

# CITY COUNCIL QUARTERLY REPORT



## DETROIT LAND BANK AUTHORITY



A Continued Partnership Focused on Visibility & Accessibility to the Community





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## CITY COUNCIL QUARTERLY REPORT

### **Q3 FY2023**

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April 14th, 2023

The Honorable Mary Sheffield, President  
Detroit City Council  
Coleman A. Young Municipal Activity Center, 13th Floor  
Detroit, MI 48226

Subject: City Council Quarterly Report, 3rd Quarter FY 2023, Detroit Land Bank Authority

Dear Council President Sheffield:

I welcome this opportunity to submit the Detroit Land Bank Authority's (DLBA) latest quarterly report to this honorable body. Each quarter, this comprehensive report serves to highlight the DLBA's successes, challenges, and strategic planning as we continue to answer the call to eliminate residential blight in every neighborhood in the City. In the third quarter, the DLBA continued to make significant progress in our mutual blight remediation efforts, closing on the sale of 409 Auction and Own It Now structures and more than 660 vacant lots through our Land Reuse programs.

In March, the integrity of our highly successful Buy Back program was repeatedly called into question. I want to reiterate that our Buy Back and Occupied Property Disposition Programs are designed with a people-first approach that prioritizes vetting and qualifying as many occupants for Buy Back as possible. This quarter, our staff worked closely with the 136 occupants currently enrolled in Buy Back who are expected to graduate from the program this summer and earn the deeds to their homes. Once they complete the process in a few months, the DLBA will have successfully provided a pathway to homeownership to more than 1,100 occupants. This quarter, an additional 15 occupants joined the program and will work toward completion in summer 2024. We've also closed on the sale of 202 occupied houses through our Occupied Properties Disposition program. These sales require the buyer to renovate the property and work with the occupant on a to rent or purchase, or to provide relocation assistance. Based on our data analysis and field investigations, we believe there are currently 1,800 occupied DLBA owned houses. While we will continue our outreach efforts to qualify as many people as possible for Buy Back, more City support and wrap around services are needed to truly address the vulnerable, precariously housed individuals who have sought shelter in these extremely blighted houses that they do not legally own or rent. We remain open to working with City Council toward supportive, practical solutions to assist this population.

In the third quarter, our staff worked diligently to list an additional 4,900 vacant lots for sale through [buildingdetroit.org](http://buildingdetroit.org). We also listed an additional 387 structures for sale through Auction and Own It Now. Notably, our overhaul of our Customer Service department this fiscal year continues to succeed in making the DLBA more accessible to residents. I am proud to share that this quarter, while we received over 13,000 calls, our Customer Service representatives answered 93% of calls, and in March wait times dropped to just 2.7 minutes.

With more than 9,200 houses achieving Compliance and 22,126 Side Lots sold, it is clear that the DLBA's programs are making a significant impact on Detroit's neighborhoods and succeeding in its mission of returning blighted properties to productive use. We look forward to continued collaboration with City Council as we embark on our upcoming citywide blight survey and fine-tune our programs to best serve our community.

Sincerely,



Tammy Daniels

Chief Executive Officer, Detroit Land Bank Authority



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A Continued Partnership Focused on Visibility & Accessibility to the Community

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# DLBA

## FAST FACTS

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Q3 FY2023

### SALES & CLOSINGS Q3 FY23:

Structure Closings:

Auction: 108

Own It Now: 301

Community Partner Lots & Structures Sold: 30

Projects Lots & Structures Sold: 40

Side Lots Sold: 342

Neighborhood Lots Sold: 267

Rehabbed & Ready Sold: 96 (since inception)

### INVENTORY:

Total properties: 72,673

Vacant land: 63,097

Structures: 9,576

- Residential: 9,042
  - o Sales/Salvage – Sale Pending: 515
  - o Sales/Salvage – Unsold: 2,988
  - o Demolition: 3,757
  - o Occupied: 1,782
- Non-Residential: 43
- Accessory: 491

Side Lots for sale: 9,922

Neighborhood Lots for sale: 17,338

### COMMUNITY ENGAGEMENT:

Community Meetings Hosted and Attended: 59

Client Services Calls Answered: 13,053

Lobby Visitors Served: 881

### COMPLIANCE: (program to date):

All Programs (Auction, OIN, Community Partners & NAP)

- Currently monitored: 6,460
- Achieved compliance: 9,226

### KEY STATS:

Total Vacant Lots sold to date: 23,974

Total Auction & Own It Now Closings to date: 14,153

### CONTACT:

Main Office: 313-974-6869

Questions: [inquire@buildingdetroit.org](mailto:inquire@buildingdetroit.org)

Website: [buildingdetroit.org](http://buildingdetroit.org)

Facebook: [@BuildingDetroit](https://www.facebook.com/BuildingDetroit)

Instagram: [@BuildingDet](https://www.instagram.com/BuildingDet)



*Rehabbed & Ready to Renovate property in Jefferson Chalmers*



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## COVID DLBA IMPACT

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The Detroit Land Bank Authority (DLBA) complied with all aspects of local, state, and federal public health guidance and recommendations related to COVID-19 throughout the third quarter.

### ***Return to Office***

Hybrid operations ended in Q3, and employees returned to the office five days per week in February. Staff members continue to complete an online health screening questionnaire for contact tracing purposes. Masks and social distancing are no longer required for staff, but team members are encouraged to take proper precautions to prevent the spread of illnesses.

### ***Customer Service***

The DLBA's public lobby on the 12th floor of the Guardian Building remains open by appointment. All visitors must complete a self-administered temperature check, health screening questionnaire, and wear a mask. This quarter, Customer Service continued to improve call center operations, drastically reducing wait times, allowing more effective constituent assistance on the phone and in the lobby.

### ***Community Engagement***

The Communications & Engagement continues to host and attend a wide variety of meetings and events in person and virtually. The team's goal is to accommodate as many meeting and presentation requests as possible by coordinating colleagues across departments, creating new resource materials for distribution, and continuing to leverage technology where appropriate. All staff members representing the DLBA in-person will adhere to current COVID health recommendations and report their field activity to Human Resources for tracking.

### ***Public Meetings***

The Detroit Land Bank Authority's Board of Directors continued to host monthly public meetings in person and virtually using Zoom, giving community members ample opportunity to follow DLBA business operations and ask specific questions about properties in their neighborhoods. This hybrid format allows residents to participate in-person, via web browser, smartphone app, or telephone. Meetings are held at Detroit Public Safety Headquarters for improved security and public accessibility. Meeting notices, agendas, and minutes are posted on [buildingdetroit.org](http://buildingdetroit.org).



### Property Access

Auction and Rehabbed & Ready maintained robust Open House schedules in the third quarter. Open Houses are set up with appropriate safety measures, including masks, social distancing, and contact tracing. Interested buyers who cannot attend Open House events can still schedule private showings for Auction, Own It Now, and Rehabbed & Ready by visiting a property’s listing page on [buildingdetroit.org](http://buildingdetroit.org).

DETROIT LAND BANK AUTHORITY PRESENTS

# OPEN HOUSE PROPERTY VIEWING

THURSDAY, MARCH 30TH, 1 - 5 PM

The DLBA follows COVID-19 public health guidance. All Open House visitors must:

- provide information for contact tracing
- wear a mask on DLBA property
- practice social distancing (6ft)

To ensure proper social distancing, the DLBA will limit the number of visitors allowed inside a house at the same time. Hand sanitizer, masks, and gloves will be available on-site.

**Can't make it to the open house? You can still schedule a private showing! Here's how:**

To schedule a private viewing, click on the link left of the property images, entitled "Request Property Showing".

- Private showings are available Monday – Saturday, from 9am – 5pm
- Must be scheduled to occur 48 hours in advance of the property listing date.
- A \$35 fee is included for private property showings.

For questions, and inquiries please contact us at:  
[inquire@detroitlandbank.org](mailto:inquire@detroitlandbank.org).



**Auction**    \$1,000.00

5366 Maplewood  
Midwest, 48204, District 6

 Sale Date : 04/02/2023

Area: 1448 Sq ft     3     1

## FEATURED PROPERTIES

See Sales Listing Date below followed after property address.

5899 Colfax - 4/1/2023 (District 6)  
5366 Maplewood - 4/2/2023 (District 6)

Follow us:  
Facebook @buildingdetroit  
Instagram @buildingdet

BUILDINGDETROIT.ORG    (313)974-6869



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## CHIEF EXECUTIVE OFFICER PROPERTY REHABILITATION

TAMMY DANIELS

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In addition to leading the Detroit Land Bank Authority's (DLBA) core business functions and strategy, the CEO remains focused on identifying critical areas for organizational growth, promoting best practices, and expanding community outreach efforts.

The CEO also oversees the DLBA's Communications & Engagement team and its property rehabilitation divisions: Rehabbed & Ready and Compliance.

### PROPERTY REHABILITATION

#### ***Rehabbed & Ready***

Rehabbed & Ready (R&R) is a philanthropic initiative to improve residential market values and bolster home ownership in the City of Detroit. Through collaboration with Rocket Community Fund and construction contractors, as well as the City's Housing & Revitalization Department, Planning & Development Department, and Department of Neighborhoods, dilapidated DLBA structures undergo full rehabilitation to at-or-above-market conditions. As a neighborhood-based initiative, there are parallel efforts in place to reduce blight and encourage occupancy via the demolition of DLBA-owned structures, along with the DLBA's Nuisance Abatement and disposition programs in areas selected for Rehabbed & Ready projects.

- **Closings:** To date, R&R has successfully renovated and sold a total of 96 residential properties, with new homeowners moving into neighborhoods including Crary/St Marys, College Park, Evergreen-Outer Drive, Bagley, Schulze, East English Village, Martin Park, Greenfield-Grand River, Morningside, Island View Greater Villages, and Fitzgerald.
- **Tours:** Public Open Houses ensure prospective homeowners have adequate opportunities to view new R&R homes. The Detroit Land Bank Authority also offers private showings and Virtual Sales Events. Flexibility allows more opportunity to engage the public and move inventory efficiently during this selling season.
  - **Public Open Houses:** occur on Wednesdays and Sundays, for the entire time a home is listed for sale.
  - **Private Showings:** prospective buyers can schedule private tours of current listings through [buildingdetroit.org](http://buildingdetroit.org), Sunday through Friday.
- **Neighborhood Engagement:** The Property Rehab team releases email notifications to its subscribers including construction updates, listing notifications, contractor opportunities, etc. 1000+ realtors, 300+ interested contractors, and 700+ prospective buyers are on the current subscriber list.

**Rehabbed & Ready MSHDA MOD**

- The Property Rehabilitation Team was awarded \$200,000 through the MSHDA MOD Grant Program
- Project Description: Modular Development on DLBA vacant lots
- Project Location: 3572/3578 16th Street (white boxes in image below)

**6,404 sq/ft (0.15 Acres) - 60ft wide and 107ft deep**



- Updates: title clearance, parcel application, procurement, and unit ordering are all completed. Unit delivery is currently pending.

**Featured Property: 13925 Archdale, District 1, Sold in Q3**

*Before*



*After*



**COMPLIANCE**

The DLBA’s Compliance Team enforces agreements signed by property owners who have either purchased a property from the DLBA (“Sales Compliance”) or whose property was the subject of a Nuisance Abatement Program action (“NAP Compliance”). For both Sales and NAP Compliance, property owners agree to rehabilitate the property within six months and provide regular updates to the Compliance Team documenting and verifying progress. For DLBA Sales in Historic Districts, property owners agree to rehabilitate the property within nine months and provide regular updates to the Compliance Team documenting and verifying 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 will evaluate progress to determine if an extension is warranted.

**OWN-IT-NOW AND AUCTION PROPERTIES**

**ACHIEVING COMPLIANCE**

WHAT YOU NEED TO KNOW FOR THE DETROIT LAND BANK AUTHORITY TO RELEASE INTEREST ON YOUR DEED



**INTERIOR REQUIREMENTS**

- REQUIRED BSEED INSPECTION
- ACTIVE UTILITY USAGE (gas, electric, and water)
- FUNCTIONING BATHROOM (toilet and sink)
- FUNCTIONING KITCHEN (preparation space, cooking element, and sink)
- INSTALLED FURNACE
- INSTALLED WATER HEATER

**EXTERIOR REQUIREMENTS**

**UPLOAD PHOTOS OF ALL FOUR SIDES:**

- FRONT
- BACK
- SIDE #1
- SIDE #2

**PHOTOS MUST SHOW:**

- THE ENTIRE PROPERTY, YARD-TO-ROOF
- YARD MAINTAINED WITH NO DEBRIS
- NO BOARDS ON ANY OPENINGS

**Sales Compliance**

The Sales Compliance reporting period begins on the date of closing when the property owner takes title to the property and obtains possession. At closing, the property owner simultaneously executes a Reconveyance Deed the DLBA can record if the property owner fails to rehabilitate the property and meet the obligations outlined in the Purchase Agreement. Achieving Sales Compliance involves objective, three-part criteria including:

1. Obtaining the appropriate inspection from the City of Detroit’s Buildings, Safety, Engineering, and Environmental Department (BSEED)
2. Occupying the property
3. Exterior maintained – no boards, no blight

**Nuisance Abatement Program (NAP)**

The NAP Compliance program works with property owners who have entered into an agreement to avoid or stop litigation on properties identified as vacant, blighted, and a nuisance to neighbors. The agreement outlines their responsibilities for rehabilitating or demolishing the property or selling it to someone who will. If the property owner fails to provide “proof of progress” on the subject property, Compliance transfers the matter to DLBA attorneys for court action. To achieve NAP Compliance, property owners must demonstrate the property is no longer a nuisance to the neighborhood, evidenced by occupancy and exterior maintenance – no boards, no blight. After achieving NAP Compliance, the DLBA releases its lis pendens and dismisses the lawsuit.

