



CASE WESTERN RESERVE
UNIVERSITY

MANDEL SCHOOL OF APPLIED SOCIAL SCIENCES

The post REO market in parts of Cleveland and Cuyahoga County

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<http://neocando.case.edu>

<http://povertycenter.case.edu>

Today's topics

- Introduce “Poverty Center” and NEO CANDO
- Foreclosure in Cleveland
- REO and Post REO trends

What is NEO CANDO?

Northeast Ohio Community and Neighborhood
Data for Organizing

Web-based interactive query system publicly
accessible with a parcel to regional scope.

Designed to democratize data and help
organizations make data driven decisions

<http://neocando.case.edu>

NEO CANDO history

Outgrowth of neighborhood studies when Center on Urban Poverty and Social Change at CWRU was founded in 1988 to build research base for addressing urban poverty.

Chose to not just write reports, but to put information in the hands of people who could act (*Democratizing Information*).

Launched 1st version of CANDO in 1992. Established a foundation and expertise for linking data from different sources.

Latest version, NEO CANDO, has mapping, more flexibility and parcel data

Founding partner in the National Neighborhood Indicators Partnership at the Urban Institute (NNIP)

NEO CANDO Information Categories

- Population
- Poverty and Income
- Households and Families
- Education
- Employment and Transportation
- Property, Housing and Investment
- Residential Mobility
- Child Maltreatment
- Public Assistance and Social Services
- Vital and Health Statistics
- Crimes and Safety
- Business Patterns
- Tax Records (from IRS)

- Assets

NEO CANDO property data holdings

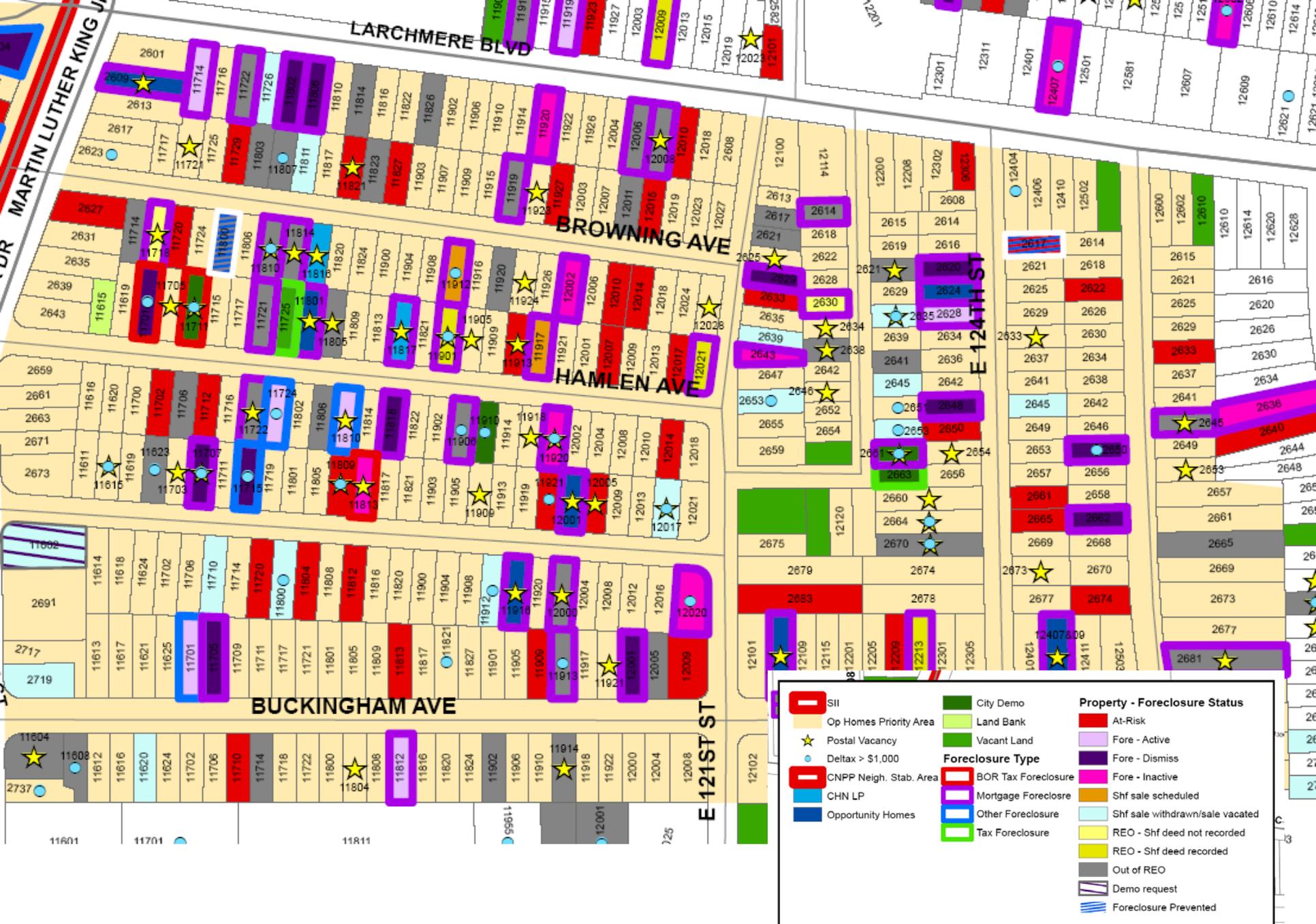
- Auditor (parcel characteristics, market values, transfers) [*IN NEO CANDO*] [*Aggregated in Social and Economic*]
- Recorder (mortgage originations, satisfactions, transfers, tax lien certificates)
- Water (shut-off, low usage)
- Treasurer (tax delinquency) [*IN NEO CANDO*]
- Clerk of Courts (filings) [*IN NEO CANDO*] [*Aggregated in Social and Economic*]
- Sheriff (auctions) [*IN NEO CANDO*]
- City Boardups
- City Demos
- City Grass Cutting
- USPS vacant address data from USPS vendor (Semaphore)

