



October 13, 2016

The Honorable Brenda Jones, President
Detroit City Council
Coleman A. Young Municipal Activity Center
13th Floor
Detroit, Michigan 48226

Subject: Quarterly Report, Detroit Land Bank Authority

Dear Council President Jones:

On behalf of the Detroit Land Bank Authority (DLBA), I am pleased to submit this report of activities for the most recent three month period.

During the third quarter of 2016, the DLBA continued to refine and improve its programs and service delivery. Just one example are the new improvements to the Own It Now portion of our auction. The DLBA now accepts the highest offer on properties after a 3-day period rather than accepting the first offer that is submitted. This allows for competition in the market and mirrors a more traditional real estate sale. These changes and other program efficiencies are having an impact, leading to an increased number of property sales and closings in the current quarter.

We are very pleased to announce the hiring of Irene Tucker as the new Chief Financial Officer for the DLBA. Ms. Tucker brings a wealth of experience to the organization including 22 years of international auditing, system process design, accounting, and finance. She is already restructuring the finance team, putting stronger financial controls and procedures in place, while at the same time tackling the annual audit.

As always, we know the work being carried out by the DLBA would not be possible without the support of Detroit City Council and we thank you for that partnership. We look forward to working with you to continuously grow Detroit.

Respectfully submitted,

Carrie Lewand-Monroe
Executive Director



Building Detroit

Inventory Department

The Inventory Department is responsible for the management of all properties while in Land Bank ownership. This includes the acquisitions of property by the DLBA, whether from private or public sources, as well as the physical maintenance of the property. The Inventory Department is responsible for the assessment and placement of inventory into “pipelines” including Demolition, Legal (Quiet Title), and Dispositions sales programs. The Inventory Department supports DLBA programs with data analysis and ability to sort and map all properties by type, location, condition and other factors. It also provides assistance to the City’s economic development efforts. Future Inventory programs may include data analysis and support to the City for land assembly, whether for Blue/Green Infrastructure projects for storm water management, economic development, or another use.

Inventory Management

As of 10/04/2016, DLBA holds title to 94,074 parcels.

	Residential Structures	Vacant Land	Commercial and Industrial Structures	Grand Total
In HHF	16,087	44,446	286	60,819
Outside HHF	10,812	22,386	57	33,255
Grand Total	26,899	66,832	343	94,074

The DLBA has disposed of 1,313 properties since 7/8/16

The Inventory Department continues to receive and respond to many property maintenance requests, including weak and/or dead trees, overgrown lawns, and unsecured houses. As always, we are balancing the immense amount of requests with our current resources to handle as many resident concerns as possible. We worked with GSD to cut all vacant lots within our HHF and Non-HHF boundaries.

The 2016 lawn maintenance period is wrapping up as we enter the fall season. Depending on weather conditions, we expect to stop all bi-weekly cuts at the end of October, early November at the latest. The DLBA is currently maintaining close to one-thousand (1000) properties on a bi-weekly basis. These properties are being prepped for or actively moving through a Disposition program. In addition, for the 2016 lawn maintenance year, the DLBA cut all of its HHF vacant lots four (4) times and three (3) times in the non-HHF areas of the city. That included approximately 44,446 lots in HHF and nearly 22,386 lots in Non-HHF parts of the city.

The Detroit Land Bank Authority (DLBA) continues to use normal or black colored plywood, and SecureView (plexi-glass system) as its way of securing the windows and doors on its properties. The DLBA has become very innovative in their approach with the use of plywood to ensure the most effective methods are used when securing a property. The average cost for board ups are \$35 per window and \$75 for a doorway. We are diligently working plexi-glass vendors to identify a cost that would be feasible for all parties to settle on.

Acquisition

The Inventory Department staff have finished enumerating a reconciliatory property transfer with counterparts in the Planning & Development Department and Housing & Revitalization Department. The execution of this reconciliation will occur in three phases.

The first phase will be to transfer approximately 1,260 residential parcels with existing City Council approval from the Planning & Development Department to the DLBA. Staff expect to begin executing this transfer in mid-October, 2016, and have added the properties to the land bank's inventory by November, 2016. After this point, DLBA staff will prepare a small corrective transfer to the Planning & Development Department of commercial and industrial properties erroneously transferred to the Land Bank by P&DD during previous transfers. As a third phase, DLBA staff will address outstanding residential properties held by P&DD.

In addition to inter-governmental acquisitions, the Inventory Department has streamlined the property donation process for both financial institutions and individuals. Since June 2016, the DLBA acquired approximately 50 properties as either private or bank donations, with 30 additional properties currently under review. These figures represent a significant increase in volume over the same quarter in previous years.

Pipeline Management

Auction

Year to date, Inventory prepared 419 properties for auction, and has identified 482 additional properties to auction through the rest of the year and into early 2017. Inventory recently re-surveyed the remaining properties in their auction inventory to determine if the properties are still vacant and salvageable.

If properties are found unsalvageable, they will be transferred to the Demolition Department within the DLBA. Working with the title and legal teams, we are continuously working to resolve any title and/or tax issues so that future buyers can secure financing.

Currently, the Inventory team provides purchasers with a Pre-Sale Inspection Report completed through the City's Buildings, Safety, Engineering and Environmental Department (BSEED). Last year, the DLBA contracted with a company to provide Scopes of Work Reports based on the Pre-Sale Inspection Report. The Scopes of Work provided prospective buyers with a range of expected cost for rehab on a property that they may be interested in. This report is very popular amongst DLBA customers. These reports, while helpful, are costly and do not provide the depth of information we want to provide potential buyers.

To resolve this issue, three (3) Inspectors will be joining the Inventory team this month to provide Property Condition Reports (*formally known as the "pre-sale inspection report"*), Scopes of Work Reports, and perform Buy Back Inspections. By bringing the

inspectors in-house, we can provide purchasers with additional property rehabilitation information at a much lower cost per inspection.

Recently, Detroit experienced heavy rainfall, which resulted in flooding throughout the City. In response, the Inventory team is surveying the extent of the flooding in areas that, historically, have flooded. Any water that needs to be removed, or surfaces needing sanitizing in a DLBA vacant home has been addressed. DLBA properties within the flood prone areas of the city that are unsalvageable will be prioritized as high within the demolition queue. We will begin using the results of our surveys to update our datasets on which areas and streets are most prone to flooding throughout flood prone areas.

Own It Now

Over the past several months, the DLBA has ramped up the number of properties listed for sale through its Own It Now program, while making a number of improvements to the program, including the move to a 'highest offer' sale process. This ramp-up has allowed the DLBA to more quickly respond to citizens' requests to purchase and renovate DLBA-owned properties, while more efficiently disposing of salvagable houses in DLBA target areas.

The Inventory team has listed the following number of properties on the Own It Now website each month since March 2016:

Month	# of OIN Properties Listed
March	59
April	74
May	80
June	87
July	105
August	103
September	131
October (Projected)	160
Total	799

Recently, we moved from a weekly upload model to a biweekly upload model, in order provide the Disposition team with more time to notify interested buyers prior to the start of sales. Between 80 and 90 properties are currently listed for sale through the Own It Now program every two weeks. As the capacity of the Disposition and Inventory teams grow, we will increase the number of properties made available for sale through the Own It Now program.

In total, we've listed 641 properties for sale through the Own It Now program so far this year. In doing so, we've responded to 553 requests to purchase DLBA-owned houses. There are currently 235 properties (*as of 10/4/2016*) for sale on the Own It Now site. If a property goes unsold for a period of time on the Own It Now website, its price will be

reduced. Ultimately, if a property does not sell after 180 days on the Own It Now website, it will be reassessed and likely moved to the demolition department.

Side Lots

The Inventory and Disposition departments have nearly completed the process of sending reminder postcards to residents adjacent to existing side lots. DLBA staff have begun the process of preparing a new round of postcards to notify homeowners adjacent to several thousand newly-available side lots, and plan to complete sending those postcards out in October, 2016.

The Inventory Department has also identified several hundred DLBA-owned garages and accessory structures, and is working with the Dispositions Department to develop a strategy to dispose of these properties in an efficient, affordable manner to adjacent property owners.

Title & Tax

Recently, a stronger inter-agency relationship was reestablished between the City of Detroit, Assessors Office & Wayne County Treasurer (WCT) to help eradicate delinquent property taxes and correct capping issues for DLBA owned properties. The final eradication process is still on going. The goal is to have the tax status adjusted and ownership information updated accordingly across all departments in a seamless process.



Building Detroit

Demolition Department

DLBA Demolition Program

In partnership with the Mayor's Office and the City Council of Detroit, the Detroit Land Bank Authority (DLBA) was able to impact all Council Districts through its various programs. In 2015, the demolition programs made great strides towards the reduction of blight in highly populated/high density areas, radial thoroughfares and commercial corridors.

The initial funding from the Hardest Hit Fund (HHF1) provided \$57,300,000.00 in demolition funds was closed in the Third Quarter 2015 with a remaining \$700.00 left to be transferred to the next round. This program funding allowed for the demolition of 6,151 structures and transfer of approximately 300 side lots to adjacent property owners.

The second round of Hardest Hit Fund (HHF2) funding provided \$50,000,000 for demolitions. As of October 7, 2016 DLBA has been reimbursed by MSHDA \$42,185,382 with an additional \$5,760,650 waiting for State review and approval.

DLBA continues to work with the demolition contractors to ensure their invoices and supporting documents are correct and complete.

In Third Quarter 2016, DLBA through the Detroit Building Authority (DBA) demolished 644 properties, which averaged about 49 per week. Please see the Hardest Hit Fund Program tab of www.buildingdetroit.org for a complete list of properties that have been demolished and released to contractors.

Through HHF, DLBA demolished 7953 properties:

HHF1 funding – 3683 structures

HHF2 funding - 2971 structures

HHF3 funding – 1299 structures

DLBA was awarded NSP Program Income funds for demolition in the amount of \$4.3 Million Dollars with very specific eligibility requirements. Structures had to be owned by the DLBA, be located in approved census tracts (pre-determined by HUD) and undergo Section 106 Historical Reviews. 304 Demolitions have been performed with this funding.



Building Detroit

Disposition Department

The Disposition Department is responsible for Home Auctions, Side Lot Sale, Community Partnership programs and partners with lenders to expand rehab financing in the City. The Home Auction program promotes the sale of vacant Detroit Land Bank-owned properties to potential homebuyers and provides a connection to possible special financing options. The Side Lots Sales program provides current owner-occupants the opportunity to purchase the DLBA-owned vacant lot adjacent to their properties. These partnerships aim to rebuild neighborhoods and return vacant land to productive use.

Auction Program

On May 5th, 2014 the Disposition team rolled out the BuildingDetroit.org auction with huge success (auctions.buildingdetroit.org/home). Beginning on May 1, 2015, the auction began selling three vacant homes a day that are in need of rehabilitation. With the theme “Neighbors Wanted” the DLBA has structured the auction program to encourage responsible investment that will rapidly change the landscape of our neighborhoods. All successful bidders are required to bring the property up to code and occupied within six months (nine months for historic properties). Eligibility to participate is restricted to individuals who are Michigan residents, Michigan incorporated businesses and non-residents who intend to occupy the property. Additionally, individuals with any material blight violations or delinquent property taxes are not eligible to win the properties.

