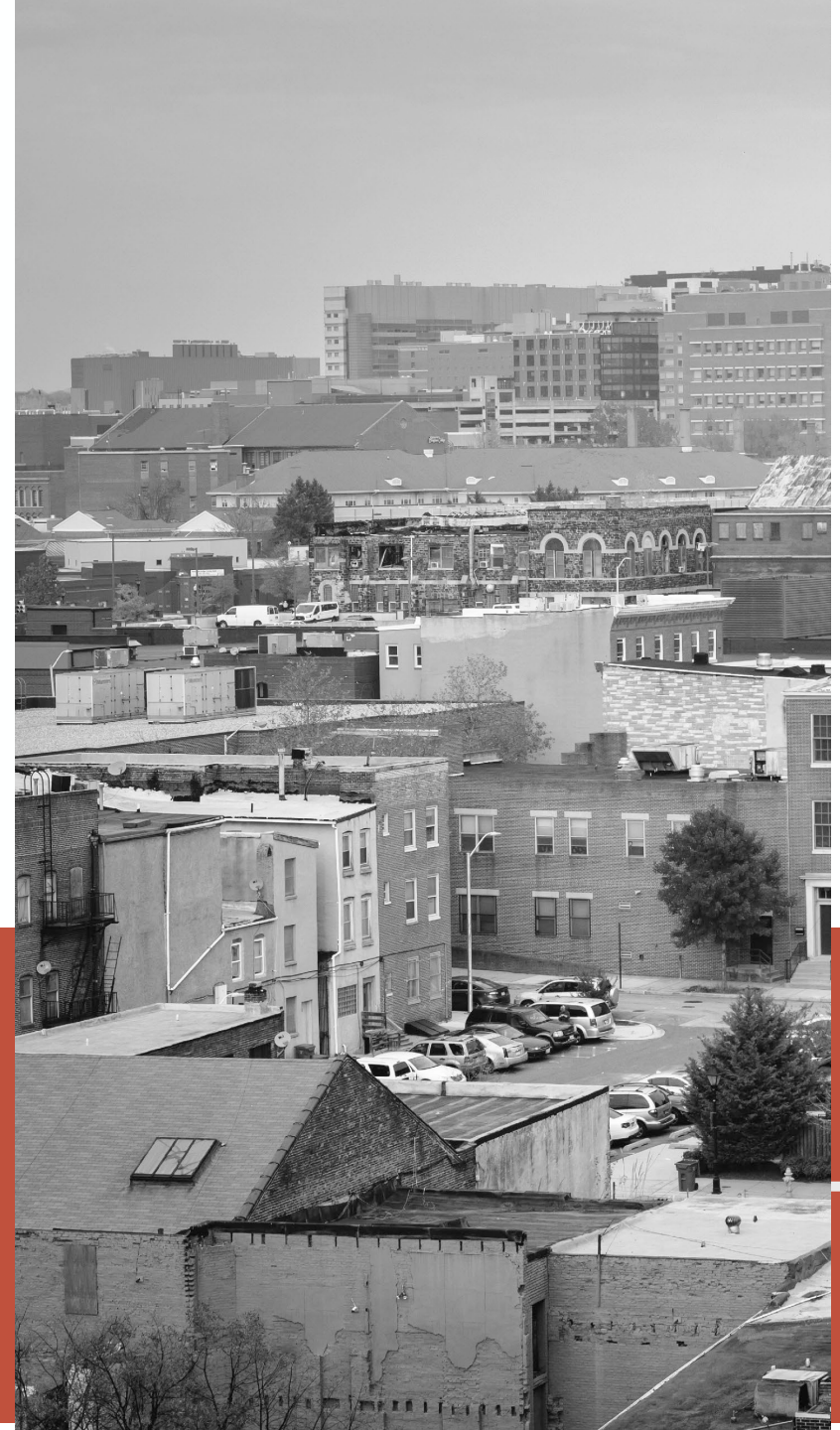




— BALTIMORE CITY —
DEPARTMENT OF HOUSING &
COMMUNITY DEVELOPMENT

BUYINTOBMORE FIXED PRICING PROGRAM

ALICE KENNEDY
HOUSING COMMISSIONER
APRIL 9, 2024





PROGRAM OVERVIEW

- ❑ PURPOSE
- ❑ BACKGROUND
- ❑ GOALS
- ❑ SUMMARY
- ❑ PRICING INFORMATION AND CRITERIA
- ❑ PROCESS AND PROCEDURES

PURPOSE

The Fixed Pricing Program is intended to support community-led development by making the *BuyIntoBmore* process more transparent, streamlined and allow equitable access to City-owned property.



