady	91,785	66,135	-25,650	-28%
Schenectady County	142,497	154,727	12,230	9%
City of Troy	72,311	50,129	-22,182	-31%
Rensselaer County	132,607	159,429	26,822	20%
City of Utica	100,489	62,235	-38,254	-38%
Oneida County	222,855	234,878	12,023	5%
City of Buffalo	580,132	261,310	-318,822	-55%
Erie County	899,238	919,040	19,802	2%
City of Syracuse	220,583	145,170	-75,413	-34%
Onondaga County	341,719	467,026	125,307	37%
City of Rochester	332,488	210,565	-121,923	-37%
Monroe County	487,632	744,344	256,712	53%

Data Systems: Understand the Market

This is fundamentally a problem of the *underlying economics*, exacerbated by *ineffective, inefficient, and/or inequitable systems*.



Data Systems: Understand the Market

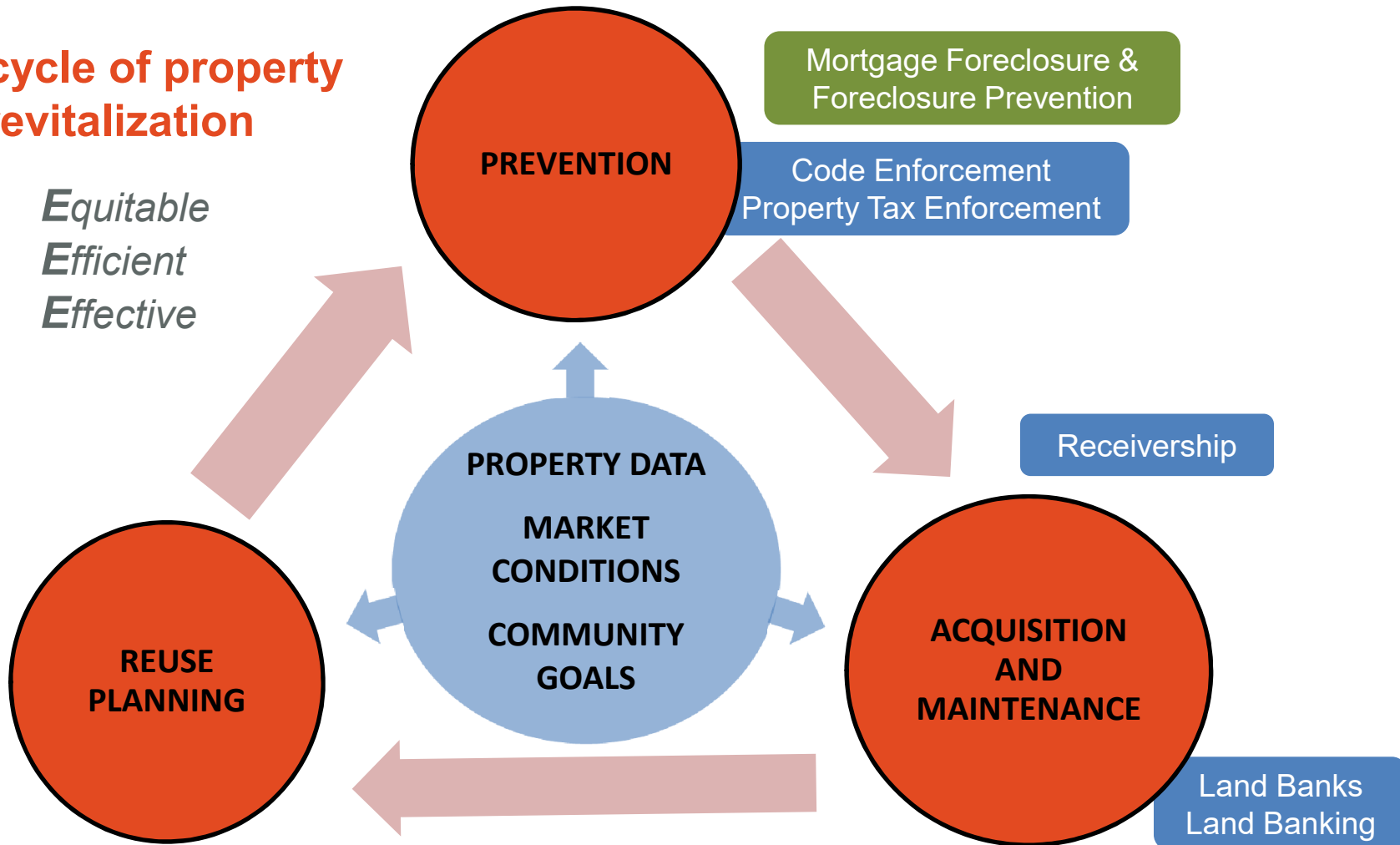


Source: Youngstown Neighborhood Development Corporation, "Neighborhood Conditions Report," http://www.yndc.org/sites/default/files/NCR_EXEC_SUMMARY_140206_0.pdf