Between May 5, 2014 and September 30, 2016, 1,831 properties were auctioned, 1256 signed letters of intent and deposits have been collected, and 879 properties that were sold at auction have completed the closing process (www.buildingdetroit.org/reports/completed-auction-sales/). Please see attachment for full breakdown of closed properties.

The Auction program has recently been enhanced by providing an “Own It Now” option for buyers. Our Own It Now option launched in March 2016. Since then we received input from the community that they wanted to have an opportunity to purchase property. The original version of Own It Now allowed the first person that contacted the DLBA about a property to purchase it without giving any other buyers an opportunity. We updated our program to reflect a traditional real estate sale. Once a person applies for a property online by making an offer, it opens a 72-hour window for other interested purchasers to also make an offer.

The website has a firewall which prevents any DLBA staff from viewing offers during this time. After the time period expires, the interested purchaser with the highest offer will be able to purchase the property. This new version has allowed us to increase efficiency, staff productivity, and allows all residents an opportunity to participate in the program. This has allowed the DLBA to increase the number and variety of properties that move back into private ownership in order to stabilize neighborhoods. The eligibility requirements to purchase a property through the direct sales process are the same as those upheld in the auction. As of October 1, 2016 there have been 403 properties sold via Own It Now.

Buy Back Pilot

DLBA records show that roughly 4,000 homes in its inventory are occupied. In an effort to address these residents, the DLBA is allowing eligible occupants the opportunity to purchase the home. The pilot is first addressing residents who have contacted the DLBA and informed us that they are living in one of our houses. The occupied "Buy Back Pilot" will allow responsible current occupants the ability to remain in their homes and help to stabilize their neighborhoods.

The Applicant is eligible for the pilot if they qualify in any one of the following categories:

- a. The Applicant was most recent owner of record before the home was acquired by a public entity; or
- b. The Applicant is or was the tenant of the most recent owner of record before the home was acquired by a public entity. A "tenant" for this purpose includes being an occupant of property that was formerly held by a family member of the Applicant; or
- c. The Applicant is the tenant of someone who claimed to own the property; or
- d. The Applicant can demonstrate that he or she has made substantial improvements to the property; or
- e. The Applicant has paid for utilities in the Home for at least 12 months.

The Applicant will agree to all of the conditions in a development agreement and pay \$1,000 to the DLBA for the home and make a monthly payment of at least \$100 into a savings account for future taxes, for a minimum of twelve months or until the next tax payment is due, if that date is longer than 12 months after the closing. The occupant is required to maintain the exterior of the property, keep their water bill current and participate in quarterly "home preservation" workshops. The deed will be held in escrow until that period and will be conveyed to the occupant afterward. As of October 1, 2016, we have 90 occupants that have completed the closings and are entered into the pilot program.

Auction Discounts

Employee Discount:

Since launching in March 2015, the employee discount program has provided an opportunity for employees, retirees and their families to purchase homes and invest in the City. Qualified individuals receive a 50% discount on any regular DLBA auction property. Currently 11% of auctions (143 properties) are won by City of Detroit Employees, Retirees and their family members. Approximately 1205 employees have applied for the program, 655 which are employees and retirees and 608 are eligible family members.

Homebuyer Counseling Discount: If an interested buyer successfully completes homebuyer counseling through a certified homebuyer counseling agency they will now be eligible for a 20% discount through the Auction program. The goal of the homebuyer counseling discount is to provide homebuyer education via in-person workshops or on-line curricula to prepare potential borrowers for homeownership and home repair and rehabilitation. The education includes content that meets or exceeds the benchmarks of the National Industry Standards for Homebuyer Education and Counseling such as financial coaching, one-on-one homeownership advising, and information specifically tailored to DLBA's disposition programs.

Rehab Financing

The DLBA has partnered with a number of financial institutions to provide potential auction winners the opportunity to invest in the auction and utilize loans or grants to rehab the auction properties (<http://auctions.buildingdetroit.org/Financing>). In several of the auction neighborhoods, land bank sales are the first financed sales in several years.

Liberty Bank

The Liberty Bank Home Restoration and Acquisition Program (HRAP), supported by JPMorgan Chase is offering special rehab financing for homes purchased in Boston Edison, MorningSide, East English Village, Cornerstone, Southwest Detroit, Jefferson Chalmers, UDM, Marygrove, Bagley, Grandmont Rosedale, and the Northend.

Through the Home and Acquisition Restoration Program, Liberty Bank is offering a new, non-traditional mortgage loan that will allow a homebuyer to finance necessary home repairs and, upon their completion, transition to a permanent mortgage. The loan loss reserve funds will allow Liberty Bank to offer flexible underwriting standards that can accommodate the unique needs of Detroit residents and neighborhoods.

To qualify, borrowers must:

- Down payment assistance of up to \$15,000

- Loan to value up to 110%
- Detroit Public School employees may qualify for up to \$20,000
- Have the income necessary to repay the loan.
- Successfully complete a housing counseling program.
- Occupy the home as primary residence.
- Comply with all auction rules.

First Merit Bank

First Merit Bank offers a special program in qualifying Wayne County neighborhoods. For qualifying buyers First Merit will provide:

- Down payment, closing cost, or renovation assistance up to \$30,000 (owner occupied homes only)
- Interest rate discount for new home purchase or refinancing of current home
- Home improvement loan with low market interest rates and no processing fees
- Homes located in qualifying neighborhoods are identified in the property description on this auction website.
- All loans subject to credit approval. Offer is limited to the extent the funds are available. Member FDIC

Talmer Bank and Trust is now Chemical Bank

Talmer Bank and Trust provides opportunities to auction buyers with various lending options. This is a great opportunity for homeownership and rebuilding the community.

First Lien Mortgages:

- Financing up to 96.5%
- Up to \$271,050 loan amount for 1-unit

Up to \$347,000 loan amounts for 2 units

Second Lien Mortgages:

1-2 Unit loans up to \$75,000

Citizens Bank

Citizens Bank offers Community focused home improvement loans is designed especially for low-to-moderate income homeowners. This program offers homeowners with the following:

- Access to renovation financing up to \$20,000 at low fixed interest rates without an appraisal
- No fees or closing costs
- Flexible requirements based on income or census tract location
- A 90-day payment deferral option

Flagstar Bank

Flagstar Bank's New Mortgage Program will make loans - including renovation funds - available to City Employees who purchase a home in Detroit through the Detroit Land Bank Auction. Flagstar Bank will offer city workers mortgages of up to 300% the value of the house to fund renovations.

- Detroit City Employees will be eligible for 15-year, fixed-rate mortgages that can be written for up to 300% of the homes Loan to Value ratio (LTV).
- Loans Will Be Written For Up To 300% of a home's loan-to-value ratio
- Renovation Funding Included In Mortgage
- 15-year Fixed-Rate Mortgage
- Maximum loans of \$417,000

Detroit Home Mortgage (DHM)

Detroit Home Mortgage is a new program launched in February 2016 and is a first of its kind collaboration of local banks, foundation, MSHDA, and non profits seeking to address Detroit's appraisal gap and ultimately rebuild Detroit's neighborhoods. DHM is the only mortgage that lends the amount needed to buy and fix up a home that needs renovation or to buy an already renovated home.

- Offer up to additional \$75,000 second mortgage to cover renovation costs
- Acquisition and Renovation funding included in mortgage
- 20-Year Fixed-Rate Mortgage
- Minimum FICO credit score of 640 (600 in some cases)
- Have adequate income and down payment required
- Home can be anywhere in the city of Detroit
- Must be the borrower's primary residence
- Participating banks Talmer Bank, Huntington Bank, Liberty Bank, Flagstar Bank, First Merit Bank

Compliance

The DLBA's Compliance Team enforces agreements signed by property owners who have either purchased a property from the DLBA ("Disposition Compliance"), or whose property was the subject of a nuisance abatement action ("NAP Compliance"). For both Disposition and NAP Compliance, property owners agree to rehabilitate the property within six (6) months and to provide regular updates to the Compliance Team documenting and verifying that progress. If a property owner is not able to achieve compliance within the initial timeframe, but has shown acceptable "proof of progress," the Compliance Team provides 90-day extensions. Also, if the property is located within a local historic district, or the property was purchased during the winter months, an automatic 90-day extension is provided.

For Disposition Compliance, the compliance reporting period begins on the date of closing, when the property owner takes title to the property and obtains possession. At that same time, the property owner simultaneously executes a Reconveyance Deed that the DLBA can record in the event that the property owner fails to rehabilitate the property and meet the obligations outlined in the purchase agreement. Disposition compliance is achieved by obtaining the appropriate certificates from the City of Detroit's Building Safety Engineering Environmental Department. Once Disposition Compliance is achieved, the DLBA releases its interest and destroys the Reconveyance Deed.

For NAP Compliance, the property had been identified as vacant, blighted, and a nuisance. In order to avoid or stop litigation, a property owner signs an agreement which outlines their responsibilities for rehabilitating or demolishing the property, or selling to someone who will. If the property owner fails to provide "proof of progress" on the subject property, the Compliance Team transfers the matter to attorneys for court action. NAP Compliance is achieved by showing that the property is no longer a nuisance to the residents and the neighborhood. Once NAP Compliance is achieved, the DLBA releases its lis pendens and dismisses the lawsuit.

As of September 30, 2016 Program-to-Date	Disposition (Sales)		NAP
	Auction / Own It Now	Community Partners	
Currently being monitored under compliance	837	63	365
Compliance Achieved	286	8	762
Failed to meet compliance requirements, resulting in enforcement	71	19	242*

* Does not include properties sold by the DLBA after Default Judgement or Donation

On the following pages are a series of before and after photos showing the success of DLBA's compliance efforts at putting properties back into productive use, and thereby achieving its mission of improving the occupancy, vibrancy, property values, and quality of life in Detroit's neighborhoods.

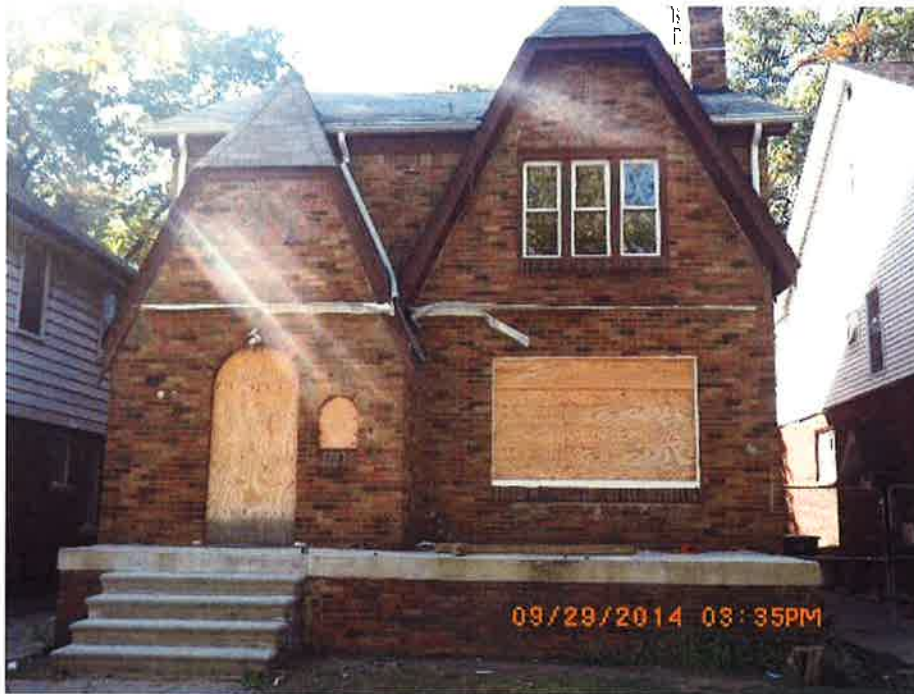
4891 Bishop (NAP) - Before



4891 Bishop (NAP) – Compliance Achieved



16161 Roselawn (Auction) – Before



16161 Roselawn (Auction) – Compliance Achieved



The home below is located in Marygrove, the first neighborhood the Land Bank attempted its coordinated strategy of demolishing dangerous structures, suing owners of abandoned homes, and selling properties in auction. When the work began, houses in this neighborhood were selling for around \$10,000. A rehabbed home would sell for around \$35,000. In just one day, the renovated home below sold for \$100,000.

