



GREATER SYRACUSE LAND BANK

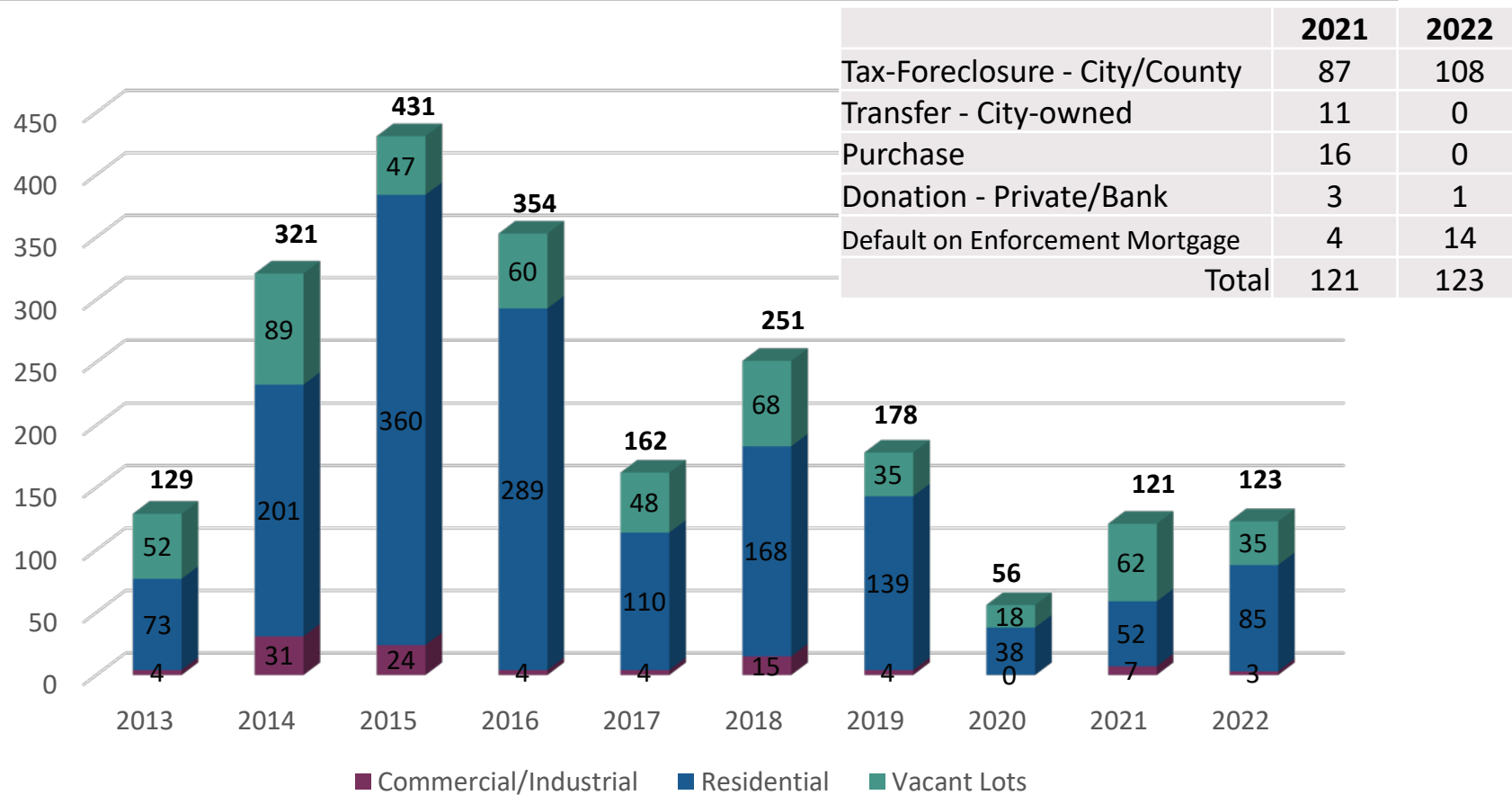
Restoring Properties, Revitalizing Neighborhoods.

2022 Annual Meeting January 17, 2023

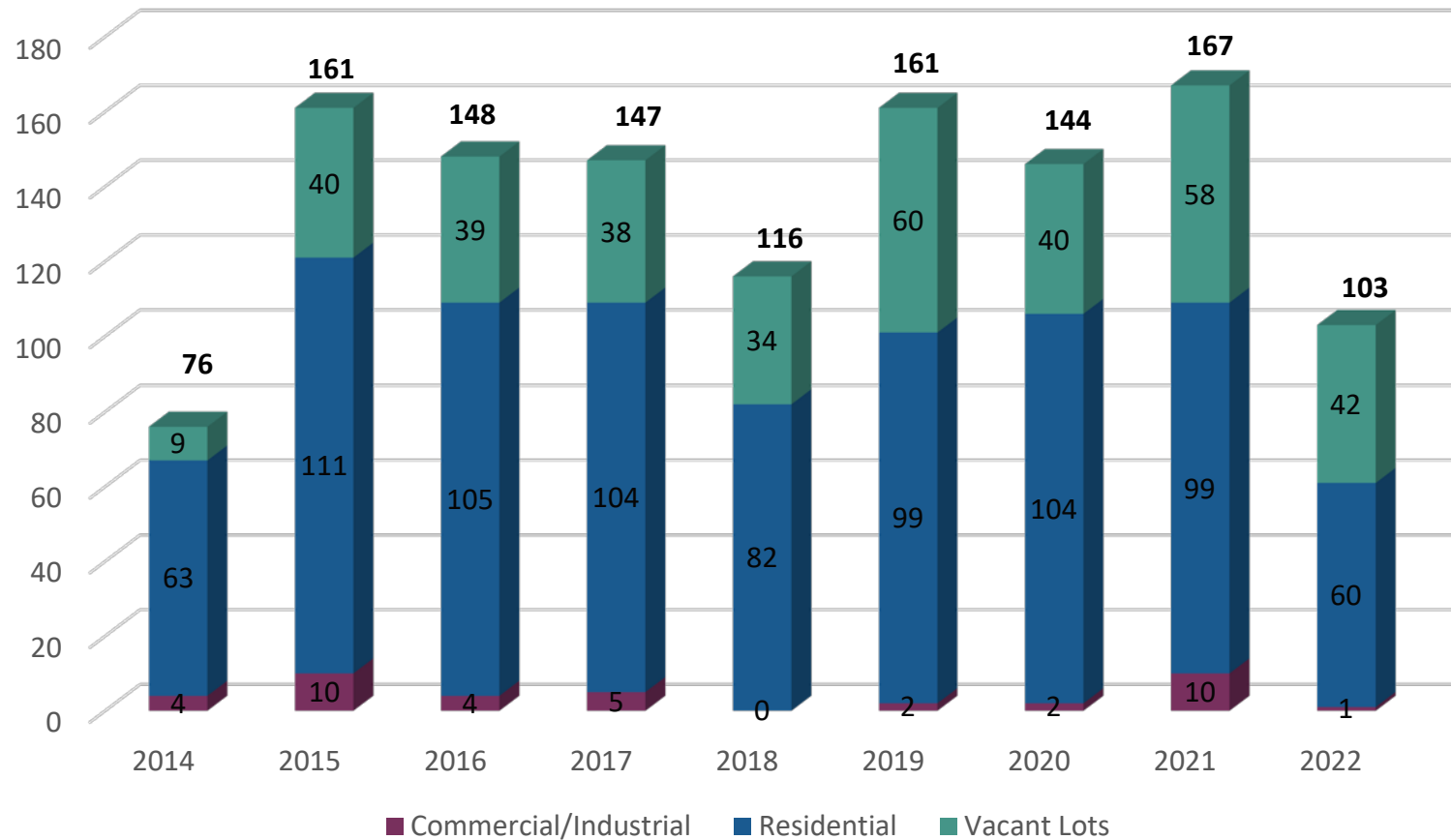
10 Years of Land Banking!