A Systems-based Approach

Full cycle of property revitalization

*Equitable
Efficient
Effective*



Prevention: Code Enforcement



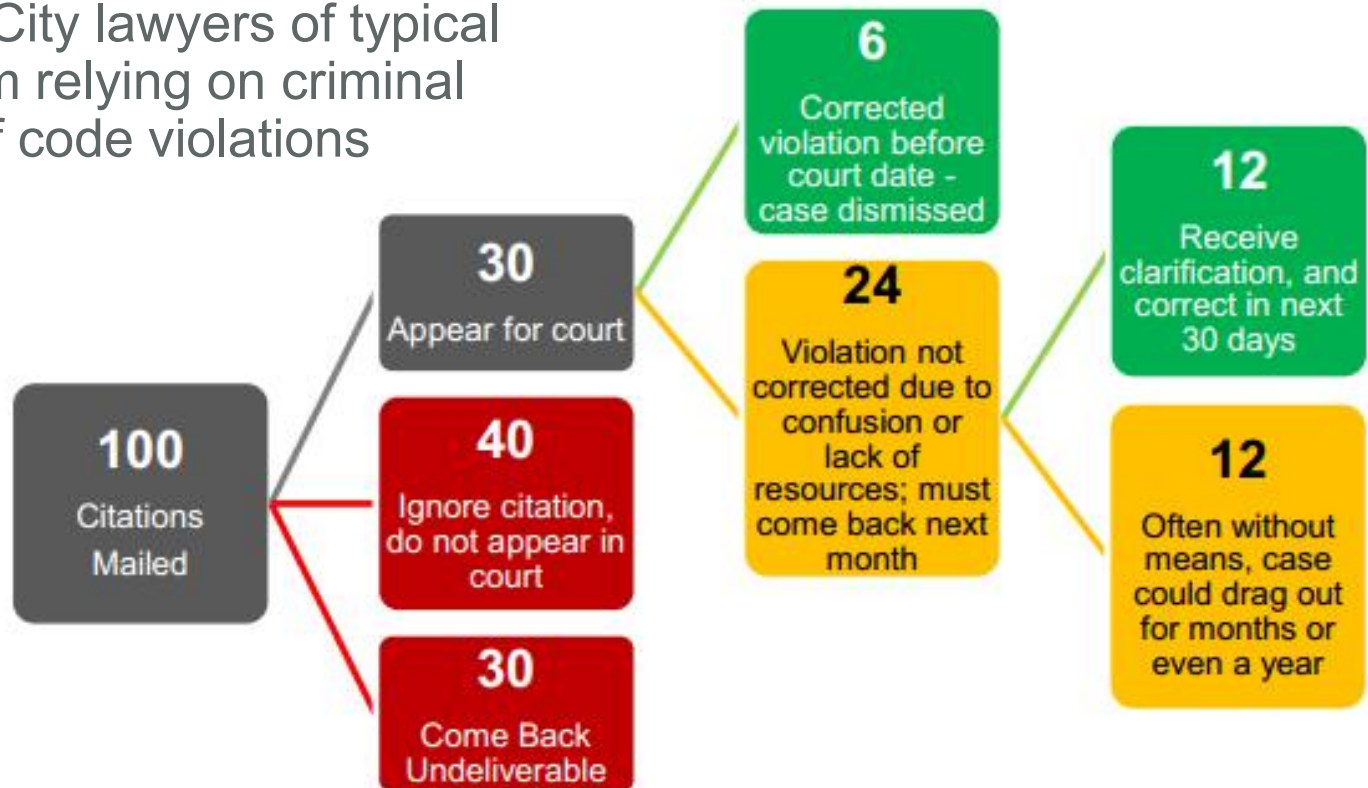
Strategic Code Enforcement

- The goal of any code enforcement program is to encourage private owners to maintain their property, use it productively and responsibly, and minimize harm to neighbors and the community at large.
- A strategic code enforcement program must combine effective regulatory tools, policies (including cost recovery), and systems into a comprehensive strategy to improve communities through responsible property maintenance.
- *The ability to gain compliance, however, is as much a function of the **economics of a property and its neighborhood** as of the effectiveness of the code enforcement system.*

Prevention: Code Enforcement

Rethink Criminal Enforcement: Inefficient, Ineffective, Inequitable City of Gary, IN

Estimates by City lawyers of typical outcomes from relying on criminal prosecution of code violations



Prevention: Code Enforcement



Alternative to Criminal Enforcement: “Fix it Up, Pay it Up, Give it Up” Approach *New Orleans, LA (2010 – 2013)*

Problem: Owners of blighted and vacant properties (40,000+) had little incentive to pay code liens, since City had no effective and efficient way to compel compliance or transfer of ownership.

Solution: Give code lien super priority status (required reform of state law), streamline enforcement process, and enforce lien via Sheriff’s sale or demolition.

Results: In less than three years...

MEDIAN TIME FROM INITIAL INSPECTION TO HEARING IN
2011: 160 DAYS
2013: 80 DAYS

\$3.4 MILLION
COLLECTED THROUGH LIEN FORECLOSURE PROCESS.

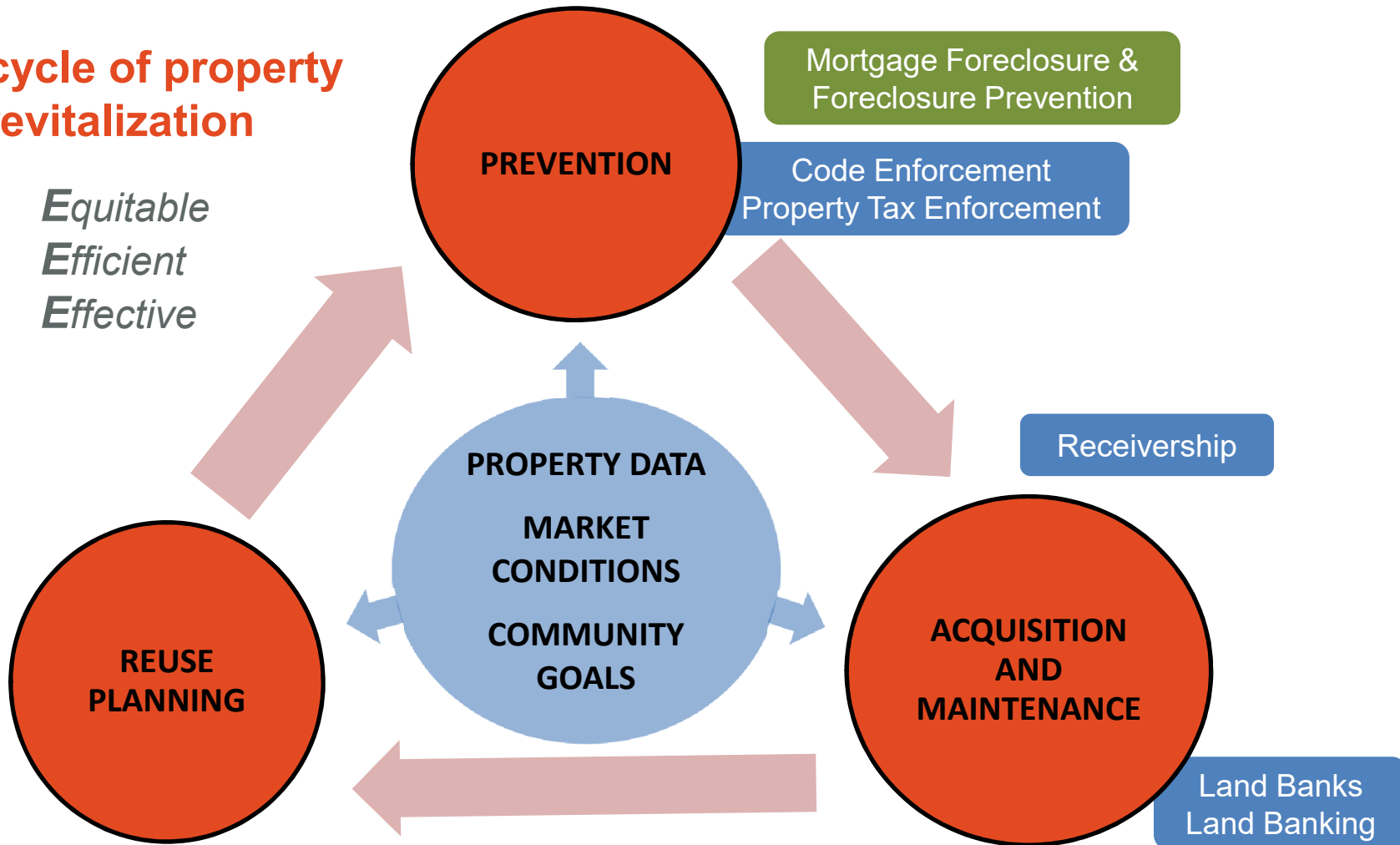
+4,000
UNITS DEMOLISHED

+2,000
UNITS BROUGHT INTO COMPLIANCE
AT ADMINISTRATIVE HEARINGS

A Systems-based Approach

Full cycle of property revitalization

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Prevention: Tax Enforcement

How can you create an equitable, efficient, and effective property tax enforcement system?

- **EQUITABLE** = Provides for fairness (*maximizes protection for vulnerable populations*)
- **EFFICIENT** = Ensures optimal process (*maximizes speed, minimizes costs, and ensures consistency and clarity*)
- **EFFECTIVE** = Generates positive outcomes (*maximizes revenue, generates insurable title, allows predictable transfer to new, responsible owner*)

Prevention: Tax Enforcement

How can you create an equitable, efficient, and effective property tax enforcement system?

.....but before we answer the above, let's talk a bit about how this system works in your community.



Prevention: Tax Enforcement



How can you create an equitable, efficient, and effective property tax enforcement system?