The program is meant to align with our shared values related to community-led development without displacement, building wealth/equity for those who have seen disinvestment, and creating mixed income development with affordability.



BACKGROUND

- DHCD's Development Division acquires and manages vacant or abandoned properties.
- The Division strives to enable these properties to be returned to productive use.
- The fixed pricing policy will allow for certain City owned vacant buildings and lots in specific housing market typologies to be sold for a fixed price.
- Fixed pricing will increase transparency and streamline the disposition process in the city's stressed neighborhoods, which are the most impacted by vacant properties.
- Fixed pricing will eliminate the need for protracted price negotiations for the majority of DHCD's inventory of vacant properties, allowing these sales to move through the process much quicker.

GOALS

- Support whole block and whole community redevelopment outcomes.
- Convert qualified vacant buildings and lots to productive use.
- Stabilize and strengthen owners' investment in their communities.
- Improve neighborhood character and attractiveness.
- Increase property tax revenue for Baltimore City.



SUMMARY

- Fixed pricing program only applies to properties listed as available for sale on the City's BuyIntoBmore site under the Fixed Pricing Program category.
- Applies to properties located within Baltimore City's Housing Market Typology categories E-J.
- Limited to up to 12 properties per application.
- Applicants can apply for additional properties as they obtain use & occupancy permits on previous purchases (not to exceed 12 properties at any given time).
- All vacant sales must be for redevelopment for residential, mixed-use that includes residential, and green space.
- Priority will be given to current Baltimore City residents who will live in the property as their primary residence.
- The program does not limit the sale of City-owned property only to the *Fixed Pricing Program* (other avenues like RFPs, RFQs bundle sales, etc., may still be utilized by the City).



PRICING INFORMATION & CRITERIA

Purchase Type	Property Type	Price	Criteria
For-Profit Developers 501 (c)(3) Nonprofits (51 or more employees)	Vacant Building	\$3,000	Must be developed for residential or mixed use that includes residential with a use and occupancy permit obtained within 12 months from the date of settlement.
501 (c)(3) Nonprofits (50 or less employees)	Vacant Building	\$1000	Must be developed for residential or mixed use that includes residential with a use and occupancy permit obtained within 12 months from the date of settlement.
Community Land Trusts	Vacant Building	\$1	Must be a registered Affordable Housing Land Trust registered with the Maryland State Department of Assessments and Taxation and in compliance with the states affordable housing land trust laws found within Section 14 of the annotated code of the Maryland Real Property article

PRICING INFORMATION & CRITERIA

(CONTINUED)

Purchase Type	Property Type	Price	Criteria
Homeowner	Vacant Building	\$1	Must maintain as primary residence for a minimum of 5 years after issuance of use and occupancy permit, which should be obtained within 12 months from date of settlement
For-Profit Developers 501 (c)(3) Nonprofits (51 or more employees)	Vacant Lot	\$1,000	Must be developed for residential, mixed use that includes residential or green space with a use and occupancy permit obtained (when applicable) within 12 months from the date of settlement.
501 (c)(3) Nonprofits (50 or less employees)	Vacant Lot	\$500	Must be developed for residential, mixed use that includes residential or green space with a use and occupancy permit obtained (when applicable) within 12 months from the date of settlement.

PRICING INFORMATION & CRITERIA

(CONTINUED)

Purchase Type	Property Type	Price	Criteria
Community Land Trusts	Vacant Lot	\$1	Must be a registered Affordable Housing Land Trust registered with the Maryland State Department of Assessments and Taxation and in compliance with the states affordable housing land trust laws found in Section 14 of the annotated code of the Maryland Real Property article
Homeowner	Vacant Lot	\$1	New construction for residential use (Must maintain as primary residence for a minimum of 5 years after issuance of use and occupancy permit, which should be obtained within 12 months from date of settlement), or Side yard for adjacent primary residence



PRICING INFORMATION & CRITERIA

(CONTINUED)

- If a property is assessed for less than the fixed price, the property will be sold for the assessed value.
- For homeowner vacant building purchases, if the property is sold within the 6-year period, the original purchaser will be required to pay a pro-rated portion of \$3,000 calculated based on the year that the property is sold.
- Valuations or appraisals will still be required for commercial sites, RFP sites, stable/ competitive neighborhoods (housing market typology map Housing Market Typology areas A-D), site assemblages above 12 properties and any other disposition programs.



