ACQUIRING TAX SALE PROPERTIES
THE LAND BANK PERSPECTIVE
ABOUT THE NEPA LAND BANK

INTERGOVERNMENTAL COOPERATION
Agreement signed by participating municipalities on August 5, 2014.

MULTI-MUNICIPALITY
Current membership includes Pittston City, Duryea Borough, Avoca Borough, West Pittston Borough, and Jenkins Township (all in Luzerne County)

CERTIFICATE OF INCORPORATION
Signed and issued by the Commonwealth on December 1, 2021.

TWO SCHOOL DISTRICTS
Jurisdiction includes Pittson Area and Wyoming Area

COMBINED POPULATION = 25,000
COMBINED AREA = 23.5 SQ MILES
The mission of the North East Pennsylvania Land Bank Authority, a public agency, is to return vacant and/or blighted properties to productive status using a unified, predictable and transparent process, thereby revitalizing neighborhoods and strengthening the tax bases.
TAX SALE CHALLENGES
(AS A LAND BANK)
NOT A “COUNTY-WIDE” LAND BANK
HELD MULTIPLE MEETINGS
THIRD-PARTY ELITE REVENUE
HELD MORE MEETINGS
FORGOTTEN PRIORITY BID NOTICE
FINALLY INCLUDED NOTICE IN 2018
PURSUANT TO 68 P.S. 2117(C)(3), PROPERTIES IN THE FOLLOWING MUNICIPALITIES MAY BE SUBJECT TO A TRUMP BID BY NORTH EAST PENNSYLVANIA LAND BANK AUTHORITY PRIOR TO PUBLIC AUCTION:

- AVOCA BOROUGH
- DURYEA BOROUGH
- HUGESTOWN BOROUGH
- JENKINS TOWNSHIP
- PITTSTON CITY
- WEST PITTSTON BOROUGH

NOTICE LANGUAGE
TRUMP BID

OCTOBER 7, 2019
Our first exercise of the trump bid

USED TWICE
2019 & 2021 - No tax sale in 2020 due to Covid-19

20 PROPERTIES
Acquired 20 properties for a total price of $42,340.05
<table>
<thead>
<tr>
<th>BEFORE 2019</th>
<th>AFTER 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>5 PROPERTIES ACQUIRED</td>
<td>20 PROPERTIES ACQUIRED</td>
</tr>
<tr>
<td>COST = $19,487.16</td>
<td>COST = $42,340.05</td>
</tr>
<tr>
<td>AVG PRICE PER PROPERTY: $3,897.43</td>
<td>AVG PRICE PER PROPERTY: $2,117.00</td>
</tr>
</tbody>
</table>
HABITAT FOR HUMANITY
Market Rate Rental
LSA REHAB
PUBLIC PARKING
THE COST OF NOT BEING THE HIGHEST BIDDER

STOPPED BIDDING AT $5,000

SUCCESSFUL BIDDER PAID $14,000

PROPERTY WAS CONDEMNED & POSTED

SUCCESSFUL BIDDER WAS FROM OUT OF AREA AND USED GOOGLE EARTH TO VIEW PROPERTY WITHOUT DOING PROPER RESEARCH

SUCCESSFUL BIDDER DEMO’D THE PROPERTY BUT LATER WALKED AWAY

6 YEARS LATER - AQUIRED AT TAX SALE FOR $3,288.15
THE COST OF NOT BEING THE HIGHEST BIDDER

STOPPED BIDDING AT $4,000
SUCCESSFUL BIDDER PAID $7,000
PROPERTY WAS CONDEMNED & POSTED
SUCCESSFUL BIDDER WAS FROM OUT OF AREA
SUCCESSFUL BIDDER WALKED AWAY AFTER LEARNING OF CONDEMNATION
HOPEFUL TO AQUIRE IN 2022 TAX SALE
Acquired via trump bid on August 12, 2021
Purchase Price = $2,494.86
Property was a drug house and condemned earlier in 2021
House was victim to arson attack from previous owner
09/10/2021 PROPERTY OWNER JOSEPH POLICARE WAS INTO THE COUNTER AND
WANTED TO KNOW WHERE HE STOOD WITH THIS PROPERTY AND HIS
TAXES. ADVISED THAT PROPERTY WAS SOLD AT THE AUGUST 12,
2021 JUDICIAL SALE. HE WOULD NEED TO HIRE AN ATTORNEY
TO HAVE THE SALE SET ASIDE
* NOTE ADDED 09/10/2021 BY nemel