	Auction/ Own It Now			Community Partners (Sales)			Nuisance Abatement			All Programs		
	Program-to-Date	FY2023	3rd Quarter FY23 (01/01 - 03/31)	Program-to-Date	FY2023	3rd Quarter FY23 (01/01 - 03/31)	Program-to-Date	FY2023	3rd Quarter FY23 (01/01 - 03/31)	Program-to-Date	FY2023	3rd Quarter FY23 (01/01 - 03/31)
<b>Currently Monitored</b>	6154	1289	399	146	50	21	160	125	55	6460	1464	475
<b>Compliance Achieved</b>	7201	1689	521	274	33	13	1751	81	28	9226	1803	562

Compliance Cases Failed**									
	2015-2018	2019	2020	2021	2022	2023	Total	All Time Compliance Fail Rate	2023 Compliance Fail Rate
Reconveyed	302	86	9	105	342	332	1176	8% of total Sales cases "All Time"	5% of total cases being Monitored

City Employee/Educator Discount Agreements <u>Being Monitored</u> Pipeline (Showing Age of Agreement and Age of Delinquency)												
	Auction/Own it Now (Program to Date)				Auction/Own it Now (Educator Discount)				Auction/Own it Now (Employee Discount)			
	6144				24				209			
Total Under Compliance	823	934	1612	2775	3	2	7	12	23	15	64	107
Total Across Age												
Age of Agreement	<6 Mo.	.5-1 yr	1-2 yrs	2 yrs+	<6 Mo.	.5-1 yr	1-2 yrs	2 yrs+	<6 Mo.	.5-1 yr	1-2 yrs	2 yrs+
Compliant	434	326	353	226	1	1	3	1	15	6	8	13
Delinquent (0-30 days)	166	136	209	174	0	0	0	0	3	3	14	3
Delinquent (31-90 days)	124	139	212	222	0	0	1	0	5	2	13	9
Delinquent (90+ days)	94	214	429	916	2	0	1	7	0	3	18	42
Potential Reconveyance (Sales Only)	5	119	409	1237	0	1	2	4	0	1	11	40

City Employee/Educator Discount Agreements That <u>Have Achieved</u> Compliance (Showing Age of Agreement)												
	Auction/Own it Now (Program to Date)				Auction/Own it Now (Educator Discount)				Auction/Own it Now (Employee Discount)			
<b>Total Achieved Compliance</b>	<b>6909</b>				<b>39</b>				<b>537</b>			
<b>Total Across Age</b>	<b>220</b>	<b>584</b>	<b>922</b>	<b>5183</b>	<b>0</b>	<b>0</b>	<b>4</b>	<b>35</b>	<b>21</b>	<b>61</b>	<b>82</b>	<b>373</b>
<b>Time to Achieving Compliance</b>	<b>&lt;6 Mo.</b>	<b>.5-1 yr</b>	<b>1-2 yrs</b>	<b>2 yrs+</b>	<b>&lt;6 Mo.</b>	<b>.5-1 yr</b>	<b>1-2 yrs</b>	<b>2 yrs+</b>	<b>&lt;6 Mo.</b>	<b>.5-1 yr</b>	<b>1-2 yrs</b>	<b>2 yrs+</b>
Escrow Expired	0	0	0	13	0	0	0	0	0	0	0	3
Occupied	186	526	865	4591	0	0	4	35	21	61	82	370
Listed for sale or Rent	26	47	51	546	0	0	0	0	0	0	0	0
Demolished	8	11	6	31	0	0	0	0	0	0	0	0
Other	0	0	0	2	0	0	0	0	0	0	0	0



*Before and After, Own It Now property on Rossini Dr, District 3*

*Before and After, Auction Property on E. Philadelphia (District 5)*



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## COMMUNICATIONS & ENGAGEMENT

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The Assistant Director of Public Relations and Strategic Initiatives leads the DLBA's Communications & Engagement team, focused on proactive media storytelling, organizational communication improvements, as well as community engagement strategy and social media management. The Assistant Director of Public Relations and Strategic Initiatives supervises the City Council and Government Liaison, Constituent Experience Liaison, Digital Content Specialist, and Community Initiatives Program Manager.

The Assistant Director builds the DLBA's brand through a multi-faceted communications approach serving three main goals:

1. Proactive, positive storytelling through traditional and social media and prevention or management of negative media coverage
2. Community engagement and growth in awareness of DLBA impact and opportunities
3. Internal process and client-facing communication improvements

### PUBLIC RELATIONS

#### *Media Coverage*

Local media outlets featured a variety of DLBA stories in the third quarter. Features included an interview with CEO Tammy Daniels celebrating the 70th Bridging Neighborhoods Program house and an interview with Planning & Analysis Director Rob Linn about how the City's budget surplus could benefit the DLBA's inventory. Coverage so far in 2023 has been predominately positive, including stories on the DLBA's effort to save the home of Detroit civil rights leader Sarah E. Ray, successful buyer renovations, and a St. Louis television station's coverage of what its city could learn from the DLBA's programs, particularly Side Lots.



Crain's Detroit Business · Arielle Kass · USA · Mar 24 · 3:49 pm

#### **Dilapidated Detroit landmark gets second chance with new owner**

... former home of Sarah Elizabeth Ray for \$1, if the **Detroit Land Bank Authority** votes Tuesday to approve the purchase. A decade before Rosa ...






January	February	March
Reno Workshop for DLBA Buyers <ul style="list-style-type: none"> <li>• Model D</li> </ul> Teacher Rehabs DLBA House <ul style="list-style-type: none"> <li>• TechNews</li> </ul>	70 <sup>th</sup> BNP House <ul style="list-style-type: none"> <li>• WXYZ, WDIV, Fox 2, Detroit News</li> </ul> Budget Surplus <ul style="list-style-type: none"> <li>• Bridge Detroit</li> </ul> DLBA \$1.5m Settlement <ul style="list-style-type: none"> <li>• Detroit News</li> <li>• Detroit Free Press</li> <li>• Legal News</li> </ul> Neighborhood Beautification Grants <ul style="list-style-type: none"> <li>• Bridge Detroit</li> </ul>	Sarah E. Ray House Sold for Preservation <ul style="list-style-type: none"> <li>• Crain’s Detroit</li> <li>• WXYZ</li> </ul> Woodward Throwbacks Couple Renovates DLBA House <ul style="list-style-type: none"> <li>• Business Insider</li> <li>• MSN.com</li> </ul> St. Louis Learns from Detroit Blight Programs <ul style="list-style-type: none"> <li>• KSDK-TV St. Louis</li> </ul> State of the City <ul style="list-style-type: none"> <li>• WDET</li> <li>• Detroit Free Press</li> <li>• Detroit News</li> <li>• Bridge Detroit</li> </ul>

**INSIDER** Insider USA · Mar 28 · 4:20 pm

**This Detroit couple bought a \$6,500 house destined for the wrecking ball, then picked over old basketball courts, science labs, and churches to renovate it into a beauty. See inside.**

... , they purchased a run-down home for \$6,500 from the **Detroit Land Bank Authority**. See how the couple used salvaged materials to renovate and ...



### Social Media

#### Staff Changes

The Digital Content Specialist resigned in February, and the DLBA is currently recruiting a replacement. The job posting is available on [buildingdetroit.org](http://buildingdetroit.org) as well as major job board websites.

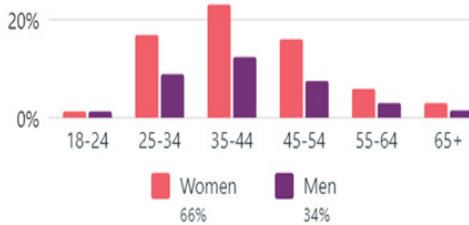
#### Social Media Engagement

Social media remains an important tool for educating the public about DLBA programs and opportunities. DLBA social media content continues to showcase listings, educate the public about available resources, and proactively promote the success of programs such as Compliance, the Nuisance Abatement Program (NAP), and Rehabbed & Ready. Page and profile visits grew in January and February and social audiences remained strong with Facebook followers approaching 25,000.

Facebook Page followers ⓘ

24,594

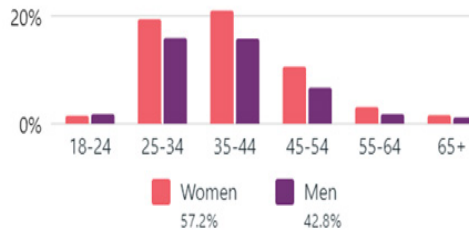
Age & gender ⓘ



Instagram followers ⓘ

8,542

Age & gender ⓘ



Social media posts also offer followers new insight into DLBA maintenance procedures, Marketed Properties, and discounts. In addition to organization updates, social media supports in-person community engagement activities, by promoting events including Office Hours and Open Houses. The Digital Content Specialist also collaborates with the DLBA’s Customer Service team to assist constituents through Facebook and Instagram inbox inquiries and shares social audience feedback to improve internal processes.

To stay up to date, follow the DLBA on Facebook @buildingdetroit and Instagram @buildingdet.

**Detroit Land Bank Authority**  
Published by Alyssa Strickland · March 14 at 7:00 PM · 🌐

MEET US THERE! DLBA reps will join the Mohican Regent Resident Association this THURSDAY, March 16th from 6 - 7:30pm at the Ford Resource Center. We'll be there to answer your questions about the Nuisance Abatement Program and our Procurement process!  
#DLBA #events #communityengagement #detroit



**MEET US THERE**

Mohican Regent Resident Association

MARCH 16, 2023  
6.00-7.30 PM


15491 Maddeline,  
Detroit, MI 48205  
Ford Resource Center

BuildingDetroit.org

**Detroit Land Bank Authority**  
Published by Alyssa Strickland · March 20 at 7:00 PM · 🌐

BIG SAVINGS! DLBA buyers are eligible for exclusive discounts from **The Home Depot**! Just download the Rapid Pass app and start saving on your renovation!

To learn more contact you Compliance rep or visit our website <https://buildingdetroit.org/dlba-renovation-perks>



**HOME DEPOT**  
RAPID PASS

Offers discounts on selected items to assist with your renovation process. If you are in the process of achieving compliance, download the app to receive your discounts today!

[buildingdetroit.org/dlba-renovation-perks](https://buildingdetroit.org/dlba-renovation-perks)

**STRATEGIC INITIATIVES**

***City Council and Government Liaison***

The City Council and Government Liaison, Dwayne Barnes Jr., serves as a communication hub for City Council, the Ombudsman, the Department of Neighborhoods, and other City agencies. He is a dedicated resource for City Council inquiries and staff support and provides regular, proactive updates to each district via a monthly email briefing.

The City Council and Government Liaison (CGL) collaborates with DLBA staff to provide City partners with transparency, attentiveness and problem solving with the goal of strengthening working relationships and rapport, as well as improving the organization’s ability to address the needs of residents.

**City Council 1-on-1s with DLBA Executive Team**

In February 2023, DLBA leadership met with six of the nine City Council members and their staff: President Mary Sheffield (D5), Councilmember Angela Whitfield-Calloway (D2), Councilmember Scott Benson (D3), Councilmember Latisha Johnson (D4), Councilmember Mary Waters (At Large), and Councilmember Coleman A. Young II (At Large). Unfortunately, scheduling was unsuccessful with the remaining Council members, but the DLBA will facilitate another round of 1-on-1 meetings next quarter and hopes to connect with all nine offices. The 1-on-1 meetings provide district-specific updates on maintenance, inventory, sales, legal, and financial actions of the DLBA. These meetings also offer an opportunity to foster open dialogue between Council and the DLBA and for Council members to ask questions about land bank-related concerns in their districts.

**Lunch and Learn Training Series**

With a commitment to proactive communication, transparency, and inter-agency collaboration, the CGL developed a Lunch and Learn series to help City partners better understand DLBA programs and policies.

The series continued in Q3 with a January Lunch and Learn which featured DLBA Compliance and offered a detailed explanation of how to navigate a DLBA renovation. While the series is geared toward City Council and City department staff, the Compliance event was also open to the public.

February’s Lunch and Learn focused on maintenance concerns and provided a better understanding of the DLBA Maintenance process and how to navigate issues on behalf of property owners.

***Measuring Impact***

Between the two Lunch and Learn events there were 100 total registrants, including representatives from all 7 City Council districts. Participants were polled after each event to measure the efficacy of the presentation. Results show participants found the programming beneficial, with 90% citing a better understanding of how DLBA policies work, how to find information, and who to contact for help.

Compliance Lunch and Learn Poll Results

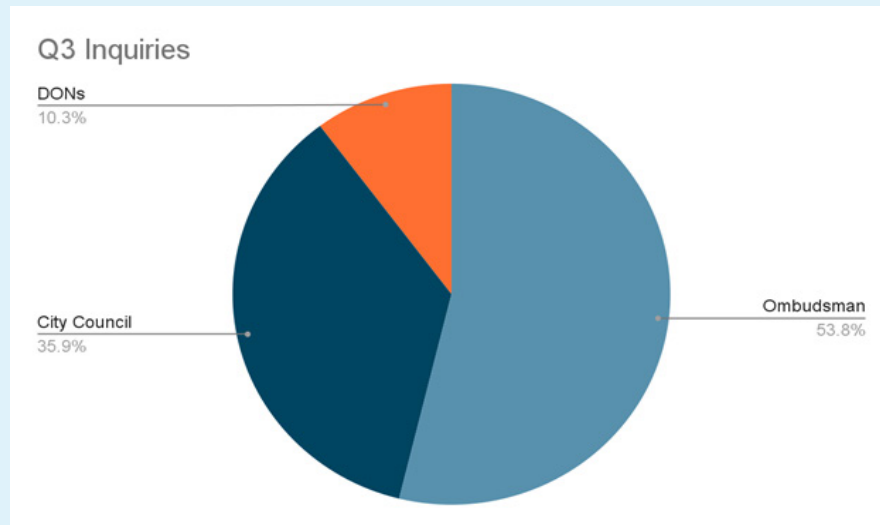
Poll Topic	Result
I have a better understanding of the DLBA Compliance programs and policies	100% yes
I have a better understanding of how to use DLBA website to locate information	100% yes
I plan to purchase property from DLBA in the next year	80% yes

Maintenance Lunch and Learn Poll Results

Poll Topic	Result
I have a better understanding of DLBA Maintenance programs and policies	100% yes
I have a better understanding of DLBA Maintenance priorities	100% yes
I know who to contact regarding DLBA maintenance issues	100% yes

**Inquiries**

The Ombudsman’s office was the primary source for City partner inquiries in Q3. The Ombudsman also reported to City Council and the DLBA in Q3, that DLBA-related complaints to his office are down 50%.



**Events**

*Staffing for Council related events*

To ensure robust representation at Council-driven events, the CGL started a process for DLBA staff to sign up for, and execute, constituent hours at Council community events. The process includes an internal form with dates, times, and staffing needs for events.

*Council Meetings*

The CGL continues to attend City Council sessions weekly, including General session, Budget committee and Planning and economic Development Committee. In addition, the CGL, Dwayne Barnes Jr., fosters open lines of communication with Council members and staff and prioritizes attending Council’s events. This quarter he attended coffee hours with Councilmember Whitfield-Calloway (D2) and Councilmember Durhal (D7) to meet with constituents in the community to resolve issues.

In January, eight DLBA staffers provided constituent support at the housing resource fair hosted by Council members Waters and Benson in District 3.

In February and March, the CGL lead DLBA attendance at the City Council evening community meeting in Districts 5 and 2. Eight DLBA staff members representing different departments answered questions, provided resources, and engaged with residence as part of the events.

*Collaboration with Council*

In March 2023, CGL presented to the Returning Citizens Task Force on the structure sales programs offered by the DLBA. The Returning Citizens Task Force is chaired by Councilmember Durhal from District 7.