16252 Ohio (Auction) - Before



16252 Ohio (Auction) – Compliance Achieved



Community Partnership Program

The Community Partnership Program. The program guides nonprofits, faith based organizations and community development organizations through the process of acquiring property from the DLBA. The program is project based, meaning the organizations present projects through their development plans. The plans assist the Community Partnership Team in identifying properties and areas that will assist the organization in its goal.

To be eligible for the program an organization must meet the following criteria.

1. Headquartered in the City of Detroit;
2. Have a federal 501(c)(3) tax exempt status;
3. Be current on its property taxes;
4. Not have any material blight violations or fines;
5. Have a letter of acknowledgment from the District Manager or City Councilperson where the organization is headquartered or its catchment area
6. Work in a defined geographic target area as agreed on by the Community Partner and the DLBA, in no case, will the project area exceed 5 square miles.

Currently there are 285 active Community Partners. As of September 1, 2016, the Community Partner Program has sold 614 parcels since November 2014.

Rehabbed & Ready

Rehabbed & Ready is a philanthropic initiative aimed to improve residential market values in the City of Detroit. Through collaboration with Quicken Loans and The Home Depot, dilapidated DLBA inventory are undergoing full rehabilitation, bringing houses to at- or above-market conditions. As a neighborhood-based initiative, there are parallel efforts in place to reduce blight via the DLBA's existing demolition and nuisance abatement programs in the Rehabbed & Ready areas. Below, find a summary of Rehabbed & Ready's progress during the 3rd quarter of 2016:

- **Pilot reaches 20th closing by end of selling season.** The R&R team closed on five houses during Q3. Hitting the 20th closing is a huge milestone for the program and we hope to see more before the end of the year!
- **Open Houses remain a staple in R&R program.** To ensure prospective home owners have adequate opportunities to view our new homes, Rehabbed & Ready open houses occur Tuesdays, Thursdays and Sundays for each house up for sale. These are held weekly until the house goes under contract.
 - *Neighborhood Engagement:* In Q3, we held 175 open houses and grossed nearly 800 visitors between all four of our R&R neighborhoods, Bagley, College Park, Crary/St. Mary's and Evergreen/Outer Drive.

- *New Marketing Efforts:* R&R's first Realtor Open House was hosted in Q3, further diversifying the marketing efforts and focusing on engaging with Detroit's realtor community. The R&R team continues to work with local partners to engage in events that will showcase the R&R brand and assist in getting the word out.
- **What's next?**
 - *Expanding Neighborhoods:* As of 9/30, 10 homes were in various phases of construction, including the first additional neighborhood of East English Village. This marks the beginning of the R&R brand on the east side of the City and the team is excited to see a new set of neighborhoods engage with the pilot program.
 - *Closings on Deck:* At the end of Q3, three homes were under contract.
 - *Preparing for slowing selling season:* As the selling season comes to a close, the R&R team is looking strengthen and further refine internal processes in preparation for the next busy season. Specific focuses are on inventory vetting and security protocol.

By focusing efforts in select neighborhoods and spacing out sales of turn-key ready homes, the DLBA hopes to raise market comparables ("comps"). If the initiative is successful, higher comps will result in greater access to mortgages throughout the City.

Side Lot Sales Program

The side lot sales program successfully launched on July 7, 2014. Side lot properties are vacant lots offered for sale at \$100 to the owner-occupants on either side, or in front of property. In order to purchase these lots the potential purchaser must be current on their property taxes. The program is very simply and efficient. Residents may submit an online application along with their credit card information and receive a deed to their adjacent vacant lot in the mail. Once a neighbor submits an online application to purchase a side lot, there is a three day waiting period for application processing, which also provides the other neighbor an opportunity to submit an application to purchase. If both neighbors submit an application at the same time, whoever has been maintaining the lot will receive precedence to purchase.

While the online portion of the program has been a great success, the DLBA wanted to bring this program to residents in the neighborhood via Side Lot Fairs. The first side lot fair was held on December 6th, 2014, bringing the program to neighborhoods in District 6 & District 7, providing direct customer service, and reducing a process down to one hour that historically could take up to a year(www.buildingdetroit.org/our-programs/side-lot-sales/). Our last round of side lot fairs took place during February and March 2016.

Total Amount of Side Lots Sold by District as of October 1, 2016							
District 1	District 2	District 3	District 4	District 5	District 6	District 7	Total
520	460	682	814	1004	1206	601	5287

Attachments:

- **Page: Community Partner Projects Pipeline as of September 30, 2016**
- **Page: Closed Auction Properties from February 1, 2016 to September 30, 2016**

District	Community Partner Name	Lots Sold	Structures Sold	Total Sold
1	Detroit Impact	0	2	2
1	Greater Grace	1	0	1
1	W.A.D.E	5	0	5
1	Northwest Brightmoor Renaissance	8	0	8
1	Citadel of Praise	9	0	9
1	Cross Pollination Corridor	9	0	9
1	Family Assistance for Renaissance Men	5	1	6
1	Greater New Light MBC	2	0	2
1	Foundation Khadimu Rassul	2	0	2
1	Neighbors Building Brightmoor	0	1	1
1	New Destiny Community Outreach	4	0	4
2	Up From the World Ministries	7	0	7
2	Demographic Inspirations	7	0	7
2	Liberty Temple Baptist Church	9	0	9
2	St. Matthews MBC	3	0	3
2	Living Waters CDC	7	0	7
2	Imagine U	0	1	1
2	Neighborhood BUG	6	0	6
2	New Bright Star MBC	2	0	2
2	Church of God and Saints of Christ	2	0	2
2	The Center for Urban Youth & Family	0	1	1
2	Word Restoration	3	0	3
2	CLEAN in Detroit	0	1	1
2	Lakeridge Village	0	2	2
2	Greater Mitchell COGIC	4	0	4
2	Safe Place Tranisition Center	0	8	8
2	Jordan's Place	0	1	1
3	Powerhouse Productions	2	0	2
3	Deliverance of Praise Tabernacle	0	1	1
3	Redeemed MBC	1	0	1
3	Zion Hope MBC	5	2	7
3	Life Builders	5	1	6
3	Islamic Center of North Detroit	6	0	6
3	Hope Center	8	0	8
3	Davison Holistic Incorporated	9	0	9
3	Pingree Farms Foundation	6	0	6
3	Georgia Street Community Collective	3	0	3

3	Habitat for Humanity	4	0	4
3	Survival Community and Housing Development Corporation	5	0	5
3	Carrie Morris Arts Production	5	0	5
3	Durga Temple	2	0	2
4	Victory Fellowship	0	2	2
4	Abundant Life Cathedral	2	0	2
4	New Mt. Zion MBC	1	0	1
4	Amil Youth Group	0	1	1
4	Yorkshire Woods	5	0	5
4	Together We Are detroit (TWD)	9	0	9
4	MACC Development	6	0	6
4	Mack Alive	6	1	7
4	Wolverine Human Services	9	0	9
4	Jefferson East Inc.	3	0	3
4	Refuge Temple	3	0	3
4	Michigan Historic Preservation Network	0	1	1
4	Mt. Calvary Evangelical Lutheran	6	0	6
4	Community Covenant	5	0	5
4	Eden Gardens	6	0	6
4	Friends of the Alger	9	0	9
4	Fosters Solutions	0	6	6
4	Canfield Consortium	5	0	5
4	Love N Kindness	0	3	3
4	Jefferson Chalmers CFS	9	0	9
4	Creekside Community Development Corporation	2	0	2
4	Total Life Christian Ministries	5	0	5
4	Redeem Detroit	8	0	8
4	Abundant Faith Cathedral	1	0	1
5	The Blackbottom Group	4	0	4
5	Young Leaders	2	0	2
5	Northend Neighborhood Patrol	1	0	1
5	Waldorf Schools Association	5	0	5
5	Joy Jem CDC	0	1	1
5	The House of God	3	0	3
5	St. Augustine & St. Monica Catholic Church	9	0	9
5	Detroit Rescue Mission Ministries	0	4	4
5	Peoples MBC	9	0	9
5	Franklin Wright Settlement	8	0	8

5	Boggs Educational Center	7	0	7
5	Team Cares	0	5	5
5	Cornerstone Schools Association	3	0	3
5	Grace Episcopal	5	0	5
5	Northend Christian CDC	18	0	18
5	Little Rock Baptist Church Tree of Life	0	1	1
5	Central Detroit Christian	10	4	14
5	Peace Tree Parks	2	0	2
5	Write A House	2	2	4
5	Cass Community Social Services	8	0	8
5	Mt. Zion Baptist Church	3	0	3
6	Building Detroit Futures	0	9	9
6	El Buen Pastor United Methodist Church	1	0	1
6	COTS	1	0	1
6	Southwest Solutions	74	4	78
6	Rosa Parks Foundation	0	1	1
6	Bridging Communities	0	1	1
6	Iglesia del Dios Vivo	1	4	5
6	Heritage Works	4	0	4
6	Motor City Baptist Church	7	0	7
6	Greater Dequindre Church Ministries	3	0	3
6	Young Nation	4	2	6
6	Bagley Housing Association	0	3	3
6	S.A.Y. Detroit	3	10	13
6	Black Caucus Foundation	0	4	4
6	CRITERION	9	0	9
6	The Word of Truth Baptist Church	8	0	8
6	Meditation MBC	7	0	7
6	Zion Chapel	6	0	6
6	Matrix Human Services	4	0	4
6	African Caribbean Chamber Services	0	1	1
6	Second Chance Christian Ministries	5	0	5
6	Word of Truth Baptist Church	5	0	5
7	Temple of Faith	1	0	1
7	Sanctuary Fellowship	1	0	1
7	Motivational Family and Friends Circle	1	0	1
7	Life Church COGIC	4	0	4
7	Russell Woods Association	1	0	1
7	New Westside Baptist Church	2	0	2

7	Christian Community Baptist Church	3	0	3
7	Grace Temple COGIC	1	0	1
7	Holy Temple Church of the Living God in Jesus	3	0	3
7	Body of Christ Community Center	0	1	1
7	Great Faith Ministries	0	4	4
7	Kendall CDC	0	2	2
	Total Parcels Sold	514	99	613

