







New Orleans – Market Value Analysis

June 11, 2018

About Reinvestment Fund

- Our mission is to build wealth and opportunity for low-wealth people and places through the promotion of socially and environmentally responsible development.
- Since 1985, Reinvestment Fund has made \$1.9 billion in cumulative investments and loans.
- We are supported by over 865 investors that include individuals, foundations, religious institutions, financial institutions, civic organizations and government.
- Top AERIS rating of AAA+1 and AA S&P rating.

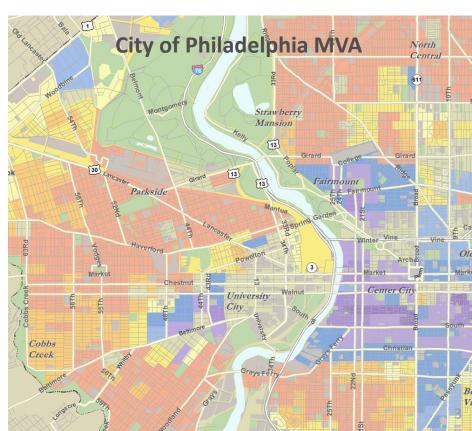
Business Lines



The Market Value Analysis

The Market Value Analysis (MVA) is a tool to assist residents and policymakers identify and understand the elements of their local real estate markets. It is an objective, data-driven tool built on local administrative data and validated with local experts.

With an MVA, public officials and private actors can more precisely target intervention strategies in weak markets and support sustainable growth in stronger markets.



Our Normative Assumptions

When analyzing markets we begin with these principles:

- Public subsidy is scarce; acting alone, subsidies cannot create a market
- Public policy and subsidy must leverage private investment or create conditions for investment to occur
- In distressed markets, build from strength by investing near strong assets
- All residents are customers with an expectation of quality public services and amenities
- The best decisions are based on the sound and objective analysis of quantitative and qualitative data

Who is Using the MVA?

MVAs have been funded by government agencies, local foundations, and financial institutions in cities and counties around the country:

- Philadelphia, PA
- Washington, DC
- Baltimore, MD
- San Antonio, TX
- Camden, NJ
- Newark, NJ
- Selected (8) NJ regions
- Kansas City, MO

- Richmond, VA
- State of Delaware
- Detroit, MI
- Houston, TX
- Milwaukee, WI
- Pittsburgh, PA
- St. Louis, MO
- Atlantic City, NJ
- Dallas, TX

- Reading Area, PA
- Jacksonville, FL
- Wilmington, DE
- Prince George's County, MD
- Indianapolis, IN
- Selma, AL
- Allegheny County, PA



The MVA Process

Acquire **local administrative data** and geocode to Census
block group geographies.

Manually inspect and validate data layers by driving the area.

Use statistical cluster analysis to identify areas with common attributes.

Manually inspect areas for conformity; local experts assess fit.

Alter parameters; re-solve and re-inspect until model accurately represents area.

Summarize and describe the characteristics of each market.

Lessons from 15+ years of experience

Validating Data is Critical.

Researchers must systematically visit and observe neighborhoods in the city to understand the data and final model.

Geographic Scale Matters.

Iterative

MSA and Census tract geographies are too large to accurately reflect the nuances of local real estate markets.

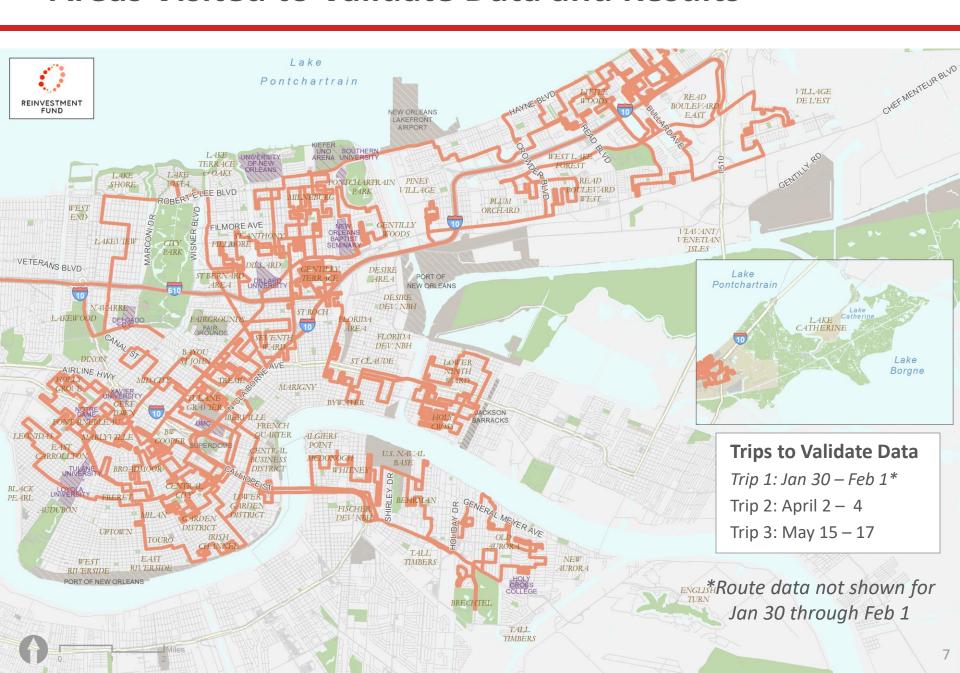
One Size Does Not Fit All.

MVA components and models share some similarities across cities but must be customized to the unique traits of each city.

Integrate Local Knowledge.

All models are tested with local experts to incorporate qualitative feedback from each geography.

Areas Visited to Validate Data and Results





Trends Impacting the Market Value Analysis in New Orleans

Changes in the Market v. Changes in the Model

Market Stronger Citywide + New Dynamics

- Rising home prices in most Neighborhoods
- Declining foreclosures and vacant land
- Shifting renter/owner patterns
- Short-term rentals

Model Relative Shifts + New Indicators

- MVA measures strength of any given market in relation to rest of city, capturing:
 - "Absolute" factors (e.g., a wave of foreclosures leads to increasing blight and vacancy, and a block group drop two letters)
 - "Relative" change (prices rising more slowly than elsewhere – not falling)
- New data indicators capture new dynamics
 - Differentiate vacant parcels by blight/no blight
 - Introduce short-term rental licenses



Market Indicators

MVA (2012)

Property Value & Investment

- Median Sales Prices, 2009-2012
- Coefficient of Variance for Sales, 2009-2012

Blight, Distress, & Vacancy

- Properties with Substandard Structures, 2009-2012
- Vacant Housing Units, 2012
- Vacant and Dormant Parcels, 2012
- Foreclosure Filings and Sheriff Sales, 2009-2012

Housing Characteristics

- Owner-Occupied Households, 2010
- Subsidized Rental Housing Units, 2015

MVA (2015)

Property Value & Investment

- Median Sales Prices, 2013-2015Q2
- Coefficient of Variance for Sales, 2013-2015O2
- New Construction and Rehab Permits, 2012-2014

Blight, Distress, & Vacancy

- Inspection Violation and Guilty Findings, 2013-2015
- Vacant Housing Units, 2014-2015
- Vacant and Dormant Parcels, 2014
- Foreclosure Filings and Sheriff Sales, 2013-2015

Housing Characteristics

- Owner-Occupied Households, 2013
- Subsidized Rental Housing Units, 2015
- Sales of Vacant Land Parcels, 2013-2015Q2

MVA (2018)

Property Value & Investment

- Median Sales Prices, 2016-2017
- Coefficient of Variance for Sales, 2016-2017
- New Construction and Rehab Permits, 2016-2017

Blight, Distress, & Vacancy

- Inspection Violation and Guilty Findings, 2016-2017
- Vacant Housing Units, 2016-2017
- Un-blighted Vacant and Dormant Parcels, 2018
- Foreclosure Filings and Sheriff Sales, 2016-2018

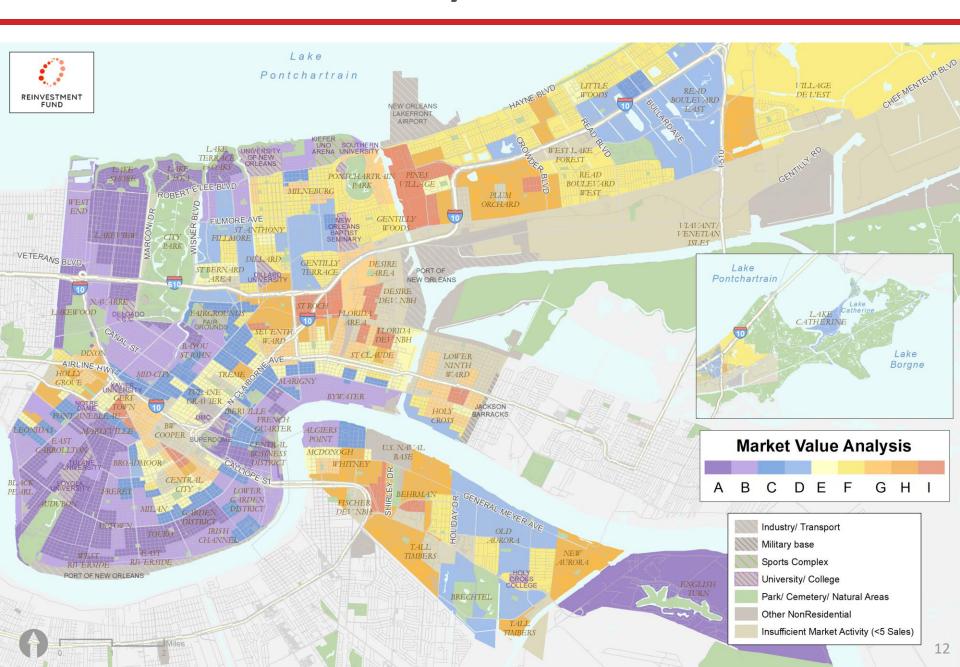
Housing Characteristics

- Owner-Occupied Households, 2016
- Subsidized Rental Housing Units, 2018
- Sales of Vacant Land Parcels, 2016-2017
- Short Term Rental Permits, 2018



The 2018 New Orleans MVA

2018 Market Value Analysis



Summary of Market Characteristics

Average Values of Market Indicators by MVA Category

		Median Sales Price	Coefficient of Variance	Share of Home owners	Renovation/ Construction Permits	Vacant Unblighted Land	Vacant But Habitable Homes	Code Violation	Foreclosures	Subsidy Usage	Sales of Vacant Land	Short Term Rental Licenses
A	67	\$510,584	0.50	65.2%	7.6%	1.6%	1.6%	0.8%	0.5%	1.4%	2.5%	1.6%
В	89	\$348,335	0.47	43.4%	7.4%	2.0%	2.9%	2.4%	1.0%	6.0%	1.6%	3.5%
С	53	\$215,278	0.59	31.8%	8.4%	4.5%	4.2%	5.3%	3.0%	15.2%	5.7%	4.1%
D	35	\$191,765	0.46	81.0%	5.0%	3.7%	2.4%	3.7%	2.4%	33.1%	6.1%	0.9%
Е	42	\$131,708	0.69	26.8%	7.6%	10.6%	7.0%	11.3%	8.4%	30.0%	17.9%	2.2%
F	64	\$124,348	0.51	52.7%	5.4%	5.7%	2.5%	5.1%	3.2%	45.3%	8.5%	0.6%
G	37	\$75,830	0.73	42.3%	4.7%	18.6%	5.4%	11.8%	5.0%	40.4%	28.9%	0.9%
Н	42	\$68,844	0.67	45.5%	3.8%	8.0%	4.7%	6.2%	3.8%	47.1%	7.3%	0.5%
- 1	17	\$26,626	0.97	46.5%	3.3%	20.4%	3.7%	9.9%	3.3%	50.2%	25.4%	0.4%