Additionally, the DLBA and Councilmember Johnson co-hosted a Housing Resource Fair at Wayne County Community College District’s eastern campus in District 4. The event was geared toward property owners in the DLBA’s Compliance pipeline in District 4. The event offered opportunities to connect with people, organizations, and resources to further their renovation journey. Over 120 constituents registered for the event. DLBA CEO Tammy Daniels presented on behalf of the land bank and eight DLBA staffers provided constituent services in the vendor area.



**Community Initiatives & Programs**

The Communications and Engagement (C&E) Team has continued to solidify DLBA in-person presence in the third quarter. Active participation within City communities remains a priority for the DLBA and the C&E team supports the organization by coordinating presentations, events, meeting attendance, content, and resources. The goal is to make the DLBA more accessible to residents, increase awareness of programs and policies, and better understand constituents’ challenges. The team works closely with staff from various DLBA departments to ensure comprehensive representation and resources are available to residents at in-person events.

Month	DONCast	DON Meetings	City Council	Community Partners & Block Clubs	City Initiatives	DLBA Events	Total
Jan	2	5	4	0	1	2	14
Feb	3	1	13	1	2	1	21
March	4	2	4	6	4	4	24
Total	9	8	21	7	7	7	59

With this interdepartmental strategy, the DLBA participated in more than 59 events in Q3, up 40% from Q2. Nearly a third of these events were hosted by City Council and DLBA staff provided presentations, resources, and addressed residents’ inquiries. This quarter, the Procurement and Rehabbed & Ready teams attended the 5th annual Detroit Construction Conference to present contractor and vendor opportunities with the land bank. In addition to City Council District community meetings, the DLBA also provided robust resource support for the Mayor’s Charter-mandated meetings.



In Q3, the DLBA was invited to a Parental Engagement event hosted by the Detroit Public School Community District. During this event, DLBA staff connected with over 400 parents. To further knowledge of DLBA programs, the team developed flyers for the DLBA's Buy Back and Nuisance Abatement Programs. These flyers, along with other DLBA brochures, are available at events and in the DLBA's public lobby to provide quick references for office visitors. The C&E team has also strengthened relations with Community Partners such as Wayne Metro and ensured opportunities to connect to City programs (DWSD Lifeline Plan and the Neighborhood Beautification Grant) are more visible via the DLBA's website. The Community Initiatives Program Manager, London Scott, worked with the DLBA's Land Reuse team to foster a working relationship with Grass Roots in the Eastern Market community. Through collaboration with the City's Planning and Development Department, the Ombudsman's Office, and the Detroit Economic Growth Corporation, Grass Roots members and area residents received hands-on education and support around purchasing available lots in the footprint.



### ***Constituent Experience***

The Constituent Experience Liaison (CEL), Antonisha Smith, is focused on improving the quality and efficacy of the DLBA's interaction with Detroit residents and assisting constituents with complicated, escalated concerns. To achieve this, the CEL identifies areas for DLBA improvement, conducts ongoing analysis of core customer service functions, supports leadership with navigating escalated inquiries, and fosters community outreach efforts. The CEL's core objectives include:

- Internal process analysis
- Best practice recommendations
- Direct community engagement
- One-on-one connection with residents

The CEL hosts monthly Constituent Service hours to offer personalized, in-depth support for residents with escalated or complex inquiries and concerns. This quarter, the CEL focused on building out a robust engagement schedule to ensure efficient coordination of DLBA attendance at events throughout the year. The CEL is also conducting an audit of existing DLBA resources to determine where information gaps exist and identify strategies to improve public-facing communications around those topics.



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## PLANNING & ANALYSIS

ROBERT LINN, DIRECTOR

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The Detroit Land Bank Authority's (DLBA) Planning & Analysis Department oversees the acquisition, assessment, pipeline assignments, and listing of DLBA-owned lots and structures. The department also oversees data analysis and coordinates inter-agency planning with other City agencies to inform a flexible and dynamic sales strategy for the organization.

### CITYWIDE BLIGHT SURVEY

In Q3, City Council approved an FY23 supplemental appropriation to support several one-time projects, including a comprehensive, citywide survey to identify all blighted, vacant structures. The DLBA will lead this effort with support from the Buildings, Safety Engineering, and Environmental Department, the Department of Innovation and Technology, General Services Department, and the Demolition Department. Additionally, staff will use condition and neighborhood data from the survey to refer properties to the most appropriate partner agency for resolution. Staff expect that by the end of Q2 FY24, all blighted structures will be added to the pipeline for one of the City's blight response programs, including code enforcement, nuisance abatement, or demolition orders. Staff expect to continue the survey as an ongoing effort over two years, with successive waves of data gathering. This ongoing approach will allow staff to improve the quality of the survey data over time, capture data on newly problematic properties, and ensure previously identified properties are improving.

Since the approval of the funding, the department has posted a new Neighborhood Surveying Manager position and expects to make an offer in early Q4. This new hire will be responsible for overseeing the project long term and rapidly building a team. Meanwhile, staff are also vetting draft survey questions with City partners to ensure data relevant to other departments is being captured. Staff have selected ArcGIS Survey123 as the information technology backbone of the project and are also working to finalize the development and procurement of the ArcGIS Survey123 tool. The DLBA expects to have the survey underway by the end of Q4.

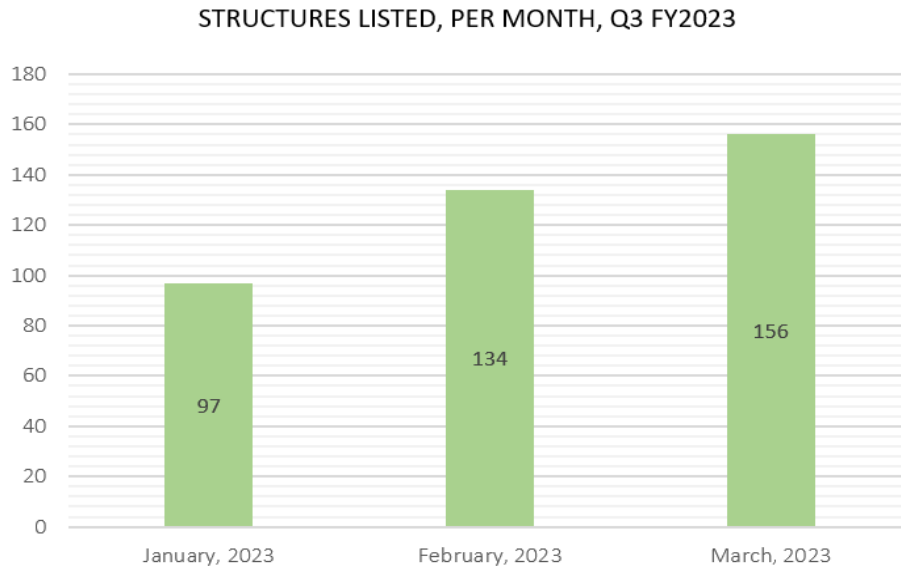


8070 Knodell (D3), prepared for Own It Now listing in Q3

**STRUCTURE LISTINGS**

The Planning & Analysis department continues to list properties through Auction and Own It Now as soon as properties are ready for sale following stabilization, title work, and inspection as needed. Over the course of Q3, listing rates gradually increased as more properties became available. Staff are working with partners at the City’s Demolition Department to revise the stabilization process, which should increase the Own It Now listing rate before the end of Q4.

The chart below shows the number of Auction and Own It Now listings for the third quarter.



**SALE BUNDLES**

This quarter, staff worked to expand the Homestead Lot program, which bundles vacant homes and one or more adjacent vacant lots into a single Own It Now or Auction listing. In the second and third quarters, staff listed 24 bundles through Auction or Own It now, of which 11 have sold. There are an additional 12 bundles currently listed for sale, and more are being identified each week.

**OCCUPIED**

In Q3, staff completed inspections at 336 occupied properties with vacancy indicators, including vacancy reports from neighbors or conflicting field reports. In total, 206 properties were confirmed vacant and moved into the sales or demolition pipelines. The 130 homes confirmed to be occupied will be vetted for occupied programming or referred to the Legal Department for further investigation. Below is a breakdown of results from these work orders.

Survey Finding	Structures
<i>Vacant – Moved to Sales</i>	165
<i>Confirmed Occupied</i>	130
<i>Vacant – Moved to Demolition</i>	41

The department recently onboarded a second inspection vendor able to perform these more sensitive occupied property inspections. With the added capacity of this new vendor, staff can now inspect up to 200 properties per month. With this change, staff can respond to neighbors’ vacancy inquiries as they are created, as well as inspect properties lingering in occupied statuses. This will allow staff to confirm occupancy more quickly and accurately, giving the DLBA a more accurate and real-time sense of the occupancy of DLBA properties.

**BRIDGING NEIGHBORHOODS PROGRAM**

Recently, the Bridging Neighborhoods Program informed the DLBA that they are winding down their program and will not be adding any new properties to their pipeline. BNP staff anticipate that the City will complete rehab activity at all homes in their pipeline by the end of Q2 FY24.

<i>Status</i>	<i>Properties</i>
<i>Hold Property – Under Review by BNP</i>	11
<i>Program Property – Selected by BNP</i>	22
<i>Rehab Complete &amp; Under Contract</i>	5

**STRUCTURE INSPECTIONS**

This quarter, staff completed a review of 655 vacant structure inspections. Staff remain focused on being responsive to public sales inquiries, demo requests, demo pull requests, and other indications of potential condition changes. Most of the inspections are properties that have been identified as salvageable and are in the Own It Now pipeline. The number of properties moved into the Prop N stabilization pipeline has decreased as most properties that are still in fair condition have already been stabilized or are already in the Prop N queue.

This quarter, staff began ordering inspections of properties that have been returned to the DLBA through the reconveyance process, while those properties are undergoing quiet title. Previously, staff waited until the DLBA received a quiet title judgement before inspecting these properties. However, to shorten the overall listing timeline, staff will now inspect reconveyed homes earlier in the process so that they can be stabilized concurrently with title work. At the end of Q3, there were 847 properties in the post-reconveyance quiet title process. Staff have inspected or are in the process of inspecting 638 of these properties and expect to issue additional work orders in Q4.

**MARKETING**

This quarter, staff began a new, district-based approach to identifying marketing candidates for sale through real estate brokers. Each month, staff look at available inventory, public feedback, and market data in a single council district to vet marketing opportunities more holistically. Staff hope this new approach will uncover new opportunities for commercial rehabilitation, infill housing, land-based projects, and other marketing sales across the city. In Q3, staff listed 63 sites for sale, and began the listing preparation process for another 46 new sites.

In March, staff identified a buyer for the Sarah E. Ray House. In 1945, Sarah Elizabeth Ray boarded the S.S. Columbia, a passenger steamship that made trips to Bob-Lo Island. After she was ordered off the boat because of her race, she filed a complaint with the Detroit NAACP chapter, and in 1948 the U.S. Supreme Court affirmed her right to be on the boat. Sarah continued to champion Civil Rights in Detroit, founding the Action House, a community center focused on youth empowerment and racial unity. The Action House was located next to Sarah Elizabeth Ray's home but is no longer in existence.

As mentioned in the Q4 FY22 report, staff began an effort to save the home more than a year ago. After partnering with the Wright Museum of African American History and the Detroit Historical Society to preserve remaining personal artifacts, staff issued a public request for proposals, offering the home for \$1 to a qualified individual or group capable of preserving the home.



*Sarah E. Ray house sold for preservation in Q3*

In March, the DLBA Board of Directors approved the sale of the home to Shannon Steel, a local developer. Born and raised in Detroit, Steel attended Martin Luther King High School, and has extensive experience with large-scale hospitality real estate projects. Steel is interested in preserving Sarah E. Ray's legacy by restoring the home as either a museum or housing for a senior member of the community.

### **STRATEGIC PLANNING**

At the end of March, staff released a request for proposals for consultants able to support a strategic planning process. As noted in past reports, the DLBA will undergo a strategic planning process next fiscal year and is seeking a firm to conduct research and facilitate a series of workshops, interviews, and public engagements across the city to develop a five-year plan. The purpose is to support the development of a creative and community-driven mission, vision, and five-year plan for the DLBA, including ideas for governance, funding, programming, and engagement. Proposals are open through May 12, 2023.

### **CREATE-A-PROJECT**

In Q3, the DLBA received 43 Create-a-Project applications bringing the total program applications at the end of Q3 to 203. Of the 203 applications, 81 have been approved as purchasers and moved forward to lot selection. Staff ordered title work on a total of 47 properties during Q3 and were able to send 16 projects consisting of 39 lots to the Real Estate Sales and Marketing Department for closing. Round two of the City of Detroit's Neighborhood Beautification Grant Program closed in March, however the Create-a-Project Program will continue to process new applications. Staff are working on new and improved program guides and presentations to continue to spread the word about the Create-a-Project program.

## SIDE LOTS & NEIGHBORHOOD LOTS

### Neighborhood Lot Post Card Pilot

Last quarter, staff conducted a Neighborhood Lot post card pilot that mailed post cards like the one seen here to 3,700 eligible homes across the city. Staff reviewed the results in March and found that the DLBA received 105 Neighborhood Lot applications from the neighbors that received postcards, while the control group received only 38 applications. The test group received 270% more applications than the control group. Staff found the pilot to be very successful and are looking into larger Neighborhood Lot post carding efforts in the coming months.

### Uploads, One Off Listings, & Inquiries

In Q3, staff listed over 4,900 vacant lots through various vacant land programs. This included a large Side Lot listings of just under 800 lots and a large Neighborhood Lot listing of over 3,700 lots. Staff answered more than 930 purchase inquiries on DLBA owned vacant lots in Q3 which led to an additional 390 one-off listings through various vacant land programs. Staff have begun preparing for the Q4 Neighborhood Lot and Side Lot bulk listings.



**DETROIT LAND BANK AUTHORITY**  
**A NEIGHBORHOOD LOT**  
**NEAR YOUR HOME IS**  
**AVAILABLE FOR SALE**  
**FOR \$250**

**Step 1**  
Go to [buildingdetroit.org](http://buildingdetroit.org) to login or create an account

**Step 2**  
Navigate to "Make a Purchase" tab & select "Neighborhood Lots"

**Step 3**  
Enter your home address to identify lots within 500ft of your home. Select "Apply" and complete application

**Step 4**  
You will receive an email confirmation. A complete application will require a Neighborhood Lot Endorsement

To apply for the lot, please visit  
[buildingdetroit.org/sidelots/index/neighborhood](http://buildingdetroit.org/sidelots/index/neighborhood)

Please direct inquiries to  
[Landreuse@detroitlandbank.org](mailto:Landreuse@detroitlandbank.org)  
(313) 974-6869



**VIRTUAL LOT INSPECTIONS**

In Q3, Planning & Analysis team members continued to work on virtual lot inspections to identify improvements on DLBA owned lots. Staff has reviewed over 55,000 DLBA owned lots to identify fences, driveways, and other issues that may impact lot disposition.