Auction Closings from 02/01/2016 to 09/30/2016			
Neighborhood	Property	Actual Closing Date	Final Sale Amount
Historic Atkinson	1508 Atkinson	2/4/2016	\$ 6,500.00
Warrendale	7307 Fielding	2/9/2016	\$ 1,000.00
Barton-McFarland	8060 Cloverlawn	2/9/2016	\$ 1,100.00
East English Village	3530 Kensington	2/9/2016	\$ 38,450.00
Moross-Morang	11342 Balfour	2/10/2016	\$ 1,000.00
Martin Park	16211 Princeton	2/16/2016	\$ 2,000.00
Regent Park	16425 Collingham	2/17/2016	\$ 2,500.00
Russell Woods	4870 Sturtevant	2/19/2016	\$ 2,200.00
Springwells	7789 Whittaker	2/23/2016	\$ 1,100.00
Warrendale	6224 Artesian	2/24/2016	\$ 1,000.00
Morningside	5900 Courville	2/26/2016	\$ 13,900.00
Boston Edison	1940 Chicago	2/29/2016	\$ 28,880.00
Fitzgerald/Marygrove	16224 Roselawn	8/21/2014	\$ 1,000.00
Regent Park	16600 Edmore Dr	3/3/2016	\$ 17,900.00
Central Southwest	5650 Amherst	3/3/2016	\$ 13,400.00
Regent Park	16516 Fairmount Dr	3/3/2016	\$ 2,800.00
Buffalo Charles	4590 Charles	3/4/2016	\$ 11,100.00
Warren Ave Community	7450 Woodmont	3/7/2016	\$ 8,200.00
Evergreen-Outer Drive	18911 Curtis	3/7/2016	\$ 4,950.00
Warrendale	6244 Warwick	3/14/2016	\$ 3,800.00
Hubbard Farms	329 W Grand Blvd	3/21/2016	\$ 1,000.00
Warren Ave Community	6523 Archdale	3/21/2016	\$ 12,500.00
Farwell	19954 Binder	3/22/2016	\$ 1,800.00
Nortown	8364 Suzanne	3/22/2016	\$ 2,100.00
Riverdale	16166 Westbrook	3/23/2016	\$ 3,550.00
Barton-McFarland	8585 Kentucky	3/23/2016	\$ 3,200.00
Cornerstone Village	5501 Oldtown	3/23/2016	\$ 4,100.00
Martin Park	16524 Lawton	3/24/2016	\$ 3,200.00
West Village	1433 Van Dyke	3/28/2016	\$ 21,100.00
North End	607 E Euclid	3/29/2016	\$ 1,300.00
Warrendale	6776 Evergreen	3/30/2016	\$ 2,650.00
Pem 8/San Bernardo	19736 Coyle	3/30/2016	\$ 1,000.00
Springwells	2397 Lawndale	3/31/2016	\$ 1,000.00
Warrendale	7401 Vaughan	3/31/2016	\$ 4,600.00
Mount Olivet	11196 E Seven Mile	3/31/2016	\$ 2,100.00
Warren Ave Community	6300 Montrose	4/1/2016	\$ 14,100.00
Evergreen-Outer Drive	17183 Edinborough	4/1/2016	\$ 5,550.00
Moross-Morang	10577 Marne	4/1/2016	\$ 5,300.00

Cornerstone Village	5503 Radnor	4/4/2016	\$ 4,800.00
Evergreen-Outer Drive	17195 Glastonbury	4/5/2016	\$ 9,600.00
Riverdale	16734 Greydale	4/5/2016	\$ 800.00
Moross-Morang	11216 Balfour	4/6/2016	\$ 1,000.00
Oak Grove	17346 Cooley	4/8/2016	\$ 2,500.00
Evergreen-Outer Drive	18921 Rosemont	4/13/2016	\$ 5,600.00
Crary/St Marys	16539 Mansfield	4/13/2016	\$ 1,000.00
Crary/St Marys	16745 Ferguson	4/13/2016	\$ 4,300.00
Warren Ave Community	7353 Mettetal	4/14/2016	\$ 850.00
College Park	17125 Murray Hill	4/14/2016	\$ 3,500.00
Crary/St Marys	16734 Gilchrist	4/15/2016	\$ 2,800.00
Warren Ave Community	7266 Mettetal	4/20/2016	\$ 1,800.00
Crary/St Marys	15337 Rutherford	4/21/2016	\$ 1,000.00
Warren Ave Community	7425 Rutherford	4/25/2016	\$ 1,000.00
Russell Woods	4031 Leslie	4/26/2016	\$ 12,800.00
Bagley	6494 London	4/29/2016	\$ 7,400.00
Fitzgerald/Marygrove	16210 Cherrylawn	5/2/2016	\$ 14,500.00
Gateway Community	728 Lawrence	5/3/2016	\$ 1,800.00
Cornerstone Village	17801 Chester	5/3/2016	\$ 1,000.00
Fiskhorn	8505 Prest	5/3/2016	\$ 8,500.00
Farwell	20261 Dean	5/3/2016	\$ 3,400.00
College Park	18025 Fenmore	5/5/2016	\$ 6,800.00
Morningside	4196 Balfour	5/5/2016	\$ 1,500.00
Jefferson Chalmers	808 Marlborough	5/9/2016	\$ 3,400.00
Crary/St Marys	15883 Rutherford	5/12/2016	\$ 2,100.00
Barton-McFarland	9256 Mendota	5/13/2016	\$ 1,000.00
Nortown	8160 Bliss	5/16/2016	\$ 1,000.00
North End	599 Alger	5/16/2016	\$ 1,000.00
Grandmont	14636 Archdale	5/17/2016	\$ 17,100.00
Russell Woods	4055 Fullerton	5/17/2016	\$ 13,550.00
Cornerstone Village	6177 Radnor	5/17/2016	\$ 3,500.00
Mohican Regent	14459 Edmore Dr	5/18/2016	\$ 17,500.00
Evergreen-Outer Drive	18675 Shaftsbury	5/19/2016	\$ 1,000.00
Mexicantown	1256 24th St	5/19/2016	\$ 7,300.00
Melvern Hill	18262 Redfern	5/20/2016	\$ 2,500.00
Crary/St Marys	15319 Ferguson	5/20/2016	\$ 1,000.00
Cornerstone Village	6346 Neff	5/20/2016	\$ 3,500.00
North Corktown	3420 Harrison	5/23/2016	\$ 1,300.00
Crary/St Marys	16889 Biltmore	5/24/2016	\$ 3,100.00
Cornerstone Village	5961 Bluehill	5/24/2016	\$ 9,000.00

Schaefer 7/8 Lodge	20101 Schaefer	5/24/2016	\$ 2,400.00
Warren Ave Community	6330 Abington Ave	5/25/2016	\$ 9,100.00
College Park	18255 Gilchrist	5/25/2016	\$ 1,800.00
Warrendale	6359 Evergreen	5/27/2016	\$ 13,900.00
Nortown	8111 House	5/27/2016	\$ 1,000.00
Morningside	4159 Courville	5/27/2016	\$ 1,600.00
Morningside	4207 Devonshire	5/31/2016	\$ 3,100.00
Cornerstone Village	5556 Oldtown	6/1/2016	\$ 1,300.00
Morningside	5074 Berkshire	6/1/2016	\$ 1,000.00
Historic Atkinson	1426 Atkinson	6/1/2016	\$ 1,000.00
Morningside	3921 Courville	6/1/2016	\$ 1,800.00
North End	415 Mt Vernon	6/2/2016	\$ 3,200.00
Winship	18226 Stansbury	6/2/2016	\$ 1,100.00
Herman Kiefer	1545 W Philadelphia	6/3/2016	\$ 1,000.00
North End	284 Melbourne	6/3/2016	\$ 2,400.00
Miller Grove	16753 Patton	6/6/2016	\$ 8,600.00
Morningside	4426 Courville	6/6/2016	\$ 1,000.00
Morningside	5211 Courville	6/6/2016	\$ 1,300.00
Central Southwest	1473 Ferdinand	6/9/2016	\$ 1,000.00
Yorkshire Woods	9264 Harvard Rd	6/9/2016	\$ 1,000.00
Morningside	4860 Devonshire	6/9/2016	\$ 2,900.00
Yorkshire Woods	10944 Roxbury	6/10/2016	\$ 3,200.00
Old Redford	18247 Lahser	6/13/2016	\$ 1,000.00
Fitzgerald/Marygrove	8911 Marygrove	6/13/2016	\$ 18,700.00
Campau/Banglatown	12428 Klinger	6/14/2016	\$ 4,100.00
Springwells	2543 Sharon	6/14/2016	\$ 1,300.00
Mexicantown	1221 25th St	6/14/2016	\$ 1,000.00
Warrendale	7716 Artesian	6/14/2016	\$ 1,100.00
Michigan-Martin	4021 Clippert	6/15/2016	\$ 2,600.00
Schulze	17365 Meyers	6/15/2016	\$ 3,200.00
Yorkshire Woods	10527 Mckinney	6/15/2016	\$ 3,000.00
Morningside	4319 Courville	6/15/2016	\$ 1,000.00
Jefferson Chalmers	855 Manistique	6/16/2016	\$ 1,100.00
Barton-McFarland	8251 Cloverlawn	6/16/2016	\$ 1,200.00
Warrendale	6389 Faust	6/17/2016	\$ 3,500.00
Nortown	19316 Stotter	6/17/2016	\$ 3,500.00
Crary/St Marys	16766 Archdale	6/17/2016	\$ 10,100.00
Crary/St Marys	16766 Rutherford	6/17/2016	\$ 2,100.00
Mohican Regent	14690 Bringard Dr	6/20/2016	\$ 8,700.00
O'Hair Park	20293 Glastonbury	6/21/2016	\$ 30,200.00

Morningside	5557 Three Mile Dr	6/21/2016	\$ 1,000.00
Fitzgerald/Marygrove	16595 Birwood	6/22/2016	\$ 1,000.00
Evergreen-Outer Drive	17336 Edinborough	6/22/2016	\$ 1,100.00
Palmer Park	17481 Alwyne	6/22/2016	\$ 8,250.00
Palmer Park	17487 Alwyne	6/22/2016	\$ 8,250.00
Warrendale	6135 Faust	6/23/2016	\$ 3,500.00
Farwell	19217 Sunset	6/23/2016	\$ 1,200.00
Cornerstone Village	3541 Guilford	6/23/2016	\$ 1,100.00
Morningside	3943 Courville	6/23/2016	\$ 2,900.00
Cornerstone Village	5252 University Pl	6/23/2016	\$ 1,700.00
Winship	18410 Ardmore	6/23/2016	\$ 9,600.00
North Rosedale Park	16706 Stahelin	6/24/2016	\$ 1,100.00
Farwell	20181 Norwood	6/24/2016	\$ 1,300.00
Warrendale	7325 Faust	6/24/2016	\$ 1,000.00
Cornerstone Village	6314 Lodewyck	6/24/2016	\$ 4,100.00
Morningside	5239 Three Mile Dr	6/24/2016	\$ 4,100.00
Nortown	19414 Spencer	6/24/2016	\$ 1,000.00
Denby	11941 Laing	6/24/2016	\$ 1,100.00
Warrendale	6839 Minock	6/27/2016	\$ 1,000.00
Grandmont	14935 Longacre	6/27/2016	\$ 27,200.00
Mohican Regent	13626 Carlisle	6/27/2016	\$ 1,000.00
Boston Edison	880 Longfellow	6/28/2016	\$ 55,300.00
Greenfield-Grand River	13975 Rutherford	6/28/2016	\$ 4,600.00
Warrendale	6169 Brace	6/29/2016	\$ 8,300.00
Warrendale	6212 Auburn	6/29/2016	\$ 1,000.00
Moross-Morang	12100 Lansdowne	6/29/2016	\$ 5,100.00
Warren Ave Community	6902 Winthrop	6/30/2016	\$ 17,300.00
Warren Ave Community	6464 Mettetal	6/30/2016	\$ 1,100.00
Warren Ave Community	6503 Winthrop	6/30/2016	\$ 7,100.00
Minock Park	15728 Evergreen	6/30/2016	\$ 1,000.00
Moross-Morang	12345 Duchess	6/30/2016	\$ 4,700.00
East English Village	5307 Grayton	6/30/2016	\$ 30,300.00
Russell Woods	3741 Tyler	2/26/2015	\$ 1,200.00
Pilgrim Village	15863 Fairfield	4/1/2015	\$ 2,500.00
Warrendale	6222 Greenview	7/1/2016	\$ 4,900.00
Fiskhorn	8275 Prest	7/1/2016	\$ 8,700.00
Morningside	4690 Three Mile Dr	7/1/2016	\$ 1,500.00
Warrendale	7773 Fielding	7/1/2016	\$ 4,200.00
Crary/St Marys	15464 Asbury Park	7/1/2016	\$ 3,900.00
Warrendale	6388 Auburn	7/5/2016	\$ 1,400.00