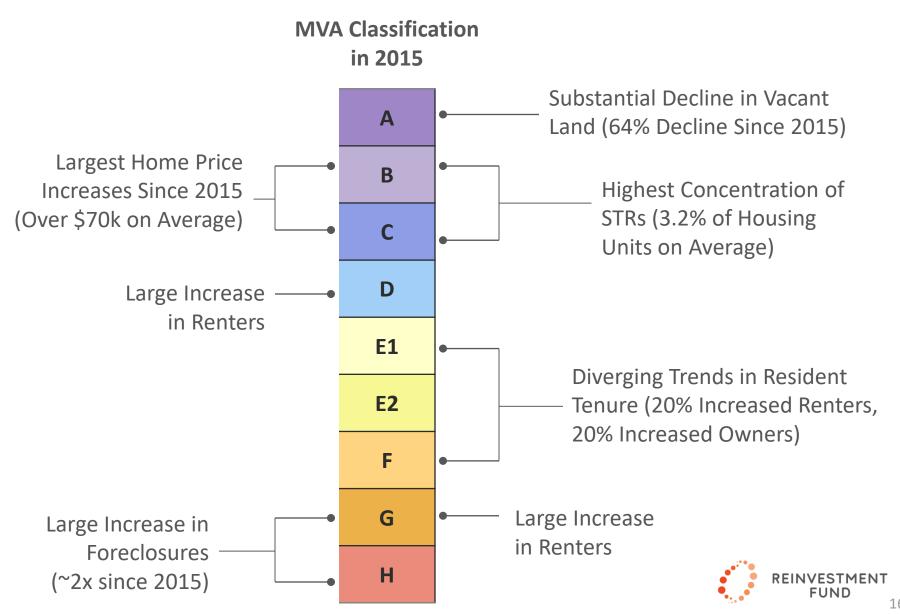


Significant Changes Over Time

Citywide Trends Relevant for Market Value Analyses

- Rising Home Prices. Sales prices increased 29% since 2015, but some areas experienced much steeper sale price appreciation than others.
- Declining Foreclosures and Incidence of Vacant Land. The number of foreclosures and parcels of vacant and dormant land have decreased over time
- Changing Tenure Patterns. Citywide ownership rates remained stable, but some areas have become notably more renter or homeowner-dominated, and not always tracking sales price change.
- Decline in Permitting for Renovation and New
 Construction. Overall the level of private investment as measured by permits declined citywide.
- Short-term Rentals. Areas all over the city have homes with short-term rental licenses, but some have notable concentrations.

Trend by Market Since 2015



Changes in Category Characteristics Over Time

The average of the Median Home Prices in each category has increased in each successive MVA; any given area's shifting categorization may reflect condition change or relative change

MVA 2012

	Median Home Prices
А	\$344,369
В	\$164,318
С	\$112,711
D	\$69,080
Е	\$48,434
F	\$39,227
G	\$22,177
Н	\$9,524

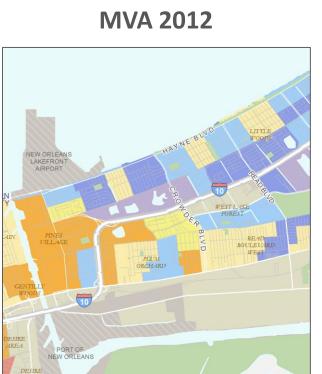
MVA 2015

	Median Home Prices
А	\$531,953
В	\$305,969
С	\$173,728
D	\$157,230
E1	\$86,199
E1	\$84,880
F	\$46,349
G	\$40,354
Н	\$17,108

MVA 2018

Median Home Prices
\$510,584
\$348,335
\$215,278
\$191,765
\$131,708
\$124,348
\$75,830
\$68,844
\$26,626

New Orleans East





MVA 2015





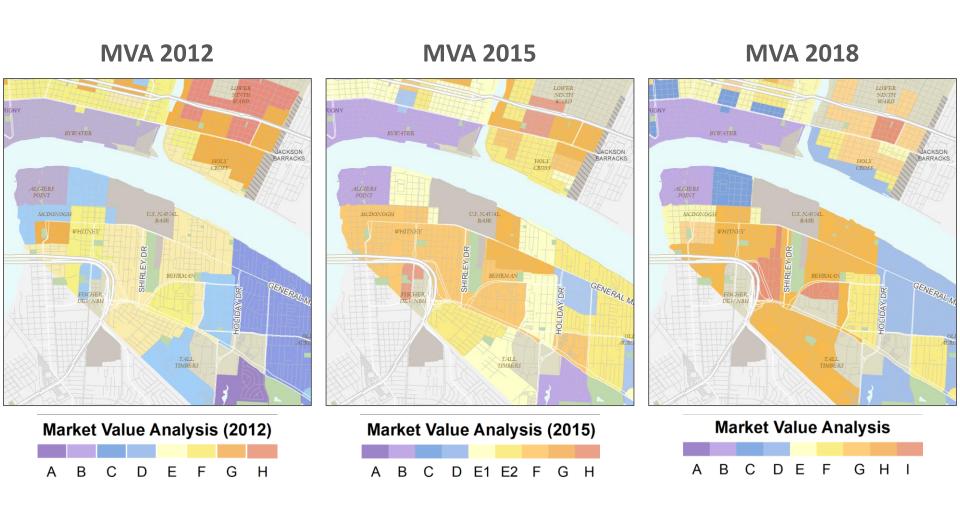
MVA 2018



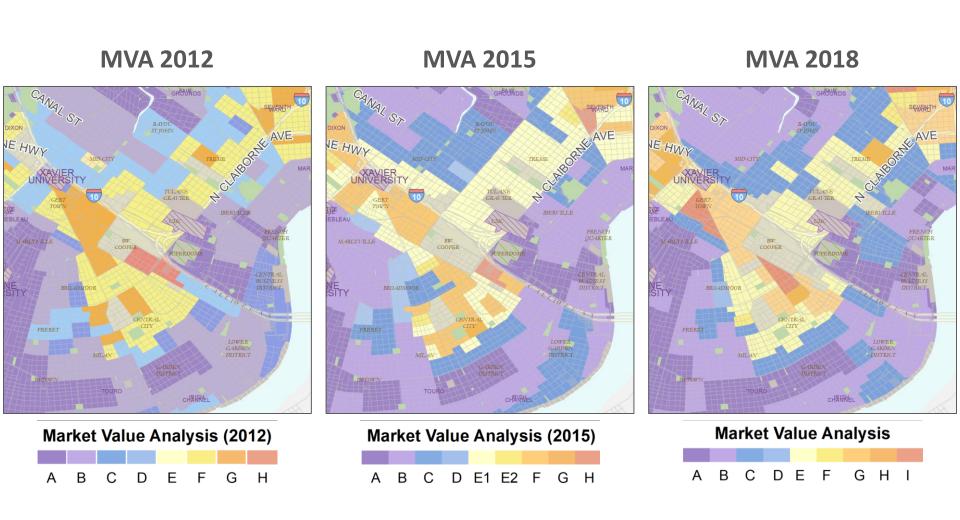




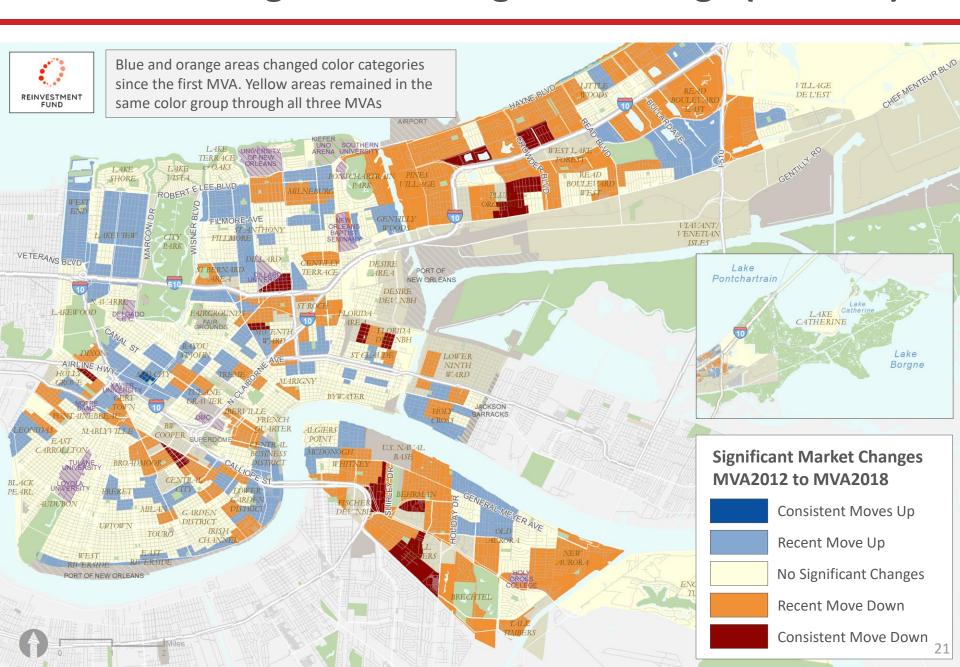
Algiers



Claiborne Corridor and Central City



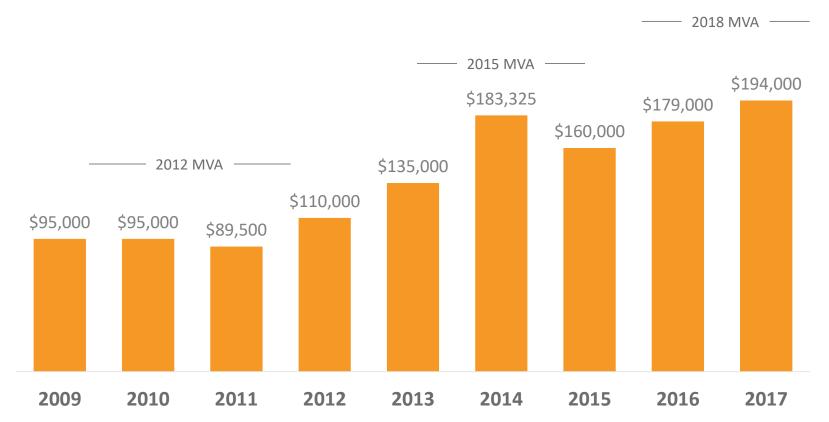
Areas with Significant Categorical Change (2012-18)



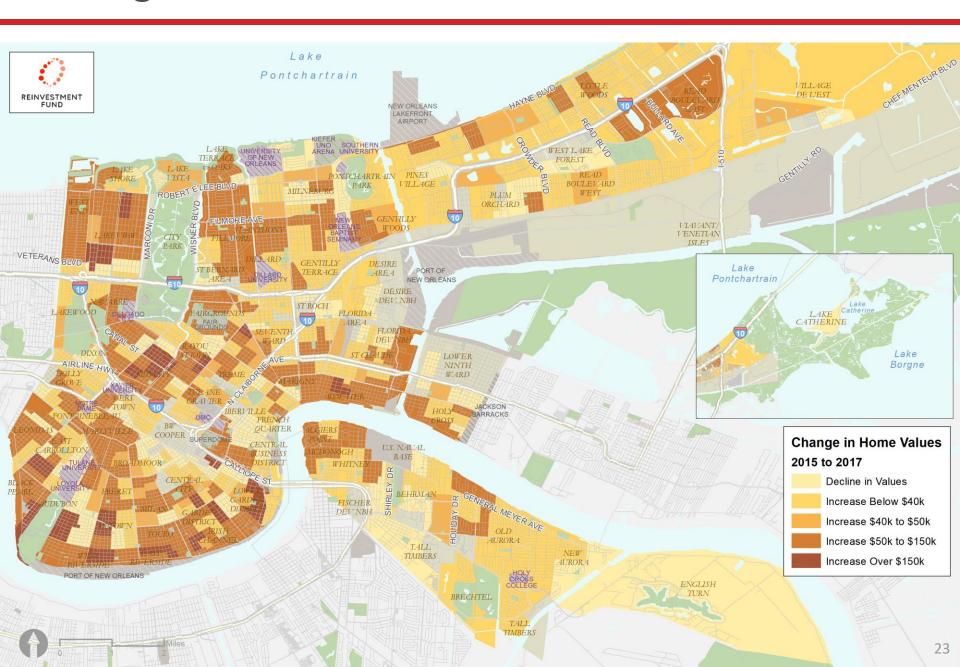
Citywide Trends in Median Home Sale Prices

