

# 2025

## FIRST QUARTER

# REPORT



**DETROIT LAND BANK**  
AUTHORITY  
[BuildingDetroit.org](http://BuildingDetroit.org)

A Continued Partnership Focused on  
Visibility & Accessibility to the Community





# Our Mission

The Detroit Land Bank Authority's mission is to return the city's blighted and vacant properties to productive use.

Utilizing a variety of sales programs, the DLBA makes homeownership and land purchases accessible to Detroiters. Our commitment to revitalizing the city extends beyond sales, requiring renovation and occupancy to enhance neighborhoods and deter real estate speculation.

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*a word from the*  
**CHIEF EXECUTIVE OFFICER**

October 15, 2024

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

Subject: City Council Quarterly Report, 1st Quarter FY 2025, Detroit Land Bank Authority

Dear Council President Sheffield:

I am pleased to submit this quarterly report on behalf of the Detroit Land Bank Authority (DLBA) to this honorable body.

In the first quarter, the DLBA's Community and Engagement team actively participated in over 70 events and meetings. We expanded our engagement strategy by introducing a series of town-hall meetings. In collaboration with City Council, the DLBA conducted four town halls, with additional sessions scheduled for the next quarter.

Our Customer Service department efficiently managed a high volume of resident interactions, handling 14,194 calls and 1,516 office visits. To further enhance service delivery, we launched a Green Belt project focused on improving operational processes. Phase 1 has been successfully completed, and we are currently progressing through Phase 2.

The Nuisance Abatement Program (NAP) continued its critical efforts to combat residential blight. This quarter, NAP issued 306 notices to privately-owned, vacant, and blighted properties, followed by 150 lawsuits. Most notably, the NAP team reached 129 agreements with property owners, holding them accountable for rehabilitating their properties. NAP agreements have proven effective, with 80 properties achieving compliance this quarter alone.

The Neighborhood Survey team advanced its work by completing iteration 2 and starting iteration 3 of its citywide survey. This initiative aims to identify vacant and blighted properties for referral to the DLBA and City partners for remediation efforts. As of the second iteration, 19,581 vacant structures and 194,971 occupied structures have been identified.

In this quarter, the DLBA listed 885 vacant lots across various land programs. We anticipate additional listings in the next quarter, with a significant upload of side lots and neighborhood lots planned to increase opportunities for community purchase and development.

We look forward to continuing our collaborative efforts with City Council to achieve our shared goals for Detroit and its residents.

Sincerely,

A handwritten signature in black ink, appearing to read 'Tammy Daniels', with a long horizontal flourish extending to the right.

TAMMY DANIELS

Chief Executive Officer

Detroit Land Bank Authority

# DLBA *fast* FACTS

**72**

Auction Closings

**377**

Own-it-Now Closings

**16,777**

Total Auction & Own-It-Now Closings to Date

**318**

Side Lots Sold

**337**

Neighborhood Lots Sold

**28,283**

Total Vacant Lots Sold to Date

**62**

Community Partner Lots & Structures Sold

**52**

Project Lots & Structures Sold

**1,268**

Buy Back Closings to Date

**5,573**

Currently Monitored Properties

**9,735**

Sales Achieved Compliance to Date  
*(Auction, Own-it-Now, Community Partners)*

**2,038**

NAP Achieved Compliance to Date

# **Inventory** *Total properties: 66,177*

**Structures: 5,571**

**Residential: 4,986**

- Sales/Salvage – Sale Pending: 479
- Sales/Salvage – Unsold: 2,256
- Demolition: 1,304

**Occupied: 941**

**Non-Residential: 56**

**Accessory: 529**

**Vacant Land: 61,135**

**Side Lots for Sale: 2,547**

**Neighborhood Lots for Sale: 23,795**

# **Community Engagement**

**Community Meetings Hosted & Attended: 72**

**Client Service Calls Answered: 14,194**

**Lobby Visitors Served: 1,516**

# **Contact**

**Main Office: (313) 974-6869 Questions:  
inquire@buildingdetroit.org Website:  
www.buildingdetroit.org**

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# CHIEF EXECUTIVE OFFICER

PROPERTY REHAB

TAMMY DANIELS

In addition to leading the Detroit Land Bank Authority's 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.



## 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:** The R&R team has successfully renovated and sold a total of 102 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.
- **Public Open Houses:** 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.
  - **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.

## FEATURED PROPERTY

4021 Cortland, D7, Sold



## PROPERTY REHABILITATION

### INFILL (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

### Updates:

**Title Clearance:** Completed

**Parcel Application:** Completed

**Procurement:** Completed

**Unit Ordered:** Completed

**Foundation Poured:** Completed

**Unit Delivered:** Completed

**On site Construction:** Completed

**Listed for Sale:** Completed



# 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 (See Compliance Requirements below). For 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.



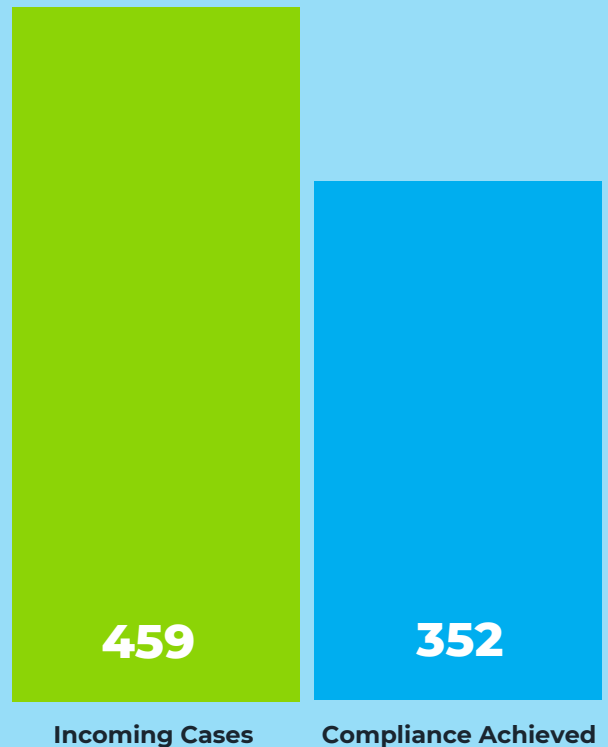
*Before and After, Auction Property on Tuller St. (District 2)*

## 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:

- Obtaining the appropriate inspection from the City of Detroit's Buildings, Safety, Engineering, and Environmental Department (BSEED)
- Occupying the property
- Exterior maintained – no boards, no blight

## Q1 SALES COMPLIANCE

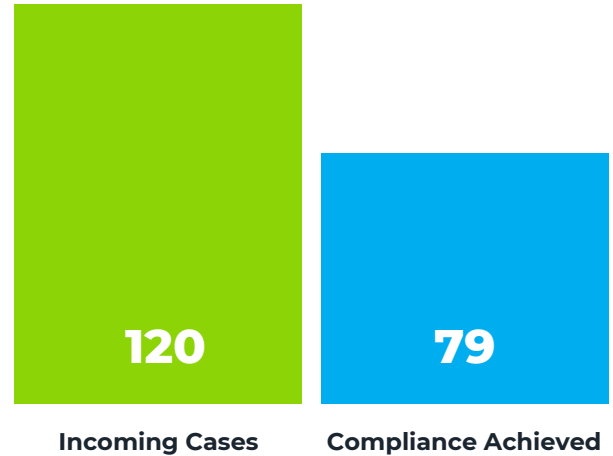


## Q1 NAP COMPLIANCE

### 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. 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, the Compliance Team transfers the matter to DLBA attorneys for court action. To achieve NAP Compliance owners must demonstrate the property is no longer a nuisance to the residents and 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.



## COMPLIANCE CASES FAILED

	2015 - 2018	2019	2020	2021	2022	2023	2024	TOTAL	ALL TIME COMPLIANCE FAIL RATE	2024 COMPLIANCE FAIL RATE
Reconveyed	302	86	9	104	361	947	379	2,188	6% of total sales cases "All Time"	13% of total cases being monitored

\*As of Sept. 30, 2024 (Chart reflects Involuntary Reconveyances only)

## CITY EMPLOYEE/EDUCATOR DISCOUNT AGREEMENTS THAT HAVE ACHIEVED COMPLIANCE SHOWING AGE OF AGREEMENT

	AUCTION/OWN-IT-NOW PROGRAM TO DATE				AUCTION/OWN-IT-NOW EDUCATOR DISCOUNT				AUCTION/OWN-IT-NOW CITY EMPLOYEE DISCOUNT			
	<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
<b>Total Achieved Compliance</b>	<b>8,379</b>				<b>51</b>				<b>656</b>			
<b>Age of Agreement</b>	<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
Total Across Age	206	544	817	6,812	0	0	1	50	25	64	49	518
Escrow Expired	0	0	0	12	0	0	0	0	0	0	0	3
Occupied	172	489	771	6,511	0	0	1	49	21	62	46	469
Listed for sale or rent	26	45	42	250	0	0	0	1	4	2	3	26
Demolished	8	10	4	38	0	0	0	0	0	0	0	0
Other	0	0	0	1	0	0	0	0	0	0	0	0

# DLBA IN THE COMMUNITY

## COMMUNICATIONS & ENGAGEMENT

The Communications & Engagement team's overall engagement strategy is focused on fostering connections with Detroiters and community partners, expanding awareness of DLBA programs, improving transparency, and addressing resident's concerns. The team's goal is to accommodate as many meetings and presentation requests as possible by coordinating colleagues across departments, creating new resource materials for distribution, and continuing to leverage technology where appropriate.

# PUBLIC RELATIONS

## MEDIA COVERAGE

The DLBA continued to enjoy increasingly positive media coverage in the first quarter. The Digital Content Specialist continued to support with media responses and interviews, and managed critical media coverage.

Our August Buy Back event was picked up by several news sources. In addition to the Fox 2 segment, the event was also highlighted by Channels 4, 7, 62, and WWJ Radio, and it has been picked up by Yahoo News and AOL.com.