- Offer circuit breaker programs and homeowner tax credits/exemptions
- Allow for hardship plans (payment plans)
- Provide constitutionally adequate notice
- Shorten time frames and redemption periods (carve-out for abandoned?)
- Generate insurable, marketable title (judicial *in rem* proceedings)
- Sell the dirt, not the debt (tax lien sales)
 - Eliminate speculative buying
 - Transfer to responsible purchaser or public entity with predictable outcomes

Prevention: Tax Enforcement

Innovative Practice *State of Michigan*

Michigan State Foreclosure Law Comparison	
Former Foreclosure Law <ul style="list-style-type: none">• 4-7 year process• No clear title• Hundreds of owners• Low-end speculation• Indiscriminate foreclosure<ul style="list-style-type: none">•• homeowners at risk• Contagious blight	New Tax Law (PA 123 of 1999) <ul style="list-style-type: none">• 1-2 year process• Clear title judgment• Property titled to county• Tax liens eliminated• Hardship postponements• Intervention

Source of image: <http://www.thelandbank.org/history.asp>

Property Tax Enforcement Systems



Increasing Awareness of this “Antiquated” Legal System High Point, NC, and City of Baltimore, MD

Working Collaboratively and Boosting Capacity, *City of High Point, NC*

- Guilford County is currently moving 426 parcels located in High Point through the foreclosure process, and these parcels are, on average, delinquent seven years
- In the City of High Point, there are **1,910 parcels tax delinquent**, at least one year, with a **total amount owed of \$4,878,508**

Rethinking the Sale of Tax Liens, *City of Baltimore, MD*

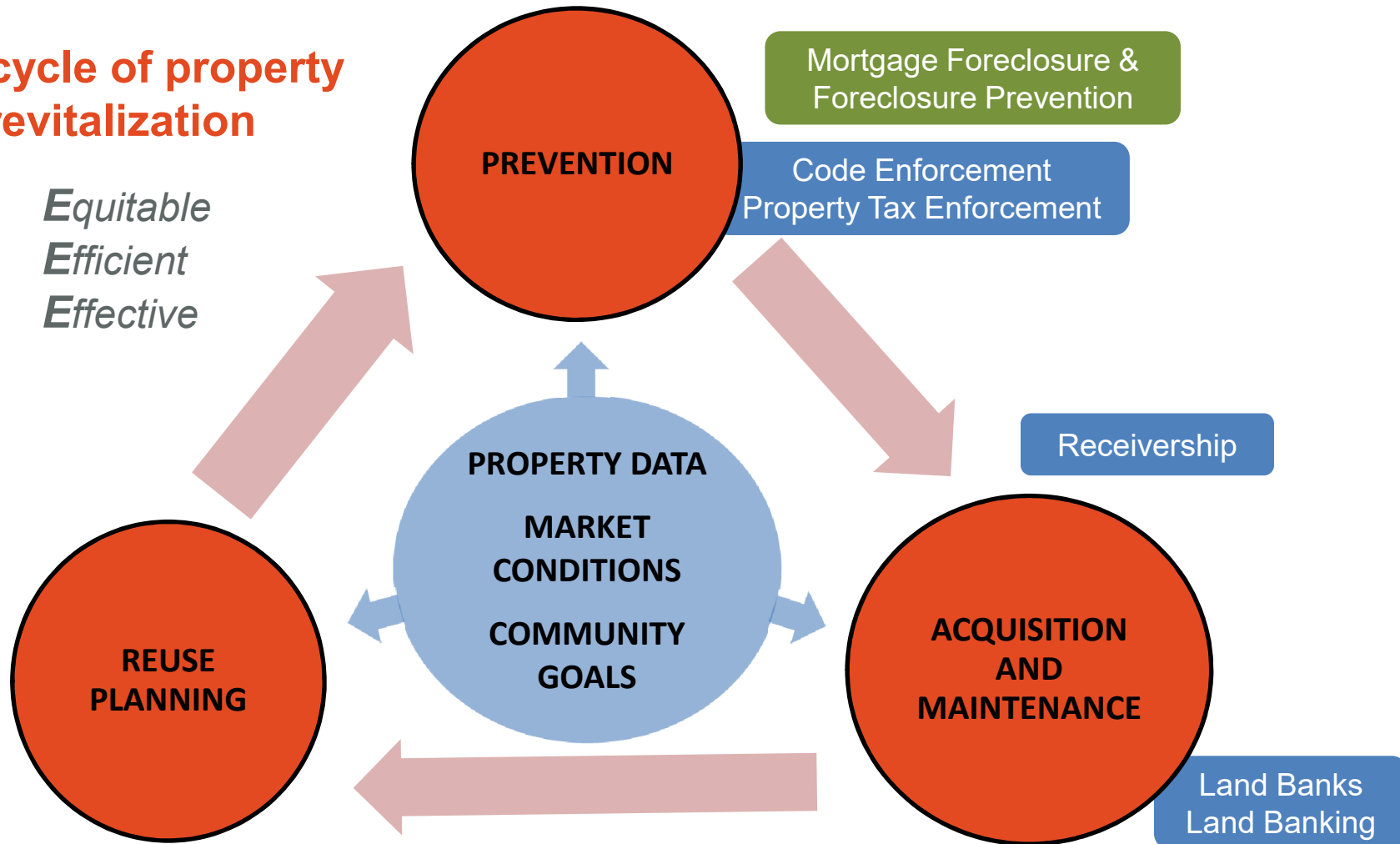
- Analysis showed that 80% of tax liens sold to private investors over last six years were redeemed (overwhelming number were homeowners)
- City was left responsible for managing (but not owning) a shadow inventory of about 4,000 tax-delinquent properties that recycle through the tax sale process each year (overwhelming number were vacant + abandoned)

For High Point Technical Assistance Report (November, 2016), see <http://tinyurl.com/hc3zu9u>
For Baltimore Technical Assistance Report (October 2016), see <http://tinyurl.com/hj932kh>

A Systems-based Approach

Full cycle of property revitalization

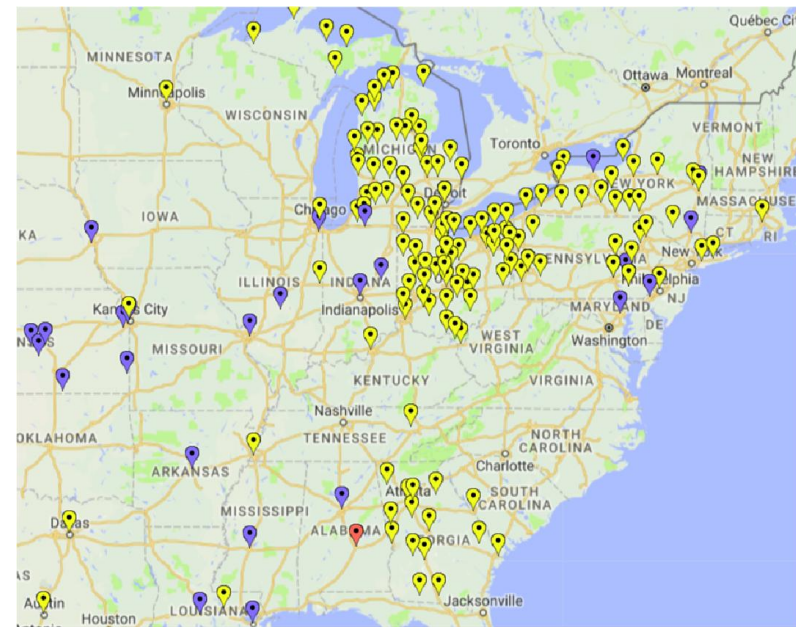
*Equitable
Efficient
Effective*



Land Banks: What are They?

