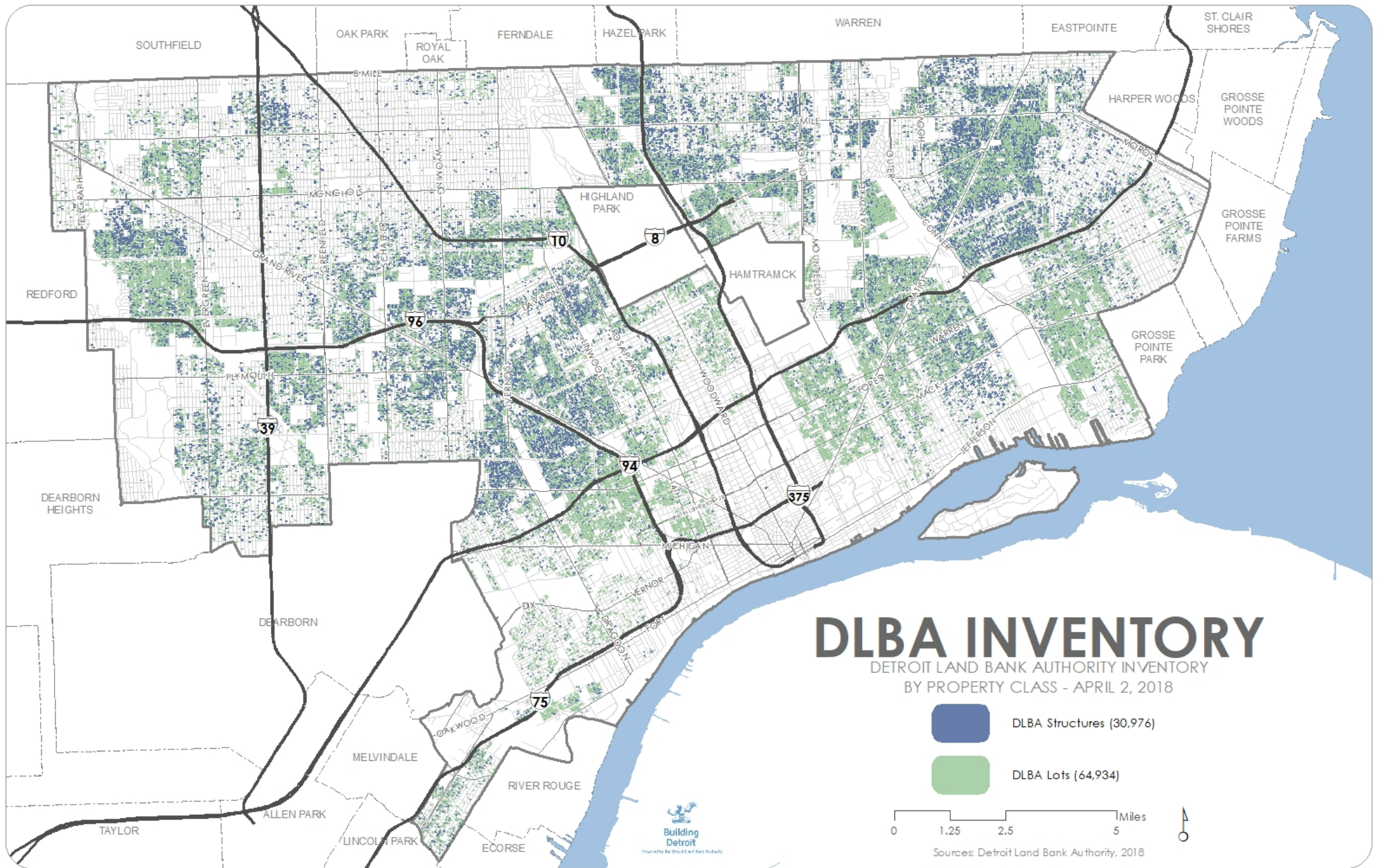


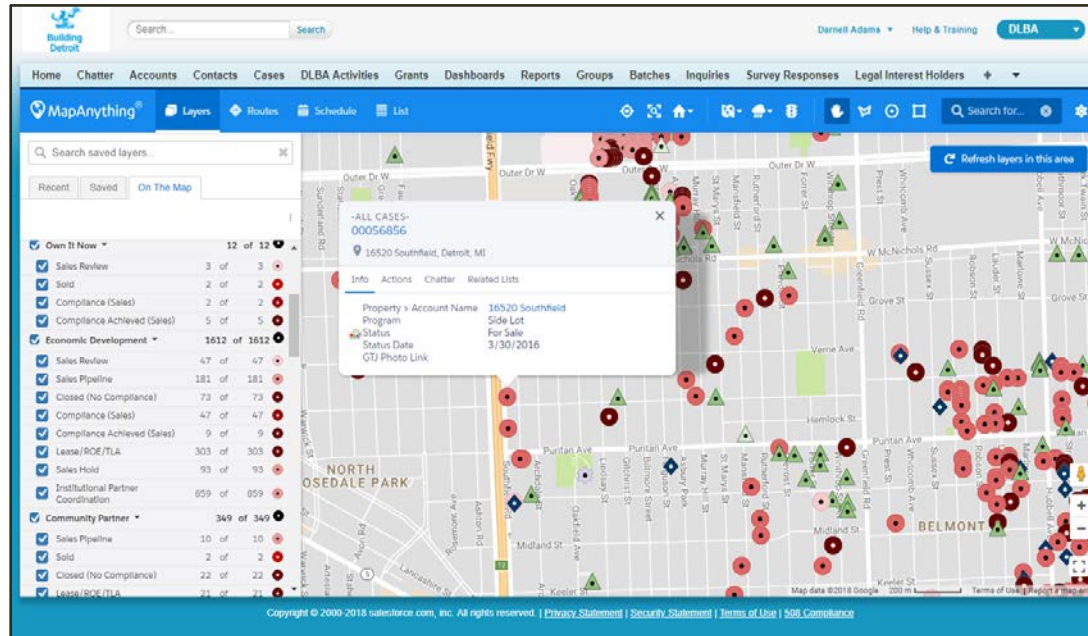


DETROIT LAND BANK AUTHORITY OVERVIEW & ACTIVITIES

Presentation to the National
Housing Conference Annual Policy
Symposium
June 15, 2018



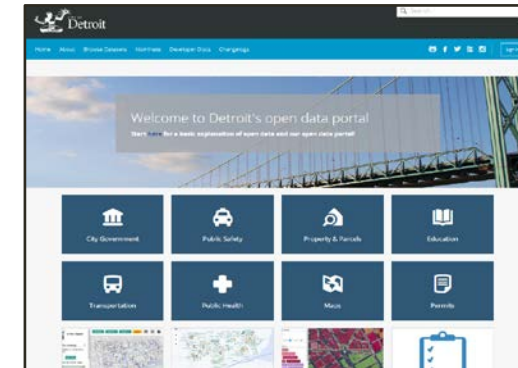
SALESFORCE: VISUALIZATION OF ACTIVITY



MAPANYTHING, Salesforce

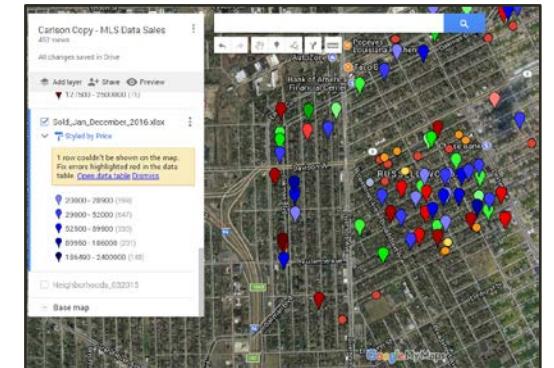
Allows custom maps to be created to help inform the current DLBA/COD activity at the city, neighborhood, or block level. Tool is used to assist with single family housing stabilization of neighborhoods

Open Data Portal



Department Activity; assist Housing Strategies

Google Maps



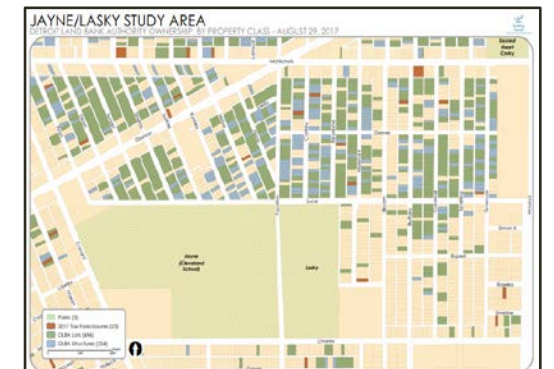
Market Conditions, assist Housing Strategy