AUG  
JUL

*Fox 2 News*

**Charlie Langton talks about renting vs owning a home with Detroit Land Bank CEO Tammy Daniels**

*Fox 2 News*

**77 Detroit families receive deeds to houses once owned by the Land Bank**



# DIGITAL CONTENT SPECIALIST

The Digital Content Specialist (DCS) is responsible for the voice of the DLBA and is focused on creating informative content, telling constituent stories and designing compelling content. The DCS maintains the DLBA's social media channels, creates and maintains brand standards, and designs and updates client-facing materials such as printed handouts, the DLBA website, and other digital content.

Q1 SOCIAL MEDIA FOLLOWERS				
MONTH	FACEBOOK	INSTAGRAM	LINKEDIN	THREADS
July	27,993	13,230	3,929	1,619
August	27,886	13,086	4,070	2,002
September	28,004	12,918	4,130	2,146

## AVERAGE POST ENGAGEMENT RATE



**↑ 87.3 from 2.6%**

## AVERAGE POST ENGAGEMENT RATE (BY SOCIAL NETWORK)

 **6.53%**

 **3.83%**

 **4.03%**

## CITY COUNCIL AND GOVERNMENT LIAISON

The City Council and Government Liaison (CGL) serves as a dedicated resource to foster relationships with City Council, the Ombudsman's Office, the Department of Neighborhoods, and other government agencies. The CGL identifies opportunities to provide proactive updates to each district, and also identifies areas for DLBA improvement, conducts ongoing analysis of core customer service functions, supports leadership with navigating escalated inquiries, and fosters community engagement efforts.

### Q1 CITY COUNCIL & GOVERNMENT INQUIRIES

MONTH	CITY PARTNERS (CITY COUNCIL, DONS, OMBUDSMAN)	INTERNAL ANALYSIS	COMMUNITY ENGAGEMENT
July	28	N/A	N/A
August	18	N/A	N/A
September	32	2	21
<b>Total</b>	<b>78</b>	<b>2</b>	<b>21</b>

## COMMUNITY INITIATIVES

The Community Initiatives Program Manager (CIP) supports the organization by coordinating community engagement events, meetings, and presentations on behalf of the DLBA and fosters relationships with City and community partners to ensure open lines of communication between agencies.

### Q1 COMMUNITY ENGAGEMENT

MONTH	DONS	CITY COUNCIL	CITY INITIATIVES	COMMUNITY PARTNERS & BLOCK CLUBS	DLBA HOSTED	TOTAL
July	4	1	2	6	5	<b>18</b>
August	4	1	1	15	6	<b>27</b>
September	3	3	5	9	7	<b>27</b>
<b>Total</b>	<b>11</b>	<b>5</b>	<b>8</b>	<b>30</b>	<b>18</b>	<b>72</b>

# PLANNING & ANALYSIS

ROBERT LINN  
DIRECTOR

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.



## BACK TO THE DISTRICT

The DLBA hosted two “Back to the District” events this quarter in District 5 and District 4. In District 5, over 60 neighbors attended the event at Durfee Innovation Society, while in District 4, over 160 neighbors attended the event at Samaritan Center. These events inform residents about available Side Lots, neighborhood Lots, and other DLBA programs such as Community Partner, Create-a-Project, Auction, Own-it-Now, Rehabbed and Ready, and NAP. The DLBA plans to schedule the remaining four events across the city this fall to continue bringing DLBA and other resources back to the district.



## SIDE LOT & NEIGHBORHOOD LOTS

In Q1, staff listed 885 vacant lots through various vacant land programs. There were 851 side lot listings across all districts. The staff plans to do a side lot and neighborhood lot upload in October resulting in more lots listed for purchase.

### Q1 VACANT LOT LISTINGS BY DISTRICT

DISTRICT	NEIGHBORHOOD LOTS	SIDE LOTS
1	0	39
2	0	115
3	6	99
4	8	289
5	3	111
6	3	113
7	4	85
<b>Total</b>	<b>24</b>	<b>851</b>

## CREATE-A-PROJECT (CAP)

In Q1, the DLBA received 20 Create-a-Project applications bringing total program applications to 479. Of the 479 applications, 150 have been approved as purchasers and moved forward to lot selection. Staff ordered title work on a total of 42 properties during Q1.

APPROVED CAP PURCHASERS BY QUARTER	
QUARTER	APPROVED PURCHASERS
Q1 FY2024	94
Q2 FY2024	113
Q3 FY2024	120
Q1 FY2025	150

## IMPROVED LOTS

The DLBA has identified over 7,400 improved lots city wide. Over 6,000 of these Improved Lots contain fences and over 700 contain driveways. Since the DLBA board approved the Improved Lot Policy in April 2024, staff has been diligently working on creating an internal procedure to process improved lots and will begin listing lots next Quarter. Staff continues to collaborate with the Blight to Beauty team to eliminate abandoned fences along the commercial corridors, and has successfully removed 57 fences in Q1 bringing the total number of removed fences to 147.

IMPROVED LOTS IDENTIFIED BY DISTRICT							
DISTRICT 1	DISTRICT 2	DISTRICT 3	DISTRICT 4	DISTRICT 5	DISTRICT 6	DISTRICT 7	TOTAL
880	628	1,826	1,010	921	1,039	1,106	7,410

## STRUCTURE INSPECTIONS

Staff ordered 567 inspections throughout the first quarter of FY25. Among these, 332 inspections were ordered as part of recurring Inventory inspection reviews for new acquisitions and properties advancing through the sales pipeline. 40 of these structures have now sold or are in the Compliance pipeline and 207 are awaiting sale or are listed for sale. Properties that were found to be unsalvageable or occupied were moved to the appropriate pipeline for next steps.

Additionally, 207 inspections orders were for homes recently acquired by the land bank. As inspection results are reviewed, properties that are confirmed vacant, salvageable and in a quiet title batch are transferred to the Prop N – Stabilization pipeline. There were 58 properties that were transferred to the Demolition Department’s Prop N – Stabilization pipeline based on the condition of these homes, as confirmed by these inspections. Meanwhile, staff identified 38 properties found to be unsalvageable that were transferred to the demolition pipeline, and 42 properties that were found to be occupied or have signs of active rehabilitation work that require subsequent follow up by occupied property staff. Staff ordered the remaining inspections in response to resident inquiries, reports of condition change from partners, or other one-off circumstances

Given changes to the Proposal N Stabilization program, staff have begun to order pre-sale preservation services on structures identified for the Auction Program. These preservation services include interior & exterior trash out, lawn maintenance and other additional services such as roof tarps, basement pump-outs, graffiti abatement and securement, as needed. These services are being performed by three third-party vendors the DLBA has preservation service agreements with as well as the In-House Maintenance Team from the Operations Department. These efforts with third-party vendors began in the second week of July, with 28 properties completed and 9 in progress. Operations Department staff received their first batch of properties at the end of August, and they have completed five properties. Once the pre-sale preservation services are complete, the properties are inspected by an internal DLBA Building Inspector and once title is clear, the properties are added to the open house and auction schedule for listing. On September 23rd, a Property Preservation Project Manager II and a Contract Building Inspector joined the team to assist with coordinating these pre-sale preservation efforts and the increase in Auction inspection needs.

# OCCUPIED INSPECTIONS

Staff inspect all eligible occupied houses every two months with the goal of finding vacant properties to move to sale or starting a conversation with occupants to be vetted for programming. Properties are selected for inspection work orders based upon a combination of factors including the length of time since occupancy was last confirmed, reports of vacancy or illegal activities from residents, and vacancy indicators such as boarding requests or data provided by the United States Postal Service.

In the first quarter, staff completed inspections at 627 properties, with 250 currently out for inspection or under review. These 627 occupied properties with completed inspections between July and September generated more than 320 responses from occupants. Among these properties inspected, 42 were confirmed vacant and moved toward sale or demolition.

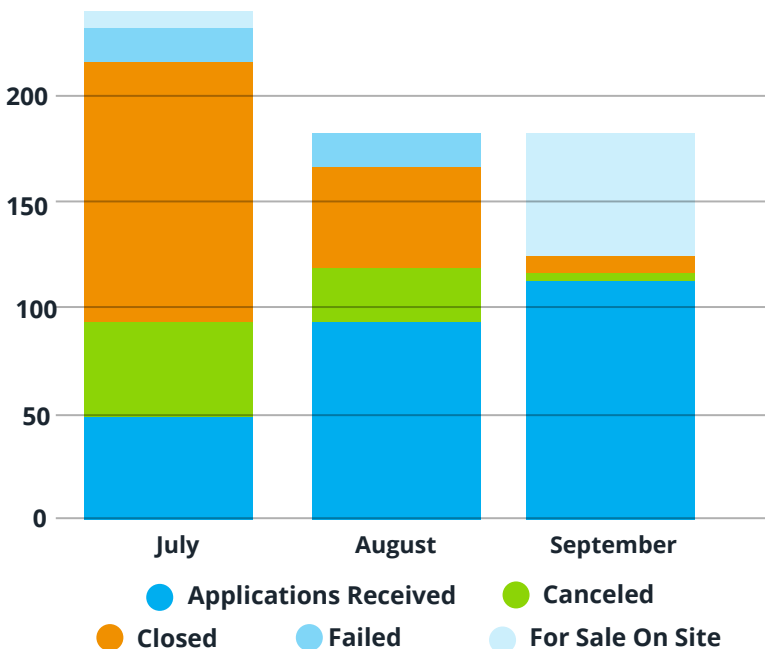
As the effort to inspect occupied properties progresses, staff are finding fewer vacant properties to move toward sale or demolition. This quarter marked the kick-off of outreach efforts by the Housing and Revitalization Department (HRD) with the City, wherein relocation services or assistance with qualifying for DLBA programs will be provided to eligible occupants. Staff will continue to coordinate with HRD and maintain inspection rates in the coming quarters.