A land bank is a **public authority or nonprofit that focuses on the conversion of vacant, abandoned, tax-delinquent, or foreclosed properties into productive use.**

- 170+ land banks nationwide
- Over 70% established since 2008
- Over 80% exist pursuant to comprehensive state enabling legislation
- Michigan, Ohio, New York, and Georgia are largest land bank states



Land Bank Information Headquarters:
<http://www.communityprogress.net/land-bank-headquarters-pages-446.php>

Land Banks: A 45-Year Evolution

FIRST GENERATION

LOCATION	YEAR PASSED
St. Louis	1971
Cleveland	1976
Louisville	1989
Atlanta	1991

SECOND GENERATION

LOCATION	YEAR PASSED
Michigan	2002
Ohio	2008

THIRD GENERATION

LOCATION	YEAR PASSED
New York	2011
Georgia	2012
Missouri	2012
Pennsylvania	2012
Tennessee	2012
Nebraska	2013
West Virginia	2014
Delaware	2015
Virginia	2015

Land Banks: Core Powers



- Collaborate on an intergovernmental and regional basis
- **Acquire** through various mechanisms, primarily through the tax foreclosure process at little to no cost (trump bid, credit bid)
- Clear title and extinguishment of delinquent taxes
- Hold property tax-exempt
- Establish and uphold **maintenance** standards
- Negotiate sales (avoid auctions & bureaucracy)
- **Convey** property for other than monetary consideration and consistent with local priorities

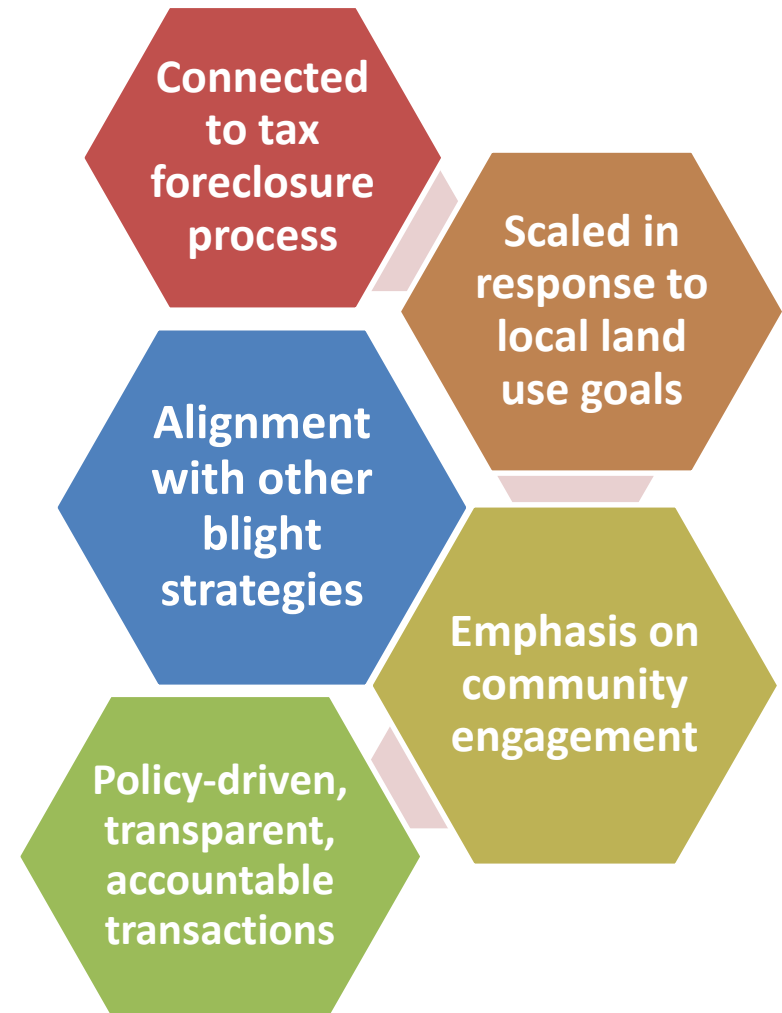
Land Banks: How to Create One

- Usually through new state enabling legislation (to authorize essential core powers), but depends on local and state law
- Typically at the City or County level, but many state land bank bills enable and even encourage collaboration

Ohio (2008)	New York (2011)	Georgia (2012 update)
Cuyahoga only (Year 1), then all counties eligible; county level only.	Any FGU (local or County) and any degree of collaboration permitted; capped at 10 the first two years, then increased to 20	Prior, required one county and at least one city in that county; now authorizes new regional cooperation across counties.

Land Banks: Key Elements

- An alternative to the speculative auction that generates more predictable outcomes consistent with community needs
- Will always need some level of support – cash or in-kind – proportional to the scope and scale of vacancy and blight it is expected to resolve



Land Banks: Goals and Strategies



Funding Land Banks: Traditional



Traditional Funding Strategies

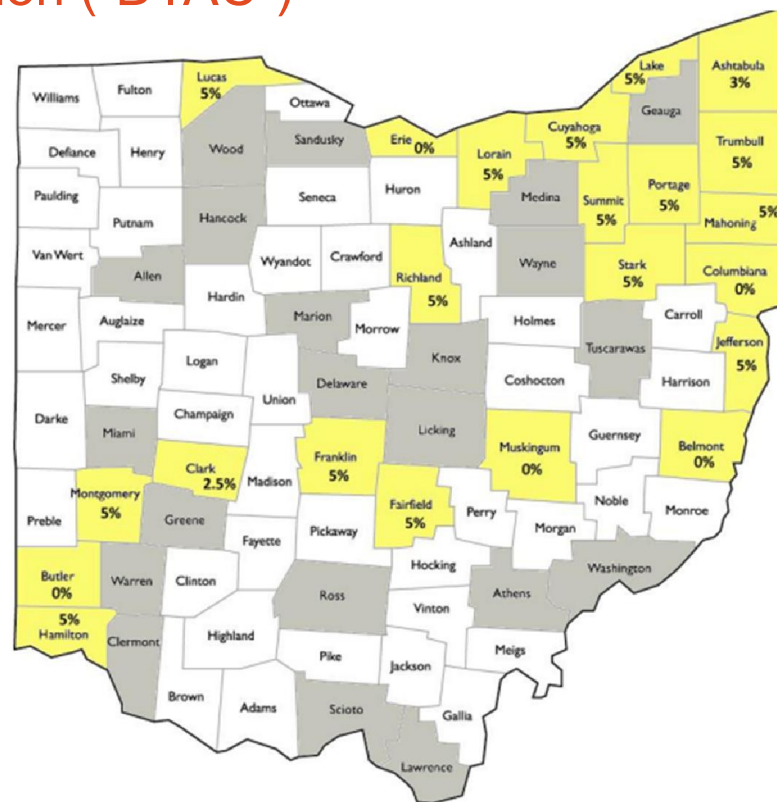
- Operating support from local government
- Revenue from property sales
- 5/50 Tax Recapture
- Local foundations
- State and federal grants

Can CDBG and HOME be used to support land bank goals?

Funding Land Banks: Best Strategy

Legislate Recurring Funding: Ohio's Delinquent Tax Assessment Collection ("DTAC")

- Included in state's 2009 land bank enabling legislation
- Just over 2/3 of the authorized land banks in Ohio commit full 5% of DTAC
- For Cuyahoga County, that's \$7 M/year
- Gold standard, a national model



Source: Greater Ohio Policy Center, "Taking Stock of Ohio County Land Banks: Current Practices and Promising Strategies," May, 2015.