Warren Ave Community	6909 Rutherford	7/5/2016	\$ 14,600.00
Moross-Morang	10774 Worden	7/5/2016	\$ 12,100.00
Warren Ave Community	6496 St Marys	7/6/2016	\$ 4,400.00
Morningside	4643 Balfour	7/6/2016	\$ 6,100.00
Mount Olivet	18500 Beland	7/6/2016	\$ 1,000.00
Warrendale	6514 Minock	7/7/2016	\$ 1,000.00
Warren Ave Community	6828 Rutherford	7/7/2016	\$ 6,000.00
Warrendale	6058 Auburn	7/7/2016	\$ 1,000.00
Warrendale	6224 Minock	7/8/2016	\$ 1,000.00
Islandview	2903 Helen	7/8/2016	\$ 7,600.00
North End	319 Mt Vernon	7/8/2016	\$ 1,000.00
Moross-Morang	12210 Lansdowne	7/11/2016	\$ 4,400.00
Warrendale	6041 Stahelin	7/11/2016	\$ 13,600.00
Pembroke	19970 Northlawn	7/14/2016	\$ 1,600.00
Campau/Banglatown	2945 Dearing	7/14/2016	\$ 2,600.00
Warrendale	6150 Stahelin	7/15/2016	\$ 4,800.00
Cornerstone Village	5525 University Pl	7/15/2016	\$ 3,100.00
Warren Ave Community	6914 Rutland	7/18/2016	\$ 1,000.00
Denby	11829 Laing	7/18/2016	\$ 4,100.00
Moross-Morang	10436 Duprey	7/18/2016	\$ 5,200.00
Warrendale	6219 Minock	7/20/2016	\$ 3,707.75
Evergreen Lahser 7/8	20120 Braile	7/22/2016	\$ 13,700.00
Morningside	5581 Three Mile Dr	7/22/2016	\$ 1,295.00
Morningside	3444 Three Mile Dr	7/25/2016	\$ 1,000.00
Mack Avenue	2922 Cadillac	7/26/2016	\$ 1,000.00
Morningside	5050 Somerset	7/26/2016	\$ 5,600.00
Piety Hill	100 Blaine	7/27/2016	\$ 6,200.00
Claytown	4759 Cecil	7/27/2016	\$ 1,000.00
Jefferson Chalmers	725 Lakewood	7/28/2016	\$ 1,000.00
Springwells	7815 Senator	7/28/2016	\$ 1,000.00
Pembroke	19801 Prairie	7/29/2016	\$ 5,500.00
Springwells	7305 Senator	8/1/2016	\$ 4,700.00
Warrendale	6437 Grandville	8/2/2016	\$ 1,000.00
Regent Park	16227 Carlisle	8/3/2016	\$ 14,200.00
Moross-Morang	12671 Duchess	8/3/2016	\$ 1,000.00
Riverdale	16574 Blackstone	8/3/2016	\$ 1,092.00
Bagley	18200 San Juan	8/4/2016	\$ 4,260.00
Outer Drive-Hayes	10238 Beaconsfield	8/4/2016	\$ 7,200.00
Outer Drive-Hayes	9500 Wayburn	8/5/2016	\$ 1,295.00
Yorkshire Woods	10830 Balfour	8/5/2016	\$ 1,000.00

Mohican Regent	14475 Bringard Dr	8/5/2016	\$ 7,050.00
Yorkshire Woods	10859 Balfour	8/8/2016	\$ 4,895.00
Jefferson Chalmers	651 Manistique	8/8/2016	\$ 2,092.00
O'Hair Park	20534 Ashton	8/10/2016	\$ 17,900.00
Boston Edison	2255 Edison	8/11/2016	\$ 58,395.00
Fitzgerald/Marygrove	16816 Monte Vista	8/11/2016	\$ 14,795.00
North End	253 Marston	8/11/2016	\$ 13,500.00
Morningside	5026 Devonshire	8/12/2016	\$ 1,000.00
Morningside	5090 Three Mile Dr	8/12/2016	\$ 1,300.00
O'Hair Park	20250 Glastonbury	8/12/2016	\$ 1,000.00
Outer Drive-Hayes	10775 Wayburn	8/15/2016	\$ 1,000.00
Schoolcraft Southfield	12933 Asbury Park	8/15/2016	\$ 20,200.00
Warren Ave Community	6765 Mettetal	8/15/2016	\$ 1,000.00
Riverdale	16616 Trinity	8/15/2016	\$ 1,000.00
Warren Ave Community	6850 Archdale	8/16/2016	\$ 1,000.00
Warren Ave Community	6780 Memorial	8/16/2016	\$ 1,000.00
Schoolcraft Southfield	13559 St Marys	8/16/2016	\$ 1,500.00
Outer Drive-Hayes	10420 Lakepointe	8/16/2016	\$ 1,000.00
Warrendale	7758 Stout	8/16/2016	\$ 1,000.00
Warrendale	6778 Brace	8/17/2016	\$ 1,000.00
Warrendale	7226 Heyden	8/17/2016	\$ 7,700.00
Warrendale	7667 Fielding	8/17/2016	\$ 3,500.00
Franklin Park	9357 Rosemont	8/17/2016	\$ 8,000.00
Outer Drive-Hayes	10725 Wayburn	8/19/2016	\$ 1,400.00
Morningside	5250 Berkshire	8/22/2016	\$ 11,600.00
Gateway Community	72 Calvert	8/22/2016	\$ 22,600.00
Claytown	4222 Central	8/23/2016	\$ 1,000.00
Schoolcraft Southfield	13575 St Marys	8/23/2016	\$ 1,000.00
Warrendale	6899 Vaughan	8/24/2016	\$ 1,000.00
Warrendale	6430 Heyden	8/24/2016	\$ 1,000.00
Warrendale	7675 Fielding	8/24/2016	\$ 1,900.00
Warren Ave Community	7498 Rutland	8/25/2016	\$ 1,000.00
Joseph Berry Sub	325 Fiske	8/25/2016	\$ 45,600.00
Warrendale	6783 Penrod	8/25/2016	\$ 1,295.00
Greenfield-Grand River	14177 St Marys	8/25/2016	\$ 1,000.00
Grand River-St Marys	14741 Mettetal	8/26/2016	\$ 7,295.00
Outer Drive-Hayes	10420 Bonita	8/26/2016	\$ 1,000.00
Central Southwest	3310 23rd St	8/29/2016	\$ 18,600.00
Mount Olivet	18113 Gruebner	8/29/2016	\$ 1,030.00
Yorkshire Woods	11324 Lakepointe	8/30/2016	\$ 2,083.00

Winship	17382 Greenfield	8/31/2016	\$ 1,825.00
Denby	11925 Laing	8/31/2016	\$ 1,000.00
North LaSalle	2284 W Philadelphia	2/11/2015	\$ 1,000.00
Central Southwest	1082 Lansing	3/31/2015	\$ 1,000.00
Boston Edison	1936 W Boston Blvd	5/29/2015	\$ 4,100.00
Martin Park	16595 Inverness	9/2/2016	\$ 1,000.00
Moross-Morang	11425 Balfour	9/2/2016	\$ 4,600.00
Outer Drive-Hayes	10764 Wayburn	9/6/2016	\$ 1,000.00
Outer Drive-Hayes	10259 Berkshire	9/6/2016	\$ 8,100.00
Warrendale	7307 Stout	9/6/2016	\$ 1,000.00
Morningside	5114 Three Mile Dr	9/7/2016	\$ 1,000.00
Warrendale	6476 Ashton	9/7/2016	\$ 2,500.00
Warrendale	7668 Stout	9/7/2016	\$ 1,000.00
Warrendale	7247 Auburn	9/8/2016	\$ 3,400.00
Greenfield-Grand River	13966 Mansfield	9/8/2016	\$ 4,100.00
Crary/St Marys	16111 Biltmore	9/9/2016	\$ 1,000.00
Belmont	15505 Coyle	9/9/2016	\$ 6,500.00
Jefferson Chalmers	656 Philip	9/9/2016	\$ 1,000.00
Piety Hill	746 Clairmount	9/12/2016	\$ 1,000.00
Warrendale	6500 Penrod	9/12/2016	\$ 10,600.00
Crary/St Marys	16825 St Marys	9/14/2016	\$ 1,900.00
Cornerstone Village	6127 Marseilles	9/15/2016	\$ 1,000.00
Campau/Banglatown	2942 Grant	9/15/2016	\$ 1,100.00
Martin Park	16127 La Salle Blvd	9/19/2016	\$ 2,495.00
Central Southwest	3322 24th St	9/21/2016	\$ 7,355.00
Mexicantown	436 W Grand Blvd	9/22/2016	\$ 23,395.00
Schoolcraft Southfield	13591 Archdale	9/22/2016	\$ 6,900.00
O'Hair Park	20527 Ashton	9/22/2016	\$ 6,895.00
Cornerstone Village	5570 Marseilles	9/27/2016	\$ 4,295.00
Yorkshire Woods	10551 Beaconsfield	9/28/2016	\$ 1,000.00
LaSalle Gardens	7411 Hanover	9/28/2016	\$ 1,000.00
Boston Edison	1919 W Boston Blvd	9/30/2016	\$ 8,710.00
Morningside	3666 Three Mile Dr	9/30/2016	\$ 11,200.00



Building Detroit

Legal Department

The Detroit Land Bank Authority (DLBA) Legal Department provides legal counsel and assistance to the Board of Directors, the Executive Director, and to the organization's staff for all programs (e.g. disposition, acquisition, and demolition). Additionally, the Legal Department runs various DLBA programs, including Quiet Title, Compliance, the Nuisance Abatement Program and the Drug House Unit.