2022: 123 Properties Acquired

2,125 Properties Acquired to Date



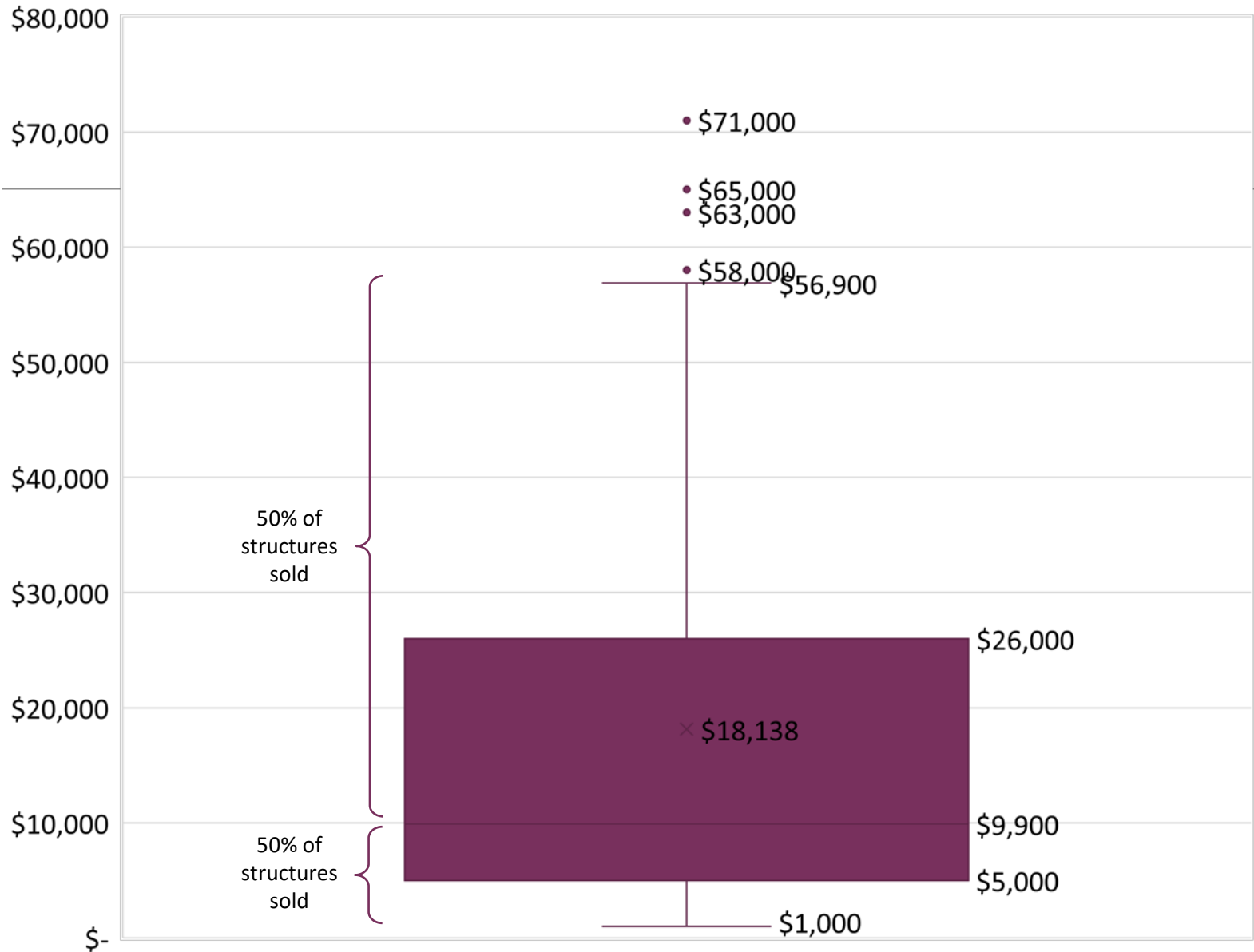
2022: 1,223 Properties Sold to Date



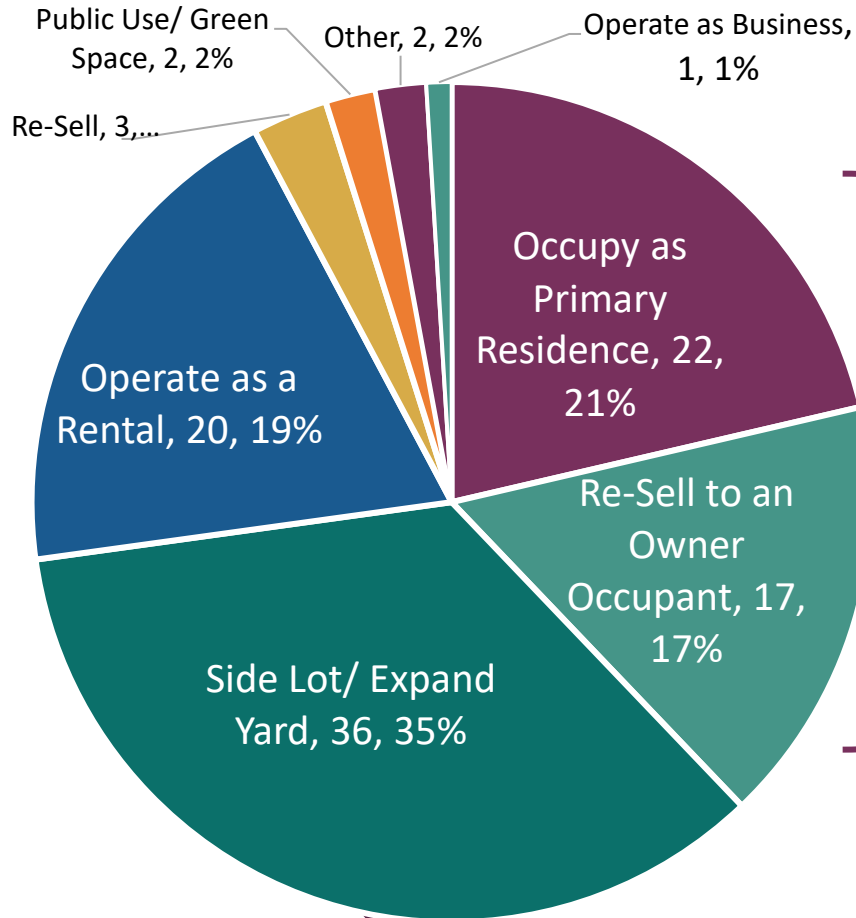
Sales Revenue Trends Over Time

Year	Gross Sales Proceeds	Total Sold	Buildings Sold	Average Price Per Building Sold
2014	\$ 965,015	76	67	\$ 14,403
2015	\$ 1,481,447	161	121	\$ 12,243
2016	\$ 1,725,545	148	109	\$ 15,831
2017	\$ 1,378,313	147	109	\$ 12,645
2018	\$ 1,014,853	116	81	\$ 12,529
2019	\$ 1,559,798	163	103	\$ 15,144
2020	\$ 1,035,660	148	106	\$ 9,770
2021	\$ 1,330,596	176	117	\$ 11,373
2022	\$ 1,226,456	103	61	\$ 20,106