Median Home Prices Have Increased 29% on Average Since the Previous MVA

Median Residential Sale Price, 2009 to 2017



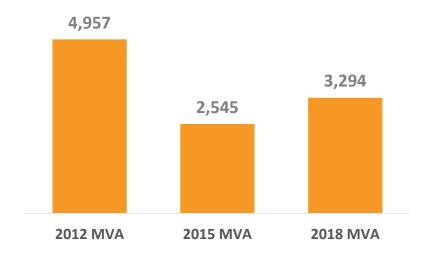
Change in Median Home Values



Citywide Trends in Foreclosures and Vacant Land

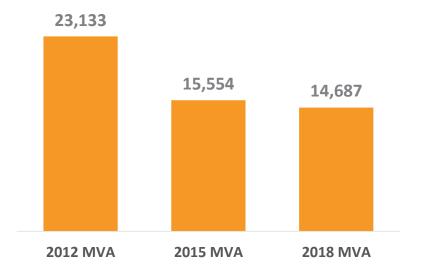
The Number of Foreclosure Filings Fell 34% Since 2012 MVA, but Grew Slightly Since 2015

Number of Foreclosure Filings Recorded in each MVA Period (2009-12, 2013-15, 2016-18)

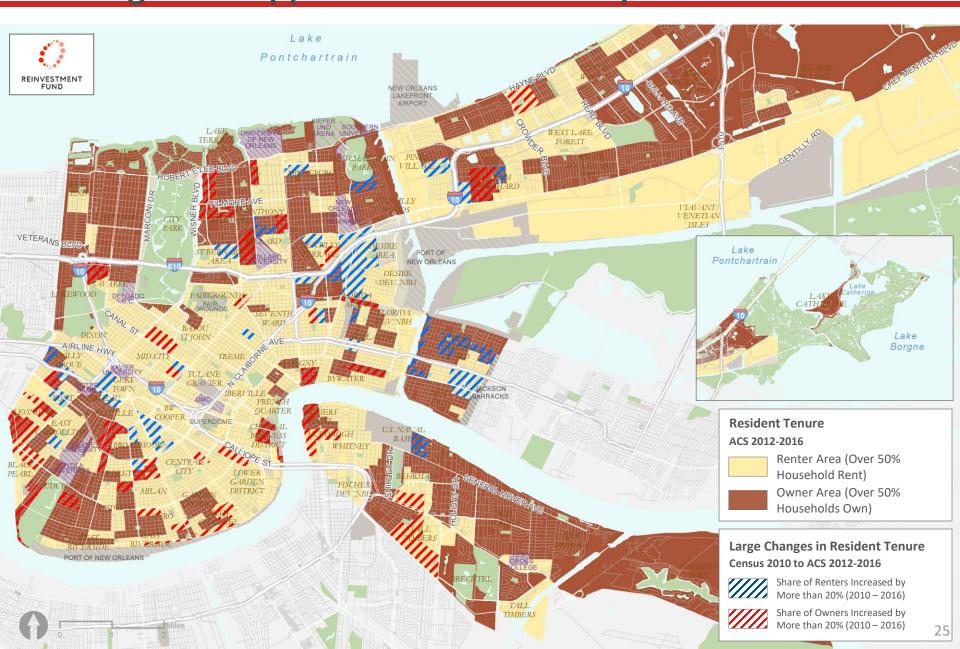


The Number of Vacant and Dormant Residentially Zoned Parcels Has Fallen Steadily Since 2012 MVA

Number of Vacant and Dormant Residential Recorded in each MVA Period (2009-12, 2013-15, 2016-18)



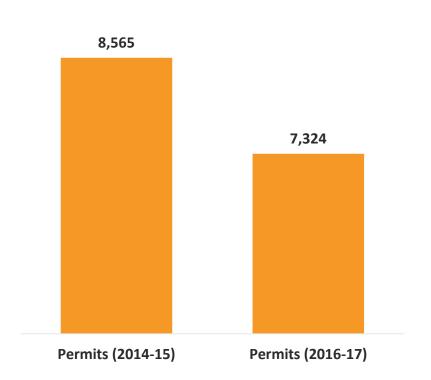
Citywide the Rate of Homeownership is Stable, but Changes are Apparent Within the City



Overall Decline in Renovation and New Construction Permitting

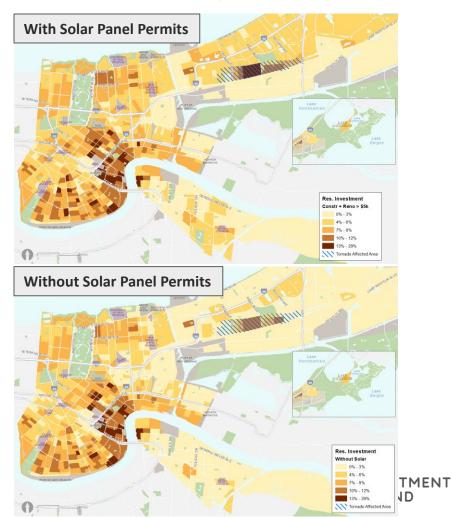
The Level of Construction and Renovation Has Fallen 17% Since the Previous MVA

Number of Permits Issued for New Construction or Renovation (Valued Over \$5,000), 2014 – 2017



Much of the Permitting Activity in New Orleans East and Algiers Were for Solar Panel Installation

Share of Residential Parcels with Permits for New Construction or Renovation, 2016 – 2017

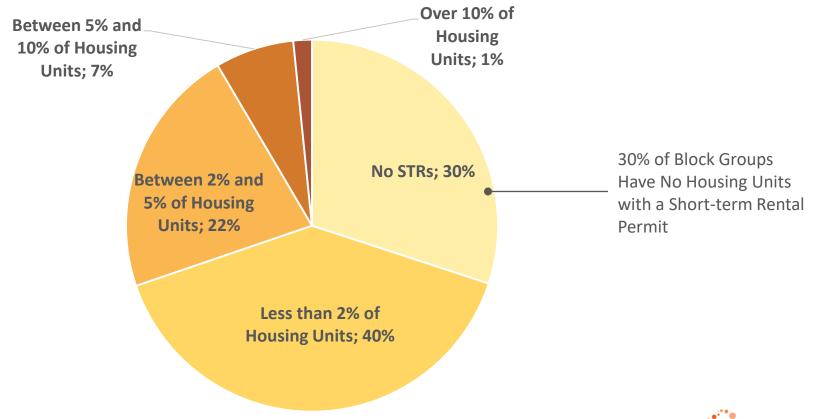


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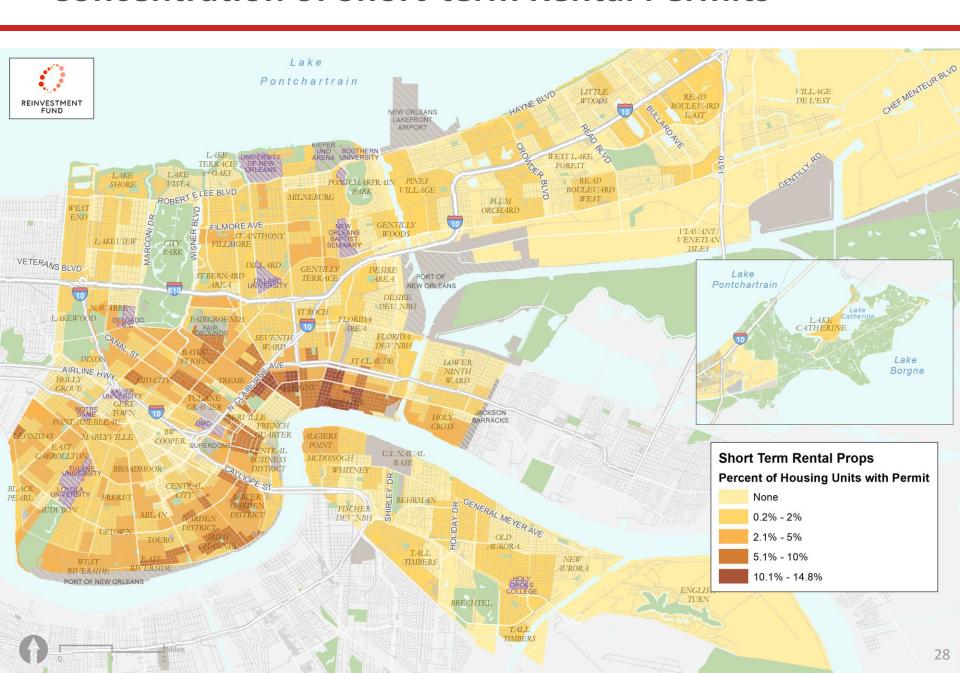
Short-term Rental Permits

A Small Number of Block Groups Have High Concentrations of Housing Units with Short-term Rental Permits

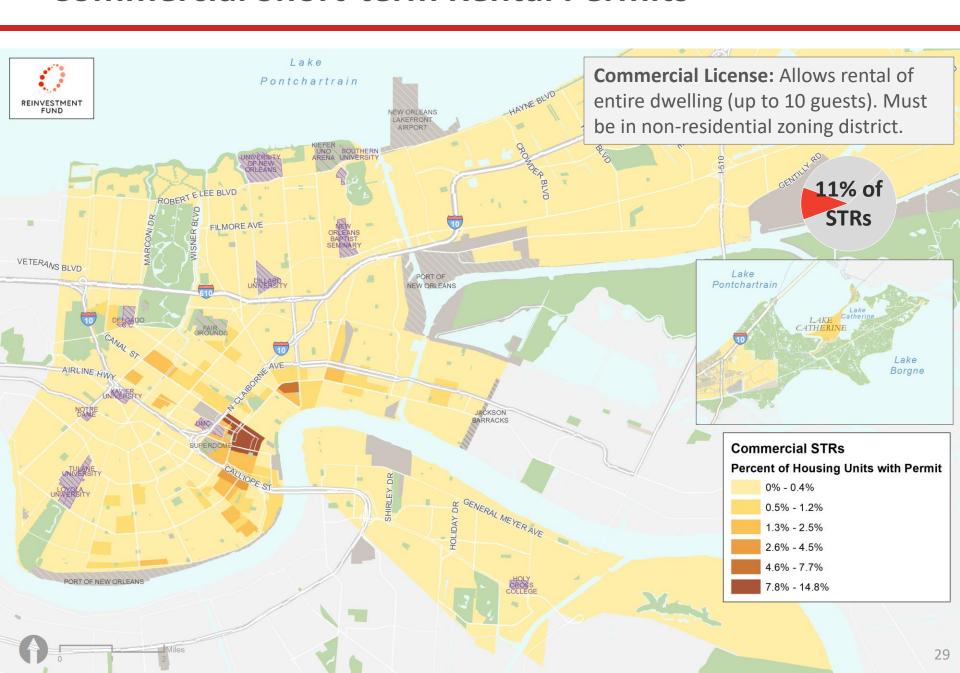
Share of Block Groups by Concentration of Short-term Rental Permits