**ECONOMIC IMPACT DATA**

In FY22, staff began a partnership with Munetrix, a municipal data company, to help the DLBA measure the economic impact of its work. In Q3, staff received the first release of data from the partnership. The Munetrix estimation attempts to put a dollar value on the impact of demolitions and rehabilitations that occur within 500 feet of any given structure in the city. Estimations are based on a hedonic model, a type of economic analysis used to estimate price impacts of actions, built using countrywide, neighborhood level data, attributes of physical structures, and observed property sales data.

To measure the impact of neighborhood level attributes, the DLBA impact model uses neighborhood data based on economic, socioeconomic, and demographic data from across the country to create 10 unique neighborhood types. The factors used to categorize neighborhoods include information about average income, race, home density, or home values in any given neighborhood.

The model also adds specific attributes of a structure’s surroundings, such as how many vacant structures exist within 500 feet of a structure; or how many homes are owner-occupied within 500 feet of a structure.

Using information about physical structures and neighborhood level data, along with recorded values for individual home sales, the model attempts to predict how property values are changing in relation to neighborhood-level factors. In the case of the DLBA impact, the model specifically attempts to predict the effect of rehabs and demolitions within 500 feet of any given home.

The model provides a dollar estimate for each tax-current structure in the city that falls within 500 feet of a DLBA demolition or rehab. The DLBA impact number is the total value of all impact estimates.

	Impact Estimate	Count of Records
Demolitions	\$390,918,325	23,361
Compliance Achieved & Rehabbed and Ready	\$225,783,340	6,855
Predicted Impact of Homes Currently in Compliance	\$184,848,152	4,751
Total	\$801,549,817	34,967

The average demolition provides an aggregate increase of \$16,733 in assessed value of surrounding homes. Similarly, the average rehab provides an aggregate increase of \$32,937 in the assessed value to surrounding homes. For context, the average MLS home value in the city was \$122,839.76 in 2022.

This model does not take into consideration the new tax revenue that is realized by the actual sale of a DLBA property, this model is pointed at the impact on the surrounding properties near DLBA interventions.

# REAL ESTATE, SALES & MARKETING

JANO HANNA, DIRECTOR

The Detroit Land Bank Authority’s (DLBA) core blight remediation effort is the disposition of property. The Real Estate, Sales & Marketing Department facilitates structure and land sales through a wide range of programs. Most of the DLBA’s structure and land transactions are online through the Auction, Own It Now, Side Lot, and Neighborhood Lot platforms. The DLBA also sells property through Rehabbed & Ready, Occupied Programs, Real Estate team, and, per the Memorandum of Understanding with the City of Detroit, the DLBA engages in real estate transactions in support of strategic City initiatives.

## AUCTION

The DLBA auctions houses daily on its website, [buildingdetroit.org](http://buildingdetroit.org). Auction properties are the DLBA’s strongest rehabilitation candidates, focused in areas with the best potential return on buyer investment. The number of available Auction properties continues to decline as the DLBA exhausts its strongest inventory and moves into neighborhoods with weaker real estate markets and structures requiring more extensive sales preparation and renovation.

AUCTION CLOSED	
Comparison of Fiscal Year Q3 Closing Trends	
Year	Total Closed (Q3)
2015	104
2016	54
2017	79
2018	121
2019	198
2020	89
2021	122
2022	82
2023	108

## OWN IT NOW

OWN IT NOW CLOSED	
Comparison of Fiscal Year Q3 Closing Trends	
Year	Total Closed (Q3)
2016	14
2017	201
2018	157
2019	280
2020	474
2021	873
2022	237
2023	301

Own It Now responds to public requests for properties in emerging neighborhoods. Any person can contact the DLBA with an address, and with certain exceptions, we will work to list the property for sale. Once a property is listed online, offers are accepted 24 hours a day, seven days a week. The first offer on a property triggers a 72-hour countdown and the person with the highest offer at the close of that time frame wins the property.

**AUCTION AND OWN IT NOW CLOSED**

By Council District for Q3

	1	2	3	4	5	6	7	Grand Total
Auction	3	6	38	19	17	10	15	108
Own It Now	15	16	87	64	43	25	51	301
Grand Total	18	22	125	83	60	35	66	409

**BIDDERS**

Closings are only one way to measure market demand for a given region. The number of applications processed also informs demand as seen in the table below.

**AUCTION AND OWN IT NOW BIDDERS**

By Council District for Q3

	1	2	3	4	5	6	7	Grand Total
Auction	6	25	89	24	57	25	91	317
Own It Now	59	51	493	405	287	94	289	1678
Grand Total	65	76	582	429	344	119	380	1995

**DISCOUNTS**

Supporting the DLBA's mission of returning Detroit's blighted and vacant properties to productive use, the department promotes a variety of sales initiatives. Discount programs provide the opportunity for eligible participants to utilize a 50% discount on DLBA Auction homes. The 20% Home Buyer Counseling Discount & Community Partner Endorsement is available to eligible participants for Own It Now or Auction homes. Each discount request is verified by the HR/Designated Point Person (DPP) for the applicable entity. Discounts will be applied at closing. One discount will be given per registered discount bidder. Bidders cannot combine or use multiple discounts.

**DISCOUNTS**

By Category for Q3

Applications	% Off	Approved	Rejected	Used
City Employee	50%	141	88	2
Detroit School Employee	50%	15	28	0
Skilled Trade Employment Program STEP	50%	5	4	0
Home Buyer Counseling	20%	16	14	8
Community Partner Endorsement	20%	5	1	5
Community Resident – Fitz	80%	0	0	0
Q3 Total		182	135	15



**SIDE LOTS & VACANT LAND REUSE**

The Side Lot program caters exclusively to Detroit homeowners and provides easy access to vacant lots adjacent to occupied homes for \$100. Since 2014, and as of the date of this report, the DLBA has sold 22,126 Side Lots, making it the Land Bank’s most popular sales platform. During Q3, the DLBA sold 342 Side Lots, as well as 267 Neighborhood Lots, 6 Oversized/Accessory Structure Lots, and 51 Create-A-Project Lots.

**SIDE LOTS SOLD**  
By Council District for Q3

Month SOLD	1	2	3	4	5	6	7	Grand Total
January	6	4	16	17	13	26	10	92
February	10	11	18	17	19	16	11	102
March	16	11	23	27	20	34	17	148
<b>Grand Total</b>	<b>32</b>	<b>26</b>	<b>57</b>	<b>61</b>	<b>52</b>	<b>76</b>	<b>38</b>	<b>342</b>

**CLOSINGS**

The Closing Team is responsible for coordinating all aspects of pre-closing and closing services for all disposition programs within the Detroit Land Bank Authority (DLBA), including, but not limited to, coordinating with lenders and title companies, conducting the closing, preparation and recording of documents, and authorizing appropriate post-closing disbursements and reconciliation associated with the settlement process.

Compared to Q2, there was a dip in the number of closings in Q3 with 132 in January, 184 in February, and 119 in March. This reduction reflects fewer properties being offered for sale. We expect to see an uptick in the coming months as adjustments are being made to the sales pipeline.

**TITLE SERVICES**

Clear, insurable title is critical for anyone buying property—not just from the DLBA, but in general. Clear title provides confidence to the property owner in their ownership and any investment they make. It is an absolute prerequisite for any lending institution considering a mortgage. In fact, clear title is so important that it is one reason the state legislature created land banks. New title orders include examination of the title commitment for ownership (vesting) and underwriter’s requirements to eliminate outstanding interests, including tax and utility status, that may prevent future marketable title.

In total, 2,130 properties were assessed in Q3 FY2023. Of those, 294 (Initial Review) were confirmed to have a marketable title with no delinquent taxes and graded as ready for sale. 936 (Update Reviews) were reviewed to confirm continued clear title with no new interested parties, new recorded/unrecorded liens, or tax bills were assessed against the property, which would prevent moving forward in the sale process. For 341 (In-house title clearance), the Title Team requested tax clearances, BSEED releases, and handled escalations to underwriters to clear title issues. The remaining 559 (Quiet Title Required), required court action to eliminate outstanding interests on title which would otherwise prevent the sale of the property.

**COMMUNITY PARTNERSHIP & ECONOMIC DEVELOPMENT**

The Community Partnership and the Economic Development teams work collaboratively on a wide variety of projects. Developers and Community Partners follow the same process for property acquisition, however, with a recent policy amendment, our Community Partners now receive additional benefits. Applicants looking to acquire property through either track may do so through the application portal process or through the marketing program.

**Marketing Program**

In addition to the DLBA’s online sales platforms, the team uses licensed realtors to promote properties through the traditional real estate market. Buyers can find DLBA single family homes, mixed bundles of structures and vacant land, infill lots, and assemblages for Land Based Projects on the DLBA’s website, [buildingdetroit.org](http://buildingdetroit.org), as well as the Multiple Listing Service (MLS) and place offers through real estate Brokers.

**Developer Spotlight**

Local developers continue to return DLBA properties back to productive use. Multi-County Property Services is a local developer with 20 years of experience. Their company is doing amazing work in the Dexter-Linwood neighborhood and has successfully renovated six Land Bank homes.



### ***Community Partnership Program***

The Community Partnership program continues to encourage faith-based and community organizations to transform the neighborhoods that they serve through projects such as home rehabilitation, deconstruction, new construction, lot beautification, community gardens, and pocket parks. The program guides nonprofits, faith-based organizations, and community development organizations through the process of acquiring property through the DLBA. This program allows organizations to present proposed projects through development plans.

Community Partner eligibility criteria:

- Headquartered in the City of Detroit
- Have a federal 501(c)(3) tax-exempt status
- Be current on its property taxes
- No blight violations or fines

Community Partner benefits:

- 50% for direct sales (not to fall below \$250 for lots and \$1,000 for structures)
- 20% discount on the purchase of homes online
- Discounts on Quiet Title Services
- Historic pricing for sales holds

### ***Community Partnership Endorsements***

The DLBA also encourages Community Partners to help better their blocks by identifying and endorsing potential homeowners who have the ability renovate a house. The Community Partner must provide, in writing to the DLBA, its process for selecting and endorsing a bidder. It is expected that a bidder endorsed by a community group will be the owner-occupant for at least three years.

For each Auction of a house in its service area, the Community Partner may endorse one bidder it deems to be a good neighbor for the community. The Community Partner's endorsement means the endorsed bidder will get an automatic 20% discount on the final bid price (not to fall below \$1,000 final price).

All winning bidders must comply with the terms of the Auction Purchase Agreement including the deadlines for closing, rehabilitating, and occupying the property. If endorsed bidders fail to meet these deadlines, the DLBA may terminate the Endorsement Partnership. The DLBA is relying on the Community Partners to vet the bidders before endorsing them.

## **OCCUPIED PROGRAMS**

The DLBA's Occupied Programs focus on providing pathways for occupants living in DLBA-owned properties, along with returning properties to the tax roll. The DLBA's people-first approach includes the Buy Back Program and Occupied Property Disposition Program.

**Buy Back**

The Buy Back Program provides a path forward for occupants of DLBA-owned houses. It allows an eligible occupant of a DLBA-owned property the opportunity to gain ownership of the house in which they live. After qualifying for Buy Back and purchasing the property for \$1,000, the occupant officially enters program monitoring and must display consistent savings until their first tax bill is issued and paid in full in July of next calendar year. Participants also attend regular homeowner and financial workshops with DLBA partner organizations and must pay their first Summer tax bill in full before exiting the program.

The DLBA expects **136** current Buy Back participants to successfully exit the program as homeowners in summer 2023, which will bring the all-time total to **1,122**.

**Q3 Buy Back Closings**

Month-Year	Closed	Total
Jan-23	5	\$5,000
Feb-23	7	\$7,000
March-23	5	\$5,000
<b>Total</b>	<b>17</b>	<b>\$17,000</b>

Month-Year	Closed
Jan-23	3
Feb-23	5
Mar-23	5
<b>Total</b>	<b>13</b>

**Occupied Property Disposition Program**

For occupied properties that do not qualify for Buy Back, the Occupied Property Disposition Program (OPDP) provides an opportunity for the DLBA to sell occupied property to OPDP Partners. Partners are committed to renovating the houses and working with occupants to help them stay in the house as a homeowner or tenant, or to provide relocation assistance. The policy enacting the Occupied Property Disposition Program was approved by the Detroit Land Bank Board of Directors in December 2021 and transfers through OPDP began in 2022.

**Q3 Occupied Non-Profit/ Occupied Property Disposition Program Closings**

<b>Executive Summary</b>	
Buy Back Closed (inception to date)	1162
Buy Back Complete (inception to date)	984
Monitor Compliance for immediate exit	9
Monitor Compliance for July 2023 exit	136
Reconveyance Complete (inception to date)	18

<b>Executive Summary</b>	
ONP/OPDP Closed	206
ONP/OPDP Compliance Achieved	112
Reconveyance Complete	13

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## LEGAL

### DOUG PARKER, GENERAL COUNSEL

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The Legal Department is responsible for the legal affairs of the Detroit Land Bank Authority (DLBA). The Legal Department provides legal advice and support to the DLBA that facilitates property disposition, remediates nuisances, and addresses illegal activity at properties throughout Detroit, helping the DLBA achieve its goal of restoring blighted and vacant properties to productive use. The Legal Department also represents the DLBA in a variety of legal, regulatory, transactional, and other contexts.

The response to the coronavirus pandemic continued to impact some of the Legal Department's activities during the third quarter of FY23. During the quarter, courts were open on a remote basis for certain civil actions including quiet title, nuisance abatement, and evictions.

#### **QUIET TITLE**

The Legal Department files and oversees expedited Quiet Title Actions pursuant to extraordinary legal authority granted to land banks in Michigan under Section 9 of the Land Bank Fast Track Act, MCL 124.759., which allows the DLBA to obtain quiet title more efficiently, quickly, and cost-effectively than private parties or municipalities. The DLBA files quiet title actions on its properties in support of its commitment to sell structures with clear, insurable title. By doing so, the DLBA provides buyers with confidence in their ownership and any investment they make in property purchased from the DLBA. Clear title also fulfills a standard requirement of a lender providing financing secured by a mortgage.

During the third quarter, the Quiet Title Team received judgments clearing title to 95 properties and filed seven additional lawsuits representing 218 properties.

#### **NUISANCE ABATEMENT**

##### ***Abandoned Properties***

The DLBA established its Nuisance Abatement Program (NAP) in February 2014, after the Detroit City Council delegated to the DLBA non-exclusive authority to commence Nuisance Abatement litigation on February 18, 2014 (Council Action Number 23). The criteria for being designated as a NAP-eligible property include that the property is vacant, boarded, and appears to be abandoned or neglected.

The NAP team identifies potential properties using several resources, including city-wide surveys as well as input from the City's Department of Neighborhoods, community groups, and neighbors. Specific locations are then verified by investigators, who place a large notice (poster) on the property.

