

Land Assembly For Neighborhood Development In Cleveland, Ohio Acquisition Tactics and Methods

Vacant Structure:

- City Code Enforcement → Condemnation → Receivership
- City Code Enforcement → Condemnation → City Demo → Tax Foreclosure → Land Bank.
- Receivership → Receiver's Lien → Foreclosure
- Tax Foreclosure → Land Bank
- Acquisition of lender or other lien → Foreclosure
- Direct Negotiation (any time after the above have begun)
 - “Read, Aim, Shoot” vs. “Ready, Shoot, Aim”

Vacant Lot:

- City Code Enforcement → Spot Eminent Domain → Land Bank
- Tax Foreclosure → Land Bank
- Direct Negotiation
 - A high priority vacant lot, maintained, not in violation of city codes, and not tax delinquent, can be disproportionately expensive.

Tenant Occupied:

- City Code Enforcement → Violations against owner
- Direct Negotiation
 - The higher the rental income stream, the greater the appraised value, and owner expectation. [Investigate: are all units occupied?]

Owner Occupied:

- Direct Negotiation → Expect High Cost Acquisition