Pictometry



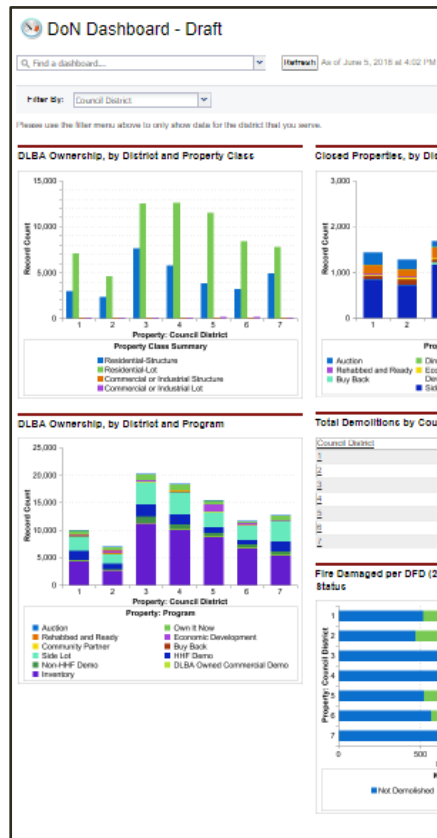
Aerial Overview; assist Housing Conditions

ArcGIS



Ownership/ Property Class Visual; assist COD

1



Property: Council District

Property: USPS: Vacancy Indicated

■ Yes ■ No

Property: Council District	Property: USPS: Vacancy Indicated: Yes	Property: USPS: Vacancy Indicated: No	Total Record Count
1	2,300	400	2,700
2	1,800	400	2,200
3	5,500	1,300	6,800
4	4,500	900	5,400
5	3,000	600	3,600
6	2,400	500	2,900
7	4,000	700	4,700

Pipeline

49,256

Record Count

Record Count
49,256
21,022
10,323
5,161
4,321
2,436
820
486
359
160
62
1
55,256

Side Lot
Own It Now
Economic Development
Community Partner
DLBA-Owned Commercial Demo
Archived Case

Total Properties

Total Properties Owned by DLBA

55,256

Properties in Inventory Pipeline by Status

34,061

Record Count

Current Status

- Vacant Land
- Intake Review
- Occupied
- Title Problem Identified
- POO Quarantine
- Institutional Partner Coordination
- Salvage
- Warehouse
- NSP Quarantine
- Quarantine
- DJ Quarantine
- Title Problem Identified
- Demo Pipeline
- WCT Quarantine
- Sold
- For Sale
- Title Resolution In Process

DLBA-Owned Residential Structures: Motor City Mapping Condition

34%

20%

11%

5%

30%

Record Count (Thousands)