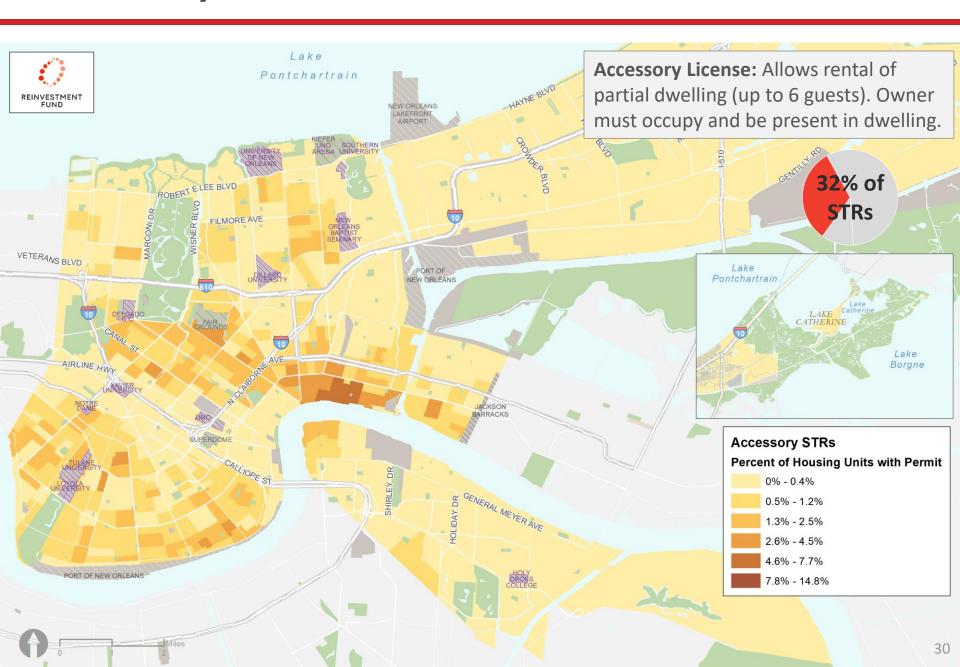
Concentration of Short-term Rental Permits



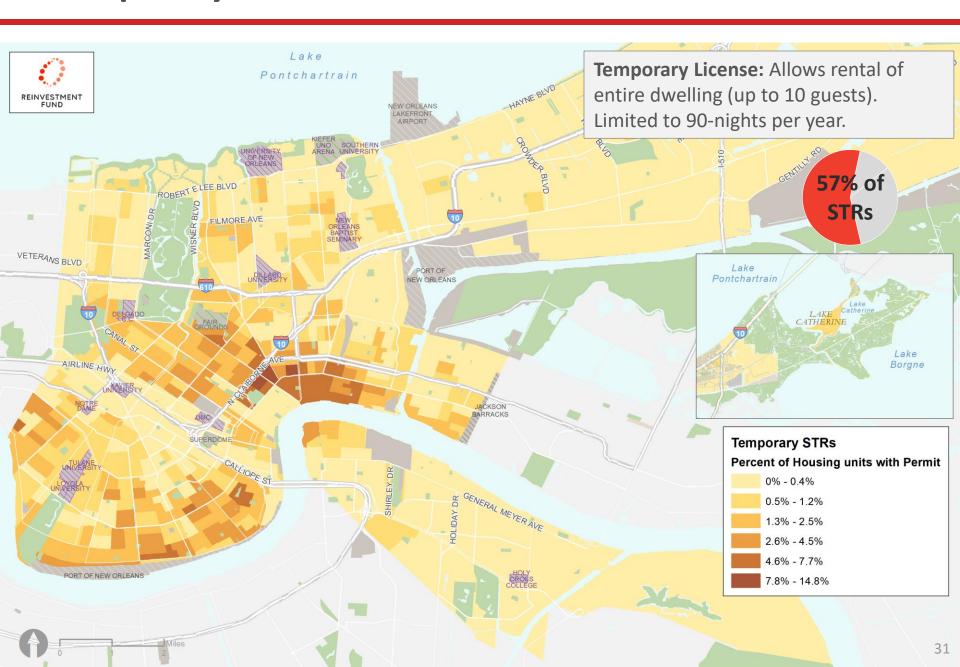
Commercial Short-term Rental Permits



Accessory Short-term Rental Permits



Temporary Short-term Rental Permits



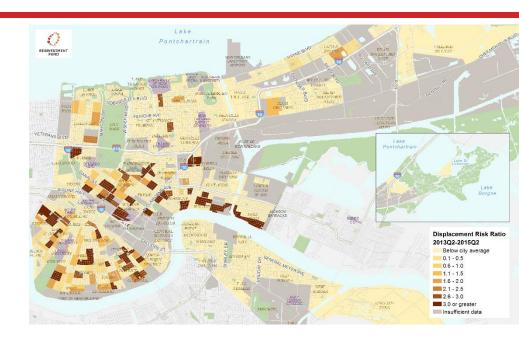


Considerations for Policy and Investment

- Displacement Risk Ratio
- Housing Affordability
- Mortgage Credit Access
- Investor Activity
- Employment Centers
- Food Access (Available Late June, 2018)*

Measuring Resident Displacement Risk

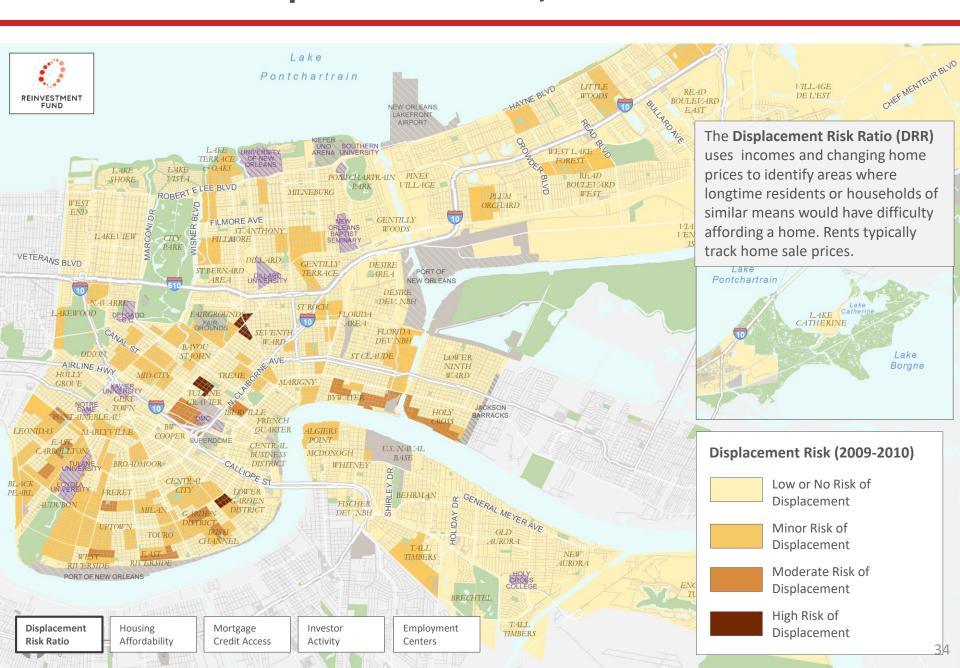
The **Displacement Risk Ratio (DRR)** uses incomes and changing home prices to identify areas where longtime residents or households of similar means would have difficulty affording a home. Rents typically track home sale prices.



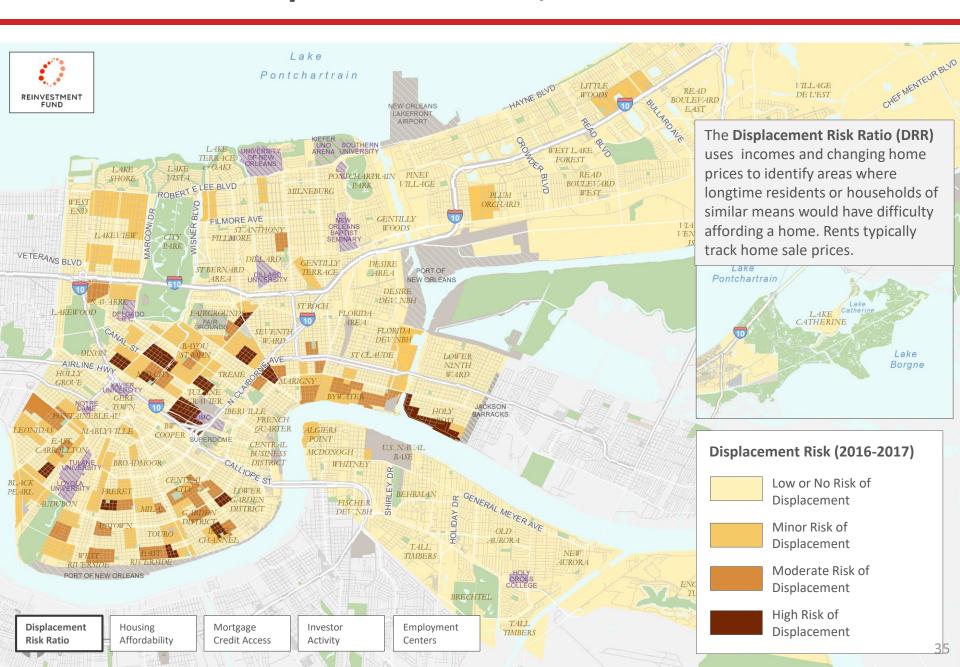
$$DRR = \frac{Average\ Home\ Sale\ Price_{yr_1 + yr_2}}{Median\ Family\ Income}$$

Higher scores indicate greater risk of displacement.