# PROPERTY TRANSFER AFFIDAVITS

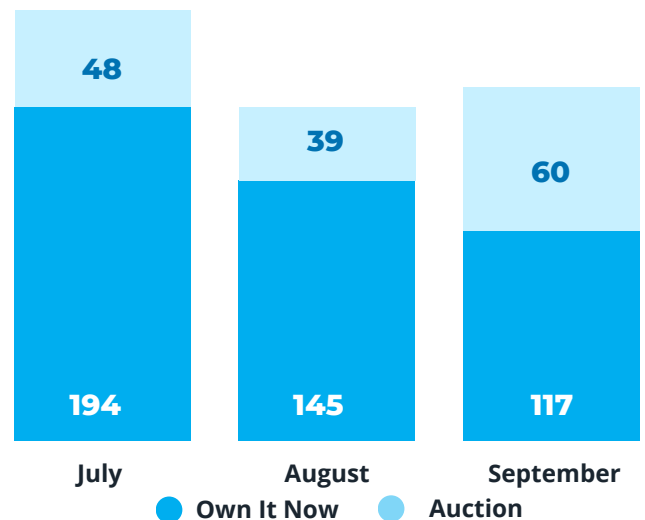
The DLBA has worked with the Office of the Assessor to reconcile ownership records for properties across the city. The DLBA will now file a PTA on all DLBA closings after 45 days, if unfiled by the purchaser. This allows purchasers to file the PTA themselves within the mandatory 45-day window.

PROPERTY TRANSFER AFFIDAVITS BY MONTH & TRANSFER TYPE		
MONTH	DISPOSITION PTAs	AQUISITION PTAs
July	315	5
August	299	155
September	2	6

HOME LISTINGS, BY MONTH & STATUS



HOME LISTINGS, BY MONTH



# CITYWIDE SURVEY

In September, we finished iteration 2 and started iteration 3. The visuals and procedures for survey results are being created simultaneously as the results are being processed. Through the conclusion of the second pass of the city, staff identified 19,581 vacant structures and 194,971 occupied structures.

If the home is occupied, the survey team records the result and moves on. If the structure is vacant, the team will fill out the neighborhood survey. At the end of the survey, the team will assess a blight status. At the conclusion of I2, these are the field team's blight findings:

SURVEY TEAM BLIGHT ASSESSMENTS		
FIELD DETERMINATION	COUNT	%
Vacant (Not Blighted)	2,950	15.1
Noticeable Evidence of Blight	11,487	58.7
Significant Evidence of Blight	4,485	22.9
Extreme Evidence of Blight	659	3.4

SURVEY TEAM BLIGHT ASSESSMENTS		
FIELD DETERMINATION	COUNT	%
Vacant (Not Blighted)	1,453	16.0
Property in Pipeline	4,223	46.6
NAP (Salvage)	747	8.2
Other Resolution pathways (Salvage)	2,545	28.1
ODM (Demo)	92	10.1

Out of the 9,061 structures reviewed and triaged, nearly half are already in a pipeline.

Final Determination	Meaning	Protocol
Vacant (Not Blighted)	Surveyed and found vacant but no significant blight recorded	Referred to BSEED to be registered as vacant
Property in Pipeline	Surveyed and found to have varying degrees of blight but are already in some pipeline including DLBA Compliance, NAP, Demo, or Potential Reconveyances	These properties are being sent to the appropriate points of contact for whichever pipeline to be monitored or to take further action depending on the pipeline.
NAP (Salvage)	Surveyed and found vacant, blighted, and eligible for NAP	Referred directly to DLBA NAP pipeline for posting
Other Resolution Pathways (Salvage)	Surveyed and found vacant with some blight, but not eligible for NAP	Referred to the City to go through separate nuisance abatement process. Some are also referred to BSEED for code enforcement
ODM (Demo)	Surveyed and found vacant and in unsalvageable conditions	Properties that already have BSEED Legal Authority are being added to the Demo Pipeline Properties without BSEED Legal Authority are being referred to BSEED to begin ODM process

At the end of September, staff began the third iteration of the citywide survey. This version of the survey expands upon the work of the first two passes of the city by including DLBA-owned structures and by including all residential structures, regardless of size. Staff anticipate this iteration of the survey will conclude in early 2025.

# 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.



# OWN-IT-NOW

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 CLOSED COMPARISON OF FISCAL YEAR Q1 CLOSING TRENDS

YEAR	TOTAL CLOSED (Q1)
2016	120
2017	122
2018	146
2019	127
2020	110
2021	100
2022	117
2023	98
2024	66
2025	72

## OWN-IT-NOW CLOSED COMPARISON OF FISCAL YEAR Q1 CLOSING TRENDS

YEAR	TOTAL CLOSED (Q1)
2017	145
2018	246
2019	203
2020	473
2021	1,105
2022	559
2023	345
2024	346
2025	394

## AUCTION AND OWN-IT-NOW CLOSED BY COUNCIL DISTRICT FOR Q1

	1	2	3	4	5	6	7	GRAND TOTAL
Auction	4	12	15	7	10	6	18	72
Own-it-Now	44	18	108	77	42	45	60	394
<b>Grand Total</b>	<b>48</b>	<b>30</b>	<b>123</b>	<b>84</b>	<b>52</b>	<b>51</b>	<b>78</b>	<b>466</b>

### 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 Q1

	1	2	3	4	5	6	7	GRAND TOTAL
Auction	113	112	53	99	126	62	168	743
Own-it-Now	224	127	548	387	256	232	302	2076
<b>Grand Total</b>	<b>337</b>	<b>249</b>	<b>601</b>	<b>486</b>	<b>382</b>	<b>294</b>	<b>470</b>	<b>2819</b>

### 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. One discount will be given per registered discount bidder and will be applied at closing. Bidders cannot combine or use multiple discounts.

## DISCOUNTS BY CATEGORY FOR Q1

APPLICATIONS	% OFF	APPROVED	REJECTED	USED
City Employee	50%	51	35	8
Detroit School Employee	50%	29	29	2
Skilled Trade Employment Program STEP	50%	1	0	1
Home Buyer Counseling	20%	65	47	37
Community Partner Endorsement	20%	0	4	0
Community Resident – Fitz	80%	1	0	1
Community Violence Intervention	50%	1	0	1
Benefits-Period Homeowner Program	50%	29	0	0
<b>Q1 Total</b>		<b>177</b>	<b>115</b>	<b>50</b>

## 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 28,204 Side Lots, making it the Land Bank’s most popular sales platform. During Q1, the DLBA sold 318 Side Lots, as well as 337 Neighborhood Lots, 11 Accessory Structure/Oversized Lots, 3 Improved Lots, and 23 Create-A-Project Lots.

SIDE LOTS SOLD BY COUNCIL DISTRICT FOR Q1								
MONTH SOLD	1	2	3	4	5	6	7	GRAND TOTAL
July	5	9	14	18	16	23	23	108
August	4	21	18	18	21	34	25	141
September	5	5	2	22	18	11	6	69
<b>Grand Total</b>	<b>14</b>	<b>35</b>	<b>34</b>	<b>58</b>	<b>55</b>	<b>68</b>	<b>54</b>	<b>318</b>

\*(+/-1 variance)

## 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.

## 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.

In total, 1,570 properties were assessed in Q1 FY2025. Of those, 185 (Initial Review) were confirmed to have a marketable title with no delinquent taxes and graded as ready for sale. 774 (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 244 (In-house title clearance), the Title Team requested tax clearances, BSEED releases, and handled escalations to underwriters to clear title issues. The remaining 367 (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.

## Community Successes

### *Scripps District Project in Woodbridge*

This is a joint venture between Tekton, Civic Companies, Robertson Brothers to construct a \$15 million residential development on Trumbull and Lincoln in Woodbridge.



*Rendering of Scripps District Project*



*Present Photo of Scripps District Project*

## 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.

## 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% discount 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 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 PROGRAM

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.

Q1 BUY BACK CLOSINGS		
MONTH-YEAR	CLOSED	TOTAL
July 2024	4	\$4,000
August 2024	4	\$4,000
September 2024	3	\$3,000
<b>Total</b>	<b>11</b>	<b>\$11,000</b>

EXECUTIVE SUMMARY	
Buy Back Closed (inception to date)	1,286
Buy Back Complete (inception to date)	1,189
Monitor Compliance for immediate exit	49
Monitor Compliance for July 2025 exit	50
Reconveyance Complete (inception to date)	25

## 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.

Q1 OCCUPIED NON-PROFIT/ OCCUPIED PROPERTY DISPOSITION PROGRAM CLOSINGS	
MONTH-YEAR	CLOSED
July 2024	9
August 2024	3
September 2024	1
<b>Total</b>	<b>13</b>

EXECUTIVE SUMMARY	
ONP/OPDP Closed	243
ONP/OPDP Compliance Achieved	141
Reconveyance Complete	14

## 2024 BUY BACK EXIT EVENT

On August 16, 2024, the DLBA held its 8th Buy Back Graduation Event. This occasion celebrated the remarkable achievements of participants who have successfully completed the Buy Back Program requirements and are now proud homeowners. This year, 58 participants received their deeds, with an additional 32 participants awaiting confirmation of summer 2024 tax payments to finalize compliance.

The event took place at U of D Jesuit Joe Louis Park & Johnson Recreation Center, featuring a diverse group of guests and participating nonprofit partners, including Wayne Metro, U-Snap-Bac, Southwest Solutions, Central Detroit Christian, Matrix Human Services, and Focus: HOPE. Banking partners Fifth Third Bank and Citizens Bank were also in attendance.



# LEGAL

J. GABRIEL GUERRERO  
GENERAL COUNSEL

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.

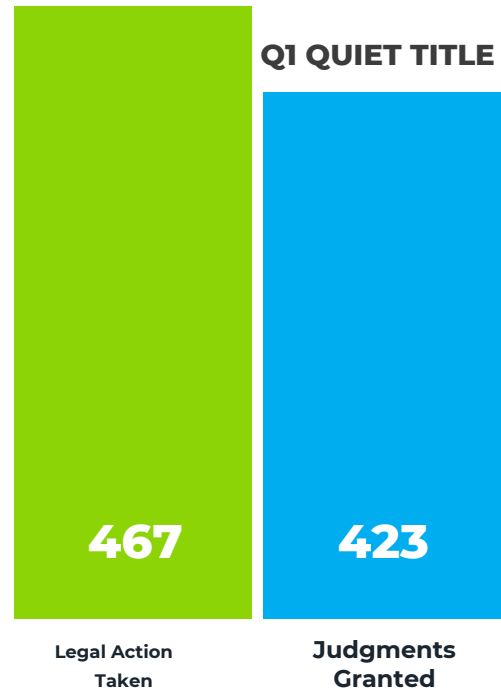
The response to the coronavirus pandemic continued to impact some of the Legal Department's activities during the first quarter of fiscal year 2025. During the quarter, courts were open primarily on a remote basis for certain civil actions including quiet title, nuisance abatement, and evictions.