Nuisance/Abandoned Properties

The Nuisance Abatement Program (NAP) within the Detroit Land Bank Authority (DLBA) was established in February 2014. The Detroit City Council delegated non-exclusive authority to commence Nuisance Abatement litigation on February 18, 2014 (Council Action Number 23).

Properties that meet the criteria are: boarded, open to trespass, clearly abandoned or neglected, and all must be unoccupied. The property addresses are initially identified through governmental data, and then verified by investigators, community groups, or neighbors, in targeted geographic areas. The NAP Target Areas were defined by the City of Detroit Department of Neighborhoods with input from members of the community. Specific boundaries were determined with the use of data sources to specify areas where NAP actions would be most effective.

As of September 30, 2016, the Legal Department had identified and placed notices ("posters") in the last quarter on over **199** properties in **thirty** different neighborhoods throughout the City, (program-to-date, **5,227** properties have been posterred in one hundred thirty-two different neighborhoods). In the last quarter, lawsuits were filed on **87** properties (program-to-date, **3,636** lawsuits have been filed). In the last quarter, there were over **130** agreements with property owners to rehabilitate their properties (program-to-date, there have been **1,467** agreements). In the last quarter, the Wayne County Circuit Court granted over **36** default judgments, which gave title to those properties to the DLBA (program-to-date, there have been **1,582** default judgments in favor of the DLBA). Program-to-date, there have been **226** donations to the DLBA.

A detailed breakdown by area is **attached**.

Agreements

Notices are placed on targeted properties with instructions that owners/interested parties are to call the NAP hotline (313-502-5280) within 72 hours. Owners of these properties that call are advised of their options:

- Enter into an agreement to rehabilitate the property;
- Enter into an agreement to demolish the property (if needed);
- Enter into an agreement to donate the property; or

- A complaint will be filed by NAP with the Court.

As of September 30, 2016, there were **1,467** agreements reached with property owners to rehab their properties to make them fit for occupancy over the course of the program. This last quarter, there were **140** agreements.

A detailed breakdown by area is **attached**.

Civil Litigation/Defaults

Service of Process is made on all parties of interest. A search of tax and title records is conducted for each property, to determine all interest holders of record; including owners, mortgage companies, and any other liens. All interest holders of record are named in the civil lawsuit, which requests that the 'nuisance' created by the condition be abated.

Owners or interest holders in property who fail to respond to the lawsuit may lose their ownership rights to the property at a hearing for default judgment.

As of September 30, 2016, the NAP program has received **1,582** default judgments program-to-date. This last quarter, there were **29** default judgments and an additional **2** donations.

A detailed breakdown by address is **attached**.

Quiet Title

The Legal Department also began instituting expedited Quiet Title Actions pursuant to authority under Section 9 of the Land Bank Fast Track Act, MCL 124.759. On September 2, 2014 the Chief Judge of the Wayne County Circuit Court issued a docket directive which created a special docket allowing the Detroit Land Bank Authority to file these actions in an efficient manner. Quiet title actions are filed on properties that have been acquired by the DLBA and which will enable the DLBA to dispose of those properties with a clear title. As of September 30, 2016, the Legal Department has received quiet title judgments on **1376** properties. This last quarter, there were **144** quiet title judgments granted.

Drug Houses

On July 1, 2014, the NAP program expanded to include properties that are a nuisance due to illegal drug activity. When a search warrant is executed and drugs are found in the premises that information is forwarded to the NAP program. A warning letter is sent to the owner of the property after the first search warrant (to negate the 'innocent owner' defense); if a second warrant finds drugs, a case is filed using the same procedures as used for abandoned properties. As of September 30,

2016, **1,623** search warrants have been executed. This last quarter, there were **143** search warrants executed. Warning letters have been sent to owners of properties where drugs were found. Postcards were sent to neighbors of those properties notifying them that the owner has been warned and asking them to call 313-224-DOPE if suspected drug activity is observed. One hundred and two (**104**) lawsuits have been filed against those property owners where drugs were found on the property on a second search warrant.

Attached:

- **Nuisance Abatement Target Areas Status**

DIST	Lead	DLBA NAP Project Areas	Poster Date	Units Posterd	Units Postered_Q3_16	Cases Filed	Cases Filed_Q3_16	Total Agrmts	Total Agrmts_Q3_16	Donations	Donations_Q3_16	Judgment	Judgment_Q3_16
1	Brooke Jordan	Cervený North	5/25/2015	107	0	86	0	34	2	1	0	28	1
	(P65031)	Cervený South	7/6/2015	69	0	50	0	14	3	0	0	3	2
	Nicole Calhoun-Huddleston	DMS Gateway	12/8/2014	77	0	49	0	14	0	23	0	29	2
	(P 79308)	Grandmont	2/23/2015	133	33	71	0	26	4	5	0	41	1
		Grandmont Rosedale 1	9/3/2014	28	3	20	0	11	2	1	0	4	0
		Grandmont Rosedale 2	8/4/2014	61	7	40	0	15	0	4	0	18	4
		Non NAP	5/12/2014	126	1	90	0	16	0	10	0	46	1
		North Rosedale	9/3/2014	115	1	45	0	33	4	3	1	15	0
		Old Redford	5/12/2014	68	0	57	0	24	4	1	0	46	21
		Rosedale Park	8/4/2014	106	1	84	0	19	4	1	0	35	1
2	Kerlyne Alexis-Pinkins	Bagley	7/28/2014	115	1	102	0	39	3	1	0	33	3
	(P76302)	Marygrove	4/8/2014	136	1	104	0	63	2	6	0	73	36
	Candace Griffey	Non NAP	1/30/2015	80	4	61	0	20	0	1	0	16	0
		NW Activities Extend	7/14/2014	73	0	54	0	25	2	1	0	11	0

3		NW Activity Center Area	8/31/2015	75	0	59	0	26	1	2	0	27	7
		Palmer Park	9/3/2014	111	6	62	0	21	1	2	0	23	0
		Pembroke East	3/9/2015	109	0	89	0	27	1	3	0	24	0
		Pembroke West	3/9/2015	42	0	28	0	9	0	1	0	0	0
		University District/Bagley	5/27/2014	205	25	117	0	78	6	0	0	43	6
	Giuseppe Palazzolo	Campau 1	0811/2014	54	2	32	0	16	1	1	0	16	4
	(P79176)	Campau 2	1/5/2015	17	0	11	0	7	2	0	0	5	0
	Candace Griffey	Conant Gardens	10/13/2014	30	0	21	0	8	1	0	0	7	0
		Conant Gardens 2	1/5/2015	58	0	40	0	14	2	2	0	20	1
		I-94	4/16/2015	3	0	3	0	0	0	0	0	1	0
		Mohican Regent	6/16/2014	90	0	60	0	32	5	1	0	22	7
		Non NAP	8/11/2014	67	1	46	0	5	0	9	0	33	5
		North Burbank (East)	9/3/2014	85	0	62	0	16	2	2	0	34	5
		North Burbank (West)	11/24/2014	108	33	58	0	10	0	3	0	36	2

4	Wayne Garris	Cornerstone	9/3/2014	25	5	18	0	8	0	0	0	6	1
	(P79806)	East English Village	5/5/2014	262	9	187	0	114	2	5	1	53	14
	Myesha Morrison	I-94	4/16/2015	10	0	8	0	1	0	1	0	4	0
		Jefferson Chalmers	8/18/2014	48	0	29	0	18	0	6	0	18	8
		Non NAP	9/3/2014	91	1	60	0	23	0	8	0	39	11
		Yorkshire Woods East	9/3/2014	73	2	60	0	11	2	4	0	26	0
		Yorkshire Woods West	9/3/2014	145	0	125	0	19	3	6	0	60	2
5	Tere McKinney	Boston Edison	6/2/2014	133	1	106	0	64	2	1	0	39	11
	(P71567)	Boston Edison/Arden Park	6/2/2014	52	0	30	0	22	2	3	0	10	2
	Crystal Miller	Brush Park / Milwaukee Junction	9/3/2014	24	0	24	0	17	2	2	0	4	0
		I-94	4/16/2015	2	0	2	0	2	0	1	0	2	0
		Islandview	2/23/2015	37	1	30	0	7	0	0	0	9	1
		New Center/ Virginia Park		141	11	117	0	33	0	2	0	84	35
		Non NAP	9/3/2014	74	9	53	0	17	0	11	0	3	0

		North Boston/Arden	5/20/2015	83	0	56	0	36	24	6	0	24	21
		North End	2/23/2015	82	0	58	0	41	8	5	0	28	1
		North End West	2/9/2015	112	1	90	0	21	0	3	0	8	-19
		West Village	10/6/2014	99	2	50	0	26	6	5	0	15	8
6	Jaime Gabriel Guerrero	Aviation (East)	6/1/2015	17	0	12	0	8	0	0	0	7	1
	(P72691)	Hubbard Farms	7/21/2014	68	0	35	0	32	2	1	0	16	4
	Brandy Doña	I-94	4/16/2015	6	0	6	0	1	0	0	0	4	0
		Non NAP	9/3/2014	58	0	37	0	15	1	6	0	17	1
		Springwells	6/23/2014	100	1	55	0	21	0	2	0	32	11
		Super Southwest (N)	9/3/2014	106	1	75	0	28	3	3	0	24	0
		Super Southwest (SE)	12/15/2014	100	0	73	0	25	0	4	0	39	10
		Super Southwest (SW)	1/26/2015	65	1	52	0	20	2	1	0	18	1
		Woodbridge/ North Corktown	9/3/2014	63	8	32	0	28	1	2	0	6	0

7	Brooke Jordan	Aviation (East)	4/13/2015	103	0	72	0	22	3	7	0	38	2
	(P65031)	Aviation Sub	8/25/2014	45	0	35	0	11	0	1	0	21	5
	Jeffery Perlman	DMS South	1/12/2015	77	0	49	0	12	1	10	0	24	0
	(P 80517)	Non NAP	5/27/2014	83	1	57	0	21	4	10	0	21	3
		Russell Woods	9/3/2014	83	2	60	0	33	4	4	0	46	17
		Warren Avenue Community	7/7/2014	120	0	76	0	23	3	4	0	44	15
		Warrendale	6/30/2014	77	1	68	0	32	5	3	0	31	11
		Warrendale North (Central)	8/10/2015	31	0	17	0	4	1	1	0	13	1
		Warrendale North (East)	5/4/2015	94	23	47	0	18	4	5	0	20	0
		Warrendale North (West)	3/2/2015	90	0	74	0	11	3	9	0	40	2
				5227	199	3636	0	1467	140	226	2	1582	289



Building Detroit

Public Affairs Department

The mission of the Department of Public Affairs is to educate citizens about the Detroit Land Bank Authority and its programs. The department is responsible for marketing, which includes advertising, market research, media planning and strategy. The Department of Public Affairs also is responsible for media relations, public relations, and customer service. Public Affairs also plans and executes community outreach and engagement activities, including public meetings, open houses, off-site sales events, and social media communications.

MEDIA / ADVERTISING

The DLBA continues to receive consistent media attention for its efforts to combat blight in Detroit. Over the past few months, several DLBA programs have received media attention. Highlights include coverage of the 10,000th demolition to take place since 2014, the ongoing work in the Occupied Buy Back Program, and several creative programs with Community Partners to reuse and repurpose vacant land and homes. Coverage also continued on [audits and investigations regarding](#) Federal HHF funding. Publications from across the country, and as far away as Russia carried stories about Detroit and the DLBA.