PRICING INFORMATION & CRITERIA

(CONTINUED)

- Properties assessed for \$100,000 or more will be subject to an internal review and valuation.
- If the valuation determines the true value to be less than \$100,000, the subject property would still be eligible under the fixed pricing policy.
- If the valuation determines the true value to be \$100,000 or greater, the subject property will NOT be eligible for fixed pricing.
- Properties that have side yard as a proposed use can be sold in typologies A-J, provided applicant provides documentation verifying adjacent property ownership as their primary residency and that adjacent property has a confirmed use and occupancy.

APPLICANT CRITERIA

The Fixed Pricing Program does not absolve an applicant from meeting existing requirements for required background check, proof of finances, and other reviews required for any property being sold on *BuyIntoBmore*.



Each applicant is evaluated using the following criteria:

1. \$90,000 available for rehab per property applied for
2. Applicant does not own vacant building inventory older than two years
3. Applicant does not own vacant building inventory for less than two years without a recent open/active permit
4. Applicant does not have open or pending legal cases that might result in inability to complete project
5. Applicant does not have any open federal or state liens
6. Applicant does not have any open federal or state judgments

Additionally, all applicants are subject to the terms of the Land Disposition Agreement, requiring a Use & Occupancy Permit within 12 months from the date of settlement.

SIDE YARD APPLICANT CRITERIA



Each side yard applicant will be evaluated using the following criteria:

1. Applicant must own the adjacent property and be the owner occupant
2. The applicant owned adjacent property must have a valid use and occupancy permit
3. Applicant does not own vacant building inventory older than two years
4. Applicant does not own vacant building inventory for less than two years without a recent open/active permit
5. Applicant does not have open or pending legal cases that might result inability to complete project
6. Applicant does not have any open federal or state liens
7. Applicant does not have any open federal or state judgments



PROCESS & PROCEDURES

Application

One user friendly application has been created for the purchase of vacant buildings and vacant lots, which will be used for all types of purchasers (for profit developers, 501(c)(3) nonprofits, homeowners).



PROCESS & PROCEDURES

Award Schedule

DHCD will accept applications on a rolling basis and award or rejection decisions rendered within two weeks of receipt of an application.

Properties will be awarded once an applicant successfully passes the vetting process. If there are multiple applications for the same property and all applicants successfully pass the vetting process, applications will be reviewed by order of submission.

If an applicant is unable to pass the vetting process, they will be given five business days to remedy the issue. If unable to remedy the issue, the next eligible applicant will be reviewed for award.

PROCESS & PROCEDURES

Award Schedule (continued)

Once awarded, the Department will prepare property for Board of Estimates (BoE) approval. The Board of Estimates shall maintain a standing, recurring item on the BoE agenda titled Fixed Pricing Policy Dispositions.

Once BOE approval is received, DHCD shall prepare the property for settlement within 45 days of Board of Estimates approval. Within 10 days of award and to facilitate smooth conveyance, the department will abate all municipally imposed liens and charges.



PROGRAM LAUNCH SCHEDULE

Phase 1

April 1 – June 30

Homeowner Priority
Application Period

Priority Review: Applications submitted by Baltimore City residents for properties that will be used as a primary residence are prioritized during this period.

Purchase Information: Properties purchased for use as a primary residence will sell for \$1!!
Applicants must provide proof of available funding of no less than \$90,000 to complete the renovations and are subject to the application vetting process.



Phase 2

April 15

Charm City Roots

Focuses on the emotional connection and sense of belonging that comes with owning a home with familial or legacy ties in Baltimore.

Through our Charm City Roots portal, individuals with a familial or legacy connection to a vacant property that is not City-owned will be able to express their interest in purchasing that home as their primary residence.

Once received, DHCD will determine if the property is eligible for acquisition and, if so, work with the individual to prepare them for homeownership while the property is acquired.



Phase 3

July 1

All Fixed Pricing
Applicants Accepted

All applications received **PRIOR** to March 20, 2024, will resume processing April 1, 2024.