# QUIET TITLE

One of the most impactful statutory tools available to the Detroit Land Bank Authority is its ability to clear and quiet title. Historically, the lack of clear title has plagued property ownership across the City. This problem has been significantly reduced due to the diligent work of the DLBA's Quiet Title team.

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.

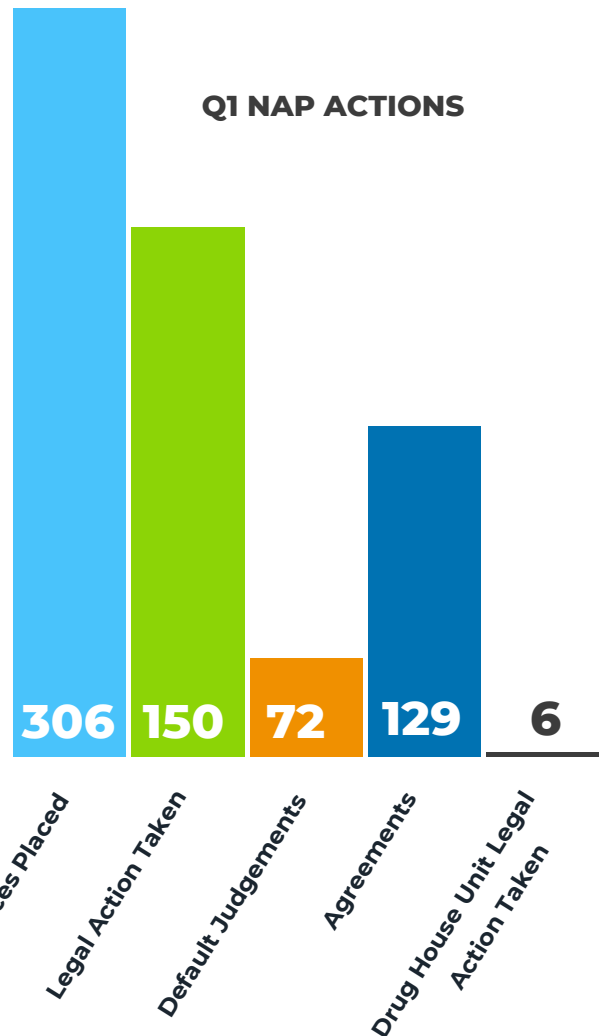
During the first quarter, the Quiet Title Team received judgments clearing title to 423 properties and filed 20 additional lawsuits representing 467 properties.



# 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, blighted, 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 or enter into an agreement with the DLBA to abate the nuisance, may lose their ownership rights to the property at a hearing for default judgment.

During the first quarter, the Legal Department placed nuisance abatement notices on 306 properties identified to be vacant and blighted. The NAP Team also filed nuisance abatement lawsuits against 150 vacant and blighted properties in the first quarter. Court proceedings were conducted in a primarily remote format, and 72 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 129 abatement agreements with private owners to rehabilitate their properties.

NAP agreements continued to be a successful tool in addressing private blight with 80 properties achieving Compliance in the first quarter, including the following examples:

## **BEFORE AND AFTER**

### **RENOVATED AS A RESULT OF A NAP AGREEMENT**



## **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 DLBA'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 first quarter, DPD reported 43 applicable raids to the DHU. Of these, 36 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 7 raids were conducted at DLBA-owned properties and are under investigation by the Occupied Properties Team. 6 Nuisance Abatement lawsuits were filed for illegal narcotic activity during the first 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 first quarter, the DLBA received 14 new FOIA requests and completed all 14 within the statutory timeframes. The DLBA issued another 2 responses during the first quarter pursuant to a request that requires periodic responses over a six-month period. Both were completed within the statutory timeframes.



# ADMINISTRATION & SUPPORT

REGINALD SCOTT  
CHIEF OPERATING OFFICER

**The Administration & Support Departments of the Detroit Land Bank Authority direct the day-to-day operations and centralized resources of the DLBA. Providing Office Management, Information Technology, Data Solutions, and Customer Service support. In addition to internal programming, they also support the vast programs utilized by external stakeholders, the public, and other City entities including the DLBA's Salesforce database and [buildingdetroit.org](http://buildingdetroit.org).**

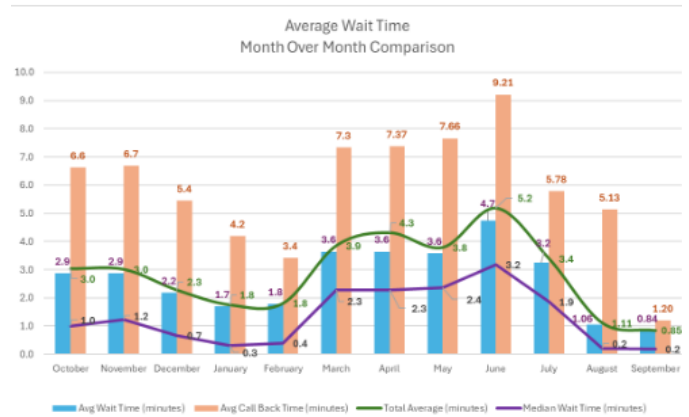
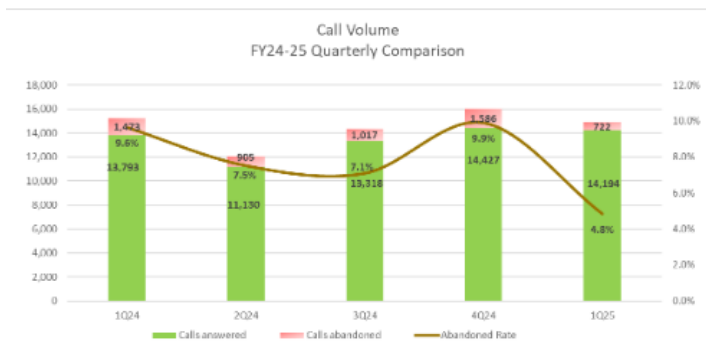
# CUSTOMER SERVICE

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. 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

Phone calls received in Q1 FY25 decreased 6.9% from Q4 FY24. The calls answered percentage of total inbound calls increased to 97.6% in September 2025 compared to August's 2024's 96.7%, this is the highest answer rate we have achieved. The abandoned rate percentage decreased to 2.4% in September 2024 compared to August 2024's 3.3%. This is due to being fully staffed. September 2024 average call wait time decreased to 0.85 minutes compared to August's 1.1 minutes. Below are graphs illustrating the improvements in calls answered over the last 12 months and monthly comparisons, as well as the stabilization in average wait times to speak to a Customer Service Representative of less than 1 minute.

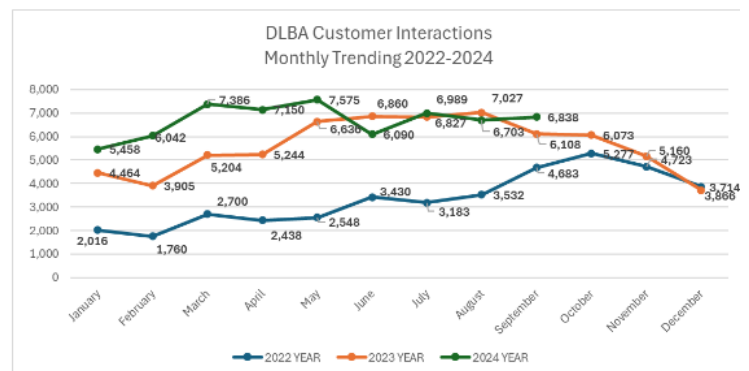


### LOBBY VISITS

The Customer Service team assisted 1,516 constituents in Q1 FY25 compared to Q4 FY24's 1,398 representing an 8.4% increase. Customers were assisted with property inquiries, payments, and other concerns.

### SALESFORCE INQUIRIES

The DLBA received 20,530 Salesforce inquiries in Q1 FY25, compared to Q4 FY24's 20,815, representing a 1.4% decrease. Despite this decrease, inquiries for 2024 are still projected to exceed 80,000 interactions based on the current monthly average of 6,692. Total 2023 inquiries totaled 67,222 compared to 40,156 in 2022. Below is the monthly trending year over year for 2022 through 2024.



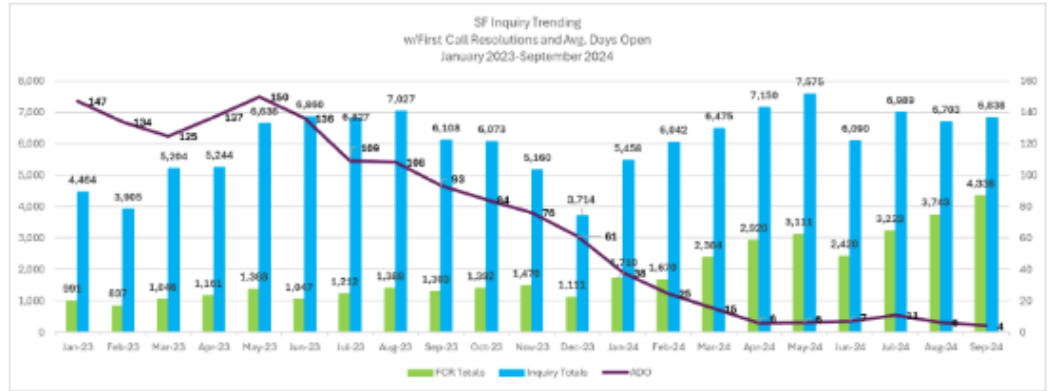
### GREEN BELT PROJECT

Phase 2 of our Green Belt Customer Service project is underway with assistance from the Mayor's Lean team focused on improving customer service across the organization. Our efforts include creating and establishing departmental services level metrics for inquiry resolution, implementing organization wide dashboard reporting for inquiry aging, incorporating service level expectations, and managing monthly compliance. Additionally, we are increasing first call resolutions and investigating customer self-service functionality to improve customer service delivery.