To achieve proper service of process, the DLBA searches tax, title, and other records for each property to determine current interest holders of record, including owners, mortgage companies, and other lien holders. A NAP civil suit names current owners and other interest holders of record and requests abatement of the 'nuisance' created by the property's condition. Owners or interest holders in a property who fail to respond to the lawsuit may lose their ownership rights to the property at a hearing for default judgment.

During the third quarter, the Legal Department placed nuisance abatement notices on 875 properties identified to be vacant and blighted. The NAP Team also filed nuisance abatement lawsuits against 665 vacant and blighted properties in the third quarter. Court proceedings were conducted in remote format, and two judgments transferring title to the DLBA were issued as the new filings work their way through the court process. In addition, the NAP Team entered into 59 agreements with private owners to rehabilitate their properties.

NAP agreements continued to be a successful tool in addressing private blight with 29 properties achieving Compliance in the third quarter, including the following examples.



*Before and After, renovated under a NAP Abatement Agreement – Westwood, District 1.*



*Before and After, renovated under a NAP Abatement Agreement – Prevost, District 2.*



*Before and After, renovated under a NAP Abatement Agreement – Gallagher, District 3.*



*Before and After, renovated under a NAP Abatement Agreement – Marseilles, District 4.*



*Before and After, renovated under a NAP Agreement – Holbrook, District 5.*



*Before and After, renovated under a NAP Abatement Agreement – Wheelock, District 6.*





*Before and After, demolished under a NAP Abatement Agreement – W. Warren, District 7.*

## **DRUG HOUSE UNIT**

The Drug House Unit (DHU) is a part of the NAP team and represents a joint effort by the Detroit Police Department (DPD) and the DLBA to help stabilize neighborhoods by addressing the use of properties for drug trafficking. The DHU receives weekly emails from DPD reporting properties where officers found drugs and drug paraphernalia during surveillance and raids. Using this information, the DHU determines next steps based on the ownership of the property. If a property is privately-owned, and more than two raids occur within a 12-month period, the DHU may proceed with a lawsuit. If a property is DLBA-owned, the Legal Department's Occupied Property Team determines how to address occupancy at the property based on its internal investigation into the nature of the reported activities.

During the third quarter, DPD reported 24 applicable raids to the DHU. Of these, 21 occurred at privately-owned properties. Only privately owned, single-family residences are eligible for DHU action, so warning letters were sent or are in the process of being sent to these property owners. The remaining three raids were conducted at DLBA-owned properties and are under investigation by the Occupied Properties Team. No Nuisance Abatement lawsuits were filed for illegal narcotic activity during the third quarter.

## **OCCUPIED PROPERTIES**

There are a variety of reasons why DLBA-owned houses become occupied without authorization. Sometimes, unauthorized occupants are former owners who lost the property to tax foreclosure and never left, others are victims of fraudulent "leases" or "sales", some use a DLBA-owned house for illegal activity, and many others are "squatters" with no connection to a property.

The Legal Department's Occupied Property Team receives reports of occupied properties from several sources including neighbors, DLBA employees engaged in sales preparation, and City agencies such as DPD, the Demolition Department, and the Building, Safety Engineering and Environmental Department. Upon receiving a report of an occupied structure, the Occupied Property Team opens an investigation and will move the property toward one of several resolutions. The first step is posting a notice on the property that informs occupants that the house is owned by the DLBA and that anyone living there should contact the DLBA immediately. The ultimate resolutions include the occupants leaving of their own accord, qualified occupants being referred to the DLBA's occupied property sales programs including Buy Back, or removal through formal court action or DPD intervention.

During the third quarter, the DLBA received 147 reports of unauthorized occupancy at DLBA-owned properties. Upon investigation, 13 of these were found to be vacant and eight were deemed eligible for removal. The rest began moving through the team's occupied property process.

The Occupied Property Team is responsible for the removal of unauthorized occupants from DLBA-owned properties. Due to the impact removals have on occupants, every removal is reviewed individually and with a high level of scrutiny. The DLBA assesses every occupant for Buy Back eligibility first, then for occupied property disposition programs as applicable. If the occupant does not qualify for any of these programs, the Legal Team may go forward with removal. Vetting for these programs will not occur if the DLBA finds there to be extenuating circumstances such as confirmed reports of illegal activity at the property, confirmed vacancy, or third-party sale. If the DLBA deems a property unfit for habitation, the DLBA will connect the occupant with the Detroit Health Department and the Community Health Corps to assist with relocation while initiating removal proceedings. The final step in removal proceedings is to secure the property and return it to the DLBA's Planning & Analysis Department for pipeline assessment.

Due to the previous closing of courts for civil actions and moratoriums on evictions by various jurisdictions during the pandemic, the DLBA completed minimal removal proceedings during that time. Although these moratoriums have now expired, the DLBA recognizes the public health and safety concerns surrounding removals of occupants during a public health crisis. Accordingly, the DLBA only initiated removals in extremely limited circumstances. During the third quarter, the DLBA completed three removals with the assistance of DPD and initiated no new eviction proceedings. No eviction judgments were granted during the quarter.

### **FREEDOM OF INFORMATION ACT (FOIA) REQUESTS**

Under the Michigan Freedom of Information Act (FOIA), MCL 15.231 et seq., all persons, except those who are incarcerated, can submit a FOIA request to the DLBA FOIA Coordinator. During the third quarter, the DLBA received six new FOIA requests and completed all six during the quarter. The DLBA issued another three responses pursuant to a request that requires periodic responses over a six-month period. All were completed within the statutory time frames.

# ADMINISTRATION & SUPPORT

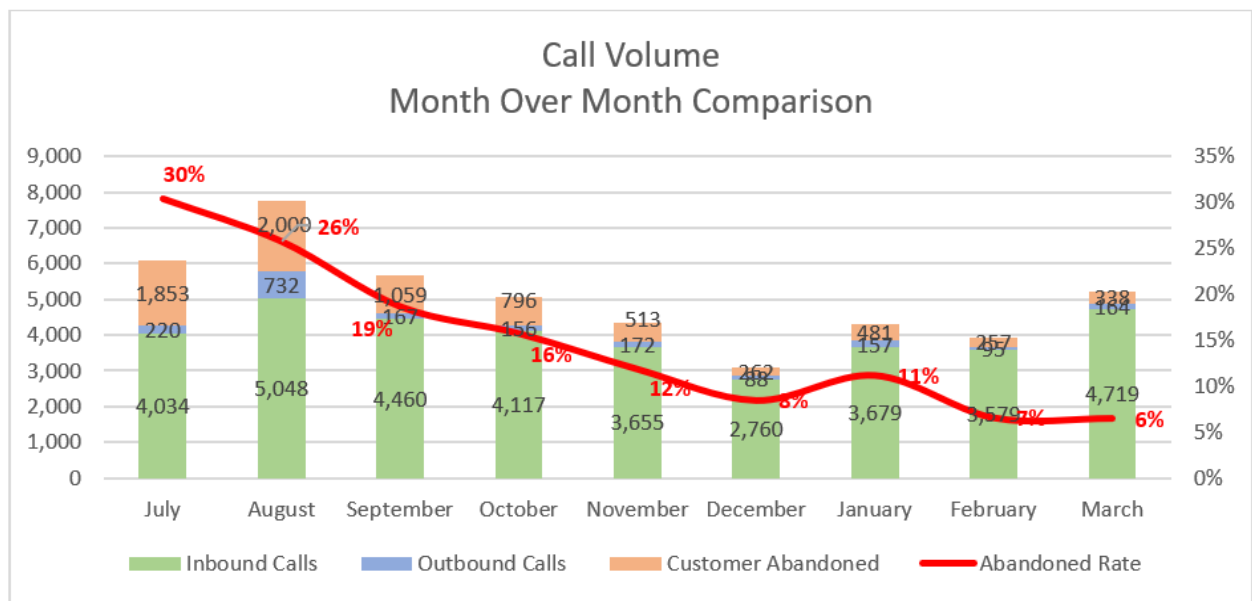
## CUSTOMER SERVICE

The Customer Service Team is the DLBA’s front-line for assisting Detroit residents engaging with the land bank’s variety of programs and property concerns. The team operates a call center and the organization’s public lobby. Customer Service is fully staffed and trained to provide constituents with personalized service via phone calls, lobby visits, and email inquiries. The operational service metrics below highlight the successes resulting from the team’s reorganization and process improvement efforts implemented at the beginning of fiscal year 2023.

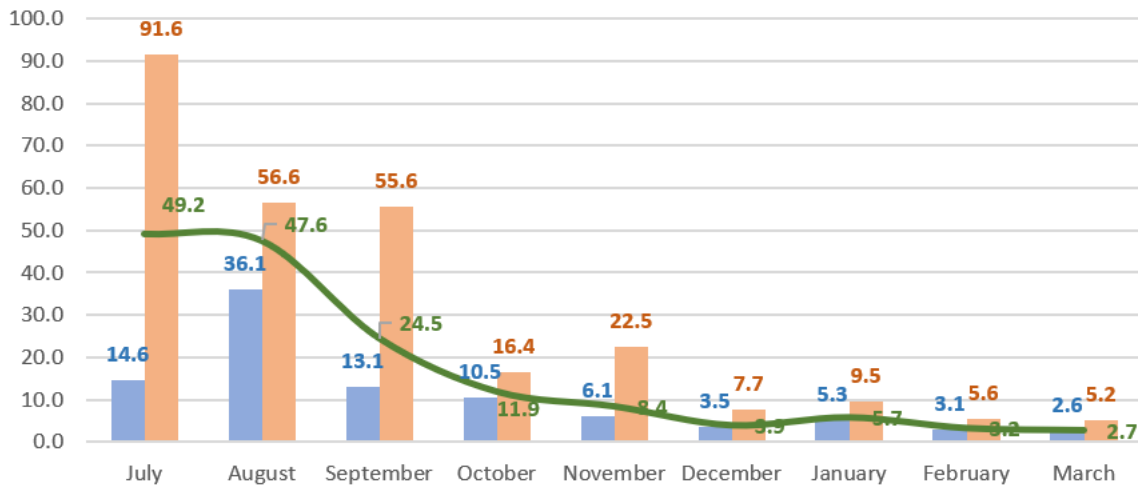
### Operational Service Metrics

#### Phone Calls

In the third quarter, phone calls received increased by 7.8% compared to the second quarter. March phone calls received increased 31.8% from February. The calls answered percentage of total inbound calls stayed consistent at 93.3% in February and March, which is the highest rate of any month in FY23. The calls not answered percentage of total inbound calls stayed consistent at 6.7% in February and March. Average call wait time improved to 2.7 minutes in March compared to February’s 3.2 minutes. Below are graphs illustrating the significant improvements in calls answered over the last nine months, the shift to answered calls directly with a Customer Service Representative compared to calls via the queue call back, and the significant reduction in average wait times to speak to a Customer Service Representative.

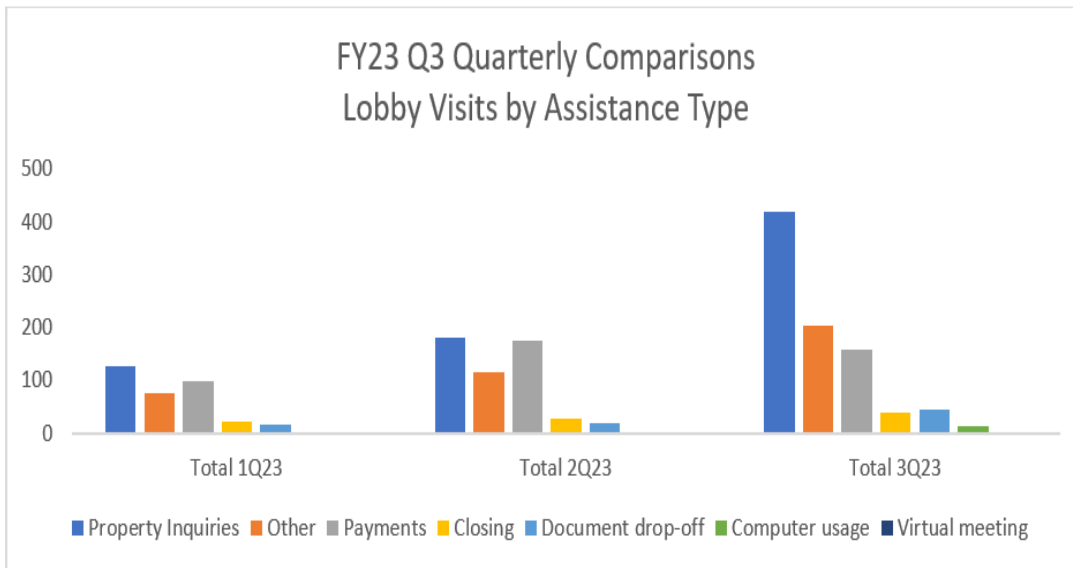


### Average Wait Time Month Over Month Comparison



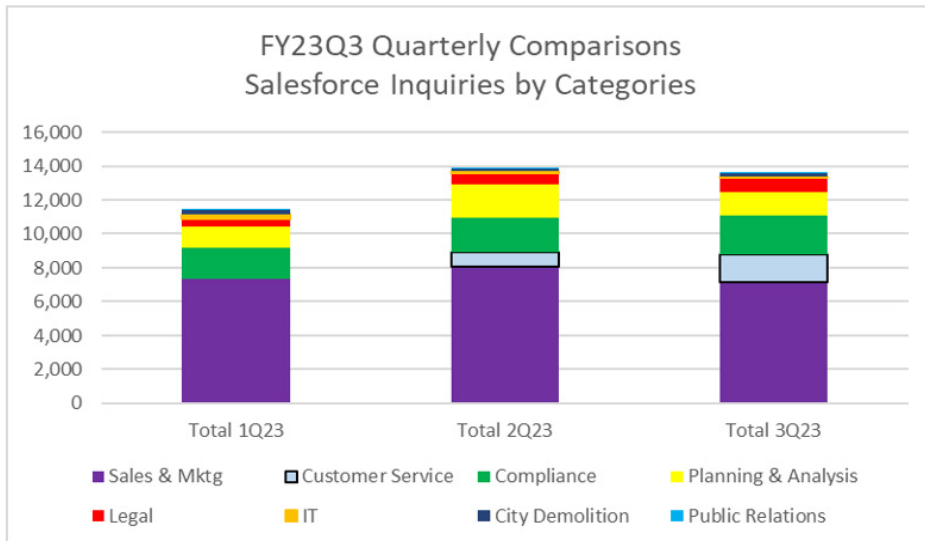
### Lobby Visits

The Customer Service team assisted 881 constituents in Q3 FY23, compared to 524 serviced in the previous quarter, representing a 68.1% increase. March lobby visits increased to 345 from 260 in February. Customers’ primary needs were property inquiries, payments, and other concerns. The following graph illustrates the increase in lobby visits over the last three quarters.