Funding Land Banks: Current Strategies



Temporary Federal Programs Hardest Hit Funds

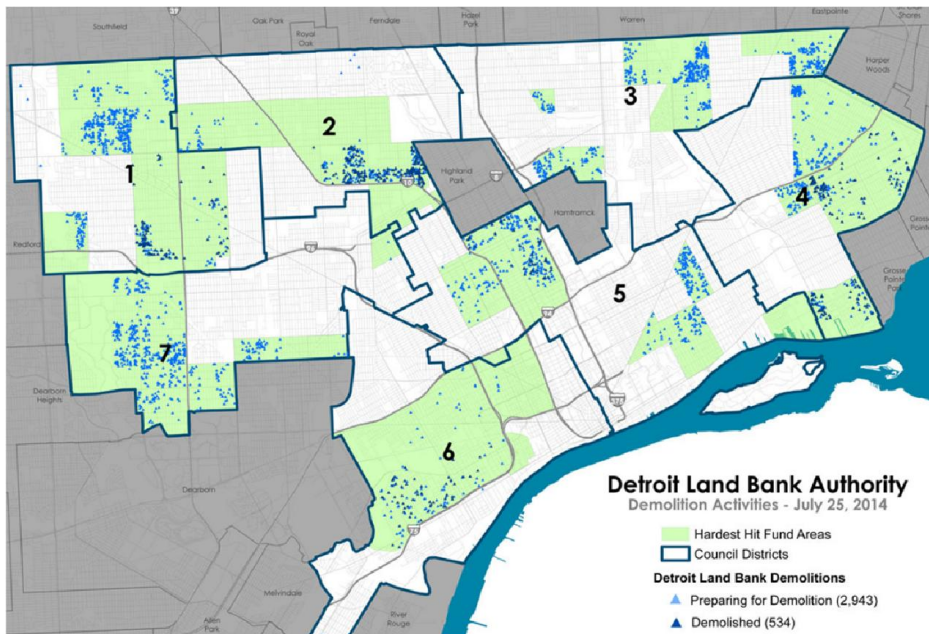


Photo credit: <https://detroitography.com>

Program was originally authorized in 2010 to invest **\$7.6 billion** to housing markets in 18 states and DC

In 2013, Treasury approved demolition as eligible activity, and earmarked **\$622 million** for a blight elimination program.

A fifth and final allocation of **\$2 billion** was announced and awarded in 2016

Land banks in MI, OH, TN and IN are using HHF.

Funding Land Banks: Current Strategies



National Mortgage Settlement Dollars New York AG's Office Setting a High Bar

Ongoing:

\$32 M – Community Revitalization Initiative for land banks (JPMorgan)

\$25 M – Donations of properties and cash to land banks (BoA)

\$13 M – Zombie and Vacant Property Grant Program (Morgan Stanley)

\$4 M – Pilot rental housing grant program for land banks (Citigroup)

\$30 M – Grants for land banks and community land trusts (Goldman)

\$13 M – An additional land bank grant program (Morgan Stanley)

\$13 M – Dedicated grant program for local data systems (Goldman)

...And nearly \$100 million for mortgage assistance and foreclosure prevention!

Funding Land Banks: Current Strategies



Local Borrowing (Bond Measures) Macon-Bibb County (GA) & City of Greensboro (NC)

Macon-Bibb County, GA

Approved a bond resolution for \$14 million to support anti-blight initiatives. The bonds were issued the end of May 2015.

Each of the ten commission districts has been allocated \$1 million dollars for blight remediation, which can include acquisition, demolition, and implementation of capital projects.

Greensboro, NC *(not a land bank, but still impressive!)*

City voters approved a \$25 million Housing Bond in November 2016.

Will help fund homeownership programs, rehab of rental properties, code-driven repairs for senior homeowners, handicap accessibility improvements, and health-related repairs.

For more info: <http://www.greensboro-nc.gov/index.aspx?page=4958>

Land Banks: Do They Work?



2013 Michigan Land Institute Study: Ingham County Land Bank

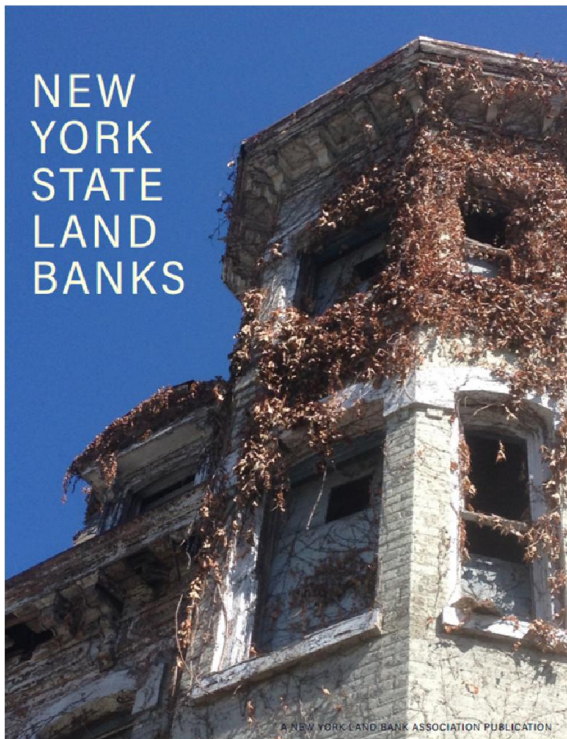
Findings suggest that land bank activities have a significant positive impact on the regional economy:

- Homes sold within 500 feet of a land bank renovation resulted in a 5.2% higher property value
- Between 2006-2012 every \$1.00 spent by the Ingham County Land Bank added \$1.80 to the regional economy (\$31M spent/indirect economic impact \$56.2M)