Not all data in public system

Ways data are being used in community

- **Foreclosure prevention/early warning** – Mortgages from Recorder flagged with High Cost and HUD subprime list lenders and First American Title adjustable rate data scrubbed against sheriff sales/water shutoffs
- **Foreclosure intervention** – Foreclosure filings that have not yet gone to Sheriff sale (*served through NEO CANDO*)
- **Foreclosure reclamation** – Sheriff sales that go to Banks/REO departments (*served through NEO CANDO*)

Most of the data are now updated weekly



	SII		City Demo		At-Risk
	Op Homes Priority Area		Land Bank		Fore - Active
	Postal Vacancy		Vacant Land		Fore - Dismiss
	Delta > \$1,000				Fore - Inactive
	CNPP Neigh. Stab. Area				Shf sale scheduled
	CHN LP				Shf sale withdrawn/sale vacated
	Opportunity Homes				REO - Shf deed not recorded
					REO - Shf deed recorded
					Out of REO
					Demo request
					Foreclosure Prevented

Property - Foreclosure Status

- At-Risk
- Fore - Active
- Fore - Dismiss
- Fore - Inactive
- Shf sale scheduled
- Shf sale withdrawn/sale vacated
- REO - Shf deed not recorded
- REO - Shf deed recorded
- Out of REO
- Demo request
- Foreclosure Prevented

Foreclosure Type

- BOR Tax Foreclosure
- Mortgage Foreclosure
- Other Foreclosure
- Tax Foreclosure