MCM Condition

- Fair
- Good
- Suggest Denial
- Poor
- Suggest Denial

Properties Sold, by Pipeline

472

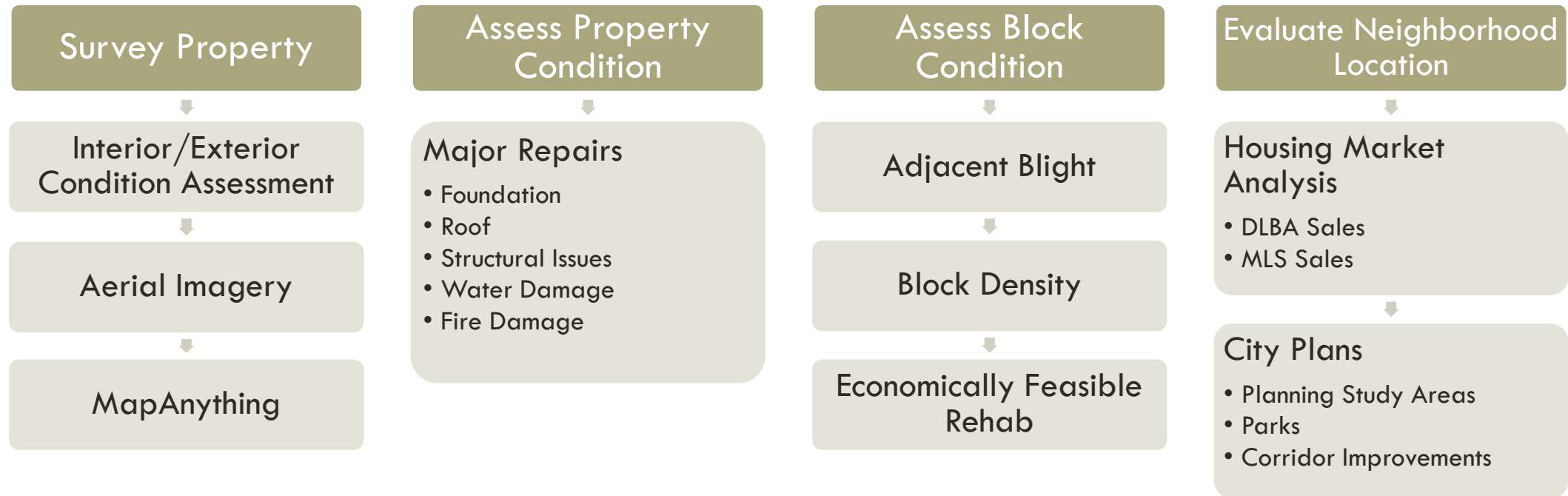
139

20

INVENTORY CYCLE



PROPERTY TRIAGE & ASSESSMENT



PROPERTY TRIAGE & ASSESSMENT



LAND BANK SALES, BY PROGRAM

SALES BY PROGRAM, SINCE INCEPTION

Program	Sales
Auctions	2,281
Own It Now	1,754
Community Partners	889
R+R	47
Buy Back	419
Side Lots	8,993
Total	14,383

NEIGHBORHOOD SPOTLIGHT: CRARY/ST. MARYS

- In 2014, the average sales price was **\$17,855** across **24** MLS sales.
- In 2017, the average was **\$41,853** across **39** MLS sales – a growth of **134.39%**.



HARDEST HIT FUND DEMOLITION INVESTMENT

District	Completed HHF Spending
1	\$22,135,602.63
2	\$15,151,005.43
3	\$24,366,766.62
4	\$22,218,979.29
5	\$27,626,560.60
6	\$16,948,402.70
7	\$26,718,556.87
Total	\$155,165,874.14

DLBA SALE REHABILITATION INVESTMENT

District	Estimated Rehab Investment*
1	\$23,963,423.16
2	\$21,234,186.24
3	\$12,768,596.00
4	\$25,559,510.47
5	\$34,123,062.21
6	\$10,659,139.94
7	\$25,346,359.50
Total	\$153,654,277.52

*Investment total assumes \$30 per square foot rehab expenditure beyond purchase price

DETROIT HOUSING MARKET IN CONTEXT

Rank	City	Population	January, 2013	January, 2018	Overall Change
1	New York	8,622,698	\$448,000.00	\$653,000.00	45.76%
2	Los Angeles	3,999,759	\$408,000.00	\$664,000.00	62.75%
3	Chicago	2,716,450	\$162,000.00	\$225,000.00	38.89%
4	Houston	2,312,717	\$117,000.00	\$173,000.00	47.86%
5	Phoenix	1,626,078	\$133,000.00	\$224,000.00	68.42%
6	Philadelphia	1,580,863	\$98,000.00	\$142,000.00	44.90%
7	San Antonio	1,511,946	\$117,000.00	\$163,000.00	39.32%
8	San Diego	1,419,516	\$411,000.00	\$615,000.00	49.64%
9	Dallas	1,341,075	\$273,000.00	\$425,000.00	55.68%
10	San Jose	1,035,317	\$577,000.00	\$1,030,000.00	78.51%
11	Austin	950,715	\$223,000.00	\$337,000.00	51.12%
12	Jacksonville	892,062	\$93,700.00	\$160,000.00	70.76%
13	San Francisco	884,363	\$778,000.00	\$1,320,000.00	69.67%
14	Columbus	879,170	\$90,300.00	\$144,000.00	59.47%
15	Fort Worth	874,168	\$114,000.00	\$178,000.00	56.14%
16	Indianapolis	863,002	\$85,100.00	\$123,000.00	44.54%
17	Charlotte	859,035	\$133,000.00	\$206,000.00	54.89%
18	Seattle	724,745	\$396,000.00	\$751,000.00	89.65%
19	Denver	704,621	\$230,000.00	\$402,000.00	74.78%
20	Washington D.C.	693,972	\$387,000.00	\$553,000.00	42.89%
21	Boston	685,094	\$362,000.00	\$573,000.00	58.29%
22	El Paso	683,577	\$115,000.00	\$121,000.00	5.22%
23	Detroit	673,104	\$13,700.00	\$26,100.00	90.51%
24	Nashville	667,560	\$139,000.00	\$249,000.00	79.14%
25	Memphis	652,236	\$55,700.00	\$81,800.00	46.86%

Source: Zillow.com, 2013-2018

DETROIT HOUSING MARKET IN CONTEXT

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