ADVERTISING CAMPAIGN

The DLBA Public Affairs team is currently planning the next phase of its marketing campaign. Based on data and available metrics, we have found that the digital campaign has been successful in reaching potential buyers. Therefore, more resources will be put into digital media, while still maintaining a presence in traditional media like radio, television, and print. Spots continue to focus on our open house/auction, “own it now”, and the “Rehabbed and Ready” programs. The theme of the ads continues to be on the affordability of DLBA homes at a time when property values are starting to rise. We are also closely coordinating our efforts with the Detroit Home Mortgage program, which gives financing options to those seeking to buy and live in homes in the City. New outlets this time around include paid Google searches, which will place [BuildingDetroit.org](#) at the top of the results when one searches Google for Detroit real estate. We also are looking to expand our geo-fencing campaign, which allows us to target digital ads directly to our target audience in specific locations.

WEBSITE / SOCIAL MEDIA

The DLBA website, www.buildingdetroit.org, continues to attract visitors, and registered bidders. Over 1400 new bidders were added in the quarter, and as of September 30th, 2016, a total of 16,100 people have registered to bid on properties on the site. New features are added to the website on a regular basis, allowing visitors the opportunity to learn more about the DLBA, its programs, and its strategies for rebuilding Detroit

neighborhoods. As Council requested, the DLBA continues to update vital information on the website. The goal of the website is to not only inform residents and prospective buyers of the various properties available to purchase, but to also provide unprecedented levels of transparency about the DLBA's activities. Information available includes all data on all property transactions that have been completed, including side lots, auctions, and direct sales; all contractual relationships between vendors and the DLBA; minutes from board meetings; quarterly reports sent to City Council; plus, a robust and lengthy list of frequently asked questions about the DLBA and its activities, including auctions, direct sales, and demolition. In addition, all demolition data is uploaded in real time at the city of Detroit's data portal. Click on www.detroitmi.gov/demolition to see the levels of information available to the public. For prospective and current residents, the new site also includes information on upcoming open houses, upcoming community meetings the DLBA will take part in, promotional videos, and of course, information about side lot sales and auction properties.

Our DLBA Facebook page and twitter feed continue to grow. We now have nearly 6923 followers on Facebook, and 1339 followers on our Twitter account. These accounts allow us to reach out to citizens on various DLBA programs, but also to help spread the word about other city initiatives outside of the DLBA, such as Angel's Night, foreclosure prevention efforts, community meetings, and interesting events in the city. We are continuously looking for ways to expand our reach into the community with emerging technologies.

COMMUNITY ENGAGEMENT ACTIVITIES

New, Bi-monthly meetings between the DLBA and representatives from Detroit City Council offices are now taking place, creating an opportunity for dialogue and cooperative problem solving. Liaisons from each Council Member's office have direct access to the DLBA team to help with constituent concerns. In addition, the liaisons are learning about DLBA programs and operations. The DLBA continues to meet regularly with residents, clergy, business and community leaders across the entire city. An aggressive new plan to expand our engagement with the community has been created, with the goal of better alerting citizens to DLBA presence in the neighborhoods, especially around open houses and expanded demolitions. One of the key components in the DLBA's community engagement strategy is regular participation in meetings hosted by the Mayor, City Council members, and community organizations. Here is a breakdown of those meetings for the current quarter.

Date	Subject	Location	Full Comments
7/23/2016	5k Family Run	Rouge Park	40-50 People in attendance set-up DLBA tent and distributed information about the open house going on nearby. Offered a list of amenities that the neighborhood had available.
8/2/2016	Police night out	12th precinct and NW Precinct	We attended these two events to inform officers about their eligibility for the 50% discount and begin building a relationship for a forum on housing. 100 - 200 people attended.
8/4/2016	Springdale Community Association	9215 W Fort Street	Block Club Meeting, keynote speaker to discuss programs and increase site traffic. 15-20 people attended.
8/6/2016	NACA	HFHS Auditorium	We were given the opportunity to tell the crowd about all of our sales programs and drive people to the website. 100-150 people in attendance.
8/6/2016	15th Street Block Club		Attended block club meeting to discuss DLBA properties in the area and field concerns. 10-15 people attended.
8/8/2016	Cherrylawn Block Club	Hubbard branch library	Keynote presenter for the block club. 10-15 members attended.
8/9/2016	Pre-closing event	NW Activity Center	We distributed information about our programs to all of the attendees and informed them about available discounts and the importance of safe rehab. 30-40 people attended.
8/9/2016	ECN Blight Taskforce	ECN Headquarters	Small community organization meeting. Dealt with specific concerns regarding Land Bank Properties and policies. 7-10 people attended.

8/11/2016	DHM Breakfast	NW Activity Center	We were able to tell about Rehabbed and Ready as well as build relationships with realtors to have them steer additional traffic to the website. 60-70 people attended.
8/17/2016	CDAD of Uof M	3663 Woodward	We were in attendance to inform about the programs the land bank has to offer and to encourage them to steer traffic to the website. 15-20 people attended.
8/20/2016	Fenmore Block Club	Fenmore @ Clarita	Giveaway event, we attended this event to distribute information about our programs and steer traffic to the website. 20-30 people attended.
8/20/2016	NACA	Denby High School	This was an opportunity to give information on our programs and distribute open house flyers to steer traffic to the website. 60-70 people attended.
8/22/2016	Campus Martius Lunchtime Outreach	Campus Martius	40-50 people approached us Set-up the DLBA tent, spoke with individuals passing by on lunch. We shared upcoming open houses and general DLBA information.
8/24/2016	Campus Martius Lunchtime Outreach	Campus Martius	Set up DLBA tent and distributed materials. Approached 40-50 people.
8/25/2016	Happy Homes Block Club	13155 Compass	This meeting was requested by Councilman Leland's office, we attended and did a presentation of our programs and how they can participate through the website. 10-15 people attended.
8/27/2016	MSHDA Housing Fair	801 W Big Beaver, Troy MI 48084	MSHDA asked us to be in attendance and distribute information about our programs. 40-50 people attended.

8/27/2016	Healthy Living Family Fun Day	Warren @ Alter	Large back to school event, informed parents how they could purchase through our website and how to address any concerns with properties owned by the land bank 500+ people in attendance.
9/1/2016	Southfield - Plymouth Community Association	6th Police precinct	7-10 People attended the meeting. Gave a presentation on DLBA programs and took questions.
9/6/2016	Warrendale Community Meeting	7685 Grandville	Block club meeting to discuss our programs and how they can participate. 15-20 people attended.
9/7/2016	Mayor House Meeting	7605 W Seven Mile	This event was attended to field concerns of residents regarding the DLBA. Did on-site research for the mayor to find the current status. 20-30 people attended.
9/9/2016	Flagstar & Jenkins Construction	E Jefferson	Met with representatives to give more information about rehabbed and ready. 5 attendees
9/10/2016	NACA	Detroit Main Library	150-200 people in attendance. Gave a presentation of DLBA Programs and also answered questions.
9/10/2016	Northend Community Association	234 Custer	7-10 people attended. Gave presentation of DLBA programs and answered questions.
9/10/2016	Dally In The Alley	Wayne State University	Walked around in DLBA shirt and left open house flyers with passing individuals, as well as, vendors with booths setup. 300-500 people in attendance.
9/10/2016	District 3 Town Hall Meeting	Greater St. Paul, 15325 Gratiot	50-60 people in attendance. Spoke briefly about our programs and remained to answer questions.
9/10/2016	Pingree Park Community Association	4151 Seminole	15-20 people in attendance Gave presentation of our

			programs and answered questions.
9/14/2016	Community Engagement Board Meeting	500 Griswold	Open Board meeting to discuss the community engagement strategy.
9/15/2016	Landlord Tenant Prep Meeting	CAYMC	Meeting to discuss the goals of the Landlord summit.
9/16/2016	Foreclosure Prevention Meeting	CAYMC	Meeting with various city departments to discuss how foreclosure issues are being handled.
9/17/2016	Cornerstone Village Association	21230 Moross	20-30 people in attendance Gave a presentation of Detroit Land Bank Authority programs, distributed materials, and answered questions.
9/17/2016	Osborn Neighborhood Alliance	UofM- Woodward	10-15 people in attendance. Gave presentation on DLBA programs, distributed materials, and answered questions.
9/17/2016	NACA	Henry Ford High School	100-150 people attended. Gave presentation, left materials, and answered questions.
9/18/2016	Birwood Block Club	Church on Birwood	10-15 people attended. Gave presentation of DLBA programs, distributed materials, and took questions.
9/22/2016	Landlord Tenant Prep Meeting	CAYMC	Met with various city departments to finalize the strategy for the event.
9/22/2016	Councilwoman Mary Sheffield's Foreclosure Community Meeting	2760 E Grand Blvd	50-60 people in attendance. Answered questions directed to the Detroit Land Bank regarding foreclosure.
9/23/2016	Coffee hour W/ Councilman Leland	8505 Joy	175-200 people in attendance. Gave presentation of DLBA programs, distributed materials, and answered questions.

9/26/2016	Landlord Tenant Prep Meeting	CAYMC	Landlord Tenant prep meeting to finalize all details with other members of city departments.
9/26/2016	Piedmont Block Club	7685 Grandville	10-15 people in attendance. Gave presentation of DLBA programs, distributed materials, and answered questions.
9/29/2016	Landlord Tenant Event	Patton Rec Center	40-50 people in attendance. Gave presentation of DLBA programs, distributed materials, and answered questions.
10/4/2016	Russell Woods Neighborhood Association	Broadstreet Missionary Baptist Church	60-70 people in attendance. Gave a presentation of DLBA programs, distributed materials, and answered questions.
10/8/2016	Councilwoman Casteneda-Lopez information Fair	2626 Bagley	10-20 people attended. Set-up a table to distribute information and answer questions about DLBA programs.
10/10/2016	W Outer Drive Civic Association	23632 Plymouth Rd	5-10 people in attendance. Gave a presentation of DLBA programs and answered questions.

3rd QUARTER REPORT 2016

DLBA OPEN HOUSE ATTENDANCE

The DLBA held open houses in multiple neighborhoods. The DLBA continues to work on ways to make open house attendance more robust and make the event informative for those interested in buying property in the city. The DLBA is working closely with neighborhood groups and block clubs to both spread the word and improve the marketing of the city's neighborhoods. Here is a list of location and attendance figures.