--- END OF REPORT ---

**House was ordered for emergency demo**

**Policy was not to insure our tax sale properties until deeds are recorded**

**Emergency demo cost = $9,000**
THANK YOU!

JOE CHACKE | NEPA LAND BANK | JCHACKE@PITTSTONRDA.COM
Brian Lawrence, AICP
Executive Director

Education
BA Political Science
MS Geography, Regional Planning

Career
Westmoreland County Planning 10 years
RA/LB August 2020

Boards & Volunteer Work
Regional Trail Corporation (fmr.)
Greensburg Planning Commission
Westmoreland Land Trust
United Way of SWPA Local Operating Board
Greensburg Recreation Soccer Coach
Greensburg Community Development Corporation
Adjunct Faculty, Westmoreland County Community College
Two Agencies, One Mission

To build healthy and whole communities and reposition our towns by eliminating blight and its influences in the communities of Westmoreland County.
2022-2025 Strategic Objectives

- Equip Local Partners
- Support Regional Solutions
- Revitalize Whole Neighborhoods
- Gather, Share, & Use Intel
- Create Equitable Development Opportunities
- Tell Our Story
Westmoreland County Land Bank Service Area

25 of 65 Municipalities

15 of 17 School Districts

~2,134 of 190,000 parcels Unsold or Judicial countywide

297 Repository

~1,500 blighted properties countywide
How does the Westmoreland County Land Bank Work?

Identification
Blighted, vacant, and tax-delinquent properties are identified by municipality, Land Bank or developer/neighbor

Due Diligence
Title search and property evaluation process includes site visits, assessment of property’s reuse potential, ownership history, etc.

Acquisition
LB acquires at various tax sales, donation, pre-foreclosures, or market purchases

Site Preparation
Many times, properties we acquire are demolished for side lot transfers or they are rehabilitated or have their titles cleared

Transfer
At the end of this process, our goal is to have property return to responsible private hands and pay property taxes
The Four Types of Tax Sales

- **Annual Upset Sale**
  - 2 years delinquent
  - Pay all taxes, liens, judgments, costs
  - Highest risk
  - Highest cost
  - Highest quality

- **Private Tax Sale**
  - Unsold at annual
  - Pay all taxes, liens, judgments, costs
  - High risk
  - High cost
  - Medium quality

- **Judicial Sale**
  - Unsold at annual
  - Pay costs
  - Low risk
  - Low cost
  - Low quality

- **Repository**
  - Orphans of the tax system
  - Pay minimal costs
  - Lowest risk
  - Lowest cost
  - Lowest quality

44% of Land Bank Projects
Acquisition Types 2014 to Today

- Judicial: 59 (44%)
- Donation: 35 (26%)
- Market Purchase: 11 (8%)
- Upset: 6 (5%)
- Private: 9 (7%)
- Repository: 13 (10%)

Total: 116
Disposition Types 2014 to Today

- 51, Side Lot, 38%
- 40, Private Rehab, 30%
- 19, For Sale, 14%
- 10, Internal Rehab, 8%
- 10, Public Space, 8%
- 3, Leased, 2%
An Ideal Land Bank Story

207 Main St, Irwin Borough

Former Hotel, condemned

Identified by developer, acquired at annual upset sale 2015

Previous owner challenged our acquisition - denied
An Ideal Land Bank Story

Developer rehabbed into taco and tequila restaurant + upper floor apartments

Sales proceeds - $52,020

50% of taxes - $2,685
A Cautionary Tale

Monsour Hospital, Jeannette City

Former hospital, condemned, biohazard waste, patient records, Pension Benefit Guarantee Corporation, IRS, Paper alley

Municipal, county and LB priority
A Cautionary Tale

Acquired at judicial sale
Sales proceeds - $189,000
50% of taxes - $28,541
A Typical Story

1610 Ligonier St, Latrobe City
Judicial Sale
Side lot transfer
Sales proceeds - $9,266
50% of taxes - $417

Image Source: Google Street View, 2019
Thanks!

Contact information:
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724-830-3772
www.WestmorelandRedevelopment.com
www.WestmorelandLandBank.com