Structure Sales Prices 2022



2022: 103 Properties Sold



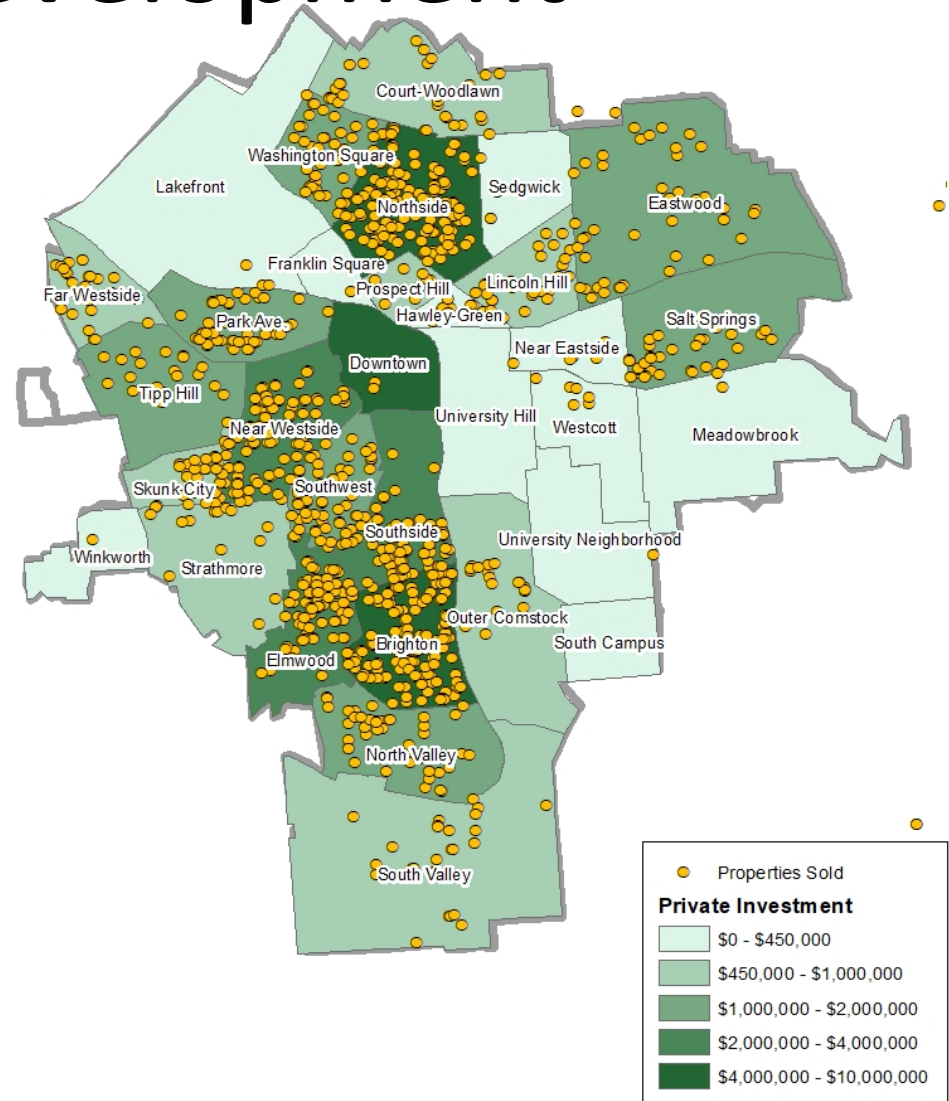
Sales Resulting in Owner-Occupancy:

Home Ownership Choice	20
Occupy as Primary Residence	7
Public Employee Discount	7
Flip to an Owner Occupant	5
	39

In partnership with the Northeast Hawley Development Association (NEHDA), who assists side-lot purchasers through the re-subdivision process, we've sold 362 side-lots to date and have another 25 pending.

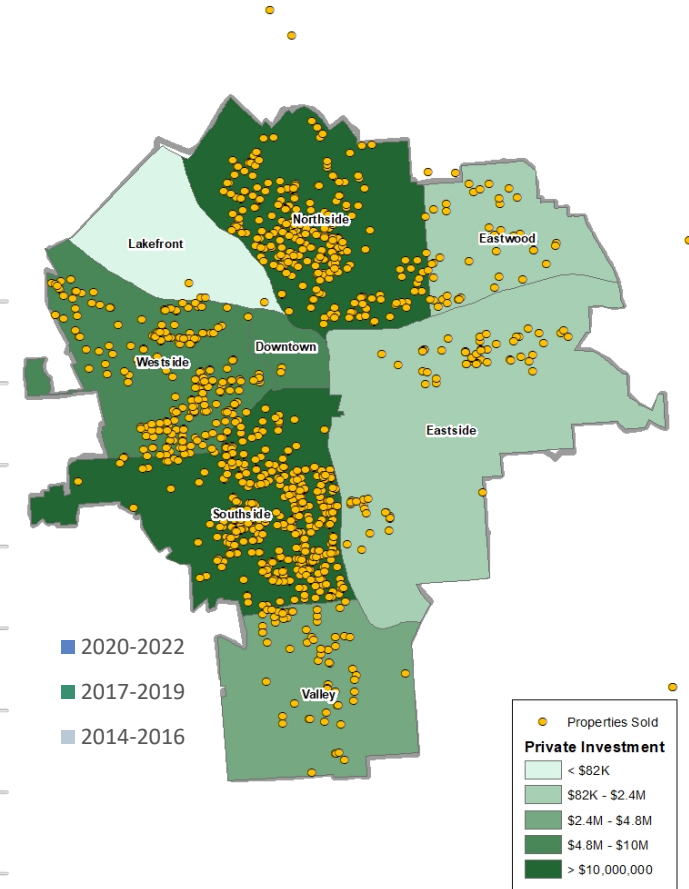
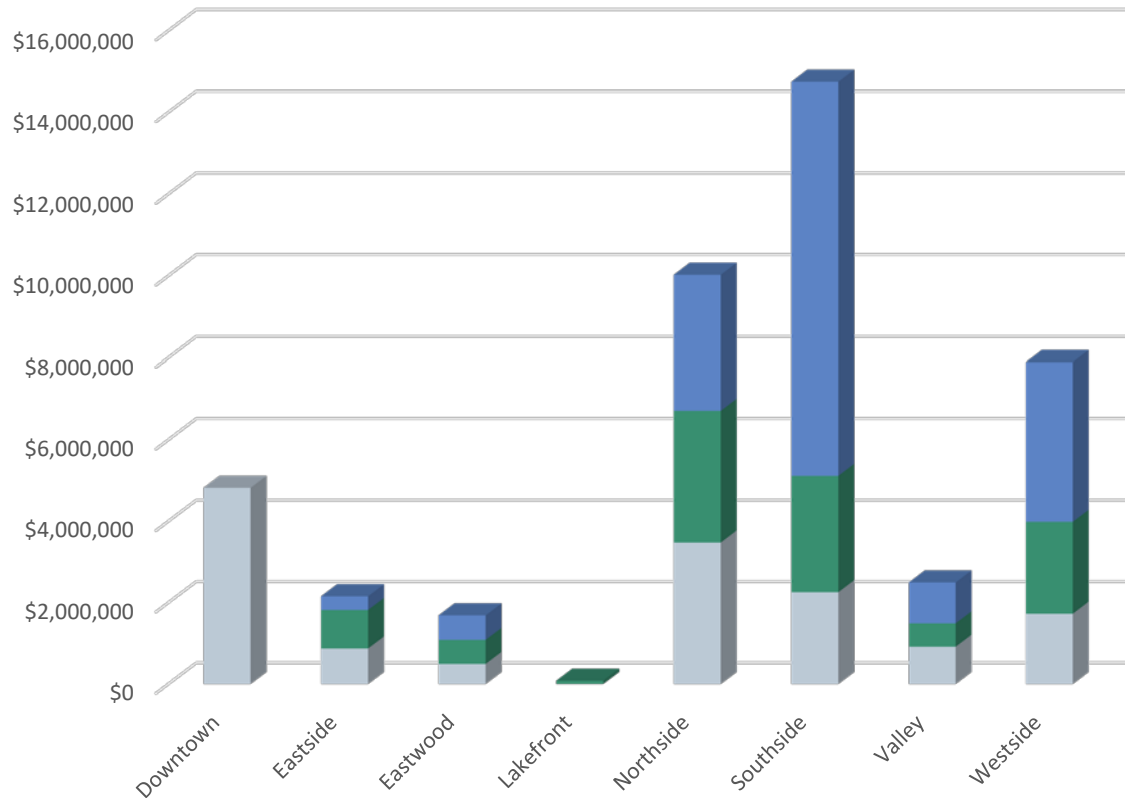
Property Redevelopment

Properties sold to date leveraged over \$44.5M in Private Investment in Renovation and New Construction



Summarized by TNT Area

Buyer Investment



Renovation for Home-Ownership

428 properties sold to date are now owner-occupied!