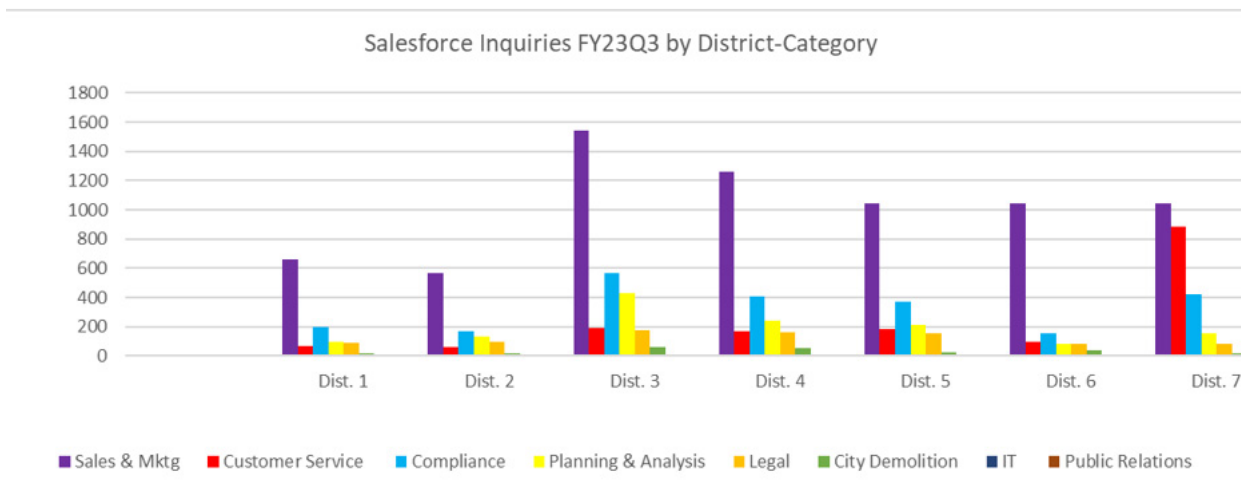


### Salesforce Inquiries

The DLBA received 13,583 Salesforce inquiries in Q3 FY23, compared to 13,853 in the second quarter. Real Estate, Sales & Marketing, Compliance, Customer Service, and Planning & Analysis continued to be the primary categories for inquiries across all districts. The Customer Service team continues to collaborate with program managers, IT, and Public Relations to identify opportunities for reducing inquiries. Below is a graph illustrating the inquiry totals over the past three quarters.



Districts 3, 4 and 7 account for 58.3% of the total inquiries received in the third quarter. The DLBA is collaborating with City Council partners on public outreach programs to provide DLBA program information. Below is a graph illustrating the inquiry totals by district over the past three quarters.



## SYSTEMS DESIGN

### Salesforce Support

The Systems Design Team continues to provide support and service enhancements to the Detroit Land Bank Authority’s internal and external Salesforce users. The DLBA is currently using Salesforce Classic which is an older user interface that has been replaced by Salesforce Lightning Experience, which provides a modern and more streamlined user experience. The DLBA is in the process of transitioning to Salesforce Lightning to take advantage of the new features and capabilities. During the previous quarter, the System Designs Team performed the following tasks in preparation for the platform upgrade:

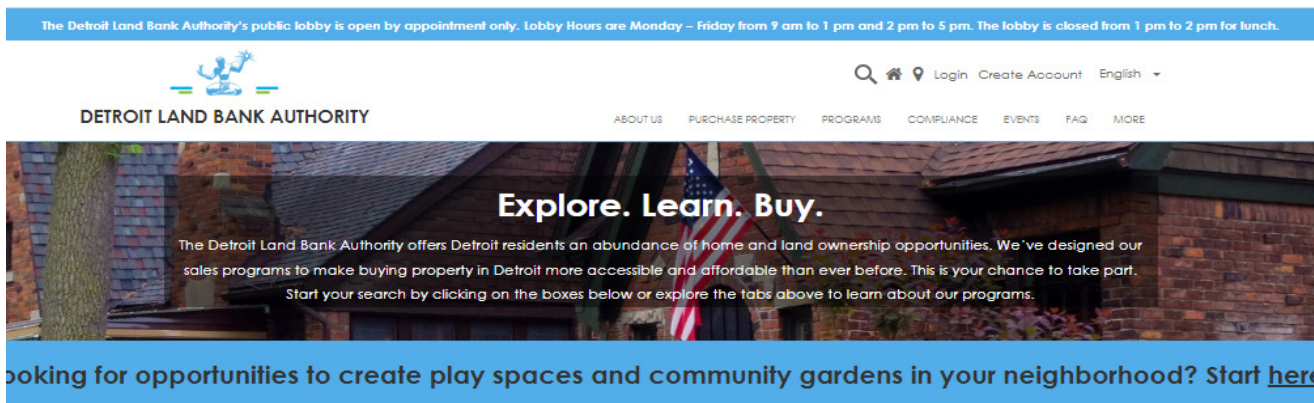
- Assessed the Current Environment
- Developed a Transition Plan

Salesforce Lightning is highly customizable, so the Systems Design Team plans to tailor the interface to better meet the needs of the organization as well as its partners. The DLBA’s Salesforce database is a comprehensive tool that can track every parcel in the City and is used by a wide variety of City departments for real-time data. This upgrade will support efficient operations within and outside of the land bank.

### Website & Data Support

The Systems Design Team provides ongoing support for the DLBA’s online sales and resource website, buildingdetroit.org. Addressing website issues involves a systematic approach to identifying and resolving the problems impacting the site’s performance while monitoring and securing property sales via e-commerce transactions.

Protecting data and ensuring its integrity requires a comprehensive approach that addresses both technical and organizational factors. By implementing robust security controls, training employees, conducting regular audits, and testing for vulnerabilities, The Systems Design team has minimized the risk of data breaches and ensured the integrity of the Detroit Land Bank Authority’s data and daily Auction transactions.



## HUMAN RESOURCES

The Human Resources Department (HR) is charged with ensuring Detroit Land Bank Authority employees are adequately managed, appropriately compensated, and effectively trained. HR oversees and administers DLBA recruitment and onboarding, payroll, employee-benefit programs, employee relations, as well as all employee development, engagement, and communications activities.



### **Strategic Initiatives**

In the third quarter, HR continued to focus on several strategic initiatives including an Employee Handbook revision, Employee Engagement Action planning, and Applicant Tracking system implementation. These strategies were initiated to better equip DLBA team members with the skills, direction, and organizational support that will enable them to create and implement more effective programs that eliminate blight and increase the number of properties returned to productive use.

**Employee Handbook:** As of Feb 2023, the latest Employee Handbook update is complete and has been received by all DLBA staff. The previous handbook update was completed in 2016.

**Employee Engagement Action:** Planning is underway for all teams. The organization’s overall strategy for improving engagement will include actions to improve Organizational Effectiveness, Quality & Customer Service, Communication, Accountability, and Trust. Three employee-led groups were launched this quarter to meaningfully involve employees in action planning: Employee Engagement Champions, Employee Advisory Group, Employee Appreciation and Recognition Team. Pulse surveys will be administered throughout 2023 to track progress on improving engagement. Progress checks to begin in early April 2023, and will also occur in July and October.

**Applicant Tracking:** system implementation is complete and launched in March 2023. This enhanced feature of the DLBA’s existing Paychex Flex system allows for the automation of recruiting and onboarding tasks and helps shorten the time to find the best candidates and fill open positions. HR and hiring managers will stay connected throughout the process and applicant data will automatically flow into the system for payroll and HR activities.

**Learning Management:** All managers are actively involved in learning and development courses and experiences designed to improve the DLBA’s leadership bench strength and provide clearer career pathways for all employees.

### **Talent Management**

The DLBA currently has a roster of 151 full-time employees and is in the process of filling 10 vacancies.

In the third quarter, all DLBA staff returned to the office five days a week. DLBA employees continue to submit an online health screening questionnaire each day they report to the office or field location and contact tracing is conducted as needed by HR. Masks are required when adequate social distancing cannot be maintained.

# OPERATIONS & FINANCE

REGINALD SCOTT, COO, CFO

The Chief Operating Officer and Chief Financial Officer, Reginald B. Scott II, oversees the Detroit Land Bank Authority's (DLBA) Operations and Finance teams. This fiscal year, the DLBA Maintenance team moved from the Inventory Department (now called Planning & Analysis) to Operations. This updated structure allows closer collaboration with the team driving the organization's budget to ensure maximum efficiency.

## MAINTENANCE

The Detroit Land Bank Authority (DLBA) maintenance team triages and addresses blight and maintenance needs at DLBA-owned properties, in support of overall efforts to return properties to productive use. The DLBA's ability to address maintenance concerns is dictated by budget constraints. Maintenance services are performed through two channels: field and vendor services. The field operations team consists of DLBA employees working throughout the city on DLBA-requested maintenance. When specialized service or heavy equipment is required, vendor services are often contracted to complete maintenance on DLBA-owned properties.

Q3 FY2023 Maintenance By District

Case: Council District	Board and Secure	Dead Animal Removal/ Disposal	Debris Removal & Proper Disposal	Garage Demolition	Overgrowth and Debris Removal	Property Inspection	Roof Tarp - Standard	Snow Fence Installation	Tree Maintenance	Vehicle Removal
1			10		3	26			15	
2	1		2			14		1	4	
3	3		12		4	38	1		12	
4	4	1	13		3	27			9	
5	2		5		2	19			4	
6	1		2	1	2	12				
7	2	1	14		2	32			8	1

### Maintenance Services Completed

In the third quarter of FY 2023, the DLBA completed maintenance activity at 147 DLBA-owned properties across the City. This maintenance activity included tree removal or trimming at 54 properties, illegal dumping removal at 58 properties, lawncare and overgrowth removal management at 16 properties, and board up and securing at 13 properties. Additionally, the DLBA completed 168 property inspections in response to maintenance inquiries investigations.

During the third quarter, the DLBA remediated illegal dumping via vendor services at ten properties. This number is lower than the initial goal of approximately 40 properties per quarter, but debris removal was so significant at these specific sites, the required investment was often more than double the per property budget forecast. In addition to vendors, the DLBA also has a Field Operations team which is equipped to handle maintenance activity that can be completed with light machinery or manually. In Q3, the Field Operations team remediated illegal dumping at 46 properties.



Salvageable structures within the DLBA’s inventory continue to be routed through Proposal N stabilization for maintenance whenever possible. This action will assist with blight reduction at DLBA-owned structures and resolution for many maintenance inquiries when those structures progress through the stabilization process. Next quarter, the Maintenance team expects to focus on DLBA-owned vacant land or DLBA-owned properties that are in the early stages of the demolition pipeline.

The current maintenance budget estimates hazardous tree maintenance or removal at a projected 125 properties. With Detroit’s aging and largely unkempt tree canopy, tree services comprise a large portion of the DLBA’s maintenance budget. The Maintenance team is coordinating with the City’s General Services Department (GSD) for assistance with tree maintenance using the City’s federally funded American Rescue Plan Act contracts. The ARPA program projects servicing up to 1,000 trees over the next three years on City, DLBA, and privately-owned parcels. During the third quarter, GSD assisted with the removal of trees at 8 DLBA-owned properties. Vendors serviced 20 DLBA-owned properties and the Field Operations team worked on an additional 26 properties. With the 60 properties that received vendor tree maintenance in Q1 and Q2, and the 20 properties that received vendor tree maintenance in Q3, the DLBA is currently on track to meet the projected vendor tree maintenance in fiscal year 2023, presuming the average cost per site does not increase. Tree maintenance on diseased or dying trees near privately owned properties is considered a priority. A cost increase will likely result in less funding for vendors to remediate illegal dumping on DLBA-owned sites.

### Q3 FY2023 Maintenance By Service

Board and Secure	Dead Animal Removal/ Disposal	Debris Removal & Proper Disposal	Garage Demolition	Overgrowth and Debris Removal	Property Inspection	Roof Tarp - Standard	Snow Fence Installation	Tree Maintenance	Vehicle Removal
13	2	58	1	16	168	1	1	52	1

### Q3 FY2023 Maintenance By District

Case: Council District	Board and Secure	Dead Animal Removal/ Disposal	Debris Removal & Proper Disposal	Garage Demolition	Overgrowth and Debris Removal	Property Inspection	Roof Tarp - Standard	Snow Fence Installation	Tree Maintenance	Vehicle Removal
1			10		3	26			15	
2	1		2			14		1	4	
3	3		12		4	38	1		12	
4	4	1	13		3	27			9	
5	2		5		2	19			4	
6	1		2	1	2	12				
7	2	1	14		2	32			8	1

### ***Maintenance Inquiries***

During the third quarter, the DLBA received 894 new maintenance inquiries. The most common maintenance inquiry subcategories included board/secure (600), debris clean-up (145), and tree issues (69). Under current budget constraints, the DLBA will not be able to successfully resolve all issues. Maintenance inquiries are reviewed on a regular basis and work is triaged based upon the immediate safety hazard. Demolition and Proposal N Stabilization funding will serve as one path toward blight remediation for non-emergency maintenance. Of the newly submitted inquiries this quarter, 360 were for properties in the demolition pipeline and 198 were for properties in the stabilization pipeline.

## **FINANCE**

The Detroit Land Bank Authority Finance Department continues to operate in a transformative manner fully supportive of the DLBA sales programs. Additionally, Finance allocates resources to the ever-evolving operational functions that support the rapid disposition of property and return of property to productive use.

### **March 2023 Income Statement Highlights**

Through the 3rd quarter of FY23, Total Income continued to trend in a positive direction with sales revenue generated from lot and structure sales. The positive revenue trend was steady due to the increase in vacant land sales due to the expansion of the Neighborhood Lot program. Additionally, marketed property sales and project sales have also increased throughout the current fiscal year.

As of February 23, YTD structure sales are \$6.9M with over \$497,000 in sales discounts for purchasers. Auction sale discounts have decreased due to the reduction in Auction structure listings during FY23.

YTD expenditures through Q3 also trended in a positive direction and aligned with FY23 budget projections. Expenditure was lower than budgeted relative to Administrative and Personnel costs as well as professional services. These expense categories will be continually monitored for the remainder of FY23.

### **March 2023 Balance Sheet Highlights**

- The Balance Sheet ended strong with a working capital ratio showing that the DLBA's current assets exceeded current liabilities by 5.9 times.
- Restricted cash of \$3.5M remains for private donor donations where obligations have not been fulfilled.
- \$4.5M remains in unearned revenue for maintenance fees for HHF lots.
- Designated cash from private donors and contractual obligations amounted to \$4.8M (Rehabbed Programs).
- Fixed Income Securities balance as of February 2023 amounted to \$5,061,706.
- Current Liabilities decreased slightly during FY23 Q3 due to a slight increase in Accounts Payable.