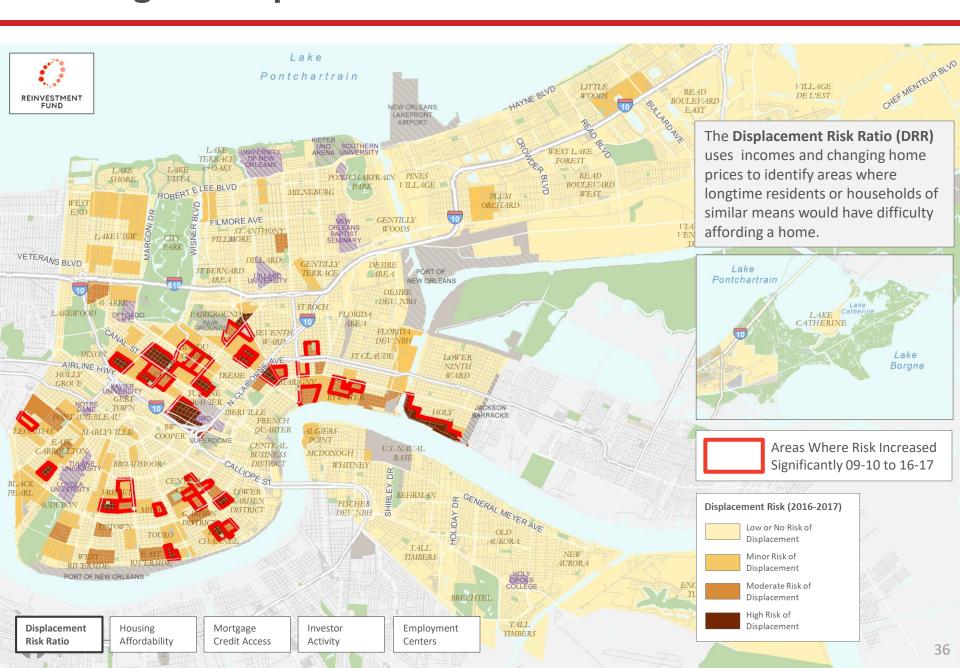
Areas with Displacement Risk, 2009-10



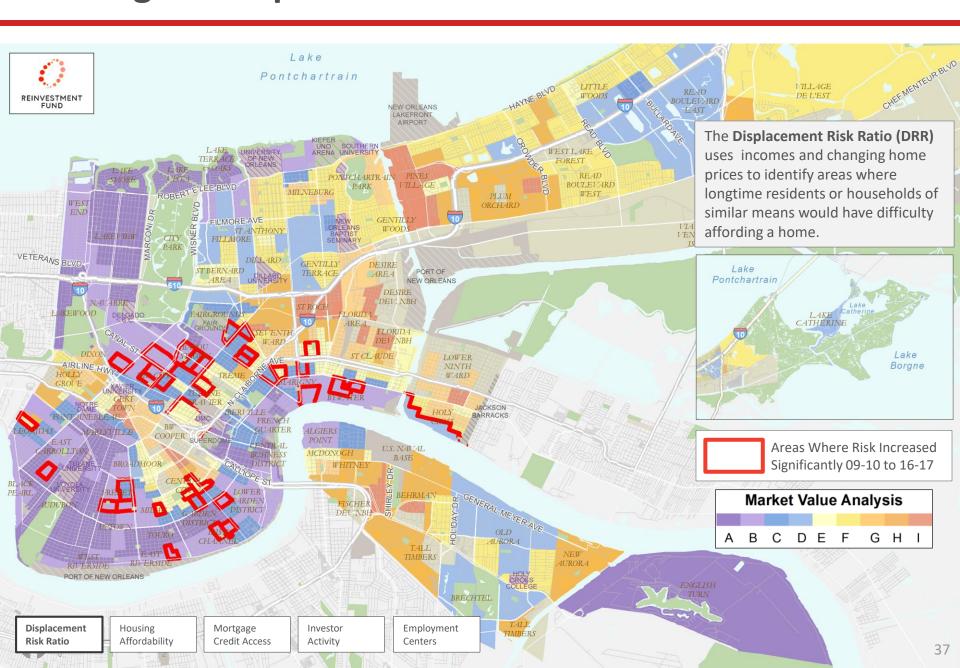
Areas with Displacement Risk, 2016-2017



Change in Displacement Risk 2009-10 to 2016-17



Change in Displacement Risk 2009-10 to 2016-17

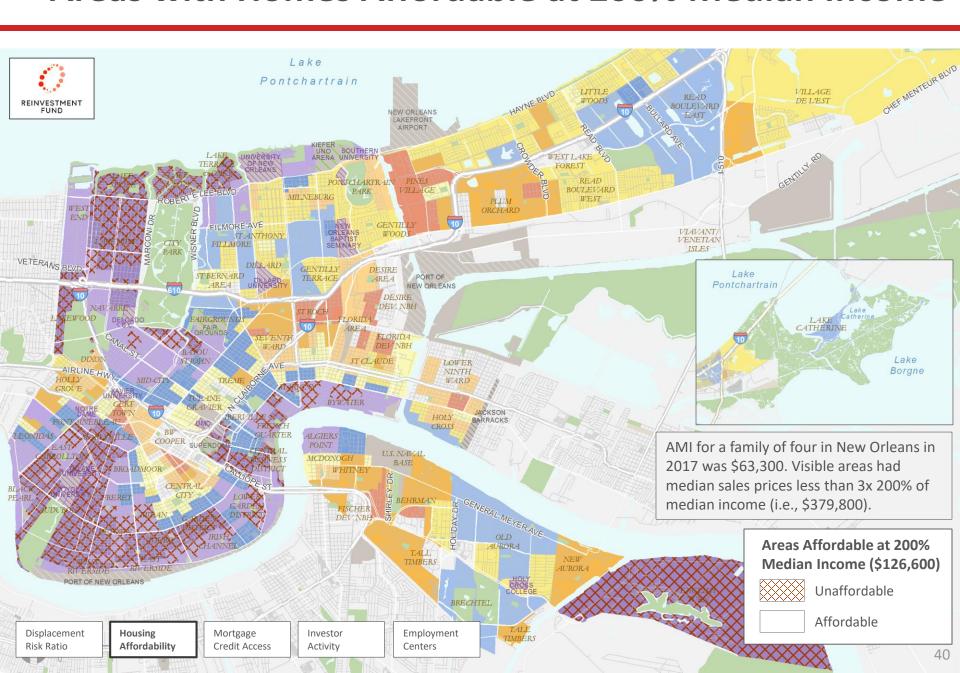


Where Can Residents Afford to Purchase Homes?

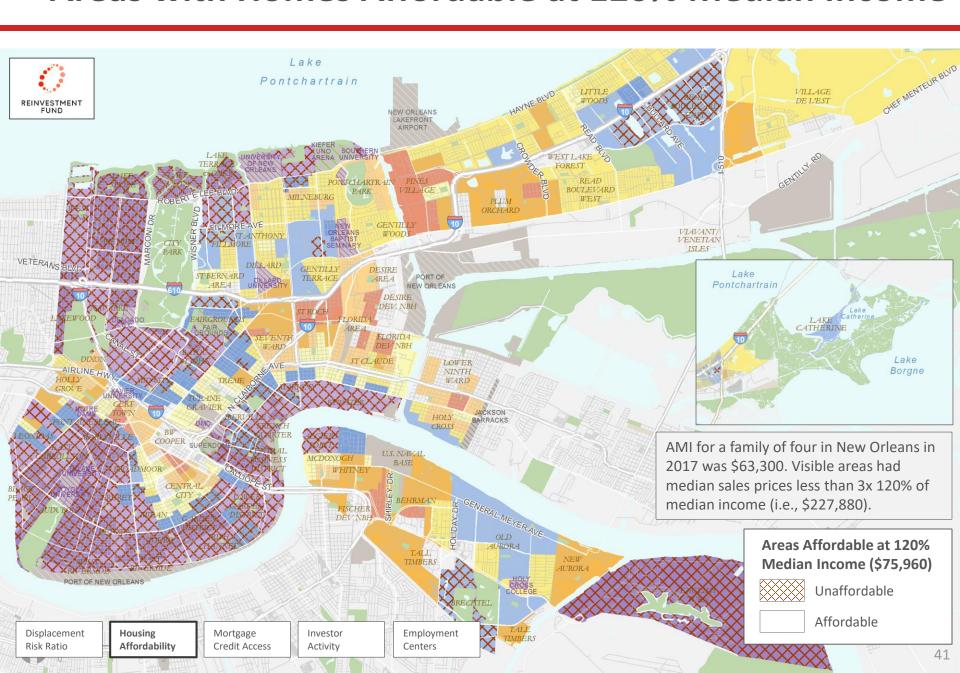
Share of Block Groups Where Residents Can Afford to Purchase the Median Home, by Area Median Income for a Family of Four (\$63,300, HUD, 2017)

	Areas Affordable at 200% AMI (Family of Four) (\$126,600)	Areas Affordable at 120% AMI (Family of Four) (\$75,960)	Areas Affordable at 100% AMI (Family of Four) (\$63,300)	Areas Affordable at 80% AMI (Family of Four) (\$50,640)	Areas Affordable at 50% AMI (Family of Four) (\$31,650)
Α	4%	None	None	None	None
В	72%	None	None	None	None
С	100%	64%	32%	2%	None
D	100%	83%	57%	14%	None
E	100%	100%	95%	86%	None
F	100%	100%	100%	86%	9%
G	100%	100%	100%	100%	92%
Н	100%	100%	100%	100%	98%
- 1	100%	100%	100%	100%	100%

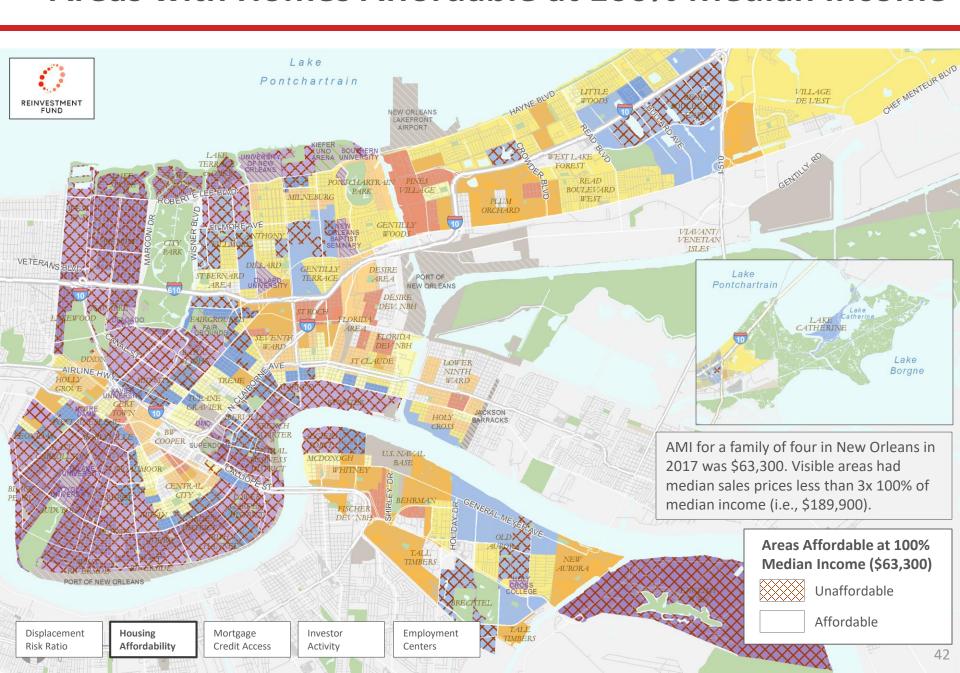
Areas with Homes Affordable at 200% Median Income



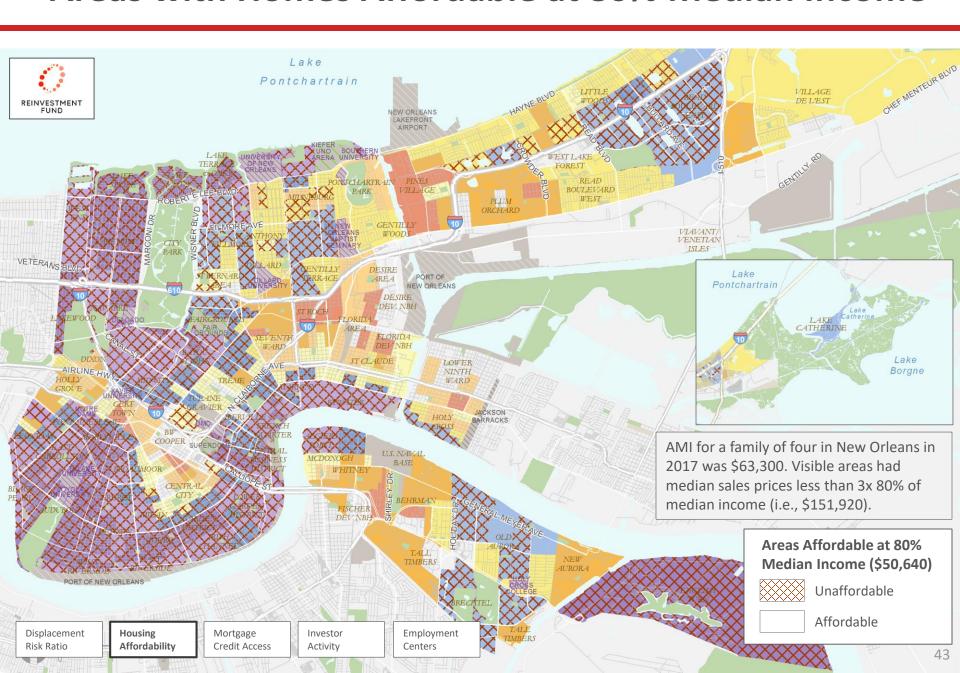
Areas with Homes Affordable at 120% Median Income