Some buyers purchase and renovate to make it their own primary residence. Kelsey May, a City employee, purchased 112 Annetta with the Public Employee Discount and did a beautiful job renovating it. She's now purchased another from us that she'll flip to an owner-occupant.



Renovation for Home-Ownership

Other times our buyers are flippers. If they buy a house in the Home Ownership Choice program, they have to resell to an owner-occupant. These two were finished in 2022 by repeat customers who do great work – Boyden by Brian Nguyen and Wood Ave by Antonio Owens.



Renovation for Rental

These rentals were purchased by local landlords already invested in the area. Howard Davis purchased Fenton; he already owns a house across the street. Loren Losito purchased 105 Culbert; he already owned the house next door. Both of these were finished in 2022.



Properties Saved from Demolition



We don't actively list properties that we've flagged for demolition, but if a potential buyer contacts us we'll show them the property and see if they have the financing and skills to save it. If you see a house labeled demo candidate and you really have the skills and financing necessary to save it, give us a call!

204 Coral Ave is one of those that a contractor offered to purchase and he flipped it to an owner-occupant in 2022.

ARPA Funds

In 2021, the City of Syracuse allocated \$5 million of their APRA funds to the Land Bank:

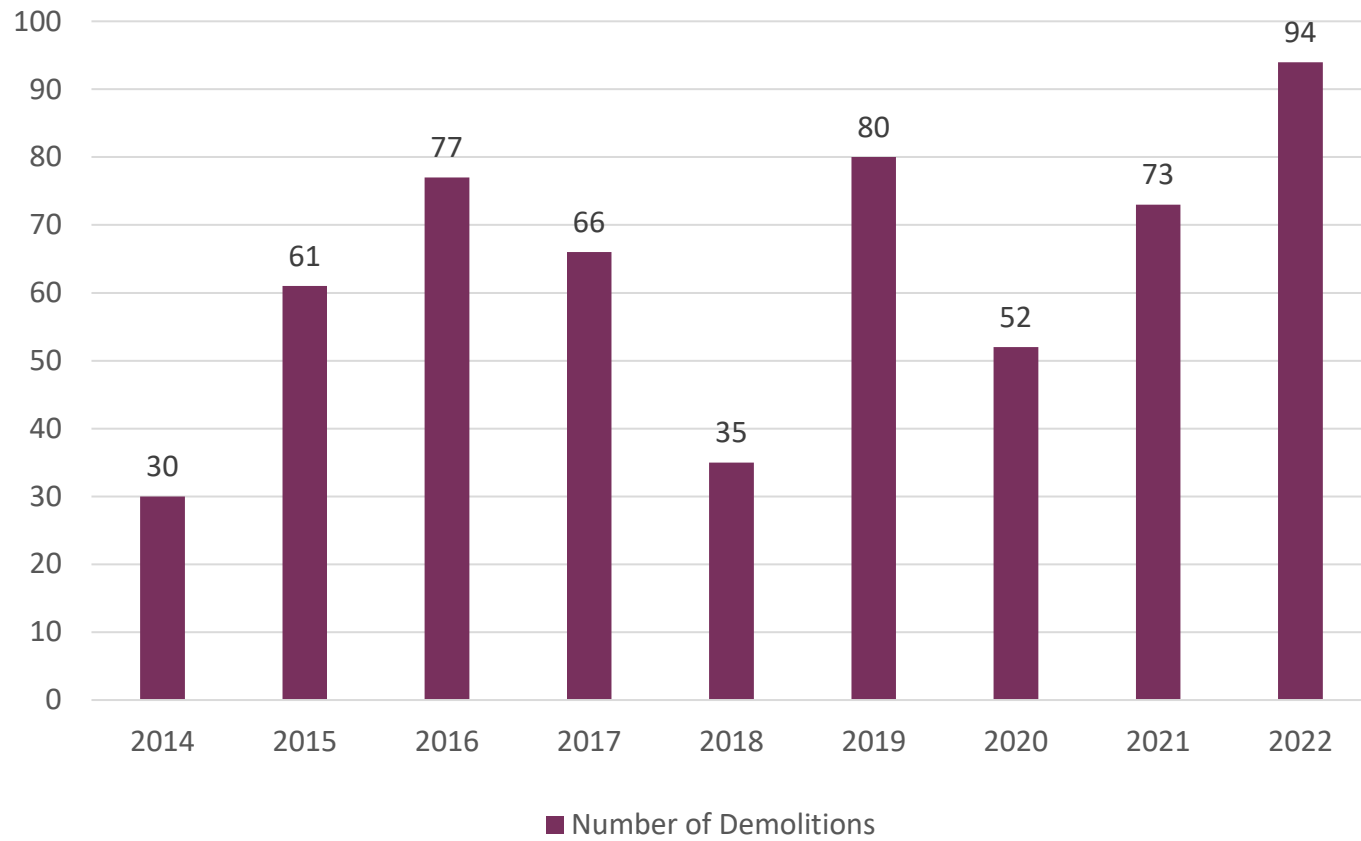
- \$3.8 million for demolition
- \$1.2 million for stabilization



**AMERICAN RESCUE PLAN
ACT OF 2021**



2022: 94 Properties Demolished



2022: Demolition Funding Sources

Funding Source	# Demolitions
2021 City CARES	2
2021 County	1
City 2021 ARPA	91
Grand Total	94

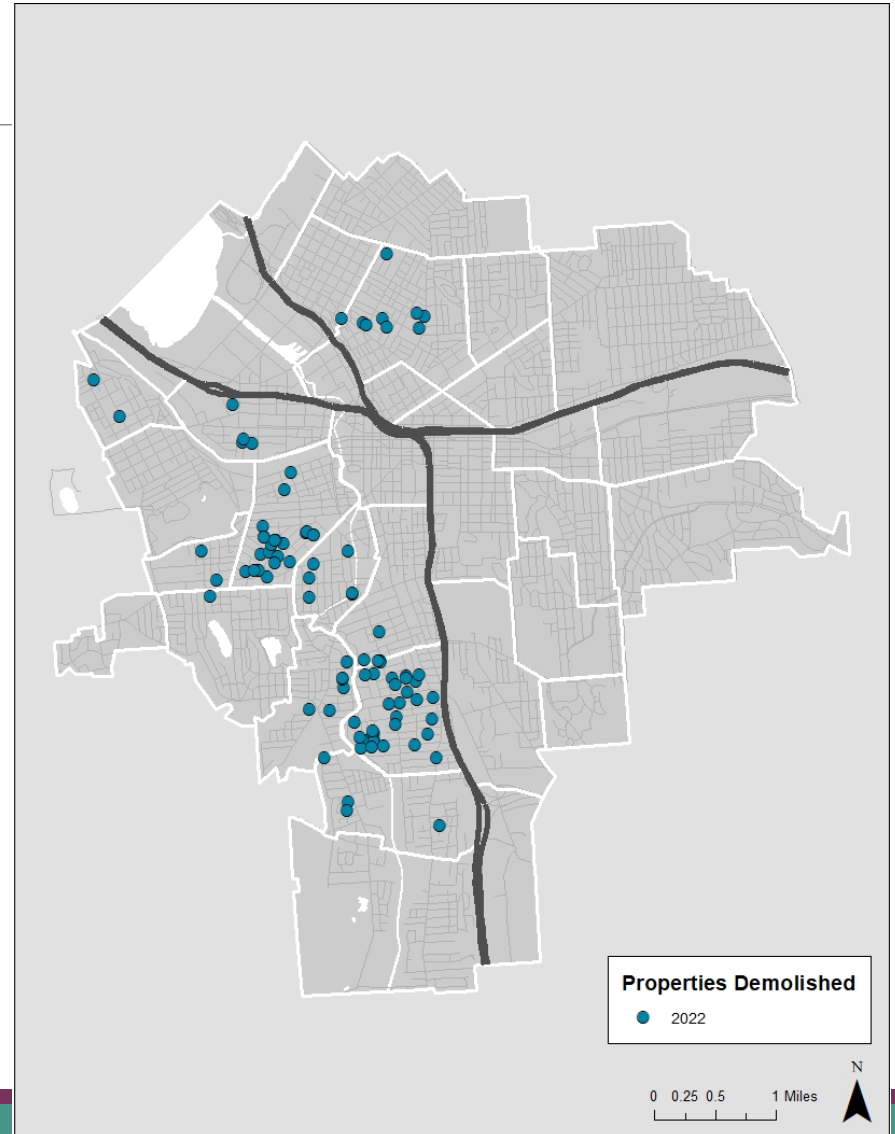
- 38 ARPA demos were completed in 2021
- 91 in 2022
- 12 done or to be done yet in 2023