This graph highlights our efforts to improve customer service delivery by increasing First Call Resolutions and decreasing the Average Days Open for Salesforce inquiries.

Additionally, in alignment with our goals for our Customer Service Green Belt Phase 2 project to improve service

delivery, the chart below highlights that 92% of the inquiries received in September 2024 were closed in September, up 20% from August. Additionally, 69% of the September inquiries received were resolved as a First Call Resolution (FCR). September 2024's Average Days Open decreased to 4 days for the organization compared to August 2024's 6 days.

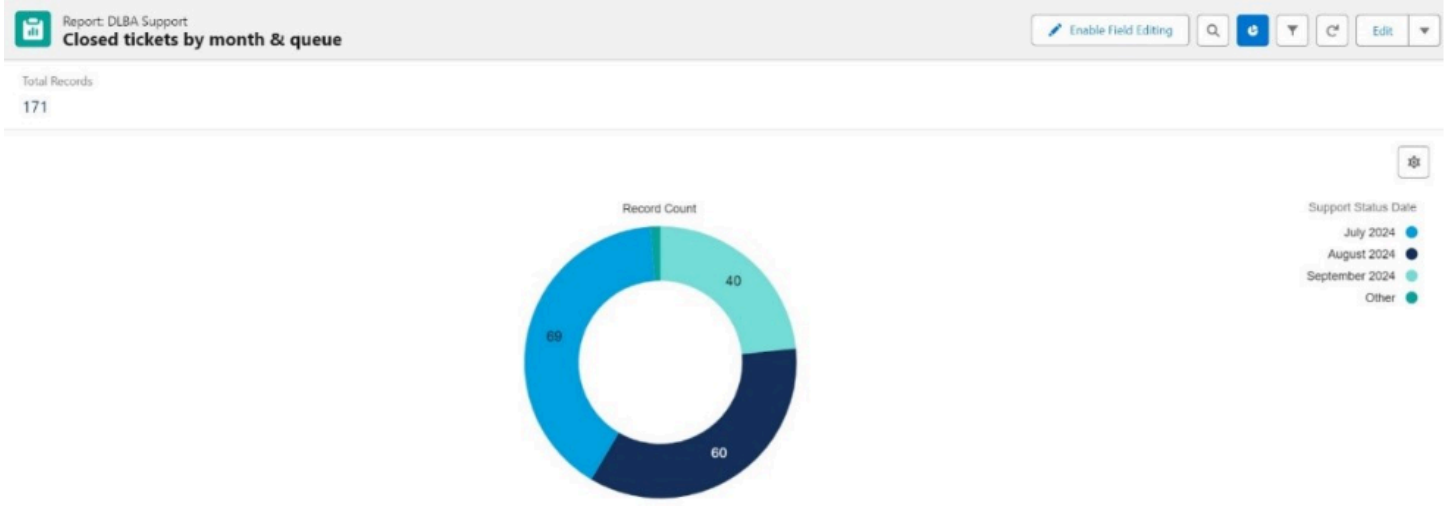


## SEPTEMBER 2024 SALESFORCE INQUIRIES RECEIVED

DEPARTMENT	TOTAL OPEN	TOTAL CLOSED	GRAND TOTAL RECEIVED	FIRST CALL RESOLUTIONS (FCRS)	FCR %	AVERAGE DAYS OPEN
City Demo	15	64	79	32	50%	4
Compliance	30	744	774	369	50%	2
Customer Service	1	832	833	814	98%	0
Legal	16	181	197	72	40%	3
Operations	114	356	470	147	41%	8
Planning & Analysis	272	3,042	3,314	2,102	69%	5
PR	0	0	0	0	0%	0
Sales	114	1,051	1,165	800	76%	3
Rehabbed & Ready	4	2	6	0	0%	10
<b>Grand Totals</b>	<b>566</b>	<b>6,272</b>	<b>6,838</b>	<b>4,336</b>	<b>69%</b>	<b>4</b>
<b>% of Total</b>	<b>8%</b>	<b>92%</b>	<b>100%</b>			

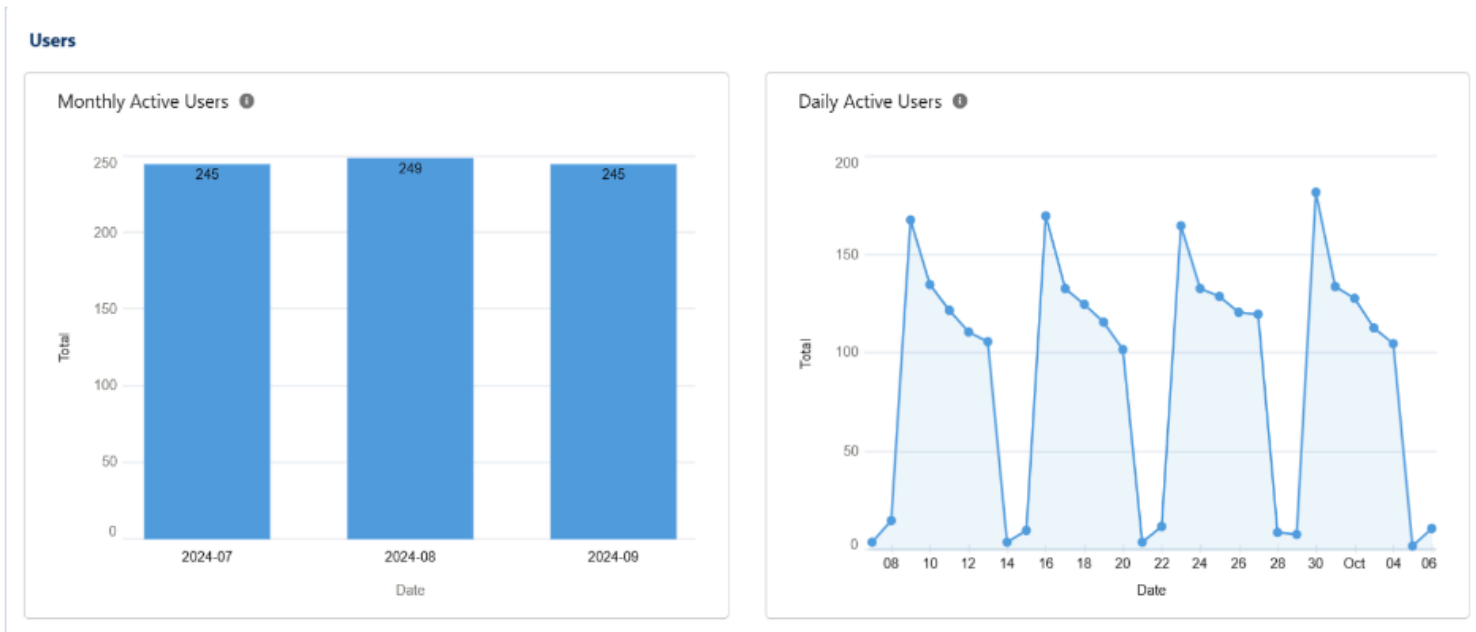
# THE SYSTEM DESIGN TEAM

The System Design Team, along with the Detroit Land Bank Authority (DLBA), is tasked with managing the organization’s information technology and systems. Their main responsibilities include overseeing Salesforce and facilitating property transactions through <https://buildingdetroit.org>, which acts as a central hub for various online sales platforms. Additionally, the team is crucial in providing essential IT services to DLBA employees, supporting their daily operations and strategic initiatives, whether they are working in the office or out in the community.



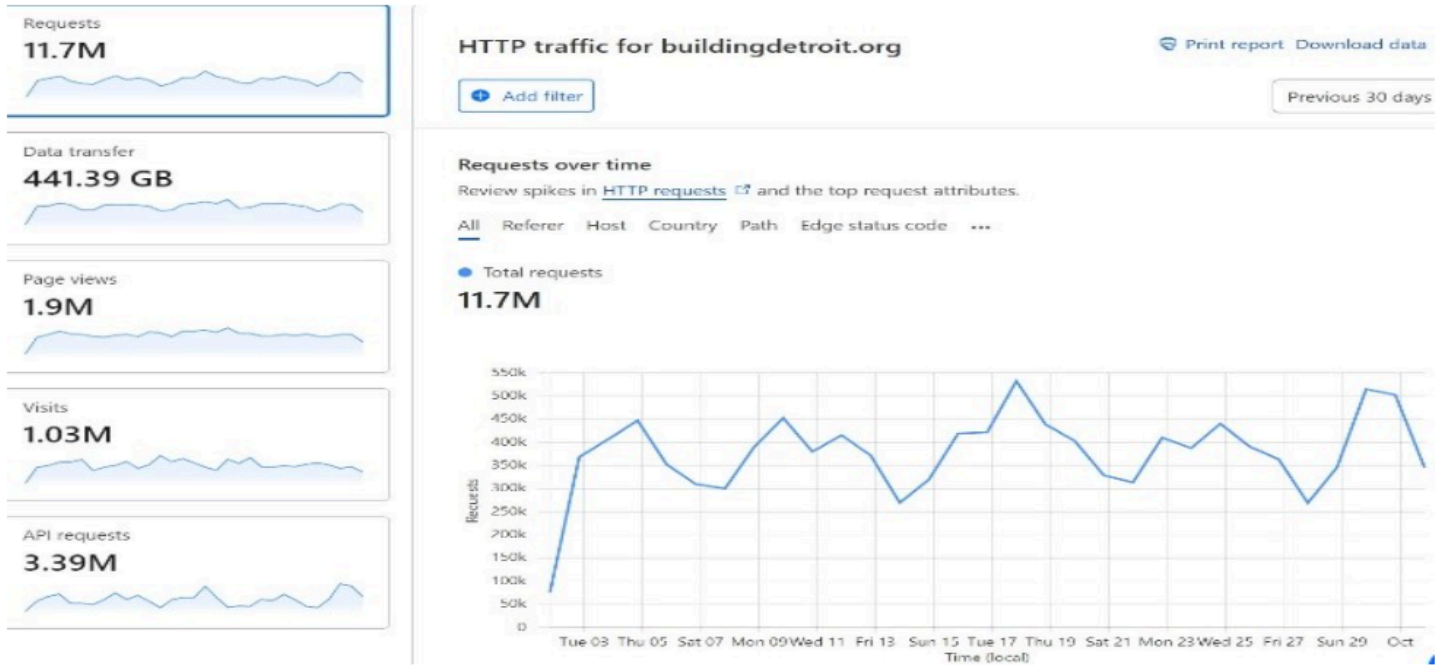
## SALESFORCE SUPPORT

Committed to continuous improvement, the System Design Team regularly enhances service quality for internal and external Salesforce users. This quarter, the team focused on implementing various enhancements to the Salesforce Lightning application. These upgrades aim to improve the DLBA’s capacity to effectively serve Detroit citizens and its partners.