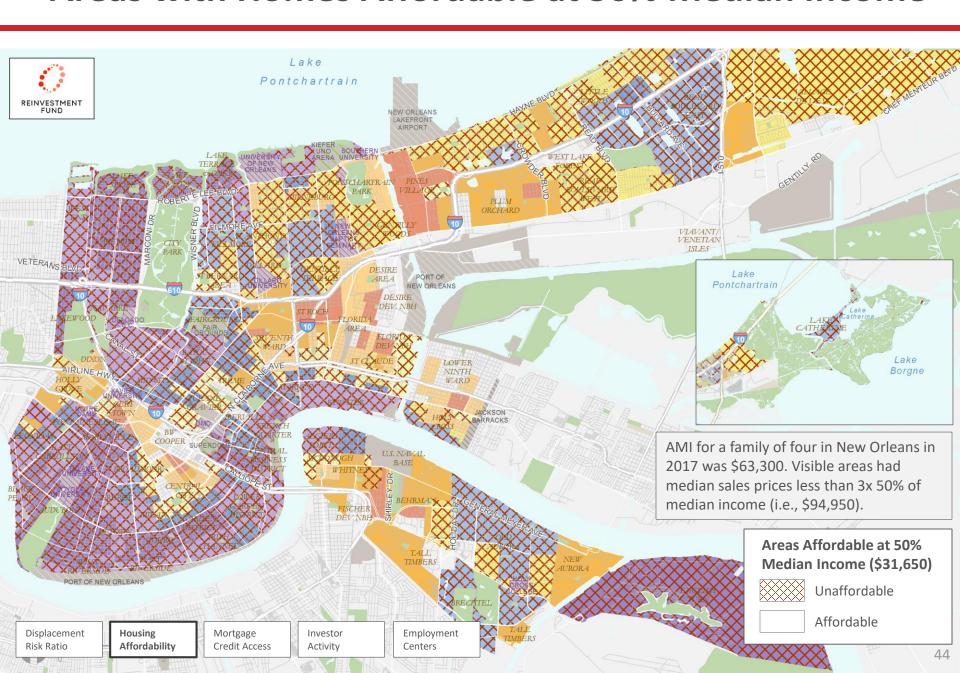
Areas with Homes Affordable at 100% Median Income



Areas with Homes Affordable at 80% Median Income



Areas with Homes Affordable at 50% Median Income



Mortgage Lending Activity and MVA Categories

The tables below show the number of home purchase and refinance mortgages approved, rejected, and withdraw in each MVA category between 2014 and 2016.

Home Purchase Applications, 2014-2016*

	Approved Apps	Rejected Apps	Withdrawn Apps	Total App
Purple	3,978	431	807	5,216
Markets	(76%)	(8%)	(15%)	(100%)
Blue	1,806	332	400	2,538
Markets	(71%)	(13%)	(16%)	(100%)
Yellow	1,542	394	333	2,269
Markets	(68%)	(17%)	(15%)	(100%)
Orange	552	179	140	871
Markets	(63%)	(21%)	(16%)	(100%)
Salmon	38	15	13	66
Markets	(58%)	(23%)	(20%)	(100%)
All	7,916	1,351	1,693	10,960
Markets	(72%)	(12%)	(15%)	(100%)

Home Refinance Applications, 2014-2016*

	Approved	Rejected	Withdrawn	Total
	Apps	Apps	Apps	App
Purple	3,291	1,294	868 (16%)	5,453
Markets	(60%)	(24%)		(100%)
Blue	1,239	1,079	566 (20%)	2,884
Markets	(43%)	(37%)		(100%)
Yellow Markets	734 (33%)	1,088 (48%)	434 (19%)	2,256 (100%)
Orange Markets	366 (30%)	633 (53%)	203 (17%)	1,202 (100%)
Salmon	24	62	28	114
Markets	(21%)	(54%)	(25%)	(100%)
All	5,654	4,156	2,099	11,909
Markets	(47%)	(35%)	(18%)	(100%)

^{*}Only Includes first lien, home purchase and refinance applications for owner-occupied single family homes

Displacement Risk Ratio Housing Affordability Mortgage Credit Access Investor Activity Employment Centers



Where are Investors Purchasing Properties

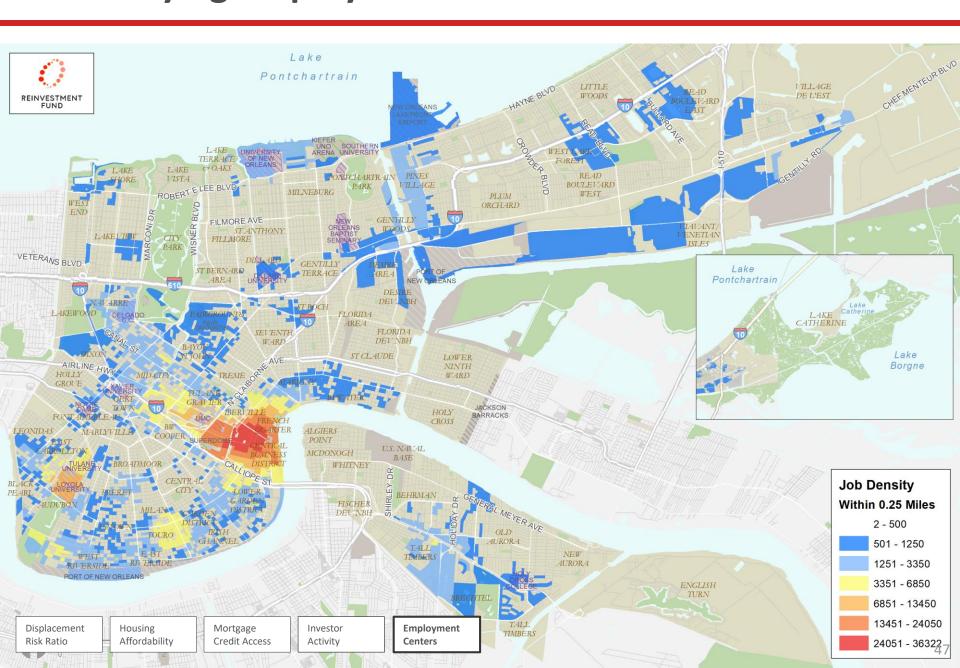
Reinvestment Fund analyzed property transactions between 2012 and 2017 to identify transactions where the buying party was an LLC, Corporation or other legal entity. The analysis also captured individuals who purchased multiple properties in a single year.

Investors identified through this process may be local or out of town property owners.

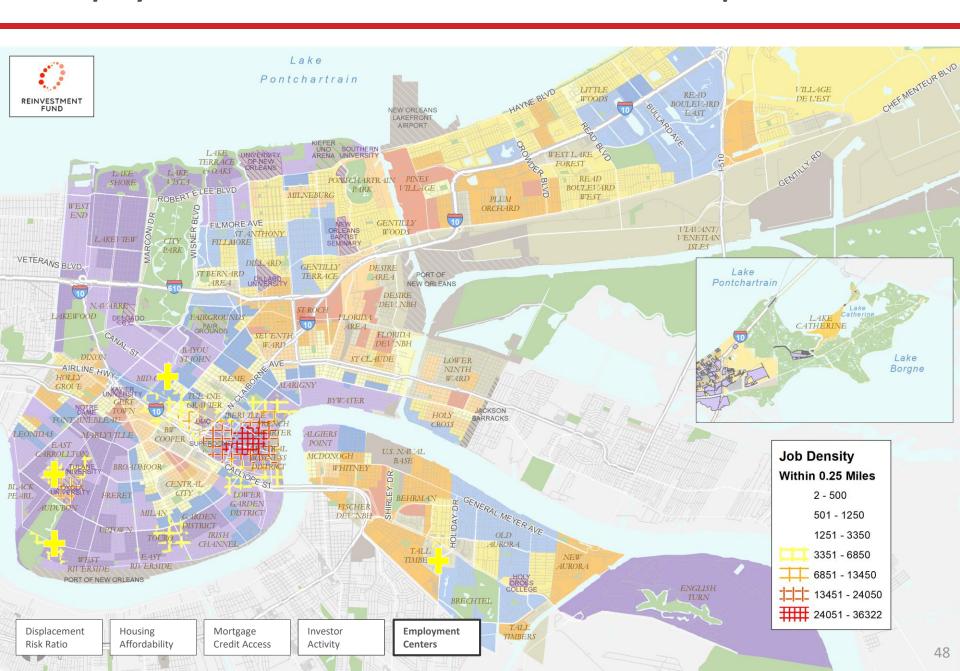
Sales to Investors, 2016 - 2017

	Investor Purchases	Total Sales
Α	435 (23%)	1,863
В	713 (26%)	2,755
С	480 (35%)	1,354
D	233 (19%)	1,236
E	417 (44%)	954
F	403 (27%)	1,497
G	259 (41%)	626
Н	319 (36%)	874
1	74 (40%)	186
Unclassified	26 (36%)	73
Total	3,359 (29%)	11,418

Identifying Employment Centers in New Orleans



Employment Centers Concentrated in Blue and Purple Markets



How Cities are Using the MVA



- Component of a local land banking strategy (Phila., NOLA, Wilmington)
- Guide capital budget (Detroit)
- Focus code enforcement (Phila., Baltimore, Indianapolis, NOLA)
- Benchmark quality of life measures (Phila.)
- Transportation planning (St. Louis)
- Target statewide Strong Neighborhoods Revolving Loan Fund (DE/DSHA)
- Inform LIHTC QAP (DE/DSHA)
- Develop CDBG ConPlan / Comprehensive plan (Detroit, Wilmington, St. Louis)
- Assessment of Fair Housing (Phila.)
- Assess changes in the market over time (Phila., Baltimore, Pittsburgh)
- Evaluate development opportunities (Pittsburgh, Phila., Houston, Detroit, St. Louis, cities in NJ)
- Target demolition and acquisition activities (Baltimore, Phila., Detroit, NOLA)
- Select transformative tipping point projects (Phila., Baltimore, Pittsburgh, NOLA)
- Engage partners philanthropic, non-profit, government in coordinated efforts to rebuild neighborhoods (Baltimore, Milwaukee, NOLA)
- Guide federal Neighborhood Stabilization Program Investment (States of PA & NJ, Houston, Detroit)

Reinvestment Fund: Policy Solutions

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MVA Components

Property Value and Investment

- Median Sales Prices,
 2016 2017
- Coefficient of Variance for Sales, 2016 – 2017
- New Construction and Rehab Permits, 2016 – 2017

Blight, Distress, and Vacancy

- Inspection Violation and Guilty Findings, 2016 – 2017
- Vacant Housing Units, 2016 – 2017
- Un-blighted Vacant Land Parcels, 2018
- Foreclosure Filings and Sheriff Sales, 2016 – 2018