The # of demo candidates in our inventory is now below 100 for the first time in many years, but we anticipate as the City's pace of foreclosures picks back up again, we'll be acquiring many more demos over the next few years.

2022 Demolitions by Neighborhood

Neighborhood	Number Demolished
Brighton	33
Elmwood	6
Far Westside	2
Near Westside	24
North Valley	4
Northside	8
Park Ave	4
Skunk City	2
Southside	2
Southwest	7
Strathmore	1
Washington Square	1
Grand Total	94



94 blighted structures removed



ARPA STABILIZATION



We entered into a contract to sell this property in 2021 and the buyers are diligently working on securing grant funds to fill the gap in their development budget.

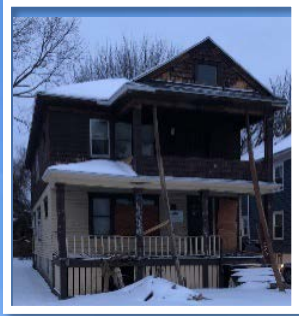
In the meantime, we've invested just over \$140,000 in ARPA funds to disassemble the porch (which was at risk of collapsing) and store it inside, install temporary electric service and safety railings, and install permanent structural repairs on all four levels of the house – some of which was necessary due to poor repairs made after a fire ~15 years ago and some appear to be design flaws from the start.

ARPA STABILIZATION



925 Tallman – rebuilt porches,
repaired foundation, new roof, new
siding, new windows/doors,
asbestos abatement

ARPA STABILIZATION



125-27 Hope Ave got new siding, windows and doors, a new roof, and rebuilt porches. The buyer is originally from the Bronx but has lived in Syracuse for five years and works for SU. She's using a loan from HHQ and an Empire Housing Purchase/Rehab Grant to complete the interior renovations.

ARPA STABILIZATION



2108 Midland got a new roof and rebuilt porches as well as a new driveway and curb cut. It's been sold to an owner-occupant who will complete the renovations.

ARPA STABILIZATION



202 Holland got structural stabilization in the attic, new roof, windows/doors, siding, and new porches. HHQ will complete the interior renovations and sell this two-family to an owner-occupant.

Downtown Revitalization Initiative

The City was awarded a \$10 million DRI grant in 2021
Awards for 12 specific projects were announced in 2022

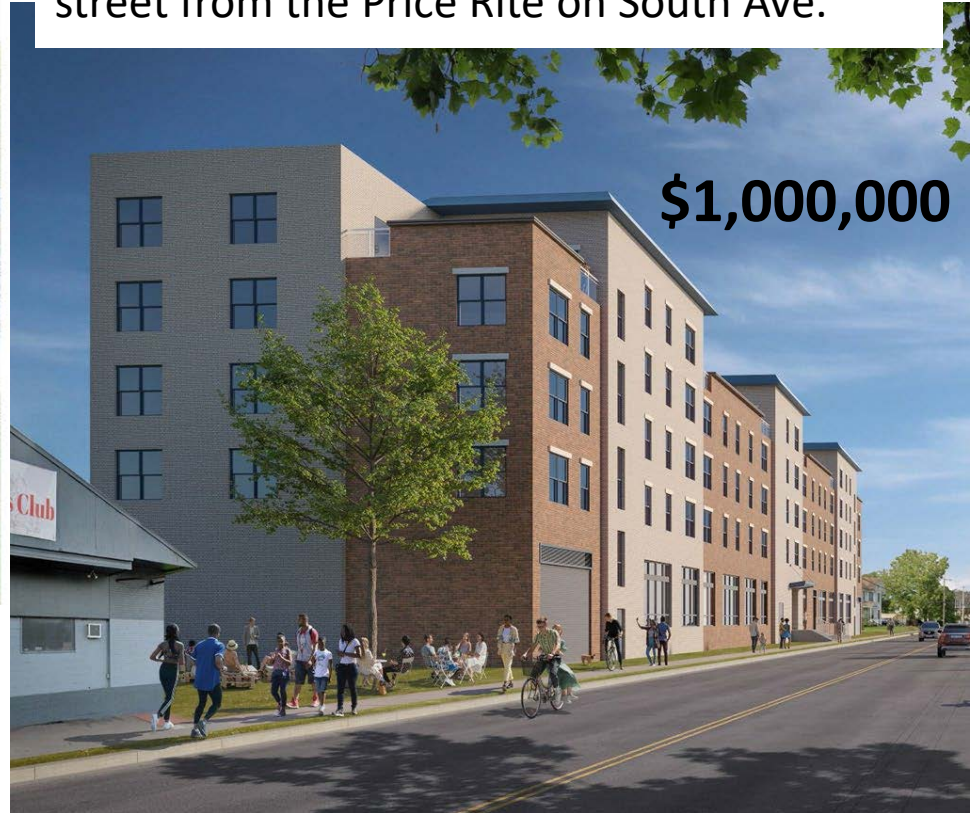
\$530,000



This DRI grant is helping our buyers fill the gap in their financing so they can take the Whedon House over the finish line after the stabilization work we've just completed.