Financial statements are enclosed as Exhibits.

## EXHIBITS



## Balance Sheet Detailed

3/14/2023 11:31 AM

Company Name: **Detroit Land Bank Authority**

As of Period Ending: **2023/008**

General Ledger Account	Current Period	Last Period	Change
<b>Current Assets</b>			
110000 - Fifth Third Bank	0.00	0.00	0.00
110100 - Fifth Third Bank Auction Saving	1,674,233.01	4,508,341.79	(2,834,108.78)
110200 - Fifth Third Bank Auction Checking	738,767.30	18,351.54	720,415.76
110300 - Fifth Third Bank DLBA CDC	0.00	0.00	0.00
110400 - Fifth Third Bank Demo Checking	(4,837.31)	672,962.84	(677,800.15)
110500 - Fifth Third Bank DLBA CDC	0.00	0.00	0.00
110600 - Fifth Third Bank Payroll	989,268.01	1,004,652.78	(15,384.77)
110700 - Fifth Third Bank Main	2,313,824.12	1,462,481.69	851,342.43
111000 - Liberty Bank - Sales Inc - 1466	50.00	50.00	0.00
111100 - Liberty Bank - Loan Fund - 1547	1,050,272.15	1,050,272.15	0.00
111200 - Liberty Bank - Demo Fund - 1555	51,492.03	51,492.03	0.00
111300 - Liberty Bank - Pilot Sale	0.00	0.00	0.00
111400 - Liberty Saving - Designated Cash	340,522.58	340,522.58	0.00
111500 - Liberty Bank - Non RHI BACKSTOP	161,712.29	161,712.29	0.00
111600 - Liberty Bank - Non RHI Loan Fund	118,107.57	109,103.92	9,003.65
111700 - Liberty Bank - QLID	3,155,767.10	2,666,667.00	489,100.10
113000 - Cash Escrow Account: Westcor Land	2,000,000.00	2,000,000.00	0.00
115000 - Fifth Third Restricted Cash	3,535,879.10	3,532,781.58	3,097.52
115100 - Fifth Third Bank Money Market	2,031,943.73	2,025,120.11	6,823.62
115200 - Fifth Third Bank Fixed Income Securities A	0.00	0.00	0.00
115300 - Fifth Third Bank Fixed Income Securities B	0.00	0.00	0.00
116000 - Huntington - Main	10,183,401.85	10,178,035.40	5,366.45
116100 - Huntington - Payroll	1,921,796.07	3,167,250.49	(1,245,454.42)
116200 - Huntington - Auction Checking	1,000,000.00	1,000,000.00	0.00
116300 - Huntington - Auction Savings	6,373,553.92	5,583,862.40	789,691.52
117000 - Huntington Bank Fixed Income Securities A	3,029,763.04	3,021,234.39	8,528.65
120000 - Petty Cash	0.00	0.00	0.00
125000 - LandArc Property Management Co	0.00	0.00	0.00
<b>Cash And Cash Equivalents</b>	<b>40,665,516.56</b>	<b>42,554,894.98</b>	<b>(1,889,378.42)</b>
140000 - Accounts Receivable	2,996,879.08	2,965,807.23	31,071.85
140500 - Occupied Non-Profit Receivable	0.00	0.00	0.00
141000 - Acc'd Accounts Receivable - HHF	0.00	0.00	0.00
141100 - A/R Accrued HHF - US GAAS	0.00	0.00	0.00
141500 - Acc'd Accounts Receivable - Non HHF	2,392,842.00	2,381,182.77	11,659.23

142000 - DO NOT USE - Rent Receivable - DO NOT USE	0.00	0.00	0.00
143000 - DO NOT USE - Land Contract Receivable - DO NOT USE	0.00	0.00	0.00
144000 - Intrafund A/R from HHF Demo Cash	0.00	0.00	0.00
144100 - Intrafund A/R from Non-HHF Cash Movement	0.00	0.00	0.00
144500 - Interfund A/R from HHF Demo Cash	0.00	0.00	0.00
145000 - Grants Receivable HHF	0.00	0.00	0.00
146000 - Allowance for Doubtful Accounts	0.00	0.00	0.00
<b>Accounts Receivable</b>	<b>5,389,721.08</b>	<b>5,346,990.00</b>	<b>42,731.08</b>
131000 - Due from Detroit Land Bank CDC	0.00	0.00	0.00
<b>Due from Land Bank to CDC</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
150000 - Pre-Paid Expenses	132,282.90	152,896.97	(20,614.07)
155000 - Pre-Paid Expenses (Register of Deeds)	2,000.00	2,000.00	0.00
<b>Prepaid Expenses</b>	<b>134,282.90</b>	<b>154,896.97</b>	<b>(20,614.07)</b>
160000 - Inventory - Structures	4,671,500.00	4,760,000.00	(88,500.00)
160100 - Inventory - Rehabbed & Ready	1,609,620.86	1,583,801.86	25,819.00
160200 - Inventory - NSP	632,508.91	632,508.91	0.00
160300 - Inventory - Accessory Structure	123,500.00	124,000.00	(500.00)
160400 - Inventory - Side Lots	6,284,400.00	6,288,000.00	(3,600.00)
160500 - Inventory - Rehab & Ready – B of A	719,319.80	719,319.80	0.00
160600 - Inventory - Dispo Fitzgerald	247,823.47	247,823.47	0.00
160700 - Inventory - Dispo Whitebox	1,850.00	1,850.00	0.00
160800 - Inventory - Dispo Jefferson-Chalmers	110,188.97	97,035.67	13,153.30
162000 - Inventory - Wayne County - Right of Refusal	59,781.85	59,781.85	0.00
<b>Property Held for Resale</b>	<b>14,460,493.86</b>	<b>14,514,121.56</b>	<b>(53,627.70)</b>
180100 - Purchases in Progress	1,000.00	1,000.00	0.00
<b>Purchases in Progress</b>	<b>1,000.00</b>	<b>1,000.00</b>	<b>0.00</b>
<b>Current Assets</b>	<b>60,651,014.40</b>	<b>62,571,903.51</b>	<b>(1,920,889.11)</b>
<b>Current Assets</b>	<b>60,651,014.40</b>	<b>62,571,903.51</b>	<b>(1,920,889.11)</b>
<b>Fixed Assets</b>			
170000 - Furniture and Fixtures	392,581.00	392,581.00	0.00
170500 - Equipment	542,627.59	542,627.59	0.00
171000 - Software	533,061.55	533,061.55	0.00
171500 - Vehicles	47,813.00	47,813.00	0.00
175000 - Accumulated Depreciation	(1,389,984.81)	(1,380,030.83)	(9,953.98)
<b>Fixed Asset</b>	<b>126,098.33</b>	<b>136,052.31</b>	<b>(9,953.98)</b>
<b>Fixed Asset</b>	<b>126,098.33</b>	<b>136,052.31</b>	<b>(9,953.98)</b>
<b>Fixed Assets</b>	<b>126,098.33</b>	<b>136,052.31</b>	<b>(9,953.98)</b>
<b>Other Assets</b>			
	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Other Assets</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Total Assets</b>	<b>60,777,112.73</b>	<b>62,707,955.82</b>	<b>(1,930,843.09)</b>
<b>Current Liabilities</b>			
225000 - Credit Card Liabilities	0.00	0.00	0.00

<b>Other Current Liability</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Other Current Liability</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
210000 - Accounts Payable	823,815.20	930,351.83	(106,536.63)
212000 - Acc'd Pay - DLBA	0.00	0.00	0.00
213000 - Intrafund A/P to HHF Restricted Cash	0.00	0.00	0.00
213100 - Intrafund A/P from Non-HHF Cash Movement	0.00	0.00	0.00
213500 - Interfund A/P to Auction Sales Cash	0.00	0.00	0.00
<b>Accounts Payable</b>	<b>823,815.20</b>	<b>930,351.83</b>	<b>(106,536.63)</b>
240000 - Accrued Expenses - HHF	0.00	0.00	0.00
240500 - Accrued Expenses - Non HHF	10,744.50	9,652.00	1,092.50
240600 - Accrued Expenses - Closing Liabilities	0.00	0.00	0.00
<b>Accrued Expenses</b>	<b>10,744.50</b>	<b>9,652.00</b>	<b>1,092.50</b>
230000 - Payroll Liabilities	0.00	0.00	0.00
231000 - Employee benefits payable	0.00	(18,140.65)	18,140.65
232000 - Employee benefits payable _ Aflac	0.00	0.00	0.00
245000 - Accrued Wages	691,451.36	701,231.22	(9,779.86)
<b>Accrued Payroll</b>	<b>691,451.36</b>	<b>683,090.57</b>	<b>8,360.79</b>
290000 - City of Detroit - Demo Adv Funds	0.00	0.00	0.00
<b>Demo Advance Fund</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
214000 - Due to Detroit Land Bank CDC	0.00	0.00	0.00
<b>Due to CDC from Land Bank</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
241000 - Land Contract - Liabilities	0.00	0.00	0.00
<b>Land Contract</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
243000 - QOL Loan - City/Detroit -Blight	0.00	0.00	0.00
<b>Line of Credit - City of Detroit</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
250000 - Short Term Loan Payable	2,000,000.00	2,000,000.00	0.00
<b>Other Current Liability</b>	<b>2,000,000.00</b>	<b>2,000,000.00</b>	<b>0.00</b>
216000 - Rent Deposits	0.00	0.00	0.00
<b>Rent Deposits</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
242000 - Auction Website Deposits	45,910.00	63,380.00	(17,470.00)
242200 - Direct Sales Website Deposits	111,320.00	175,120.00	(63,800.00)
242500 - Community Partners Deposits	0.00	0.00	0.00
242600 - Economic Development Deposits	0.00	0.00	0.00
242800 - Buy Back Program Deposits	0.00	0.00	0.00
<b>Sales Deposits</b>	<b>157,230.00</b>	<b>238,500.00</b>	<b>(81,270.00)</b>
260000 - Unearned Revenue	4,519,236.70	4,033,920.70	485,316.00
261000 - Other Deferred Liabilities	0.00	0.00	0.00
262000 - Escrow Deposit Payables	2,000,000.00	2,000,000.00	0.00
<b>Unearned Revenue</b>	<b>6,519,236.70</b>	<b>6,033,920.70</b>	<b>485,316.00</b>
<b>Current Liability</b>	<b>10,202,477.76</b>	<b>9,895,515.10</b>	<b>306,962.66</b>
<b>Current Liabilities</b>	<b>10,202,477.76</b>	<b>9,895,515.10</b>	<b>306,962.66</b>
<b>Long Term Liabilities</b>			
290200 - Loan from City of Detroit	0.00	0.00	0.00
<b>Loan - City of Detroit</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
290500 - Rehabbed & Ready Loan - DO NOT USE	0.00	0.00	0.00

<b>Loan - Rehabbed and Ready</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Long Term Liability</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Long Term Liabilities</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Total Liabilities</b>	<b>10,202,477.76</b>	<b>9,895,515.10</b>	<b>306,962.66</b>
<b>Equity</b>			
320000 - Fund Balance - Nonspendable	12,565,515.51	12,565,515.51	0.00
<b>Fund Balance - Nonspendable</b>	<b>12,565,515.51</b>	<b>12,565,515.51</b>	<b>0.00</b>
310000 - Fund Balance - Unassigned	5,994,994.69	5,994,994.69	0.00
<b>Fund Balance - Unassigned</b>	<b>5,994,994.69</b>	<b>5,994,994.69</b>	<b>0.00</b>
<b>Equity</b>	<b>18,560,510.20</b>	<b>18,560,510.20</b>	<b>0.00</b>
<b>Equity</b>	<b>18,560,510.20</b>	<b>18,560,510.20</b>	<b>0.00</b>
<b>Retained Earnings</b>			
310100 - Retained Earnings	33,155,445.84	33,155,445.84	0.00
	<b>33,155,445.84</b>	<b>33,155,445.84</b>	<b>0.00</b>
	<b>33,155,445.84</b>	<b>33,155,445.84</b>	<b>0.00</b>
<b>Retained Earnings</b>	<b>33,155,445.84</b>	<b>33,155,445.84</b>	<b>0.00</b>
<b>Historical Profit Not Brought Forward</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Current Year Profit and Loss</b>	<b>(1,141,321.07)</b>	<b>1,096,484.68</b>	<b>(2,237,805.75)</b>
<b>Total Equity</b>	<b>50,574,634.97</b>	<b>52,812,440.72</b>	<b>(2,237,805.75)</b>
<b>Total Liabilities and Equity</b>	<b>60,777,112.73</b>	<b>62,707,955.82</b>	<b>(1,930,843.09)</b>



## Income Statement Detailed (Actuals)

3/14/2023 11:32 AM

Company Name: **Detroit Land Bank Authority**  
 As of Period Ending: **2023/008**  
 Report Status: **Draft**

General Ledger Account	Current Period	Actual YTD
<b>Income</b>		
445000 - 5/50 Proceeds	179,788.86	879,830.59
<b>50/50 Proceeds</b>	<b>179,788.86</b>	<b>879,830.59</b>
479000 - Pre-Inspection Fee	10,955.00	101,575.00
<b>Closing Refunds</b>	<b>10,955.00</b>	<b>101,575.00</b>
490000 - Donated Goods and Services	44,800.00	270,450.00
<b>Donated Goods and Services</b>	<b>44,800.00</b>	<b>270,450.00</b>
478000 - House Showing Fees	1,680.00	13,405.00
<b>House Showing Fees</b>	<b>1,680.00</b>	<b>13,405.00</b>
497500 - Inter-company Revenue	14,684.00	14,684.00
498000 - Inter-Department Revenue	1,237,603.24	4,950,412.96
<b>Inter-Company Revenue</b>	<b>1,252,287.24</b>	<b>4,965,096.96</b>
465000 - Impairment of Inventory	(58,900.00)	(510,900.00)
466000 - Cost of Inventory	(78,500.00)	(573,400.00)
<b>Inventory Impairment</b>	<b>(137,400.00)</b>	<b>(1,084,300.00)</b>
480000 - Other Income	35.00	785.00
481000 - Interest Income	12,257.76	62,866.88
483000 - Unrealized Gain (Loss) on Investments - FTB	0.00	18,150.25
483001 - Unrealized Gain (Loss) on Investments - Huntington	8,528.65	30,346.51
484000 - Investment Income FTB	6,823.62	20,536.75
484001 - Investment Income Huntington	0.00	0.00
<b>Other Income</b>	<b>27,645.03</b>	<b>132,685.39</b>
450000 - Private Grant Revenues	31,141.85	40,141.85
<b>Private Grant Revenues</b>	<b>31,141.85</b>	<b>40,141.85</b>
471000 - Fee Revenue	6,850.00	74,900.29
<b>Quiet Title Fees</b>	<b>6,850.00</b>	<b>74,900.29</b>
472000 - Side Lot Sales	108,665.74	1,646,611.37
<b>Side Lot Sales</b>	<b>108,665.74</b>	<b>1,646,611.37</b>
473000 - Structure Sales	759,450.46	6,891,553.56
<b>Structure Sales</b>	<b>759,450.46</b>	<b>6,891,553.56</b>