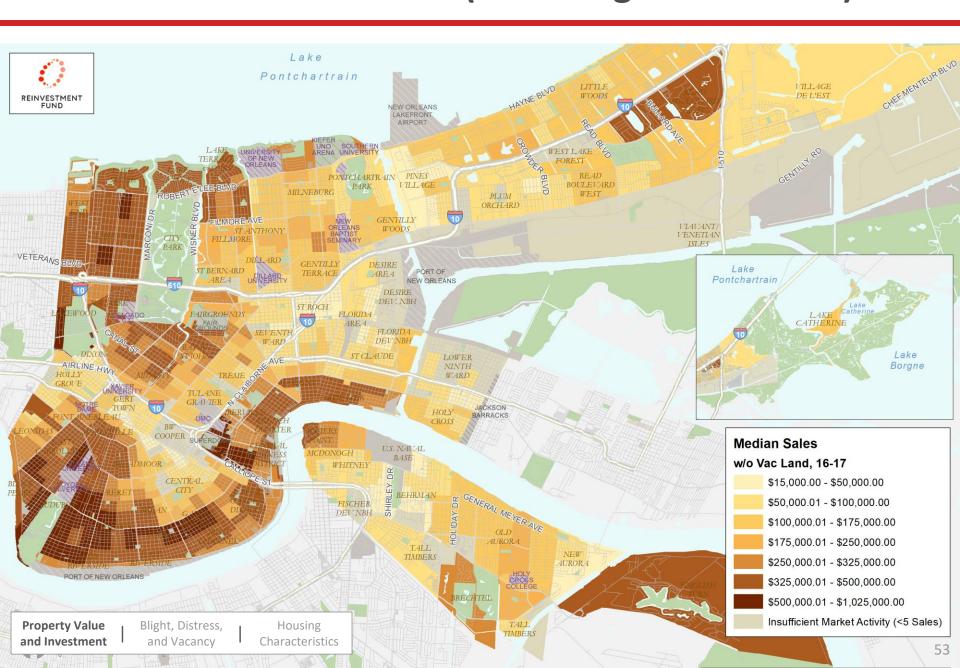
Housing Characteristics

- Sales of Vacant Land Parcels, 2016 – 2017
- Owner-Occupied Households, 2016
- Subsidized Rental Housing Units, 2018
- Short-term Rentals, 2018

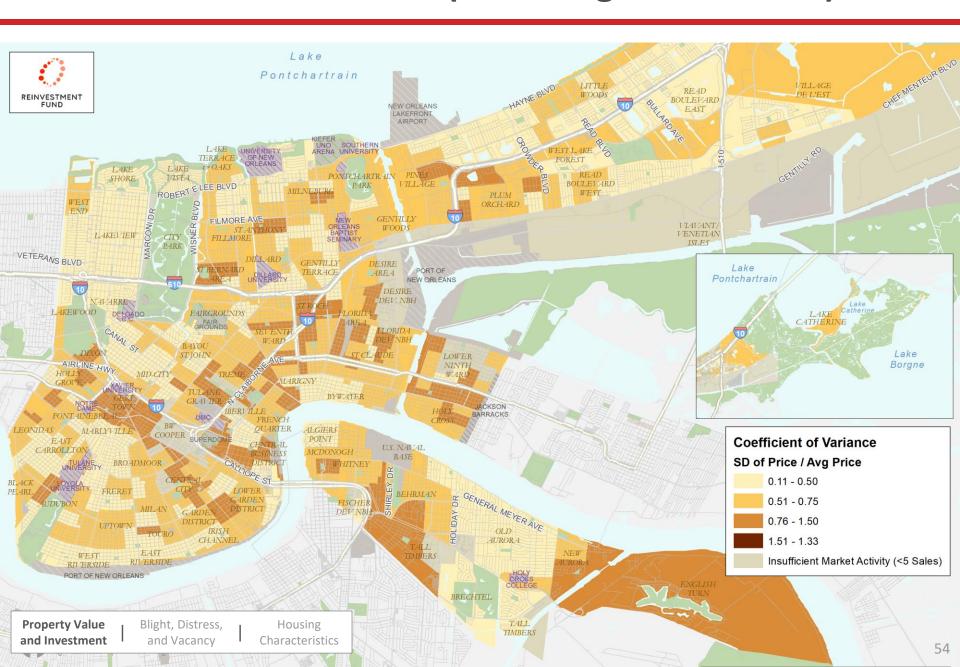
MVA Components (2018)

Property Value and Investment	Median Sales Prices, 2016 – 2017	Median home values excluding sales of vacant land (Orleans Parish Civil District Court, Orleans Parish Communication District)
	Coefficient of Variance for Sales, 2016 – 2017	(Orleans Parish Civic District Court)
	New Construction and Rehab Permits, 2016 – 2017	Count of properties with permits for new construction or renovations valued over \$5,000 as a share of all residential parcels (<i>Dept. of Safety and Permits</i>)
Blight, Distress, and Vacancy	Inspection Violation and Guilty Findings, 2016 – 2017	Count of residential parcels with violation or guilty findings as a share of all residential parcels (<i>Department of Code Enforcement</i>)
	Vacant Housing Units, 2016 – 2017	Count of habitable, but vacant homes, as a share of all residential addresses (<i>Valassis</i>)
	Vacant Un-Blighted Land Parcels, 2018	Count of vacant res. land parcels without code violations between 2015-17 as a share of all residential parcels (<i>Orleans Parish Communication District</i>)
	Foreclosure Filings and Sheriff Sales, 2016 – 2018	Count of residential parcels with foreclosure filings or completed sheriff sales as a share of owner occupied housing units (<i>Orleans Parish Sheriff's Office</i>)
Housing Characteristics	Sales of Vacant Land Parcels, 2016 – 2017	Count of sales of vacant residential parcels as a share of all residential sales (Orleans Parish Communication District)
	Owner-Occupied Households, 2016	Share of households that owned their home (American Communities Survey, 5-year Estimates, 2012-2016)
	Subsidized Rental Housing Units, 2018	Count of subsidized rental housing as a share of all renter-occupied households (<i>Housing Authority of New Orleans</i>)
	Short-Term Rental Licenses, 2018	Count of residential properties with short term rental licenses as a share of all households (<i>Dept. of Safety and Permits</i>)

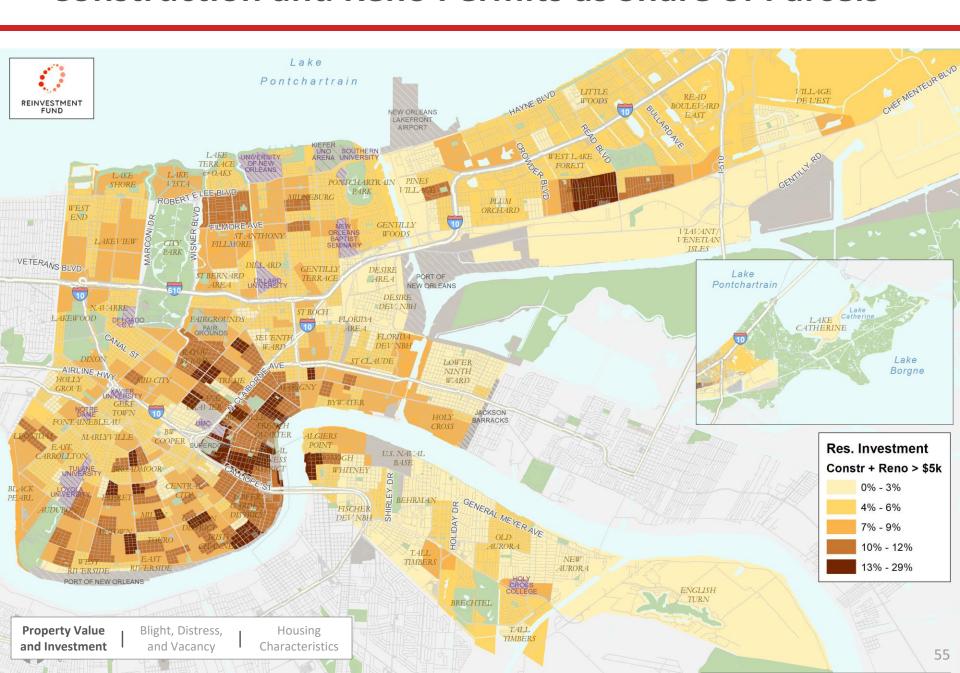
Median Home Sale Price (Excluding Vacant Land)



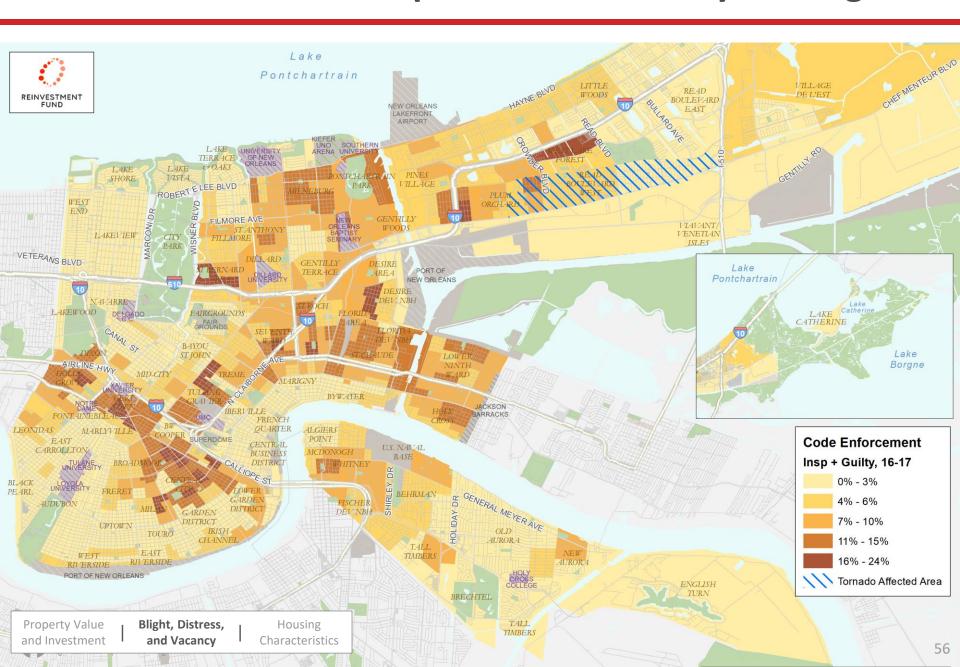
Variance of Sales Prices (Excluding Vacant Land)



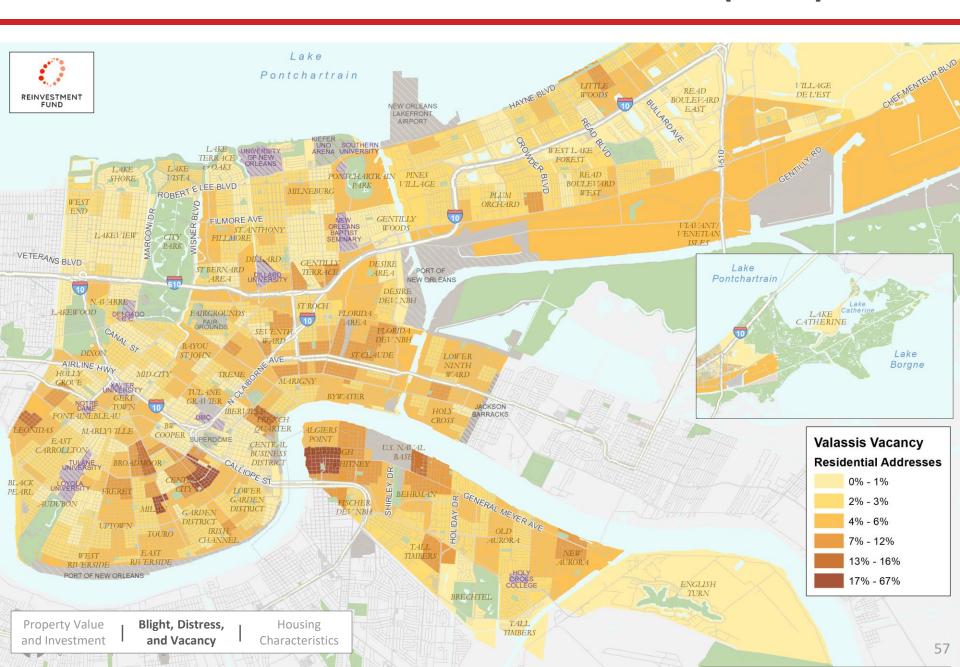
Construction and Reno Permits as Share of Parcels