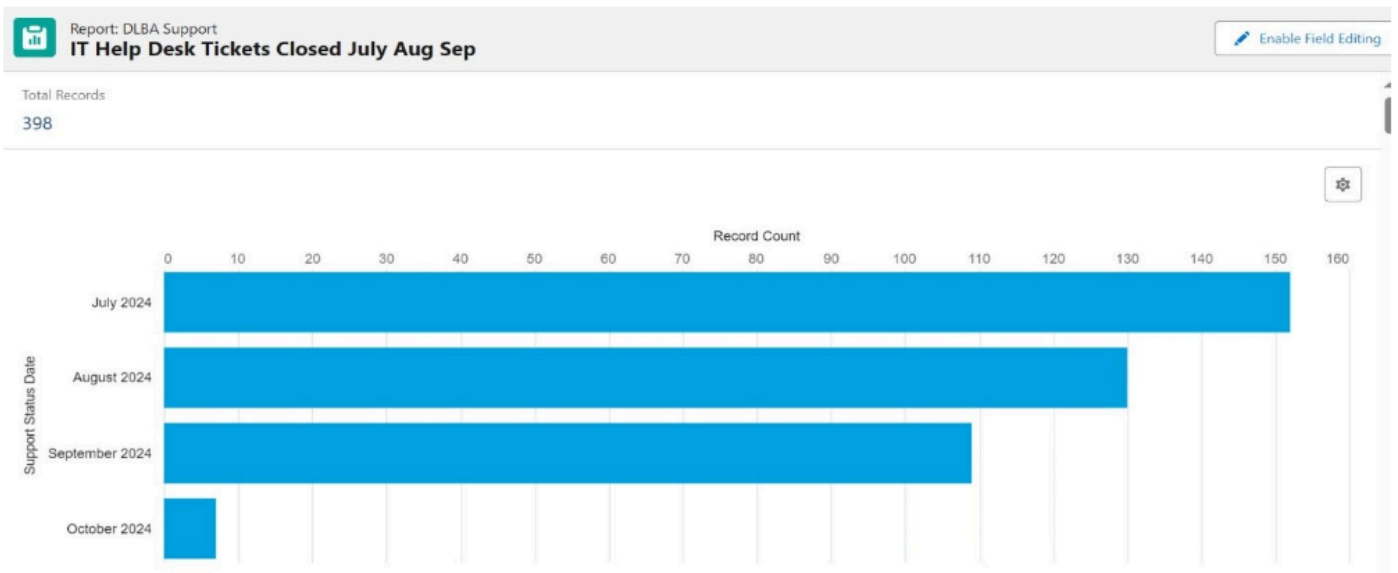
## WEBSITE & DATA SUPPORT

The System Design Team plays a crucial role in the success of <https://www.buildingdetroit.org>, a pivotal platform for DLBA’s mission to revitalize the City of Detroit by restoring neglected properties. This quarter, the team continued its focus on improving the website’s functionalities and ensuring its dependability. Their comprehensive approach involves strengthening security measures, optimizing operations, and maintaining current content to enhance overall user experience.



## DESKTOP SUPPORT

The DLBA’s System Design Team monitors requests for daily assistance and services. In the past three months, our team, mainly consisting of Desktop Support Technicians, responded to and resolved nearly 400 requests.



# HUMAN RESOURCES

TAMIKA RIASE  
ASSISTANT DIRECTOR

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, and all employee development, engagement and communications activities.

The mission of the DLBA Human Resources department is to design and implement people practices that improve the employee experience, the organizational capability, and the stakeholder satisfaction.

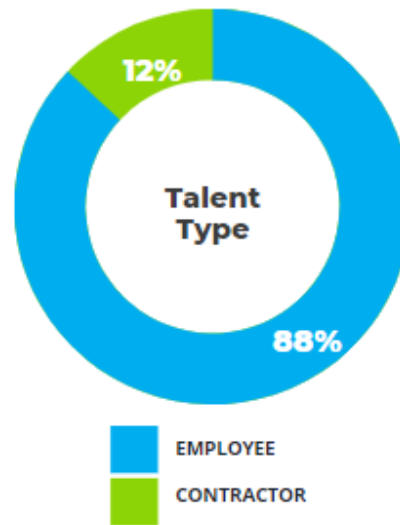
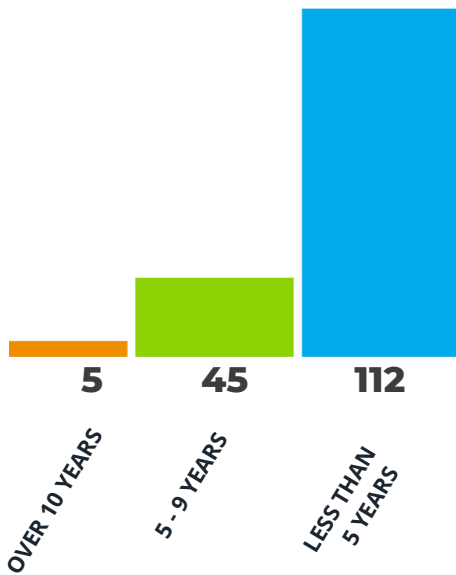
# WORKFORCE SNAPSHOT:

## EMPLOYEE DEMOGRAPHIC ANALYSIS

Based on the diverse generational distribution of DLBA employees, HR intends to consider opportunities for tailoring professional development initiatives to the diverse learning preferences and career aspirations of DLBA staff. HR will continue to assess and adapt communication styles to ensure they resonate with all groups, considering technology preferences, preferred communication channels and the dept of information desired. HR continues to explore wellness initiatives, like the Mindful Matters workshop held in January, that addresses specific health concerns and priorities of each group.



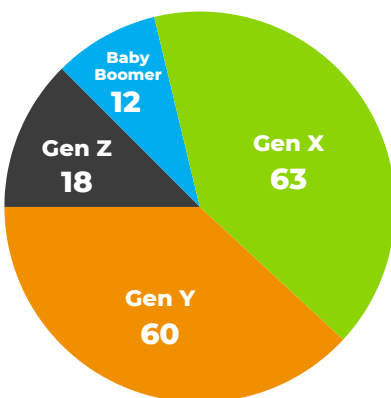
### Employee Length of Service



### FTE Vacancies by Department



### Generational Distribution



# **OPERATIONS & FINANCE**

REGINALD SCOTT

CHIEF FINANCIAL OFFICER

**The Detroit Land Bank Authority Finance Department continues to operate in a transformative manner fully supportive of the DLBA sales programs. The Finance Department also includes Operations, which allocates resources to the ever-evolving operational functions that support the internal operations of the organization. Operations include IT Support and Data Systems, Procurement and Property Maintenance. Overall, Finance & Operations combines fiscal stability while ensuring the operational effectiveness of the organization.**

**As of July 1 2024, the Detroit Land Bank Authority adopted an annual budget for the fiscal period FY25. The budget attached for your review highlights multiple revenue sources and related expenses in core function areas.**



## **FY25 OPERATING BUDGET (EXHIBIT A)**

The Detroit Land Bank Authority FY25 budget represents projections, and it is important to highlight the assumptions within this budget. In addition to the City of Detroit reducing DLBA funding by \$500,000, it is projected that structure sales revenue will continue to decline due to the shrinking structure inventory available for sale. Simultaneously, it is anticipated that vacant land sales and economic development projects will result in an increase in revenue. 5/50 Revenue is also expected to increase during the current fiscal year due to the ongoing reconciliation of tax payments due to the Detroit Land Bank Authority from the County and Assessor Office

## **INCOME STATEMENT (EXHIBIT B)**

Through September of FY25, Total Income is trending in a positive direction with sales revenue generated from lot and structure sales. The positive revenue trend was due to the increase in structure sales and vacant land sales. Additionally, marketed property sales and project sales have also increased through the 1st quarter of the current fiscal year.

As of September 30, 2024, YTD structure sales are \$3.9M with a little over \$330,000 in sales discounts for purchasers. Auction sale discounts have decreased due to the reduction in Auction structure listings.

YTD expenditures through Q1 are aligned with FY25 budget projections. Expenditures were higher than budgeted in professional services due to timing of annual expenditures paid during the 1st quarter. These expense categories will be continually monitored.

## **BALANCE SHEET (EXHIBIT C)**

The Balance Sheet ended strongly with a working capital ratio showing that the DLBA's current assets exceeded current liabilities by 6.3 times.

Restricted cash of \$3.6M remains for private donor donations where obligations have not been fulfilled.

\$5.5M remains in unearned revenue for HHF maintenance fees and survey.

Designated cash from private donors and contractual obligations amounted to \$770,248 (Rehabbed Programs).

Fixed Income Securities balance as of September 2024 amounted to \$15.6M.