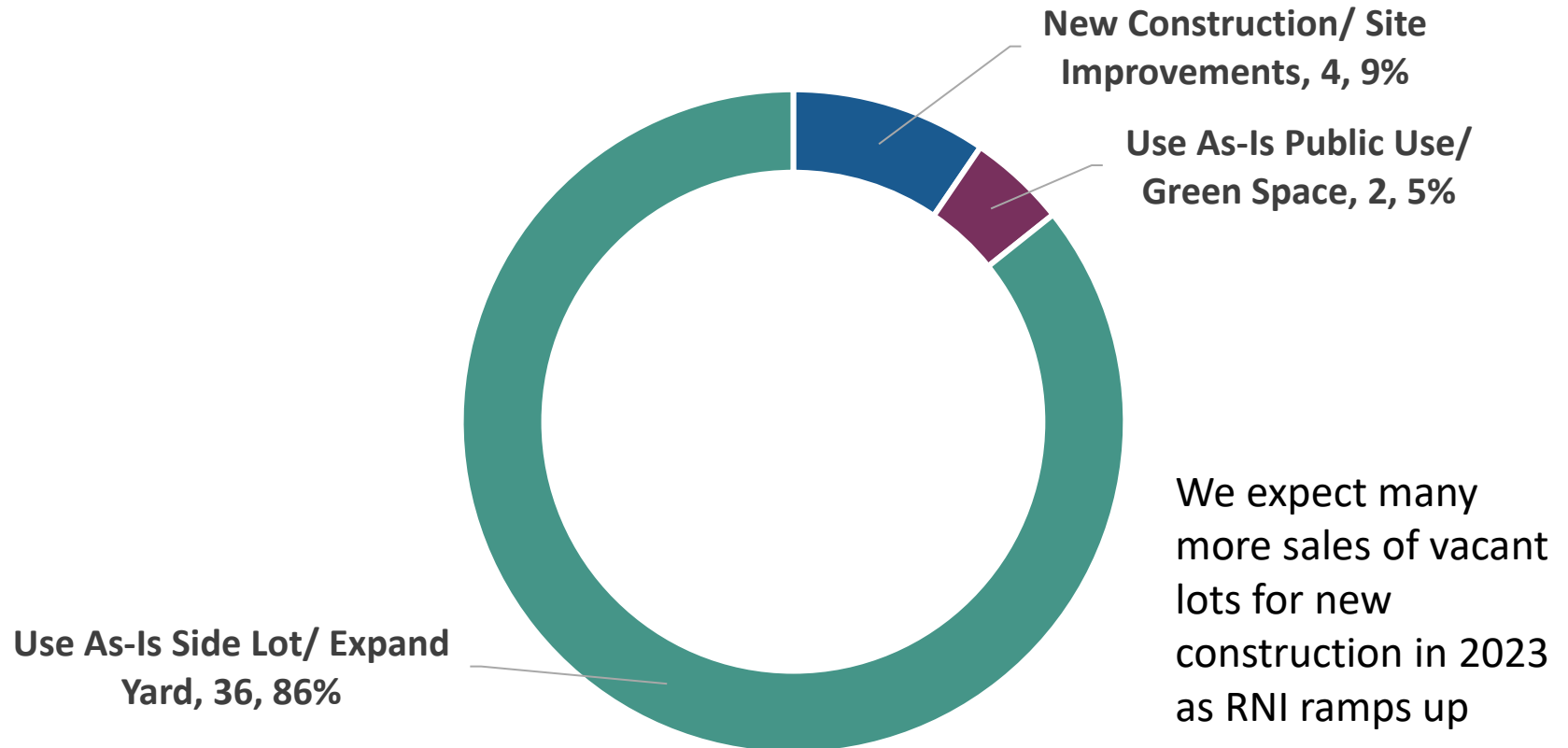
Jubilee Homes and Trinity Financial are planning this mixed-use project across the street from the Price Rite on South Ave.

\$1,000,000



Vacant Lot Sales

Vacant Lot Sales by Planned Use



Side Lot Sales



2300-06 Midland – Demolished
311 W Newell St – Demolished
2310 Midland Ave – Stabilization
including porches, roof, driveway

All three lots merged and sold to an owner-occupant who will complete the renovation. The remaining house received new roof, windows, and siding via ARPA. We used ARPA for the two demolitions. This owner-occupant buyer is moving to Syracuse and was attracted to the idea of living in the City, but having a big yard.



Brownfield Projects

\$600,000 EPA Brownfield Assessment Grant awarded in 2019 and fully spent down in 2022. This funded 19 Phase I and 9 Phase II Environmental Site Assessments and 1 hazardous materials survey for the Syracuse Developmental Center.

Our application is pending for a \$1 million round of Assessment Funds. Awards will be announced in June.

In the meantime, we've applied for and been awarded technical assistance under the EPA's Technical Brownfield Assistance Program and Phase II's are underway at:

- 917 Montgomery
- 322-26 Delaware
- 500 Hawley
- 541 Seymour

For MANY years we didn't have a way to proactively go after brownfields. With these resources and close cooperation with the City, DEC, and EPA, we're able to complete testing so we can eliminate "unknowns" that would otherwise scare off developers and limit access to redevelopment financing and get clear and marketable title to these properties.



NY Land Bank Association Conference hosted in Syracuse – June 2022



26 land banks from across NYS. The first five, including Syracuse, all celebrated their 10-year anniversaries this summer.

A bus tour showed off the impact of the work that has been completed in Syracuse to date and what sustained land banking has made possible. A highlight was the new homes HHQ has constructed on Baker, Garfield, and Woodland. Latoya Allen was able to share her perspective as a neighborhood resident before and after this infusion of new construction and the new owner-occupants who are proud to call this area home, saying that things are so transformed in just a few years that she now feels safe to walk her dog at night and that she sees new homeowners' friendly competition to see who has the best maintained yard.

Working with our Partners: @SyracuseHistory

Understanding the Past
to Inspire the Future:
Using Social Media to
Show Vacant Buildings
through a New Lens.



We were invited to this national conference to present
with @SyracuseHistory on our social media partnership

Placemaking Grant with Syracuse Resident Leaders



In 2022, three communities across the US were selected by Center for Community Progress for the Community Revitalization Fellowship program - a creative placemaking fellowship that provides a ton of free training and learning exchanges for six resident-leaders from each community + \$10,000 to fund a placemaking project of their own at the end of the program

Syracuse resident leaders (Patrona Jones-Rowser, Ed Griffin-Nolan, Oceanna Fair, Syeisha Byrd, Rasheada Caldwell, and David Haas) held the program's first learning exchange here in Syracuse over the summer, hosting CCP staff and resident leaders from Puerto Rico and Pittsburgh.

The group received technical and leadership training as well as local neighborhood tour of placemaking projects in Syracuse - Sankofa Park, Salt City Market, and the Near Westside Gateway Project (Lipe Park & Bridge Love Letters to Syracuse Bridge Murals).

Working with our Partners: Community Gardeners & Syracuse Grows



14 active garden leases on 19
Land Bank lots. A new garden
installed by RISE on Steuben St
this year

120 Seward St
Community Garden



Using Art to Address Blight



Shavel Edwards, our community engagement specialist, has continued to work with local art classes to decoratively paint the plywood boards we use to secure vacant buildings. Students are excited to see their artwork displayed throughout the various neighborhoods. Many thanks to the students from Roberts School and Hillside Work-Scholarship Connection for volunteering their time and sharing their art skills to help beautify our vacant properties.

Working with our Partners: Home HeadQuarters



Our team installed new
exterior lighting for
homeowners in the Salt
Springs neighborhood.



Site Assembly for City of Syracuse Resurgent Neighborhoods Initiative



2020 - site assembly and resubdivisions
2021 - new construction underway
2022 - HHQ completed 8 new builds

12 parcels acquired over about 5 years – 10 through tax-foreclosure, 1 purchased at an auction for \$10k from Fannie Mae because we didn't want a slumlord buying it and we owned the three surrounding parcels, and 1 donation from a bank. ~\$250,000 in grant funds to complete 9 demolitions. Then applied to the Planning Commission for 8 resubdivisions to create 8 shovel-ready building sites. Land Banking is slow, but Slow and Steady wins the race.



Working with our Partners: Jubilee Homes

New construction
431 & 441
Martin Luther King W



Two beautiful new homes with views of the
Creekwalk, finished and sold to owner-occupants.

