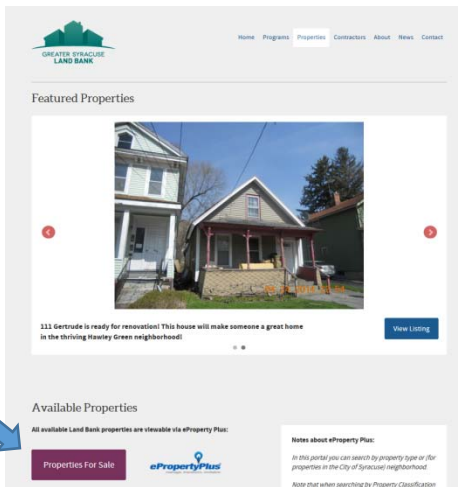





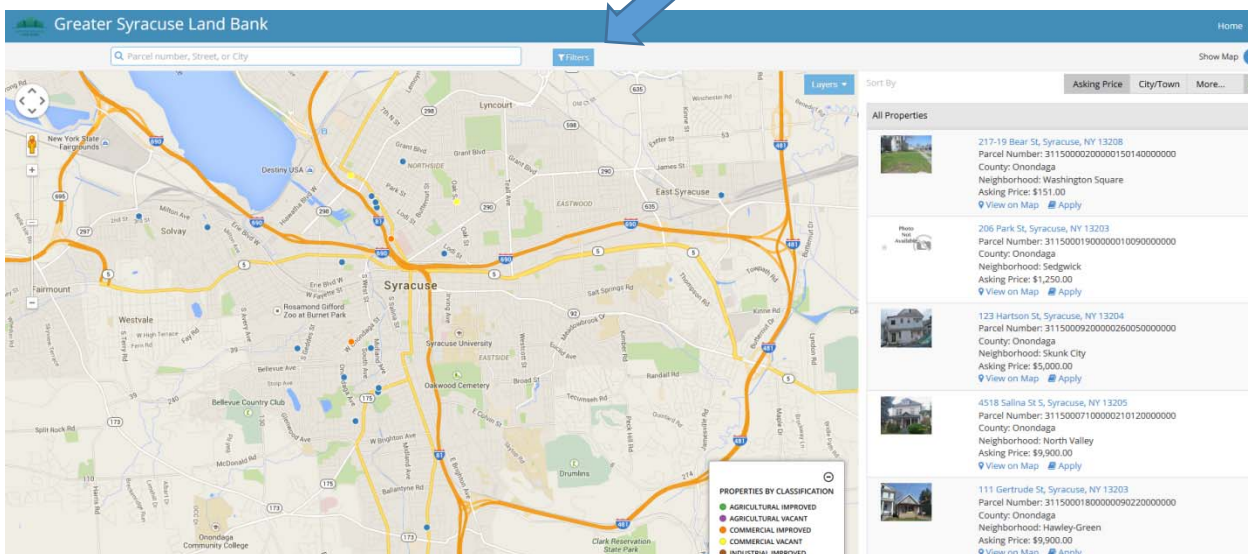
Land Bank Property Sales Frequently Asked Questions

1. Where can I find a list of properties for sale?

We don't publish a list because the pool of available properties is always changing. All the structures listed for sale are on the MLS so you can find them through sites like cnyrealtor.com and everything available for sale can be searched for in our Available Properties web portal. Visit <http://syracuselandbank.org/properties/> and click on the purple box that says "Properties for Sale."



Clicking this opens a new window. Once there, if you click this button:  it takes you to the map and list of all available properties. Use Filters at the top of the screen to filter by structure type, property type, or neighborhood.



2. Why does the Land Bank hold an enforcement mortgage on the property if I pay with cash?

We hold a mortgage on the property so that the Land Bank can place a lien against the property to be discharged only once the redevelopment plan included in your application is completed. The Land Bank evaluates buyers' plans for the property to ensure that they are adequate for the property's needs, of high quality, and consistent with our mission and purpose. Often times the board of directors will choose a buyer based on the quality of their plan who may not necessarily be the highest bidder; so once we sell you the property, we have an obligation to make sure that the buyer follows through on the promises made in their redevelopment plan since the decision to sell to them was based on the merits of that plan.

3. Are there any grants available for the renovations?

There are a number of grant and loan programs available such as NYSERDA and the County and City LEAD grant programs. The Land Bank is not offering any at this time, but check our website from time to time.

4. Will the Land Bank loan money for the renovations?

The Land Bank does not offer loans at this time, but Home HeadQuarters has a loan program available to investors (landlord) purchasing 1-4 unit residential Land Bank properties. Contact Shannon Fiumano at Home HeadQuarters (ShannonF@homehq.org) for more information.

5. Will the Land Bank counter offer if my price is too low?

Land Bank staff compiles all reasonable and complete offers for the board of directors to consider. They may respond and let you know if your offer is unreasonably low, but won't counter-offer or let you know if there are competing offers on a property. You should include your best reasonable offer with your initial proposal.

6. Do I need to show receipts for the work I do on the house?

No, but you need to show that all the work included in your redevelopment plan is done and obtain a Certificate of Adequacy from the Division of Code enforcement showing that the property is fully code compliant in order for the Land Bank to discharge the enforcement mortgage and remove the lien against the property.