There were 200 pending Open Bid applications from all applicant types prior to the policy approval. These applications resumed processing on April 1.

All submissions received **AFTER** March 20, 2024, and not belonging in Phase One, will be reviewed beginning July 1, 2024, and are subject to standard program guidelines.

Additionally, any property applied for by developers between April 1 - July 1, 2024, **does not** reserve the property or prevent the property from being awarded to a homeowner during the Phase One priority award period.

APPLICATION ANALYSIS 3/20/24 – 4/5/24

Where are the applicants from?

Location	Count
BALTIMORE CITY	351
DIFFERENT COUNTRY	3
MARYLAND	410
OUT OF STATE	452
WASHINGTON DC	37
Grand Total	1253

Number of Completed Apps

Completion Type	Count
INCOMPLETE APP	944
COMPLETES APPS	309
Grand Total	1253

Location of Completed Apps

Type & Location	Count
INCOMPLETE APP	944
BALTIMORE CITY	273
DIFFERENT COUNTRY	3
MARYLAND	294
OUT OF STATE	347
WASHINGTON DC	27
COMPLETED APPS	309
BALTIMORE CITY	78
MARYLAND	116
OUT OF STATE	105
WASHINGTON DC	10
Grand Total	1253

Type & Location of Completed Apps

Completed App Type	Count
Primary Residence Applications	207
BALTIMORE CITY	62
MARYLAND	68
OUT OF STATE	68
WASHINGTON DC	9
For Profit Developer	91
BALTIMORE CITY	14
MARYLAND	41
OUT OF STATE	35
WASHINGTON DC	1
Large 501 (c)(3) Nonprofits (51 or more employees)	2
BALTIMORE CITY	1
MARYLAND	1
Small 501 (c)(3) Nonprofits (50 or less employees)	9
BALTIMORE CITY	1
MARYLAND	6
OUT OF STATE	2
Grand Total	309

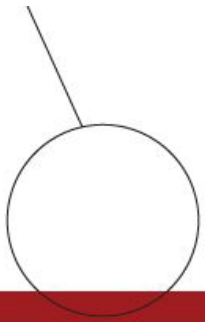
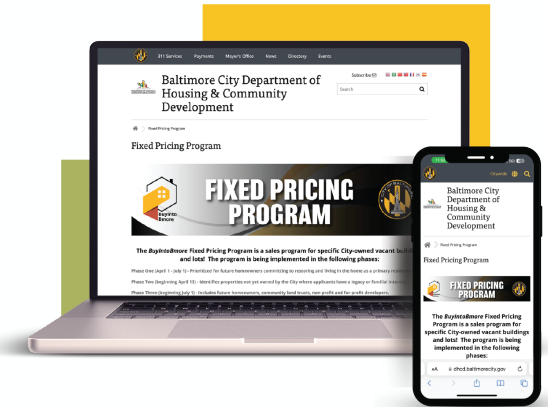


BALTIMORE CITY APPLICATION ANALYSIS


3/20/24 – 4/5/24

Baltimore Applicant Type	Count
Primary Residence Applicant	62
For Profit Developer	14
Large 501 (c)(3) Nonprofits (51 or more employees)	1
Small 501 (c)(3) Nonprofits (50 or less employees)	1
Grand Total	78

OUTREACH EFFORTS



FIXED PRICING PROGRAM
DO YOU QUALIFY FOR \$1 HOME?



Priority Application Period


We're excited to announce a special priority application period April 1 - July 1, 2024, for current Baltimore City residents who intend to purchase a City-owned vacant property to rehab as their primary residence!

Purchase Information

Properties purchased for use as a primary residence will be sold for \$1.

Applicants must provide proof of available funding of no less than \$90,000 to complete the renovations and are subject to the application vetting process. Buyers must maintain the property as their primary residence for a minimum of 5 years after issuance of a Use and Occupancy permit, which should be obtained within 12 months from date of settlement.

To apply or learn more visit
bit.ly/fixed-pricing



SCAN ME

Informational Webinars

April 18, 2024 - 1:00PM – 2:00PM

April 24, 2024 - 6:00PM – 7:00PM

Engaging Community Organizations and Stakeholders

Social Media Posts

EBlasts > 50,000 sent

BuyIntoBmore Instructional Video

Promotional Materials



QUESTIONS?