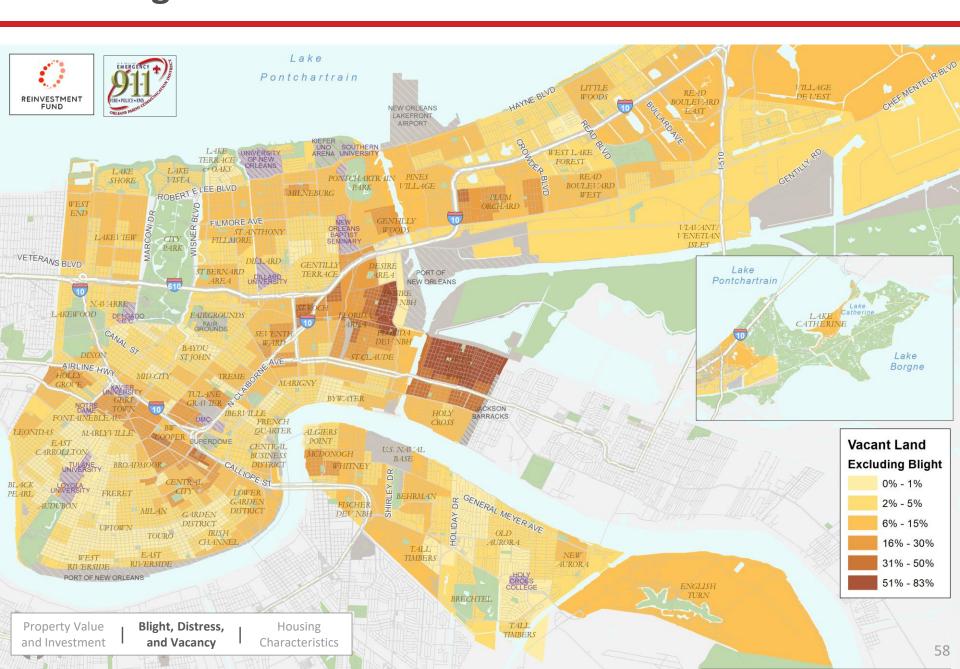
Code Enforcement Inspections and Guilty Findings



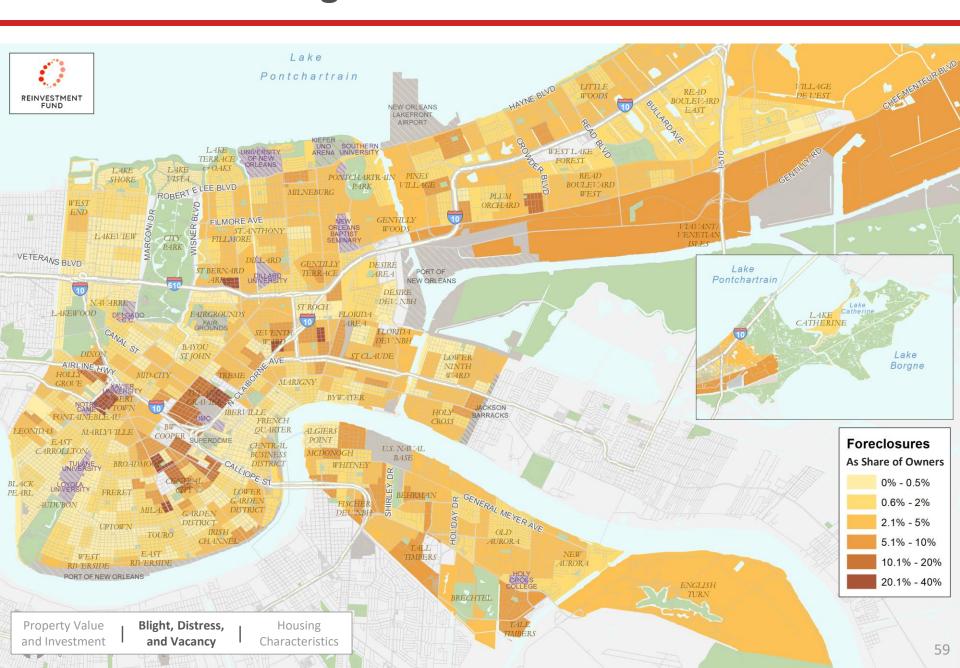
Percent of Vacant Residential Addresses (2017)



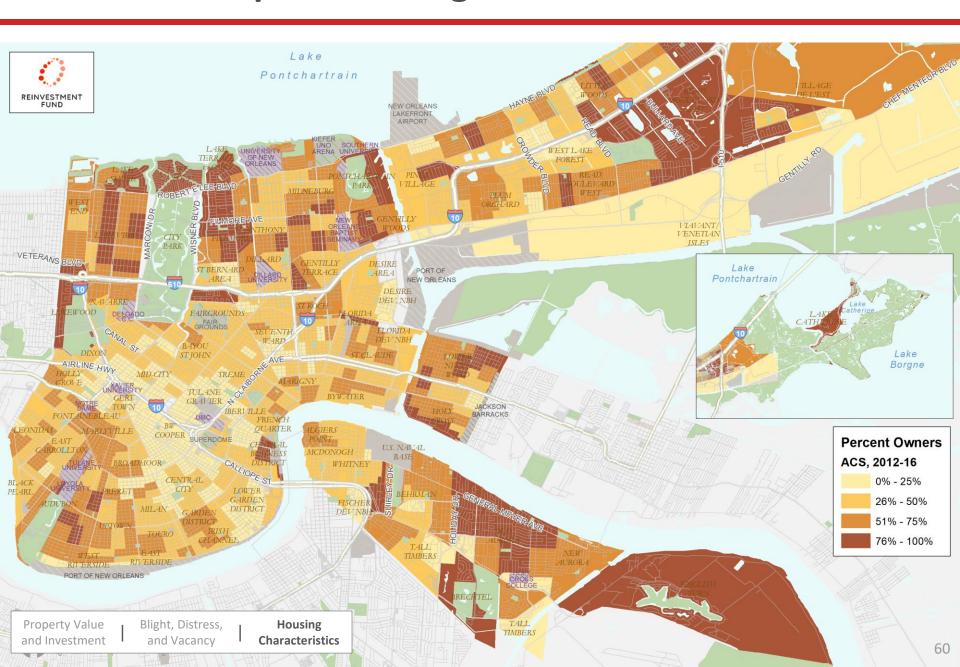
Un-Blighted Vacant and Dormant Land Parcels



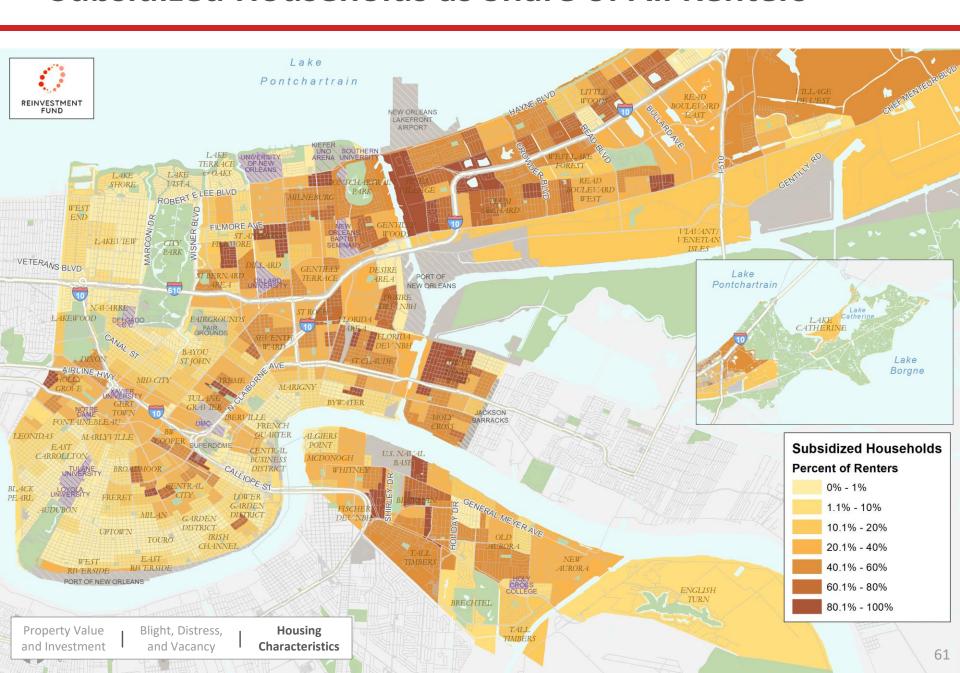
Foreclosure Filings & Sher. Sales as Share of Owners



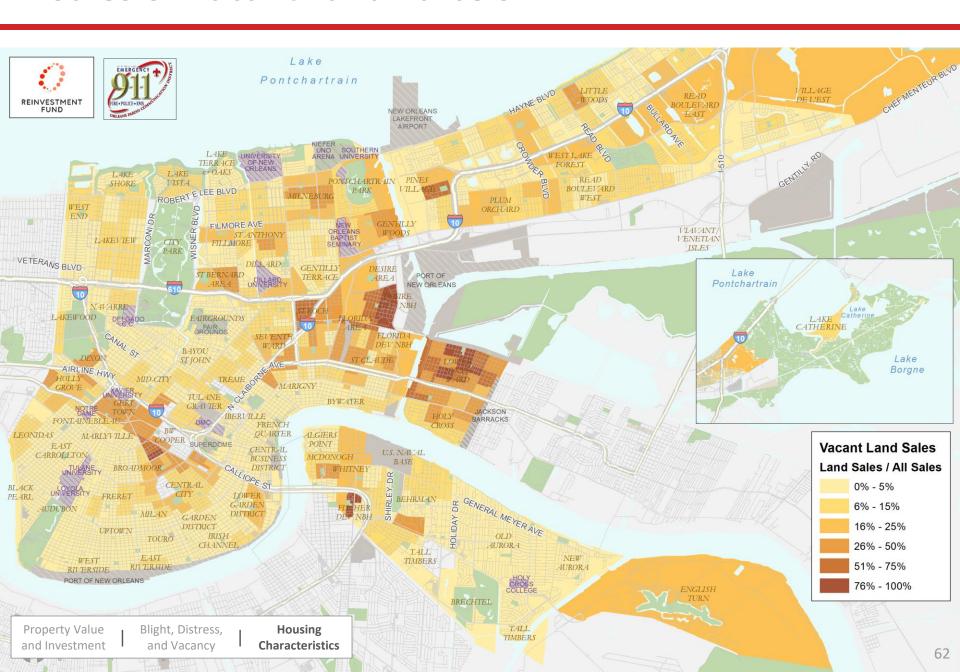
Owner Occupied Housing Units



Subsidized Households as Share of All Renters



Sales of Vacant Land Parcels



Short Term Rental Properties