JULY 2016

Date	Districts	# of Homes	Attendees
7/9/2016	1,2,5	13	158
7/10/2016	3,4	18	34
7/23/2016	7	21	113
7/24/2016	1,2,5,6	13	64
SUB-TOTAL ATTENDEES:		65	369

AUGUST 2016

Date	Districts	# of Homes	Attendees
8/6/2016	1,2,4	21	83
8/7/2016	3,5,6,7	13	67
8/21/2016	1,3	10	39
8/27/2016	4,5	19	64
8/28/2016	7	14	74
SUB-TOTAL ATTENDEES:		77	327

SEPTEMBER 2016

Date	Districts	# of Homes	Attendees
9/10/2016	1,2,3,4,5,6	18	95
9/11/2016	7	17	38
9/24/2016	1,2,6,7	23	101
9/25/2016	3,4,5	15	59
SUB-TOTAL ATTENDEES:		73	293

TOTAL 3rd QTR):	215	989
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CLIENT SERVICES

As we continue to improve the quality of our customers' experiences with the Detroit Land Bank Authority, our Public Affairs/Clients Services team has been taking great strides to reduce the wait time for customers contacting us via phone and the office. Our most recent change comes from the installation of new data infrastructure, with greatly improved speed and reliability. Given the internet-intensive nature of our information services, dependable and speedy access is a must. The new infrastructure allows us to look up information much more quickly, which in turn leads to shorter call times, and more importantly shorter wait times. We expect to be able to show improvements by the time of the next quarterly report. In addition, the implementation of the Five9 Virtual Contact Center continues to give us important insight into our customer volume, and concerns. With this new installment, the calls, walk-ins, and Client Service Representatives activities are monitored for quality assurance. In addition, we can now see when the call volume is high, and assign additional personnel to the system, cutting down on hold times during our busiest periods. By making these improvements, we are able to continue serving customers in house, which leads to better information and faster answers for our clients.

With the improvements and the monitoring capabilities, we have seen an average of 280 calls per day over the past quarter. Faster call answering and better training for client services staff is leading to fewer repeat calls from clients, which reduces the volume, and shortens wait times. Lastly, we have hired two more client services employees (one fluent in Spanish), that focus solely on customer questions. Currently, seven full time staff are devoted to customer service. However, the entire Public Affairs team, including the Director, work with clients every day in an effort to reach our goal of providing the highest quality, most efficient, and friendliest customer service in the city of Detroit.



Building Detroit

Finance Department

Overview

The Finance Department continues with the transformation process in aligning itself to fully support the DLBA's dynamic and ever evolving operational day-to-day functions. The summary below will discuss (1) Unaudited YTD June 30, 2016 Budget to Actuals, (2) August FY 2017 Forecast to Budget; and (3) Risks and Opportunities.

Unaudited YTD June 30, 2016 Budget to Actuals

Note – First Quarter close for FY17 is in process; and the finalization of the FY 2016 Audit is in its final stages.

Profit and Losses

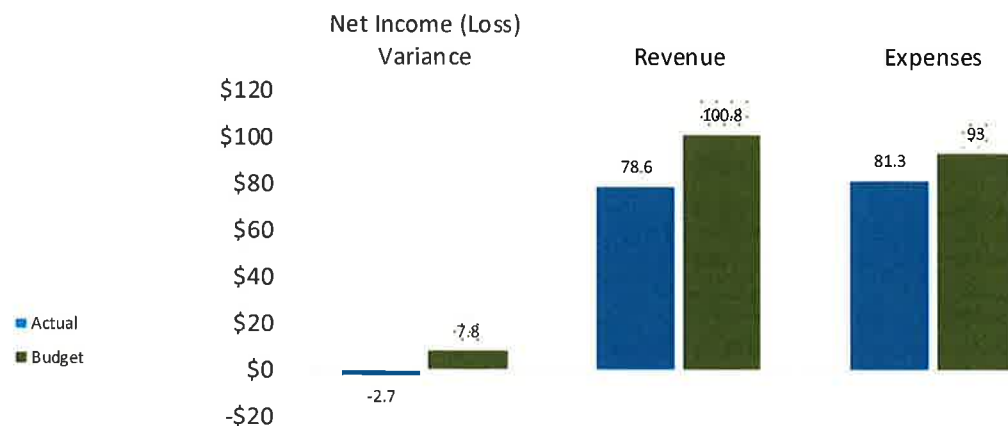
🎯 The DLBA ended the FY 2016 with a \$22.2M unfavorable variance from budget to actuals for revenue and \$11.7 favorable variance in total expenses. The main driver was the timing recognition of revenue and expenses based upon demolitions completed under the Hardest Hit Fund Program (HHF) – Rounds 1 and 2. During the year, 3,462 residential properties were demolished representing 100% completion of Round 1 and 95% for Round 2. FY 2016 Budget assumption included demolitions for Round 3 of \$21M.

🏠 Sales of DLBA lots and structures totaled \$5.1M in revenue representing 3,876 properties sold.

Detroit Land Bank Authority

Financial Overview -in Millions

For the Period of June 30, 2016



Note: Expenses and Revenue are recognized as incurred or earned (accrual basis)

Balance Sheet

- 📌 The balance sheet ended strong with a working capital ratio of 1.5 which indicated that the DLBA current assets exceeds current liabilities.
- 📌 Unrestricted cash of \$8.9M is expected to cover the \$7.7M accrued and outstanding invoices and \$3M anticipated invoices in July and August 2016.
- 📌 Inventory increased from 79,916 units (FY 2015) to 95,340 units at the end of FY 2015 and 2016, respectfully.
- 📌 Restricted cash balance of \$5.3 primarily consisted of maintenance fees for the 6,120 demolitions completed from the Hardest Hit Program's inception to date and private funding for programs like Rehabbed and Ready.

FY 2017 - August 2016 Forecast vs. Budget

FY 2017 budget showed revenues and expenses of \$146.9M. The main assumption to the budget was that 6,000 homes would be demolished within the fiscal year. Based upon actual data trending for demolitions (200-250 per month) and the MSHDA blight report for reimbursement, the August 2016 rolling¹ Forecast projected FY17 revenues and expenses of \$94M. The \$53M variance is deemed a timing difference for the HHF4 demolitions.

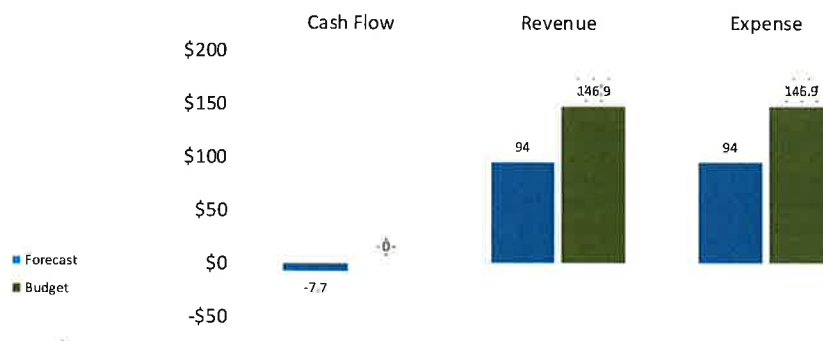
The table below shows the entire picture of the forecast versus budget and expected cash spend. Demolition contractor payments are projected to exceed the cash inflow of revenue by \$7.7M for the FY 2017. This is a consistent trend of payment of vendor invoices as they become due versus the lag in timing of the cash receipt payments received from MSHDA.

Detroit Land Bank Authority

Financial Overview -in Millions

Fiscal Year

2017



Note: Cash flow is cash spend (cash basis) versus expenses and income are recognized as incurred or earned (accrual basis); Source: August 2017 Cash Forecast

¹ Latest forecast was based upon July and August actuals with remainder of year projected.

Risks & Opportunities

- ✚ Private Grants are being explored to assist in general operation support. The general operation support would help further develop the Information and Technology Systems to effectively and efficiently track and process data accurately and timely. The DLBA is currently seeking \$1M unbudgeted grant revenue.
- ✚ Funding assumptions in budget does not appear to mirror actuals for FY 2017. Therefore \$10M in draws from the demolition advance fund is being requested during the current fiscal year. In July 2016, \$4M was drawn, with \$6M being requested in October. These funds will be used to pay for outstanding invoices that are 30 days or older related to HHF - Round 3 demolitions and to fund surveys and abatement work completed for HHF - Round 4. Note, as of June 30, 2016, the Demolition Advance Fund has carried a \$5M loan balance. To date, \$9M has been drawn. At the end of June 30, 2017, a balance of \$5M is projected to be owed.
- ✚ Standard best practices are currently being implemented that will result in a stronger internal control environment around our Financial Reporting. This will include a new Accounting Manual, financial policies and procedures (i.e., monthly account reconciliations, 5-day month-end close, monthly cost center P&L analysis, Program P&L analysis ...).

Appendix

1. Draft Audited June 30, 2016 P&L
2. Draft Audited June 30, 2016 Balance Sheet

DETROIT LAND BANK AUTHORITY

STATEMENT OF ACTIVITIES**For the Year Ended June 30, 2016**

DRAFT
FOR REVIEW AND DISCUSSION
SUBJECT TO CHANGE

	<u>Governmental Activities</u>
Expenses:	
Land bank program:	
Demolition expenses	\$ 64,537,078
Salaries and wages	4,714,770
Payroll taxes	418,008
Employee benefits	655,084
Acquisition and maintenance	5,102,674
Board-ups	3,160,078
Professional fees	774,485
Advertising	592,117
Occupancy	415,521
Office expenses	303,372
Insurance	46,243
Depreciation (Note C)	118,865
Other expenses	388,721
Total Program Expenses	<u>81,227,016</u>
Program Revenue:	
Land bank program:	
Hardest Hit Fund grant	53,965,665
Other grants and contracts	17,194,740
Donated properties	5,626,425
Structure sales	4,408,432
Side lot sales	657,748
Other program revenue	636,542
Gain (loss) on disposition of property held for resale	(3,864,638)
Total Program Revenue	<u>78,624,914</u>
Net Program Expense	<u>2,602,102</u>
General Revenue:	
Gain (loss) on disposition of capital assets	(32,544)
Net Increase (Decrease) in Net Position	<u>(2,634,646)</u>
Net Position, Beginning of Year (Note A)	17,275,929
Net Position, End of Year	<u><u>\$ 14,641,283</u></u>

See notes to financial statements.

DETROIT LAND BANK AUTHORITY

BALANCE SHEETS - GOVERNMENTAL FUNDS

June 30, 2016

DRAFT
FOR REVIEW AND DISCUSSION
SUBJECT TO CHANGE

	General Fund	Special Revenue Fund	Total All Funds
ASSETS			
Cash (Note B)	\$ 14,207,628	\$ 311,518	\$ 14,519,146
Accounts receivable (no allowance considered necessary)	7,456,273	1,100,000	8,556,273
Prepaid expenditures	169,972		169,972
Property held for resale (Note A)	22,790,279		22,790,279
Total Assets	\$ 44,624,152	\$ 1,411,518	\$ 46,035,670
LIABILITIES, DEFERRED INFLOWS OF RESOURCES, AND FUND BALANCES			
Liabilities:			
Accounts payable and accrued expenses	\$ 11,803,673	\$ -0-	\$ 11,803,673
Deferred revenue (Note D)	6,388,680		6,388,680
Advances from City of Detroit (Note E)	13,500,000		13,500,000
Deposits	61,501		61,501
Total Liabilities	31,753,854	-0-	31,753,854
Deferred Inflows of Resources:			
Unavailable revenue (Note D)	7,236,636		7,236,636
Total Liabilities and Deferred Inflows of Resources	38,990,490	-0-	38,990,490
Fund Balances:			
Nonspendable	22,960,251		22,960,251
Restricted		1,411,518	1,411,518
Unassigned	(17,326,589)		(17,326,589)
Total Fund Balances	5,633,662	1,411,518	7,045,180
Total Liabilities, Deferred Inflows, and Fund Balances	\$ 44,624,152	\$ 1,411,518	\$ 46,035,670

See notes to financial statements.