

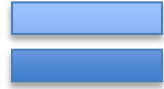
# Process of Land Bank Acquisition vs. Investor Acquisition



Heir-owners of property above need to sell home quickly, can't wait for a homebuyer family to line up financing.

Self Help offers cash at fair value, purchase complete. (i.e. \$175,000)

Investor offers cash, purchase complete. (i.e. \$175,000)



Same Financial Value to Seller

Neighborhood residents help decide on best use, given cost and vision.



Property sold to a non-profit, which creates affordable homeownership or rentals for families.



Property renovated and sold to family, who has had time to line up their financing with a bank, or becomes community-controlled rental.



Not same community value: above options honor legacy, balance, diversity, neighborhood decisions. Below continues trend of all-investor-owned student rentals.



Becomes 4+ bedroom student rentals.

**\*\*Above scenario is based on real example**

What the land bank enables:

- TIME: for affordable housing agencies or families to line up financing
- SELF-DETERMINATION: for neighbors to have a central role in what happens to properties that transition
- STABILITY: for an increase in homeownership and affordability that leads to less transition
- PARTNERSHIP: for creative models and housing partners to be mobilized and part of the work
- INCLUSIVITY: for a portfolio approach to community development that makes diverse and inclusive neighborhoods possible