# EXHIBIT A

DETROIT LAND BANK AUTHORITY			
DLBA			
BUDGET FY25			
		PROGRAM	2025 FY BUDGET - PROPOSED
INCOME			
430000 - State Revenues			
440000 - City Revenues			
	City of Detroit	General	-
			10,500,000.00
450000 - Private Grant Revenues			
	Kresge Grant		-
	Berman Foundation		-
	Rock Ventures		-
	Bank of America Grant		-
460000 - Gain (Loss) on Sale of Property			
		Rehabbed & Ready	-
465000 - Impairment of Inventory			
			-
466000 - Cost of Inventory			
			-
471000 - Fee Revenue (Quiet Title, Title Search, Deed Recording)			
			100,000.00
	Community Partners	Community Partners	35,000.00
	Economic Development	Economic Development	100,000.00
472000 - Side Lot Sales			
		Side Lots	450,000.00
	Vacant Land Sales	Vacant Land Sales	425,000.00
473000 - Structure Sales			
			-
	Auction Sales	Auction	2,559,600.00
	Own It Now	Direct Sales	2,300,480.00
	Occupied Properties	Occupied Properties	100,000.00
	Rehabbed Sales		250,000.00
	Community Partners	Community Partners	175,000.00
	City Projects	Economic Development	2,875,000.00
475000 - Lease Revenue			
			-
	Vacant Lot Program Leases (25/month)	Lot Lease	-
477000 - Legal Recoveries			
			10,000.00
478000 - House Showing Fees			
			15,000.00
479000 - Pre-Inspection Fee (450 units x \$295)			
		Auction	75,000.00
480000 - Other Income			
			-
481000 - Interest Income			
			1,75,000.00
493000 - 5/50 Revenue			
			2,250,000.00
			-
	HHF Property Maintenance RND2		-
	HHF Property Maintenance RND3		-
	HHF Property Maintenance RND4		-
	HHF Property Maintenance RND5		31,050.00
TOTAL INCOME			22,426,130.00
EXPENSES			
TOTAL SALARIES & WAGES			11,664,665.00
TOTAL EMPLOYMENT TAXES & BENEFITS			2,974,500.00
TOTAL FACILITIES EXPENSES			1,932,000.00
TOTAL ADMINISTRATIVE EXPENSES			1,487,000.00
TOTAL PROFESSIONAL SERVICES			1,795,000.00
TOTAL PROGRAM EXPENSES			2,572,965.00
TOTAL EXPENSES			22,426,130.00
NET PROFIT / LOSS			-

# EXHIBIT B

**Income Statement - Actual vs Budget - Detailed**  
**For the Period Ended September 30, 2024**  
**Financial Period 2025/001 - 2025/003**  
**Fiscal Year 2025**

	<u>YTD - Actual (USD)</u>	<u>YTD - Budget (USD)</u>	<u>YTD Var (USD)</u>
<b>Operating Income</b>			
432000 - HHF Maint. Fee	0.00	31,050.00	31,050.00
440000 - City Revenues	0.00	2,625,000.03	2,625,000.03
<b>Total Government Revenues</b>	<hr/> 0.00	<hr/> 2,656,050.03	<hr/> 2,656,050.03
445000 - 5/50 Proceeds	211,052.32	562,500.00	351,447.68
<b>Total Tax Revenues</b>	<hr/> 211,052.32	<hr/> 562,500.00	<hr/> 351,447.68
473500 - Educator Discount	-33,150.00	0.00	33,150.00
473600 - City Employee Discount	-140,000.00	0.00	140,000.00
473700 - Projects Discount	-28,164.78	0.00	28,164.78
473800 - Homebuyer Counseling Discount	-116,140.00	0.00	116,140.00
473900 - Refunds	-15,000.00	0.00	15,000.00
<b>Total Discounts</b>	<hr/> -332,454.78	<hr/> 0.00	<hr/> 332,454.78
450000 - Private Grant Revenues	5,888.60	0.00	-5,888.60
<b>Total Private Revenues</b>	<hr/> 5,888.60	<hr/> 0.00	<hr/> -5,888.60
460000 - Gain (Loss) on Sale of Property	-32,257.60	0.00	32,257.60
465000 - Impairment of Inventory	-159,450.00	0.00	110,650.00
466000 - Cost of Inventory	-161,950.00	0.00	168,600.00
<b>Total Inventory Impairment</b>	<hr/> -353,657.60	<hr/> 0.00	<hr/> 311,507.60
471000 - Fee Revenue	36,191.76	58,749.99	22,558.23
472000 - Side Lot Sales	537,351.27	718,749.99	181,398.72
473000 - Structure Sales	3,902,159.44	1,529,095.35	-2,373,064.09
474000 - Fire Escrow Proceeds	7,458.00	0.00	-7,458.00
477000 - Legal Recoveries	58,800.00	2,499.99	-56,300.01
478000 - House Showing Fees	5,985.00	3,750.00	-2,235.00
479000 - Pre-Inspection Fee	20,695.00	18,750.00	-1,945.00
<b>Total Sales Revenues</b>	<hr/> 4,568,640.47	<hr/> 2,331,595.32	<hr/> -2,237,045.15
480000 - Other Income	35.51	0.00	-35.51
481000 - Interest Income	26,317.08	18,750.00	-7,567.08
483000 - Unrealized Gain (Loss) on Investments - FTB	186,658.63	0.00	-186,658.63
483001 - Unrealized Gain (Loss) on Investments - Huntington	138.35	0.00	-138.35
484000 - Investment Income FTB	56,941.32	0.00	-56,941.32
484001 - Investment Income Huntington	42,644.54	0.00	-42,644.54
<b>Total Other Income</b>	<hr/> 312,735.43	<hr/> 18,750.00	<hr/> -293,985.43
490000 - Donated Goods and Services	29,000.00	0.00	-29,000.00
<b>Total Donated Value</b>	<hr/> 29,000.00	<hr/> 0.00	<hr/> -29,000.00
498000 - Inter-Department Revenue	0.00	1,702,711.47	1,702,711.47
<b>Grand Total Revenues</b>	<hr/> 4,441,204.44	<hr/> 7,271,606.82	<hr/> 2,788,252.38
<b>Operating Expenses</b>			
510000 - Salaries & Wages	2,744,938.12	2,916,165.63	171,227.51
520000 - Employment Taxes	203,459.73	233,293.32	29,833.59
530000 - Employee Benefits	501,844.13	510,328.89	8,484.76
<b>Total Personnel Costs</b>	<hr/> 3,450,241.98	<hr/> 3,659,787.84	<hr/> 209,545.86

610000 - Rent Expense	240,243.41	288,000.00	47,756.59
630000 - Prop/Liability Insurance	51,447.13	75,000.00	23,552.87
640000 - Building Repairs and Maintenance	3,328.00	15,000.00	11,672.00
650000 - Parking	131,792.64	105,000.00	-26,792.64
660000 - Other Repairs and Maintenance	96.21	0.00	-96.21
<b>Total Facilities Costs</b>	<b>426,907.39</b>	<b>483,000.00</b>	<b>56,092.61</b>
702000 - Advertising & Marketing	2,058.22	7,500.00	5,441.78
705000 - Telephone & Internet Expense	73,632.45	51,750.00	-21,882.45
715000 - Office Supplies	17,265.34	20,749.98	3,484.64
717500 - Printing	18,409.16	21,499.98	3,090.82
720000 - Postage and Delivery	26,079.67	30,000.00	3,920.33
725000 - Equipment & Leases	2,720.55	6,249.99	3,529.44
730000 - IT Hardware	20,273.44	28,500.00	8,226.56
735000 - Conferences & Meetings	48,258.33	12,999.99	-35,258.34
736000 - Software Licenses	115,885.88	97,499.97	-18,385.91
740000 - Professional Development	15,000.00	21,000.00	6,000.00
741000 - Recruitment	5,231.00	5,499.99	268.99
742000 - Meals	3,719.38	3,500.01	-219.37
745000 - Memberships & Licenses	25,518.47	57,999.99	32,481.52
746000 - Mileage	3,032.02	2,250.03	-781.99
755000 - Depreciation Expense	6,621.05	3,999.99	-2,621.06
765000 - Bank Fees	612.61	750.00	137.39
770000 - Miscellaneous Expense	19.95	0.00	-19.95
<b>Total General Admin Costs</b>	<b>384,337.52</b>	<b>371,749.92</b>	<b>-12,587.60</b>
810000 - Accountant/Auditor	0.00	5,000.01	5,000.01
820000 - Legal	116,098.84	50,000.01	-66,098.83
830000 - IT and Website	20,658.65	31,250.01	10,591.36
860000 - Contract Staff	388,803.00	150,000.03	-238,802.97
880000 - Site Investigators	59,039.00	49,999.98	-9,039.02
890000 - Other Professional Services	45,405.75	100,000.02	54,594.27
<b>Total Professional Services</b>	<b>630,005.24</b>	<b>386,250.06</b>	<b>-243,755.18</b>
901000 - R&R Gift Cards	0.00	750.00	750.00
902000 - Program Rental / Lease	5,000.00	7,749.99	2,749.99
912100 - Exterior Debris Removal	31,185.50	8,300.01	-22,885.49
912101 - Debris Relocation (Exterior)	0.00	275.01	275.01
912105 - Vehicle Removal	0.00	375.00	375.00
912200 - Interior Debris Removal	3,988.00	3,174.99	-813.01
912201 - Debris Relocation (Interior)	0.00	500.01	500.01
912204 - Pest Control	2,750.00	249.99	-2,500.01
912207 - Sewer/Basement Services	0.00	750.00	750.00
912300 - Miscellaneous Debris Removal	4,700.00	750.00	-3,950.00
912301 - Debris Removal and Proper Disposal	0.00	4,500.00	4,500.00
912400 - Board-Ups	3,403.20	18,750.03	15,346.83
912403 - Board Up - Entry Door (Plywood)	0.00	249.99	249.99
912404 - Board Up - Entry Door (SecureView)	100.00	0.00	-100.00
912408 - Board Up - Standard Opening (SecureView)	38,290.70	13,500.00	-24,790.70
912410 - Build Entry Door (Plywood)	150.00	119.16	-30.84
912411 - Install Hasp & Padlock	5,807.50	12,499.98	6,692.48
912412 - Roof Tarp - Standard	0.00	500.01	500.01