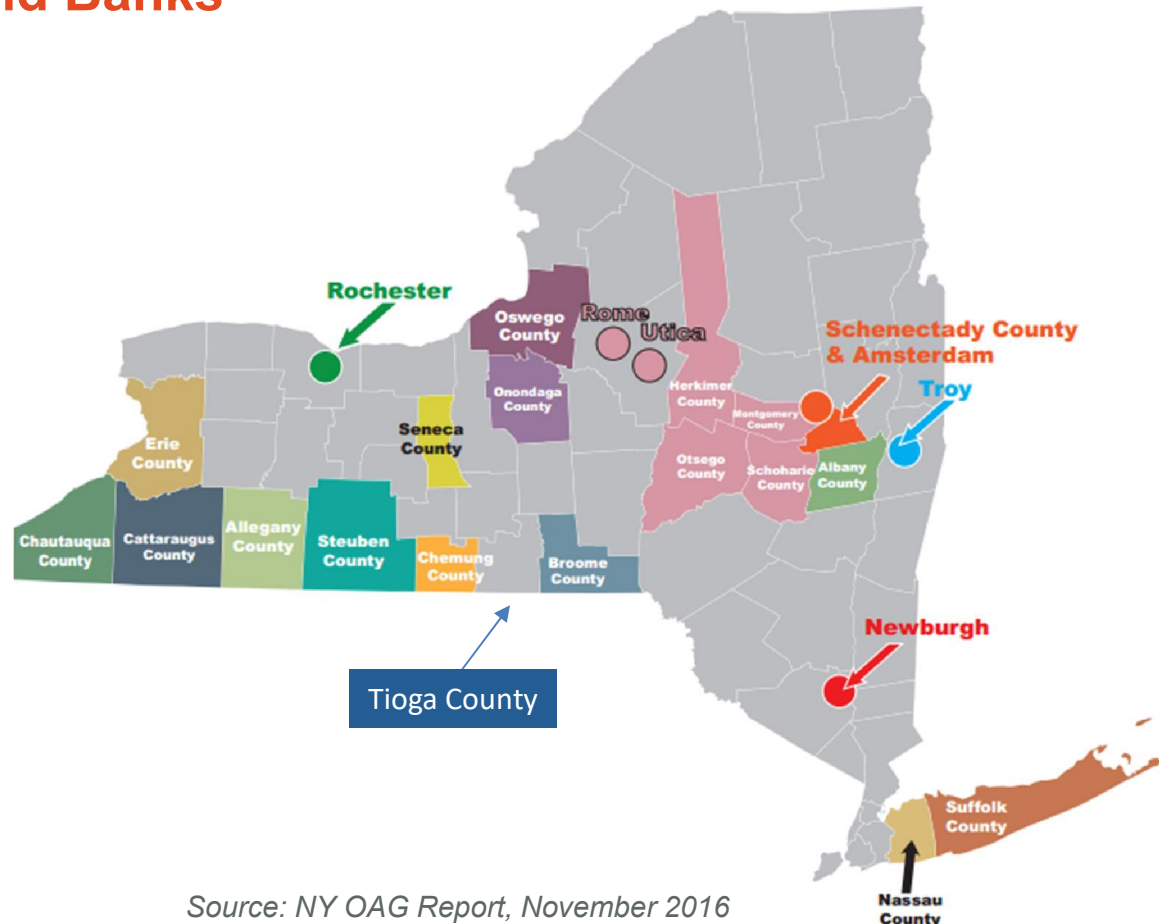
Source: Brianna Acker, Tyler Borowy, Benjamin Calnin and Mary Beth Graebert, *Economic Impacts of the Ingham County Land Bank (2006-2012)*, Michigan State University Land Policy Institute (Aug. 2013). Available at http://www.landpolicy.msu.edu/modules.php?name=News&op=viewlive&sp_id=173.

Land Banks: Do They Work?

Case Study: New York Land Banks



NYLBA Report, May 2017



Source: NY OAG Report, November 2016

Land Banks: Do They Work?

Case Study: New York Land Banks

Summary of AG's Grant Funding over Two Rounds (2013 – 2016)

Greater Syracuse Land Bank	\$4,971,534
Rochester Land Bank	\$4,645,762
BENLIC	\$4,587,500
Newburgh Community Land Bank	\$4,408,850
Capital Region Land Bank	\$3,150,000
Albany County Land Bank	\$2,880,000
Chautauqua County Land Bank	\$2,806,000
Suffolk County Landbank	\$2,613,471
Troy Community Land Bank	\$1,257,748
Broome County Land Bank	\$955,401
TOTAL CRI FUNDING ALLOCATED	\$32,276,266

Land Banks: Do They Work?



Case Study: New York Land Banks

Results (2013 – 2016)

- **1,989 problem properties acquired**, almost entirely through the tax foreclosure process, with vacant lots accounting for 25% of all acquisitions
- **651 properties sold** to private individuals or nonprofit partners, with clear development goals and uses beneficial to the neighborhood
- **482 unsafe, dilapidated structures demolished**
- **400 structures renovated or stabilized** (by the land banks), with most resulting in new homeownership opportunities or quality, workforce rental housing

...and those blighted properties are no longer generating police, fire, and code enforcement service calls and draining local tax dollars!

Land Banks: Do They Work?



Case Study: New York Land Banks

Return on Investment (2013 – 2016)

- **\$77 million in private investment has been leveraged**
- **\$28.4 million in assessed value** has been returned to the tax rolls
- **Nearly \$2 million in new tax revenue** for local jurisdictions
- More than **\$9.4 million in sales proceeds** have been rolled back into land bank operations and interventions
- Approximately **\$13 million in local and county government funds**, and **\$10.5 million in other grants** from public, philanthropic and private partners, have been leveraged by land banks and invested in neighborhoods

...and according to the November 2016 report by the NY AG's Office, land bank interventions supported by CRI funding have **saved an estimated \$19 million in property value for surrounding homes!**

SUMMARY SLIDE OF NY LAND BANKS' ACTIVITIES AND RESULTS

1,989

PROBLEM PROPERTIES ACQUIRED, ALMOST ENTIRELY THROUGH THE TAX FORECLOSURE PROCESS, WITH VACANT LOTS ACCOUNTING FOR 25% OF ALL ACQUISITIONS

\$77M

IN PRIVATE INVESTMENT HAS BEEN LEVERAGED IN COMPLETED AND PENDING PROJECTS, RANGING FROM MONITORED UPGRADES TO RENTAL PROPERTIES BY MOM-AND-POP LANDLORDS TO BROWNFIELD REDEVELOPMENT AND NEW, MIXED-USE DEVELOPMENT PROJECTS

651

PROPERTIES SOLD TO PRIVATE INDIVIDUALS OR NON-PROFIT PARTNERS, WITH CLEAR DEVELOPMENT GOALS AND USES BENEFICIAL TO THE NEIGHBORHOOD¹³

\$28.4M

IN ASSESSED VALUE HAS BEEN RETURNED TO THE TAX ROLLS, ACCOUNTING FOR NEARLY \$2 MILLION IN NEW TAX REVENUE FOR LOCAL JURISDICTIONS

482

UNSAFE, DILAPIDATED STRUCTURES DEMOLISHED

\$13M

IN LOCAL AND COUNTY GOVERNMENT FUNDS &

400

STRUCTURES RENOVATED OR STABILIZED (BY THE LAND BANKS), WITH MOST RESULTING IN NEW HOMEOWNERSHIP OPPORTUNITIES OR QUALITY, WORKFORCE RENTAL HOUSING

\$10.5M

IN OTHER GRANTS FROM PUBLIC, PHILANTHROPIC AND PRIVATE PARTNERS, HAVE BEEN LEVERAGED BY LAND BANKS AND INVESTED IN THE TRANSFORMATION OF PROBLEM PROPERTIES TO COMMUNITY ASSETS

\$9.4M

IN SALES PROCEEDS HAVE BEEN ROLLED BACK INTO LAND BANK OPERATIONS AND INTERVENTIONS

Land Banks: Two More Portraits



Both of these examples highlight a land bank's role in transferring properties to community partners to expand affordable housing choices and opportunities.