Onondaga County: New Construction



Furman Street

- 157
- 201
- 248
- 242

W Kennedy Street

- 306
- 308
- 310
- 332-34
- 346
- 349

3 more resubs underway to make room for 10 new builds by the County

Legacy Cities Access Program



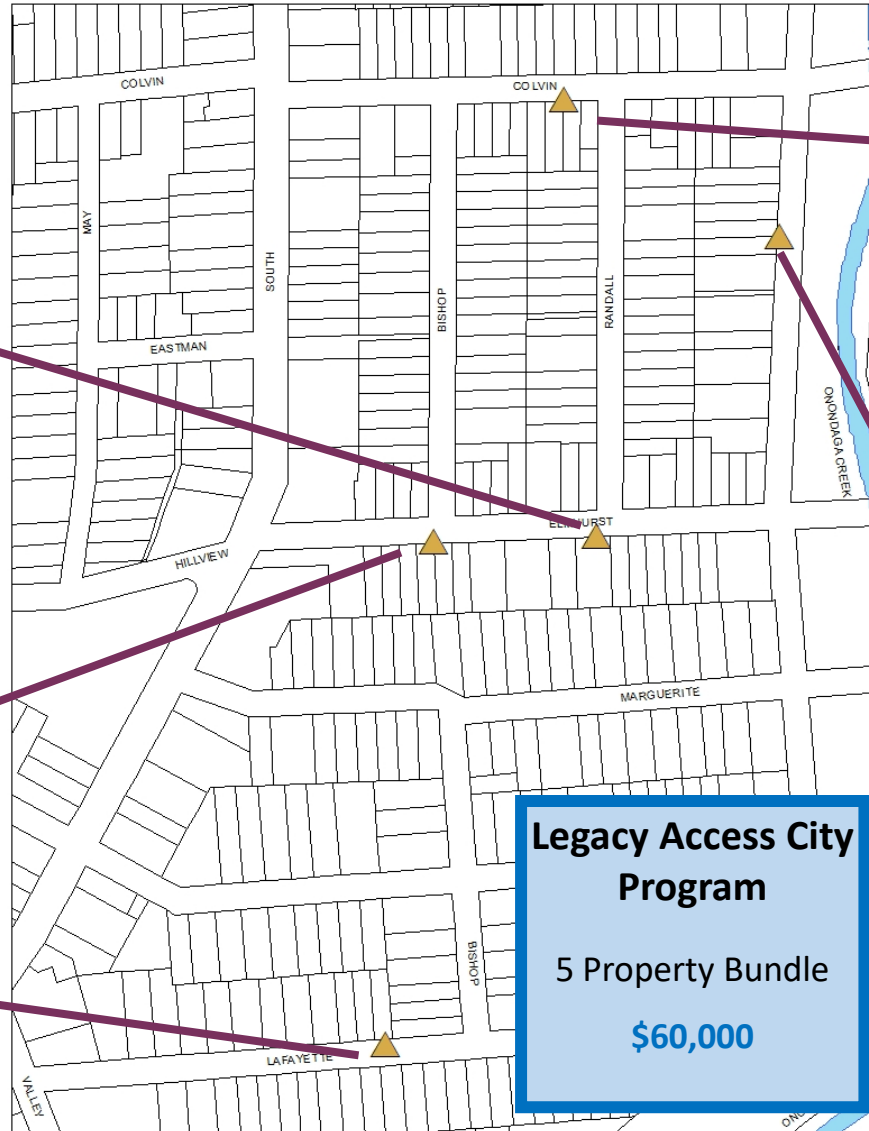
125 Elmhurst Ave



203 Elmhurst Ave



918 Lafayette Ave



1127 W Colvin St



234 Hunt Ave

Legacy Cities Access Program

This program, launched by NYS in 2021 provides funding for local minority real estate investors to buy a bundle of 5-10 properties from a Land Bank, renovate them, and then sell them to first-time homebuyers. The state will provide up to \$95,000 of subsidy per unit so homes that need more work than a private investor could afford to do as a flip can now be made feasible.

Three of these bundles, concentrated on the Southside, are already under contract just waiting to close so work can begin. One more still available.

Working with the City of Syracuse: Code Enforcement



- Code Enforcement
- Permit Inspections
- Spotting Code Violations

While we're holding them, our properties can provide real-world learning environments.

Working with our Partners: Syracuse Police and Fire Depts.



- **Police**
Access for training & trespass affidavits for vacant properties
- **Fire Department**
“real world” training environment for Search and Rescue training

Working with our Partners:

The Canine Ignitable Liquid Detection Program



113 Kirk Ave

SFD K9 unit training to detect accelerants used in arson.



Property Maintenance



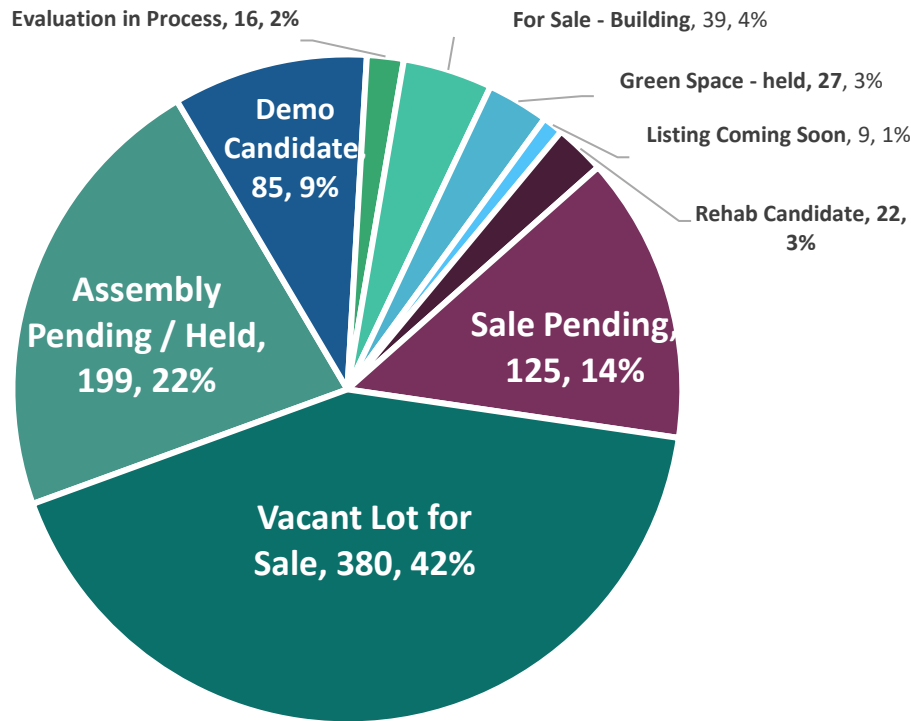
- **1,537** tires disposed of
- **1,713** sidewalks shoveled
- **10,965** lawns mowed
- **21,477** cubic yards of debris removed
- **4,731** periodic inspections conducted

*This number does not include ~5,600 tires removed at two properties prior to demolition or 14+ pallets of electronics and several dumpsters of scrap metal removed from 541 Seymour Street which was operated as an “electronics recycling facility” prior to foreclosure.

Current Inventory: 902 Properties

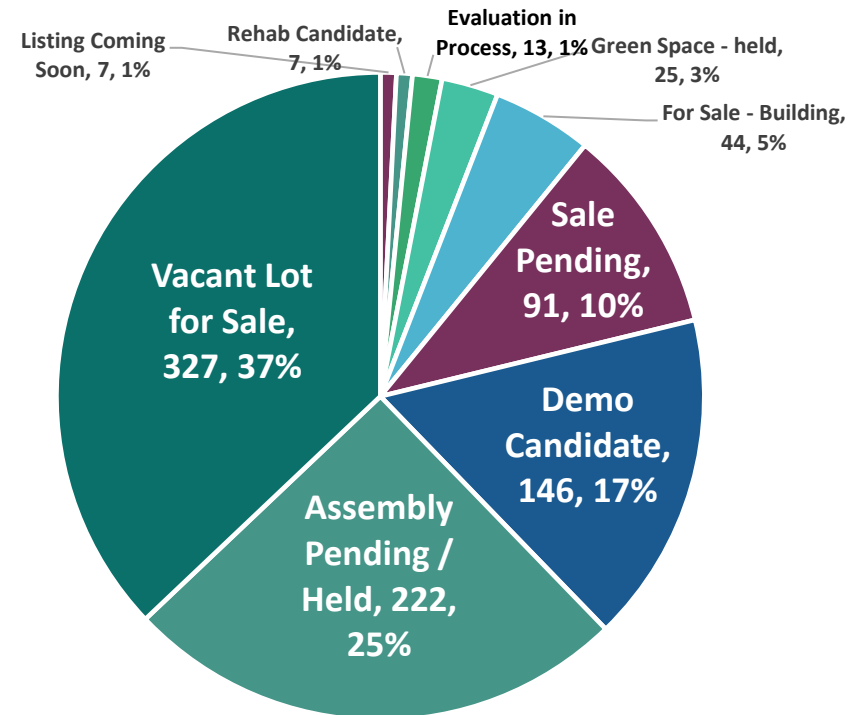
So what are we doing with them?