473500 - Educator Discount	0.00	(42,300.00)
473600 - City Employee Discount	(20,300.00)	(179,600.00)
473700 - Projects Discount	(9,570.20)	(50,996.75)
473800 - Homebuyer Counseling Discount	(21,320.00)	(113,780.00)
473900 - Refunds	(12,544.00)	(111,264.00)
<b>Discounts</b>	<b>(63,734.20)</b>	<b>(497,940.75)</b>
474000 - Fire Escrow Proceeds	0.00	14,058.00
<b>Fire Escrow Proceeds</b>	<b>0.00</b>	<b>14,058.00</b>
460000 - Gain (Loss) on Sale of Property	0.00	(8,744.39)
<b>Gain (Loss) on Sale of Property</b>	<b>0.00</b>	<b>(8,744.39)</b>
432000 - HHF Maint. Fee	0.00	811,950.00
440000 - City Revenues	0.00	5,250,000.00
442000 - NonReimbursable - Demo CoD	0.00	0.00
<b>Government Revenues</b>	<b>0.00</b>	<b>6,061,950.00</b>
475000 - Lease Revenue	0.00	25.00
<b>Lease Revenue</b>	<b>0.00</b>	<b>25.00</b>
477000 - Legal Recoveries	0.00	1,510.00
<b>Legal Recoveries</b>	<b>0.00</b>	<b>1,510.00</b>
<b>Income</b>	<b>2,222,129.98</b>	<b>19,502,807.87</b>
<b>Income</b>	<b>2,222,129.98</b>	<b>19,502,807.87</b>
<b>Expenses</b>		
610000 - Rent Expense	80,815.63	655,454.12
630000 - Prop/Liability Insurance	72.73	84,569.82
640000 - Building Repairs and Maintenance	0.00	3,664.00
650000 - Parking	38,330.00	309,660.91
660000 - Other Repairs and Maintenance	3,806.40	3,806.40
<b>Facilities Costs</b>	<b>123,024.76</b>	<b>1,057,155.25</b>
702000 - Advertising & Marketing	10,575.50	29,649.50
705000 - Telephone & Internet Expense	12,271.78	80,659.05
715000 - Office Supplies	21,569.04	66,141.58
717500 - Printing	1,474.70	14,318.67
720000 - Postage and Delivery	1,454.93	72,470.87
725000 - Equipment & Leases	12,291.18	39,111.33
726000 - Website Software & Maintenance	0.00	303.00
730000 - IT Hardware	1,290.22	33,082.87
735000 - Conferences & Meetings	8,410.96	56,997.90
736000 - Software Licenses	40,873.10	349,568.84
740000 - Professional Development	376.59	4,975.22
741000 - Recruitment	(278.30)	21,564.30
742000 - Meals	774.90	7,298.40
745000 - Memberships & Licenses	3,772.06	28,265.59
746000 - Mileage	795.47	7,406.09
755000 - Depreciation Expense	9,953.98	93,641.85
765000 - Bank Fees	340.85	11,931.89
770000 - Miscellaneous Expense	162.78	10,274.60
<b>General Admin Costs</b>	<b>126,109.74</b>	<b>927,661.55</b>
930000 - Inter-Company Expense	0.00	(20.00)
931000 - Inter-Departmental Expense	1,237,603.24	4,950,412.96

<b>Inter-Company Expense</b>	<b>1,237,603.24</b>	<b>4,950,392.96</b>
510000 - Salaries & Wages	865,970.38	7,034,051.11
520000 - Employment Taxes	69,079.36	563,343.17
530000 - Employee Benefits	316,680.95	1,417,498.40
550000 - Worker's Comp Insurance	3,023.00	12,515.00
<b>Personnel Costs</b>	<b>1,254,753.69</b>	<b>9,027,407.68</b>
810000 - Accountant/Auditor	0.00	22,291.00
820000 - Legal	2,074.50	62,751.08
830000 - IT and Website	8,919.30	46,830.43
860000 - Contract Staff	25,401.19	615,715.41
880000 - Site Investigators	24,135.00	190,304.50
890000 - Other Professional Services	20,861.75	174,479.41
<b>Professional Services</b>	<b>81,391.74</b>	<b>1,112,371.83</b>
902000 - Program Rental / Lease	2,400.00	20,248.00
912100 - Exterior Debris Removal	305.50	20,155.04
912101 - Debris Relocation (Exterior)	0.00	18.00
912102 - Graffiti Removal (Exterior)	0.00	350.00
912104 - Tire Removal	770.25	3,878.25
912105 - Vehicle Removal	48.00	968.00
912200 - Interior Debris Removal	2,232.50	8,573.10
912207 - Sewer/Basement Services	0.00	21,704.00
912300 - Miscellaneous Debris Removal	7,281.60	27,767.33
912301 - Debris Removal and Proper Disposal	1,182.00	40,822.00
912400 - Board-Ups	10,160.00	44,429.78
912401 - Board Up - Entry Door (Black Plywood)	208.50	208.50
912403 - Board Up - Entry Door (Plywood)	(40.00)	228.50
912405 - Board Up -Standard Opening (Black Plywood)	39.00	39.00
912407 - Board Up - Standard Opening (Plywood)	0.00	169.00
912408 - Board Up - Standard Opening (SecureView)	320.00	9,387.40
912410 - Build Entry Door (Plywood)	0.00	2,286.50
912411 - Install Hasp & Padlock	4,010.00	12,625.00
912412 - Roof Tarp - Standard	1,800.00	3,000.00
913000 - Court Filing Fees	12,877.05	89,427.37
914000 - Credit Card Processing	4,576.08	65,751.88
915000 - Demolition General	1,503,000.00	1,503,000.00
915100 - Demo - Vacant Lot Cuts	0.00	700,000.00
915200 - Other Surveys	3,400.00	20,285.00
916000 - Homeowner Counseling	2,820.00	21,770.00
917000 - Inspections	18,607.00	219,831.17
917002 - Property Inspection (Exterior)	1,730.00	10,565.00
917003 - Property Inspection (Interior)	0.00	150.00
918100 - Tree Maintenance	5,484.09	208,523.01
918200 - Tree Removal	15,875.00	131,839.22
918300 - Lawn Maintenance	385.00	69,017.12
918500 - Cleaning Services	115.00	700.00
918600 - Maintenance Supplies	1,630.15	16,505.96
920000 - Postage, Delivery - Program	1,139.63	1,139.63
921800 - Property Valuations	2,750.00	16,250.00
922000 - Real Estate Fairs	0.00	0.00
923000 - Title Expenses	22,182.21	198,469.32
923500 - Utilities - Program	4,036.95	18,876.27
925500 - Security	5,727.05	60,181.32

Program Expense	1,637,052.56	3,569,139.67
Expense	4,459,935.73	20,644,128.94
Expenses	4,459,935.73	20,644,128.94
Net Income	(2,237,805.75)	(1,141,321.07)
Net Income %	(100.71%)	(5.85%)



## Income Statement Detailed (Budget)

3/14/2023 11:32 AM

Company Name: **Detroit Land Bank Authority**  
 As of Period Ending: **2023/008**  
 Report Status: **Draft**

General Ledger Account	Current Period Budget	Budget YTD	Annual Budget
<b>Income</b>			
445000 - 5/50 Proceeds	83,333.33	666,666.64	1,000,000.00
<b>50/50 Proceeds</b>	<b>83,333.33</b>	<b>666,666.64</b>	<b>1,000,000.00</b>
479000 - Pre-Inspection Fee	6,250.00	50,000.00	75,000.00
<b>Closing Refunds</b>	<b>6,250.00</b>	<b>50,000.00</b>	<b>75,000.00</b>
432000 - HHF Maint. Fee	0.00	811,950.00	811,950.00
440000 - City Revenues	875,000.01	7,000,000.08	10,500,000.00
<b>Government Revenues</b>	<b>875,000.01</b>	<b>7,811,950.08</b>	<b>11,311,950.00</b>
478000 - House Showing Fees	1,250.00	10,000.00	15,000.00
<b>House Showing Fees</b>	<b>1,250.00</b>	<b>10,000.00</b>	<b>15,000.00</b>
498000 - Inter-Department Revenue	618,801.62	4,950,412.96	7,425,619.46
<b>Inter-Company Revenue</b>	<b>618,801.62</b>	<b>4,950,412.96</b>	<b>7,425,619.46</b>
477000 - Legal Recoveries	833.33	6,666.64	10,000.00
<b>Legal Recoveries</b>	<b>833.33</b>	<b>6,666.64</b>	<b>10,000.00</b>
471000 - Fee Revenue	19,583.33	156,666.64	235,000.00
<b>Quiet Title Fees</b>	<b>19,583.33</b>	<b>156,666.64</b>	<b>235,000.00</b>
472000 - Side Lot Sales	145,416.67	1,163,333.36	1,745,000.00
<b>Side Lot Sales</b>	<b>145,416.67</b>	<b>1,163,333.36</b>	<b>1,745,000.00</b>
473000 - Structure Sales	743,500.00	5,948,000.00	8,922,000.00
<b>Structure Sales</b>	<b>743,500.00</b>	<b>5,948,000.00</b>	<b>8,922,000.00</b>
<b>Income</b>	<b>2,493,968.29</b>	<b>20,763,696.32</b>	<b>30,739,569.46</b>
<b>Income</b>	<b>2,493,968.29</b>	<b>20,763,696.32</b>	<b>30,739,569.46</b>
<b>Expenses</b>			
610000 - Rent Expense	96,000.00	768,000.00	1,152,000.00
630000 - Prop/Liability Insurance	5,937.50	47,500.00	71,250.00
640000 - Building Repairs and Maintenance	5,000.00	40,000.00	60,000.00
650000 - Parking	35,000.00	280,000.00	420,000.00
<b>Facilities Costs</b>	<b>141,937.50</b>	<b>1,135,500.00</b>	<b>1,703,250.00</b>
702000 - Advertising & Marketing	3,750.00	30,000.00	45,000.00

705000 - Telephone & Internet Expense	16,666.67	133,333.36	200,000.00
715000 - Office Supplies	9,041.67	72,333.36	108,500.00
717500 - Printing	5,000.00	40,000.00	60,000.00
720000 - Postage and Delivery	4,166.67	33,333.36	50,000.00
725000 - Equipment & Leases	4,700.00	37,600.00	56,400.00
730000 - IT Hardware	7,625.00	61,000.00	91,500.00
735000 - Conferences & Meetings	416.67	3,333.36	5,000.00
736000 - Software Licenses	52,500.00	420,000.00	630,000.00
740000 - Professional Development	9,333.33	74,666.64	112,000.00
741000 - Recruitment	3,833.33	30,666.64	46,000.00
742000 - Meals	166.67	1,333.36	2,000.00
745000 - Memberships & Licenses	1,958.33	15,666.64	23,500.00
746000 - Mileage	1,833.34	14,666.72	22,000.00
<b>General Admin Costs</b>	<b>120,991.68</b>	<b>967,933.44</b>	<b>1,451,900.00</b>
931000 - Inter-Departmental Expense	618,801.62	4,950,412.96	7,425,619.46
<b>Inter-Company Expense</b>	<b>618,801.62</b>	<b>4,950,412.96</b>	<b>7,425,619.46</b>
510000 - Salaries & Wages	905,573.27	7,244,586.16	10,866,879.31
520000 - Employment Taxes	72,445.86	579,566.88	869,350.32
530000 - Employee Benefits	158,475.33	1,267,802.64	1,901,703.91
550000 - Worker's Comp Insurance	6,250.00	50,000.00	75,000.00
<b>Personnel Costs</b>	<b>1,142,744.46</b>	<b>9,141,955.68</b>	<b>13,712,933.54</b>
810000 - Accountant/Auditor	4,166.67	33,333.36	50,000.00
820000 - Legal	16,666.67	133,333.36	200,000.00
830000 - IT and Website	8,314.36	66,514.88	99,772.32
860000 - Contract Staff	116,018.00	928,144.00	1,392,216.00
880000 - Site Investigators	1,250.00	10,000.00	15,000.00
890000 - Other Professional Services	93,750.01	750,000.08	1,125,000.00
<b>Professional Services</b>	<b>240,165.71</b>	<b>1,921,325.68</b>	<b>2,881,988.32</b>
900000 - Program Expense - DO NOT USE	46,869.02	374,952.16	562,428.14
911000 - Advertising and Marketing - Program	833.33	6,666.64	10,000.00
912100 - Exterior Debris Removal	2,083.33	16,666.64	25,000.00
912200 - Interior Debris Removal	5,000.00	40,000.00	60,000.00
912300 - Miscellaneous Debris Removal	2,083.33	16,666.64	25,000.00
912301 - Debris Removal and Proper Disposal	16,666.67	133,333.36	200,000.00
912400 - Board-Ups	3,333.33	26,666.64	40,000.00
912410 - Build Entry Door (Plywood)	2,083.33	16,666.64	25,000.00
912411 - Install Hasp & Padlock	2,083.33	16,666.64	25,000.00
912412 - Roof Tarp - Standard	2,083.33	16,666.64	25,000.00
914000 - Credit Card Processing	5,833.33	46,666.64	70,000.00
916000 - Homeowner Counseling	8,333.33	66,666.64	100,000.00
917000 - Inspections	51,250.00	410,000.00	615,000.00
917002 - Property Inspection (Exterior)	4,166.67	33,333.36	50,000.00
918100 - Tree Maintenance	20,833.33	166,666.64	250,000.00
918200 - Tree Removal	8,333.33	66,666.64	100,000.00
918300 - Lawn Maintenance	0.00	811,950.00	811,950.00
919000 - Open House Events	7,083.34	56,666.72	85,000.00
920000 - Postage, Delivery - Program	1,416.67	11,333.36	17,000.00
922000 - Real Estate Fairs	208.33	1,666.64	2,500.00
923000 - Title Expenses	34,166.66	273,333.28	410,000.00
925500 - Security	4,583.34	36,666.72	55,000.00
<b>Program Expense</b>	<b>229,327.33</b>	<b>2,646,568.64</b>	<b>3,563,878.14</b>

<b>Expense</b>	<b>2,493,968.30</b>	<b>20,763,696.40</b>	<b>30,739,569.46</b>
<b>Expenses</b>	<b>2,493,968.30</b>	<b>20,763,696.40</b>	<b>30,739,569.46</b>
<b>Net Income</b>	<b>(0.01)</b>	<b>(0.08)</b>	<b>0.00</b>
<b>Net Income %</b>	<b>(0.00%)</b>	<b>(0.00%)</b>	<b>0.00%</b>