- 1. *Cuyahoga County Land Bank* – Cleveland, Ohio**
- 2. *Macon-Bibb County Land Bank Authority* – Macon, Georgia**

Cuyahoga County Land Bank (OH)

“The Professional”



Established: 2009

Inventory: 1,100+ vacant

Capacity: \$27M in 2013 revenue and 28 staff

Context

- \$7M in base funding from Delinquent Tax & Assessment Collection (DTAC)

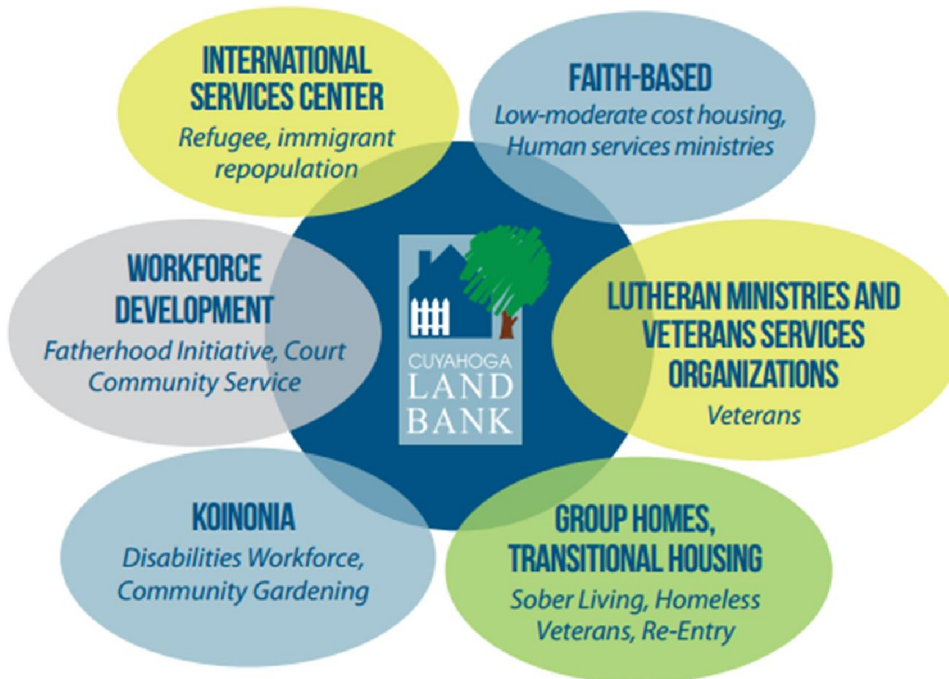
Highlights

- Diagnose, Pilot, Evaluate, Adjust, Expand
- Housing renovation programs



Innovative Housing Programs

Cuyahoga County Land Bank: ISC Refugee Housing

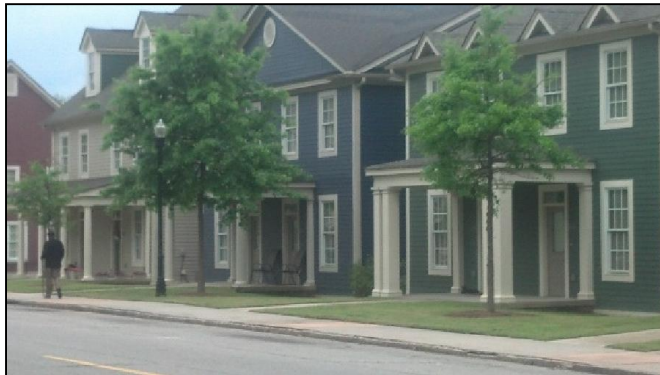


“Discovering Home Program”

- Nearly 600 refugees settle in Cleveland area annually
- With no established credit history, housing is major challenge
- Partnership launched in 2010
- ISC searches land bank’s online property database, selects home based on nearby amenities, and land bank donates to ISC
- ISC and land bank split renovation costs, if needed
- ISC rents to refugees, and requires financial literacy course

Macon-Bibb County Land Bank (GA)

“The Conduit”



Established: 1996

Inventory: 95+vacant

Capacity: \$400k in revenue and 3 staff

Context

- Limited capacity, focused project-based approach
- ~1/2 of funding from City/County

Highlights

- Strong community partnerships to create affordable, supportive housing and support historic preservation

A Deep, Diverse, & Inclusive Coalition



Macon-Bibb County Land Bank: Beall's Hill



Measuring Beall's Hill Success

- 188 units of 60-year-old obsolete public housing demolished and replaced with 97 units of new, historically compatible townhomes (\$19.2M HOPE VI)
- 42 dilapidated structures demolished
- 22 new homes built on vacant lots
- 10 historic homes rehabilitated
- 44 low-income home owners received financial assistance to improve their homes
- Street lights, sidewalks and parks added
- An historic, award-winning magnet elementary school has been rebuilt and expanded
- New home owners include Mercer faculty and staff
- **Home ownership has increased 38% since 2000**
- **Property values have increased \$6,000, on average**

Land Banks + Community Land Trusts



Why is there little collaboration?

- For more than two years, Community Progress and Grounded Solutions Network have jointly asked and explored this question.
- Presented at both annual conferences of CLTs and land bank practitioners
- Conducted national scan, interviewed practitioners, and wrote a brief white paper and a public blog¹ summarizing our findings



To learn more, visit www.groundedolutions.org

....so what is a CLT and what did our research reveal?

¹ "Land Banks and Community Land Trusts: Not Synonyms or Antonyms. Complements," 11/22/16, <http://www.communityprogress.net/blog/land-banks-community-land-trusts-synonyms-antonyms-complements>

Land Banks + Community Land Trusts



What is a CLT? The Classic Model



CLTs are generally a nonprofit with a defined service area that acquires, owns, and stewards land **permanently** for the common good.

- While CLTs use land predominantly for **permanent affordable housing**, they also own and steward land for commercial spaces, community spaces, and farming or open land
- CLTs promote **dual ownership**, where the individual owns the home, the CLT owns the land, and a 99 year ground lease binds the two:
 - Outlines responsibilities
 - Stipulates use restrictions
 - Stipulates resale restrictions to ensure permanent affordability



There are approximately 225 CLTs operating in 46 states.

Land Banks + Community Land Trusts



Common Misconceptions



- Mission
- Market Strengths
- Acquisition/Ownership
- Community Engagement
- Partnerships with local government, private sector, and other community stakeholders

Land Banks + Community Land Trusts



Opportunities



- Shared vision for equitable and economically integrated communities
- Pipeline for inventory that is currently stuck and non-accessible (upside down in value, tangled title, and more)
- Implementation of comprehensive strategies that include housing, green space, and more

Land Banks + Community Land Trusts



Case Study: Land Bank + CLT Partnership

City of Albany

- Joint efforts by Community Progress and Grounded Solutions Network piqued the interest of some CLTs and LBs working in same service areas
- Albany County Land Bank (ACLB) and Albany Community Land Trust (ACLT) submitted joint application to our Technical Assistance Scholarship Program (TASP) in Dec 2016
- Requested assistance with exploring partnership opportunities, and both were highly regarded in their respective networks/fields
- Albany was selected as a TASP recipient, and the engagement lasted from Apr to Nov 2017



ALBANY COUNTY
LAND BANK CORPORATION



ALBANY COMMUNITY
LAND TRUST

Land Banks + Community Land Trusts



Case Study: Land Bank + CLT Partnership *City of Albany*

	ALBANY COMMUNITY LAND TRUST	ALBANY COUNTY LAND BANK
YEAR FOUNDED	1987	2014
CURRENT INVENTORY	35 owner occupied homes 47 rental units in 32 buildings 6 homes under development	80 buildings for sale 174 Lots for sale 86 contiguous properties assembled as “development clusters” 67 banked for further evaluation 75 pending sales
# STAFF	2 part time staff	7 full time, 1 part time
2017 ANNUAL BUDGET (EST)	\$427,000	\$2,475,000