12/31/2022



902 Properties

12/31/2021



882 Properties

Number of demo candidates in our inventory down from 146 to 85

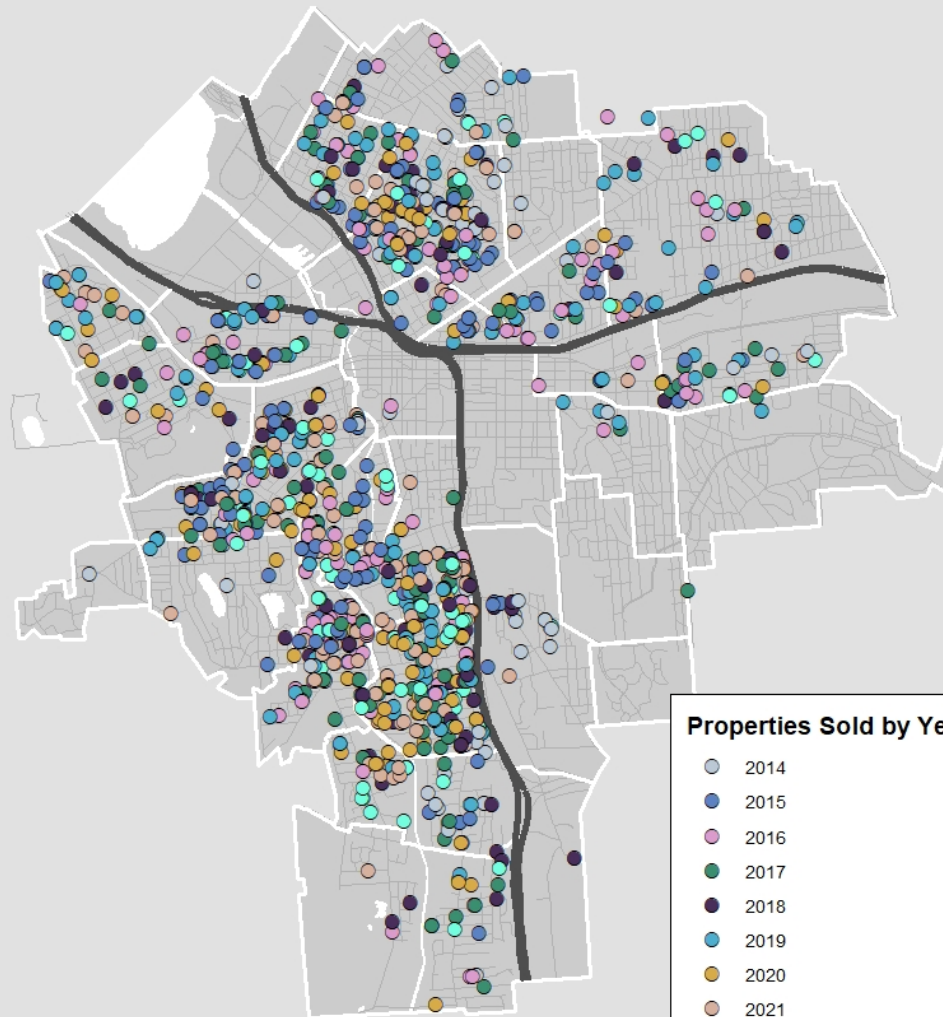
10 Years of Land Banking

- **2,125** Properties Acquired
- **1,223** Properties Sold
- **856** Structures Renovated or under Renovation
- **428** Owner-Occupied Rehabs Completed
- **653** Housing Units Renovated or Created
- **24** New Business Spaces Created
- **568** Blighted Structures Demolished

1,223 Properties Sold

- Leverage \$44.5 million in private investment
- \$36 million in assessed value returned to the tax rolls
- These properties generate ~1.9 million in local property taxes annually.

Greater Syracuse Land Bank 1,223 Properties Sold



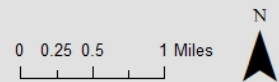
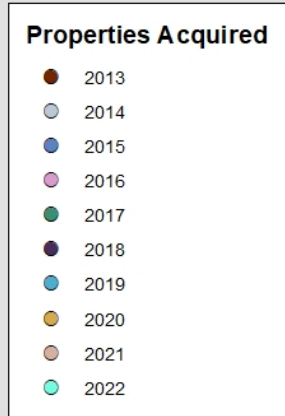
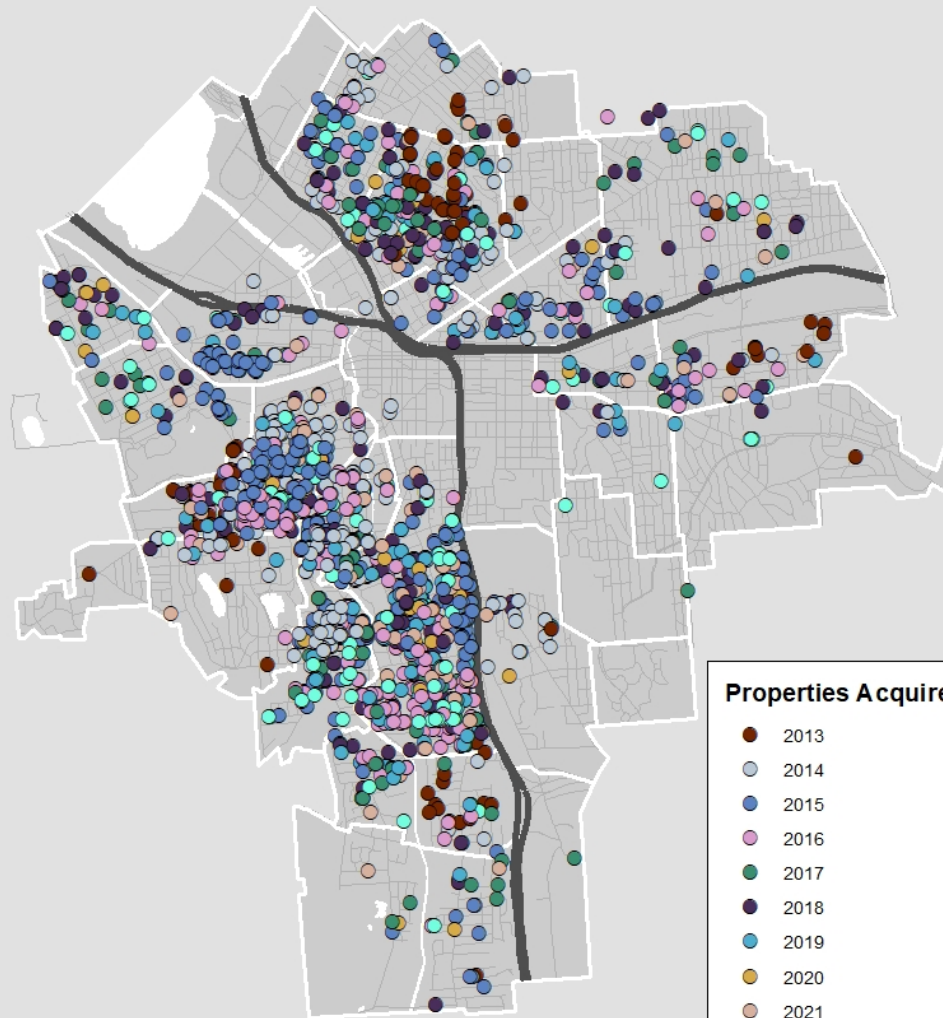
Properties Sold by Year

- 2014
- 2015
- 2016
- 2017
- 2018
- 2019
- 2020
- 2021
- 2022

0 0.25 0.5 1 Miles



Greater Syracuse Land Bank 2,125 Properties Acquired



Greater Syracuse Land Bank 568 Properties Demolished

