

Real Estate Sales to Non-Profit Buyers:

DEPARTMENT OF CITY DEVELOPMENT

REAL ESTATE

What **can** a non-profit do with a City house?

RENOVATE AND SELL TO AN
OWNER OCCUPANT BUYER

RENOVATE AND HOLD AS AN
INVESTMENT PROPERTY

What **must** a non-profit do **after** buying a City house?

- RENOVATE, RENOVATE, RENOVATE!
- PULL & CLOSE PERMITS
- OBTAIN CERTIFICATE OF CODE COMPLIANCE

What terms are required as part of the sale?

- Non-profit buyer pays all title and closing costs
- Non-profit buyer pays broker commission if applicable
- Buyer adheres to schedule for renovations
- Project must be completed or substantially completed prior to requesting additional properties

Program metrics

YEAR	NUMBER OF NON-PROFIT SALES*
2016 (YTD 10/31/16)	46 (33 CBO Sales, 13 ACTS Housing Sales)
2015	82 (43 CBO Sales, 39 ACTS Housing Sales)
2014	83 (53 CBO Sales, 30 ACTS Housing Sales)

*Does not include vacant lots for Habitat new construction development

“First Look” Process

Non-Profit “first look” period

- NEW IN REM LIST
- RESERVATION PRIOR TO DCD INSPECTION
- DCD INSPECTS & PRICES PROPERTY
- PROPERTY QUALIFIES → SOLD TO NON-PROFIT
- \$25,000 OR LESS ASKING PRICE → SPECIAL PRICING