Land Banks + Community Land Trusts



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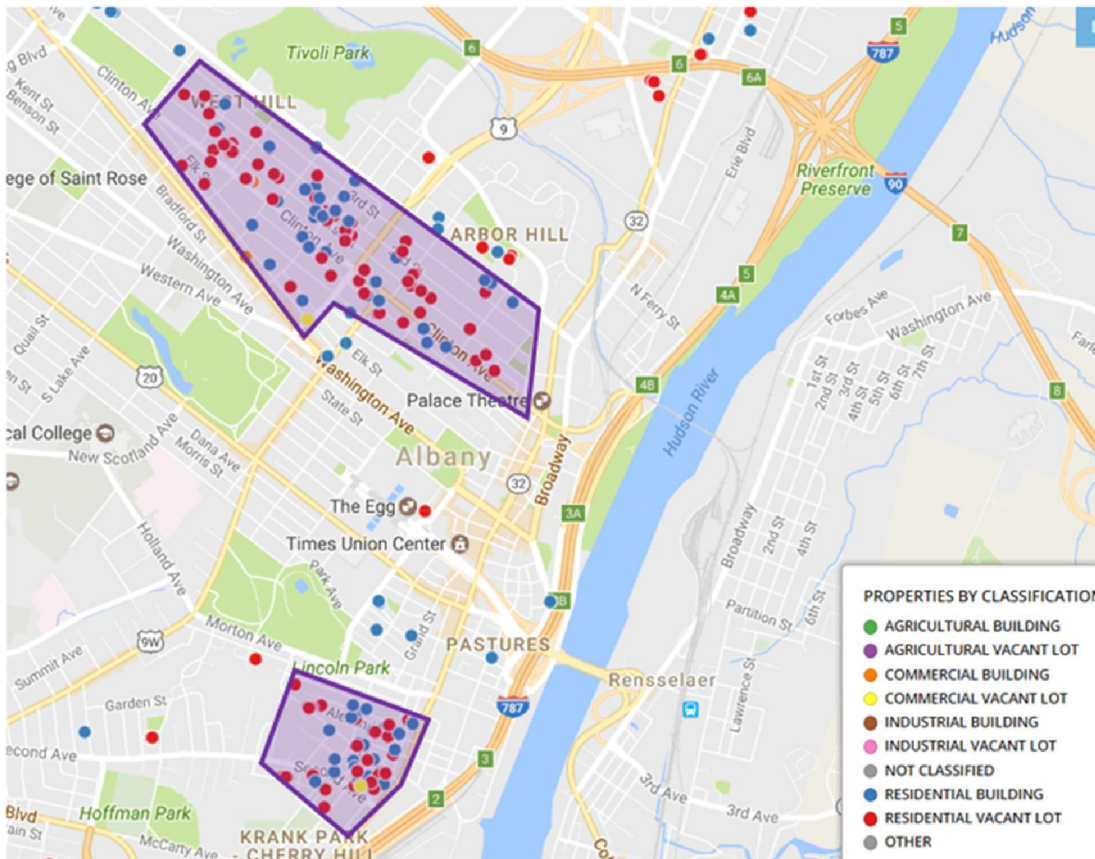
City of Albany

The TASP engagement zeroed in on four pilots, partnerships, and efforts at systems change:

1. **Inclusive Neighborhoods Program** ← *Our focus today* 
2. Vacant Land Working Group and Resident Learning Exchange
3. Vacant Land Community Maintenance and Stewardship Pilot Program
4. Breathing Blocks: Concept, 3rd Street Corridor Pilot, and Community Event (“Lots to Do, Lots for You”)

Land Banks + Community Land Trusts

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- Map indicates ACLB's inventory as of January 2017
- More than 60% are residential vacant lots
- Shaded areas roughly represent ACLB's five focus areas, which also happen to be the most distressed neighborhoods in Albany

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Most land banks use sale proceeds of higher value homes in more stable neighborhoods to subsidize the demolition, reuse, and rehab of low-value properties in weak neighborhoods.

QUESTION: How might a land bank's disposition practices change if the goal was to promote inclusion, instead of maximize revenue?

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There are many outstanding examples of land banks discounting sale prices of properties in order to advance just and equitable outcomes.

The Greater Syracuse Land Bank (NY):

- **Homebuyer's Choice Program**, which means for a set period of time only homeownership applications will be considered on properties within the program; and
- **Public Employees Discount Program**, which provides public employees (City, County, and School District) a 50% discount on the listed sales price.

Similarly, recall Cuyahoga County Land Bank's (Ohio) housing partnerships with nonprofit providers, offering first-look and discounted sales prices.

...but no land bank had yet to identify a CLT as a preferred transferee.

Land Banks + Community Land Trusts



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Inclusive Neighborhoods Program

Offers solution to the market barriers that prevent ACLT from purchasing properties in opportunity-rich neighborhoods, and advances shared goal of building more inclusive, economically-integrated neighborhoods.

- ACLB Board formally amended Disposition Policy in September 2017, incorporating the **Inclusive Neighborhoods Program**
- ACLT will have first-look and 45 days exclusive access to eligible residential properties in more stable neighborhoods with stronger housing markets
- ACLT will receive a discounted sales price for properties acquired through this program

Key Takeaways



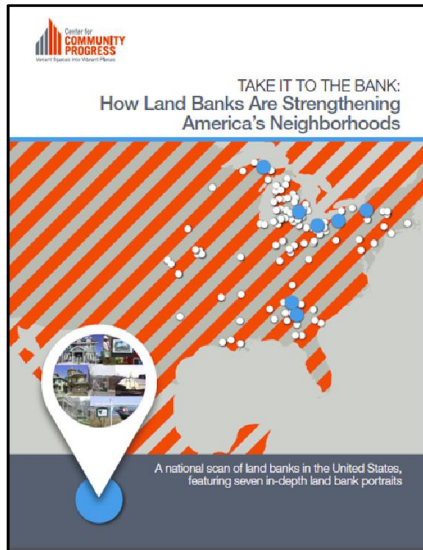
Land Banks alone can't solve the problems of a poor economy.

The approach to vacant properties must be: **data-driven, market-informed, systems-based,** and **collaborative.**

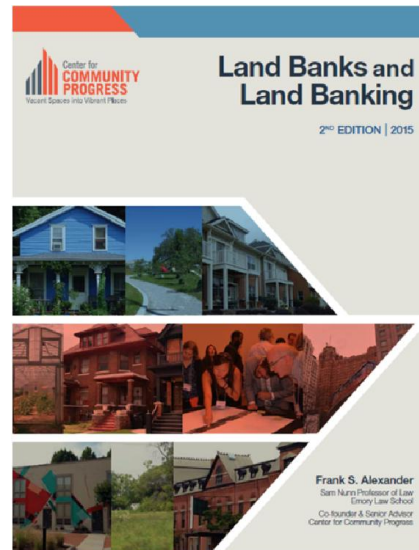
1. Understand the problem – **identify the systemic causes** of “stuck properties”
2. **Communicate, educate, coordinate, and collaborate**
3. Design a locally-appropriate solution, and **align the systems and tools** of prevention, acquisition and maintenance, and reuse
4. Land banks could be a very useful surgical tool, if appropriate
5. **Prioritize affordable housing and inclusion** as a policy
6. **Experiment, evaluate, and adjust**
7. Stay in touch with Community Progress! 😊

THANK YOU

Additional Resources



**Land Banks and Land
Banking, 2nd edition**
(2015)



Take it to the Bank
(2014)



TASP Albany Final Report
(2017)

All are available for review at
www.communityprogress.net.

And check out our **Land Bank
Info HQ** while you're there!

Join us in Milwaukee, WI!
May 15 – 17, 2018
Registration opens in February!



Let's talk!



Questions?



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