7. Do you have a sample renovation plan and management plan I can see?

See attached.

8. Why do some properties have Land Bank signs but they're not for sale?

There are many reasons why not all of the Land Bank properties are not currently for sale. Some of these situations are described below:

- We may have just acquired the property and are still evaluating its condition and potential listing price.
- The property may be slated for demolition at a future date.
- The property could be located within a cluster of properties for which we are developing a broader redevelopment prior to listing them.
- Or we may have already approved a buyer and are just waiting to close on the sale.

9. How long do I have to live in the home if I'm going to be an owner occupant?

If the property was listed in our Home Ownership Choice program we want to ensure that it remains owner occupied for at least five years (you can re-sell it to another owner occupant). This is enforced with a \$5,000 mortgage secured by a lien against the property. The mortgage would be subordinate to any primary mortgage you take out on the property.

If a property was not listed in the Home Ownership Choice but the Land Bank chooses to sell to you over a higher bidder because your plan is to owner occupy and theirs was to operate it as a rental, we will employ the same enforcement mortgage since you've received a financial benefit based on your plan to owner-occupy.

10. Do I have to pay the back water bills or back taxes?

All those delinquent balances are extinguished at the time of foreclosure. The land bank only markets properties without liens against them. If this ever varies it will be clearly indicated in the listing.

11. Do I need an attorney?

While no one is required to hire an attorney, real property transactions in Onondaga County are typically handled by attorneys and the Land Bank strongly recommends that buyers hire local real property attorneys to represent their interests. Purchasing real property from the Land Bank is different than a typical real property purchase and the Land Bank believes it is important for buyers to have their own attorneys to answer all of their questions and to be sure they fully understand all aspects of the purchase.

12. How much are the closing costs and who pays them?

Closing costs vary depending on the particular circumstances of each purchase and, if a buyer is represented by an attorney as recommended, the buyer's attorney will provide a detailed accounting of all actual closing costs. If the buyer is borrowing money from a bank or other lender to complete the purchase the bank or other lender will likely have its own loan closing costs over which the Land Bank has no control. On all Land Bank purchases the buyer will be responsible for at least the following recording costs (the recording costs set forth below are estimates only and can change and, as such, are not to be relied on as definitive for any particular transaction):

Recording Costs

Deed:	\$50.50 plus \$5.00 per page
TP-584:	\$5.00
RP-5217:	\$125.00 residential - \$250 commercial/vacant
Transfer Tax:	\$2.00 per \$500 of the purchase price
Development Enforcement Mortgage:	\$50.50 plus \$5.00 per page
Recording Tax Exemption Affidavit:	\$5.00

The buyer's attorney, bank or other lender may recommend or require the purchase of an abstract of title and/or title insurance which will add additional closing costs in addition to whatever other charges the buyer's attorney may have.

13. Once I close will I get a clean title to the property?

Most, but not all, properties have been acquired by the Land Bank following a real property tax foreclosure proceeding and, as such, the Land Bank is not able warrant title to the property in those instances. While a real property tax foreclosure proceeding is designed to clear title to a property and while problems are rare, there are risks associated with acquiring such properties which a buyer should fully discuss with their attorney. There are several local title insurance companies willing to insure title on behalf of buyers of Land Bank properties. In most instances the Land Bank does not provide buyers with abstracts of title, surveys or tax searches for the sale of a property. For the properties owned by the Land Bank which were not acquired following a real property tax foreclosure proceeding, the Land Bank is usually in possession of title documentation which it can provide to the buyer and is generally able to convey good and marketable title to the property.

14. How much time does the Land Bank give me to complete my renovations?

Typically 12 months, but let us know in your purchase offer if you will need more time to complete your project. The enforcement lien we place on the property will be discharged once you complete your renovation plan and if you don't complete it in the time you proposed you'll be considered in default on the enforcement mortgage and the Land Bank can move to foreclose on the property.

15. Can I buy properties in bulk?

The Land Bank requires a purchase offer and redevelopment plan specific to each property. Some buyers have submitted several individual purchase offers, noting that their offers are contingent upon being able to acquire the whole bundle.

Sample Renovation Plan

*Buyers should provide an itemized list of the repairs they will make and cost of each
Necessary items will vary from property to property*

Roof	\$10,000
New Windows	\$4,000
Furnace	\$2,500
Plumbing repairs	\$2,500
New Hot Water Heater	\$800
Electrical repairs	\$3,500
New Siding	\$3,000
Interior renovations (floors, walls, ceilings, kitchens and baths)	\$10,000
Exterior cleaning/landscaping	\$1,000
Purchase Price	\$15,000
Total investment	\$52,300

Sample Management Plan

Monthly Rental income		\$750/unit
Annual Rental income	x 2 units x 12 months	\$18,000.00
Loan payment		\$6,000.00
Taxes		\$2,000.00
Insurance		\$1,000.00
Vacancy loss - 5%		\$900.00
Maintenance		\$1,000.00
Snow/Lawn		\$600.00
Total Annual Expenses		\$11,500.00
Annual NOI (income minus expenses)		\$6,500.00



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