913000 - Court Filing Fees	37,507.42	30,000.00	-7,507.42
914000 - Credit Card Processing	44,138.91	17,499.99	-26,638.92
915000 - Demolition General	0.00	385.41	385.41
915200 - Other Surveys	1,175.00	7,749.99	6,574.99
915400 - Abatement Remediation	1,600.00	80,000.01	78,400.01
916000 - Homeowner Counseling	12,700.00	6,249.99	-6,450.01
917000 - Inspections	12,690.00	75,000.00	62,310.00
917002 - Property Inspection (Exterior)	15,390.00	51,750.00	36,360.00
917003 - Property Inspection (Interior)	0.00	249.99	249.99
918100 - Tree Maintenance	0.00	9,999.99	9,999.99
918200 - Tree Removal	23,070.00	42,500.01	19,430.01
918300 - Lawn Maintenance	707,794.00	152,500.02	-555,293.98
918500 - Cleaning Services	1,000.00	3,250.02	2,250.02
918600 - Maintenance Supplies	8,125.67	6,000.00	-2,125.67
920000 - Postage, Delivery - Program	0.00	1,815.42	1,815.42
921800 - Property Valuations	0.00	375.00	375.00
922000 - Real Estate Fairs	0.00	249.99	249.99
923000 - Title Expenses	150,482.80	142,500.03	-7,982.77
923500 - Utilities - Program	4,620.69	18,249.99	13,629.30
925000 - Property Tax for Closing	0.00	500.01	500.01
925500 - Security	76,950.00	49,999.98	-26,950.02
<b>Total Program Expense</b>	<b>1,192,619.39</b>	<b>769,820.01</b>	<b>-422,799.38</b>
931000 - Inter-Departmental Expense	0.00	1,702,711.50	1,702,711.50
<b>Grand Total Expenses</b>	<b>6,084,111.52</b>	<b>7,373,319.33</b>	<b>1,289,207.81</b>
<b>Net Income/(Loss)</b>	<b>(\$1,642,907.08)</b>	<b>(\$101,712.51)</b>	<b>\$1,499,044.57</b>

# EXHIBIT C



**Balance Sheet For the Period Ended**  
**September 30, 2024**  
**Financial Period 2025/001 - 2025/003**  
**Fiscal Year 2025**

<b>Assets</b>	<b>Current Period - Amount (USD)</b>	<b>Variance - Amount (USD)</b>	<b>Last Year - Amount (USD)</b>
110000 - Fifth Third Bank	0.00	0.00	0.00
110100 - Fifth Third Bank Auction Saving	1,297,901.98	-99.61	1,298,580.30
110200 - Fifth Third Bank Auction Checking	628,634.23	-8.55	628,767.18
110300 - Fifth Third Bank DLBA CDC	0.00	0.00	0.00
110400 - Fifth Third Bank Demo Checking	629.73	-127.41	2,156.59
110500 - Fifth Third Bank DLBA CDC	0.00	0.00	0.00
110600 - Fifth Third Bank Payroll	699,225.59	-18,361.12	894,249.31
110700 - Fifth Third Bank Main	3,541,385.61	78,309.74	10,139,577.44
111000 - Liberty Bank - Sales Inc - 1466	5,334,323.09	3.00	50.00
111100 - Liberty Bank - Loan Fund - 1547	0.00	0.00	1,403,590.10
111200 - Liberty Bank - Demo Fund - 1555	0.00	0.00	51,492.03
111300 - Liberty Bank - Pilot Sale	0.00	0.00	0.00
111400 - Liberty Saving - Designated Cash	770,247.98	396.53	319,192.94
111500 - Liberty Bank - Non RHI BACKSTOP	0.00	0.00	161,954.31
111600 - Liberty Bank - Non RHI Loan Fund	0.00	0.00	381,387.69
111700 - Liberty Bank QLID	0.00	0.00	2,624,532.85
113000 - Cash Escrow Account: Westcor Land	2,000,000.00	0.00	2,000,000.00
115000 - Fifth Third Restricted Cash	3,593,816.22	3,128.33	3,557,040.76
115100 - Fifth Third Bank Money Market	2,209,585.60	2,209,483.71	1,746.03
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
115400 - Fifth Third Bank Fixed Income Securities C	15,601,157.71	-2,129,782.40	7,217,730.54
116000 - Huntington - Main	1,356,768.34	-464,310.79	6,702,910.23
116100 - Huntington - Payroll	1,727,825.75	757,307.54	3,644,977.27
116200 - Huntington - Auction Checking	297,830.93	-133,110.40	502,316.32
116300 - Huntington - Auction Savings	7,004,959.65	-1,490,002.80	5,068,245.53
117000 - Huntington Bank Fixed Income Securities A	3,286,965.04	12,389.98	3,119,489.31
120000 - Petty Cash	0.00	0.00	0.00
125000 - LandArc Property Management Co	0.00	0.00	0.00
<b>Total Cash And Cash Equivalents</b>	49,351,257.45	-1,174,784.25	49,719,986.73
131000 - Due from Detroit Land Bank CDC	50,000.00	0.00	0.00
<b>Total Due From</b>	50,000.00	0.00	0.00
140000 - Accounts Receivable	340,807.23	0.00	845,807.23
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	2,363,058.08	-146,570.57	2,656,838.89
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>Total Accounts Receivable</b>	2,703,865.31	-146,570.57	3,502,646.12
150000 - Pre-Paid Expenses	353,146.24	-26,063.70	355,710.02
155000 - Pre-Paid Expenses (Register of Deeds)	2,000.00	0.00	2,000.00

<b>Total Prepaid Expenses</b>	355,146.24	-26,063.70	357,710.02
160000 - Inventory - Structures	2,572,500.00	-30,500.00	3,807,000.00
160100 - Inventory - Rehabbed & Ready	3,898,578.21	701,953.17	1,824,745.53
160200 - Inventory - NSP	632,508.91	0.00	632,508.91
160300 - Inventory - Accessory Structure	131,750.00	-750.00	146,750.00
160400 - Inventory - Side Lots	6,053,500.00	-8,100.00	6,271,800.00
160500 - Inventory - Rehab & Ready " B of A	316,673.90	0.00	362,573.50
160600 - Inventory - Dispo Fitzgerald	87,575.50	0.00	85,895.50
160700 - Inventory - Dispo Whitebox	1,850.00	0.00	1,850.00
160800 - Inventory - Dispo Jefferson-Chalmers	8,000.00	0.00	111,080.97
162000 - Inventory - Wayne County - Right of Refusal	167,805.35	0.00	83,746.58
<b>Total Property Held for Resale</b>	<b>13,870,741.87</b>	<b>662,603.17</b>	<b>13,327,950.99</b>
180100 - Purchases in Progress	1,000.00	0.00	1,000.00
<b>Total Current Assets</b>	<b>66,332,010.87</b>	<b>-684,815.35</b>	<b>66,909,293.86</b>
170000 - Furniture and Fixtures	404,127.00	0.00	392,581.00
170500 - Equipment	542,627.59	0.00	542,627.59
171000 - Software	533,061.55	0.00	533,061.55
171500 - Vehicles	79,487.00	0.00	47,813.00
175000 - Accumulated Depreciation	-1,491,286.90	-2,380.44	-1,446,481.46
<b>Total Fixed Asset</b>	<b>68,016.24</b>	<b>-2,380.44</b>	<b>69,601.68</b>
<b>Total Assets</b>	<b>66,400,027.11</b>	<b>-687,195.79</b>	<b>66,978,895.54</b>
<b>Liabilities and Equity</b>			
210000 - Accounts Payable	480,378.49	108,087.46	294,529.20
<b>Total Accounts Payable</b>	<b>480,378.49</b>	<b>108,087.46</b>	<b>294,529.20</b>
214000 - Due to Detroit Land Bank CDC	0.00	0.00	0.00
216000 - Rent Deposits 250000 - Short	0.00	0.00	0.00
Term Loan Payable 230000 - Payroll	2,000,000.00	0.00	2,000,000.00
Liabilities 231000 - Employee benefits payable	0.00	0.00	0.00
232000 - Employee benefits payable _ Aflac	0.00	0.00	24,974.12
<b>Total Short Term Payables</b>	<b>2,000,000.00</b>	<b>0.00</b>	<b>2,024,974.12</b>
245000 - Accrued Wages	300,550.58	48,317.00	236,144.79
<b>Total Accrued Payroll</b>	<b>300,550.58</b>	<b>48,317.00</b>	<b>236,144.79</b>
240000 - Accrued Expenses - HHF	0.00	0.00	0.00
240500 - Accrued Expenses - Non HHF	13,427.10	-11.50	9,156.50
240600 - Accrued Expenses - Closing Liabilities	0.00	0.00	0.00
<b>Total Accrued Expenses</b>	<b>13,427.10</b>	<b>-11.50</b>	<b>9,156.50</b>
241000 - Land Contract - Liabilities	0.00	0.00	0.00
242000 - Auction Website Deposits	91,420.00	40,900.00	28,170.00
242200 - Direct Sales Website Deposits	60,530.00	-109,030.00	112,550.00
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>Total Sales Deposits</b>	<b>151,950.00</b>	<b>-68,130.00</b>	<b>140,720.00</b>
243000 - QOL Loan - City/Detroit -Blight	0.00	0.00	0.00

260000 - Unearned Revenue	5,512,742.59	0.00	6,460,242.59
261000 - Other Deferred Liabilities	0.00	0.00	0.00
262000 - Escrow Deposit Payables	2,000,000.00	0.00	2,000,000.00
<b>Total Unearned Revenue</b>	<b>7,512,742.59</b>	<b>0.00</b>	<b>8,460,242.59</b>
290000 - City of Detroit - Demo Adv Funds	0.00	0.00	0.00
<b>Total Current Liability</b>	<b>10,459,048.76</b>	<b>88,262.96</b>	<b>11,165,767.20</b>
225000 - Credit Card Liabilities	0.00	0.00	0.00
290200 - Loan from City of Detroit	0.00	0.00	0.00
290500 - Rehabbed & Ready Loan - DO NOT USE	0.00	0.00	0.00
<b>Total Long Term Liability</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
310100 - Retained Earnings	35,100,734.34	0.00	35,100,734.34
310000 - Fund Balance - Unassigned	5,994,994.69	0.00	5,994,994.69
320000 - Fund Balance - Nonspendable	12,565,515.51	0.00	12,565,515.51
<b>Total Equity</b>	<b>53,661,244.54</b>	<b>0.00</b>	<b>53,661,244.54</b>
Retained Earnings	2,279,733.81	-775,458.75	2,151,883.80
Total Equity and Retained Earnings	55,940,978.35	-775,458.75	55,813,128.34
<b>Total Liabilities and Equity</b>	<b>66,400,027.11</b>	<b>-687,195.79</b>	<b>66,978,895.54</b>
Report Total	0.00	0.00	0.00