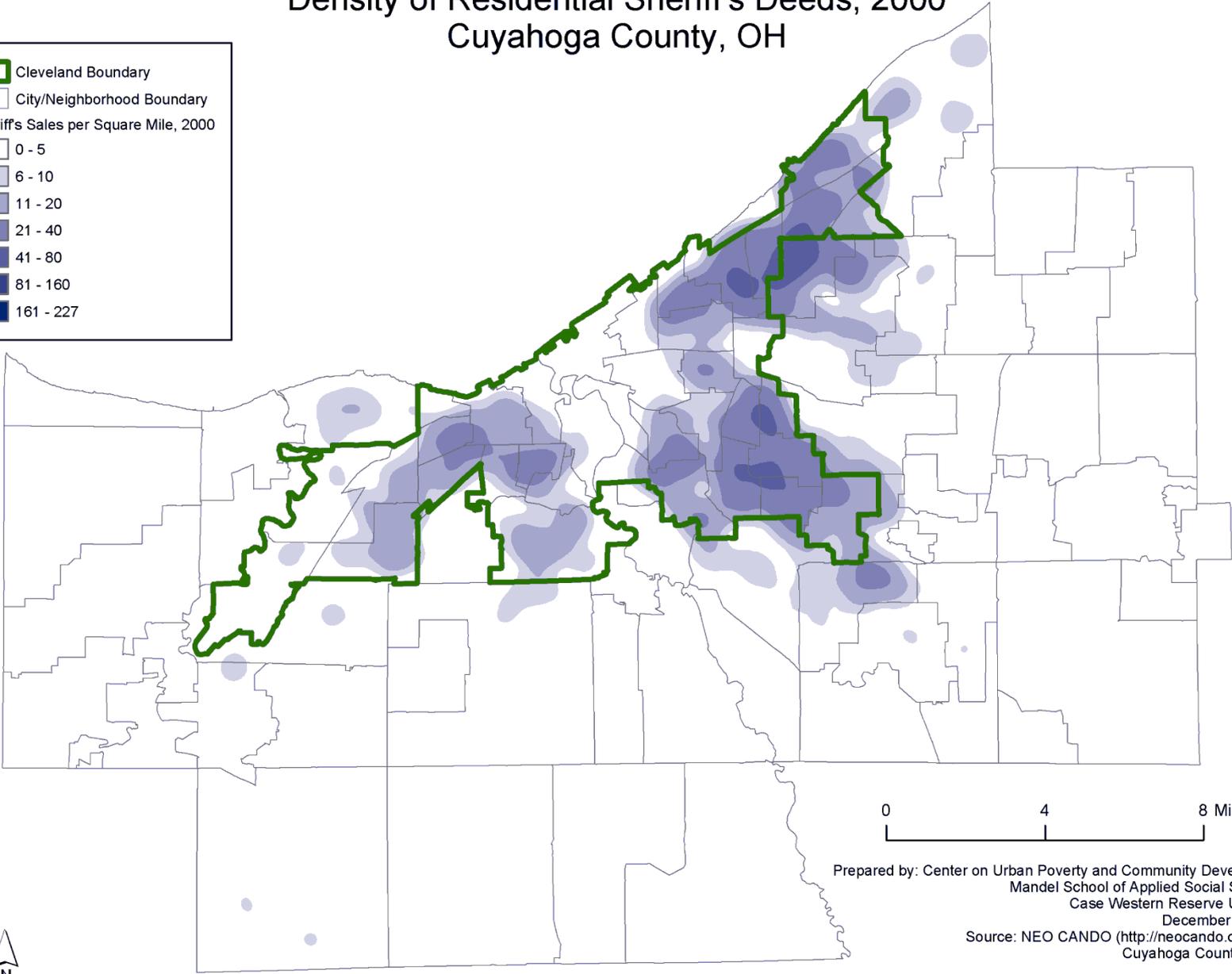
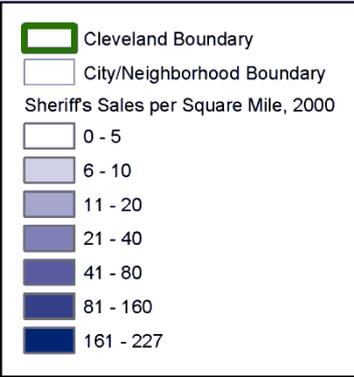
See our foreclosure reports

- Foreclosure and Beyond
- Pathways to Foreclosure
- Beyond REO
- Trends in ‘Home Purchase Loan’ Origination in Cleveland and Cuyahoga County: 1995 - 2008

<http://povertycenter.case.edu> (click Research and Publications)

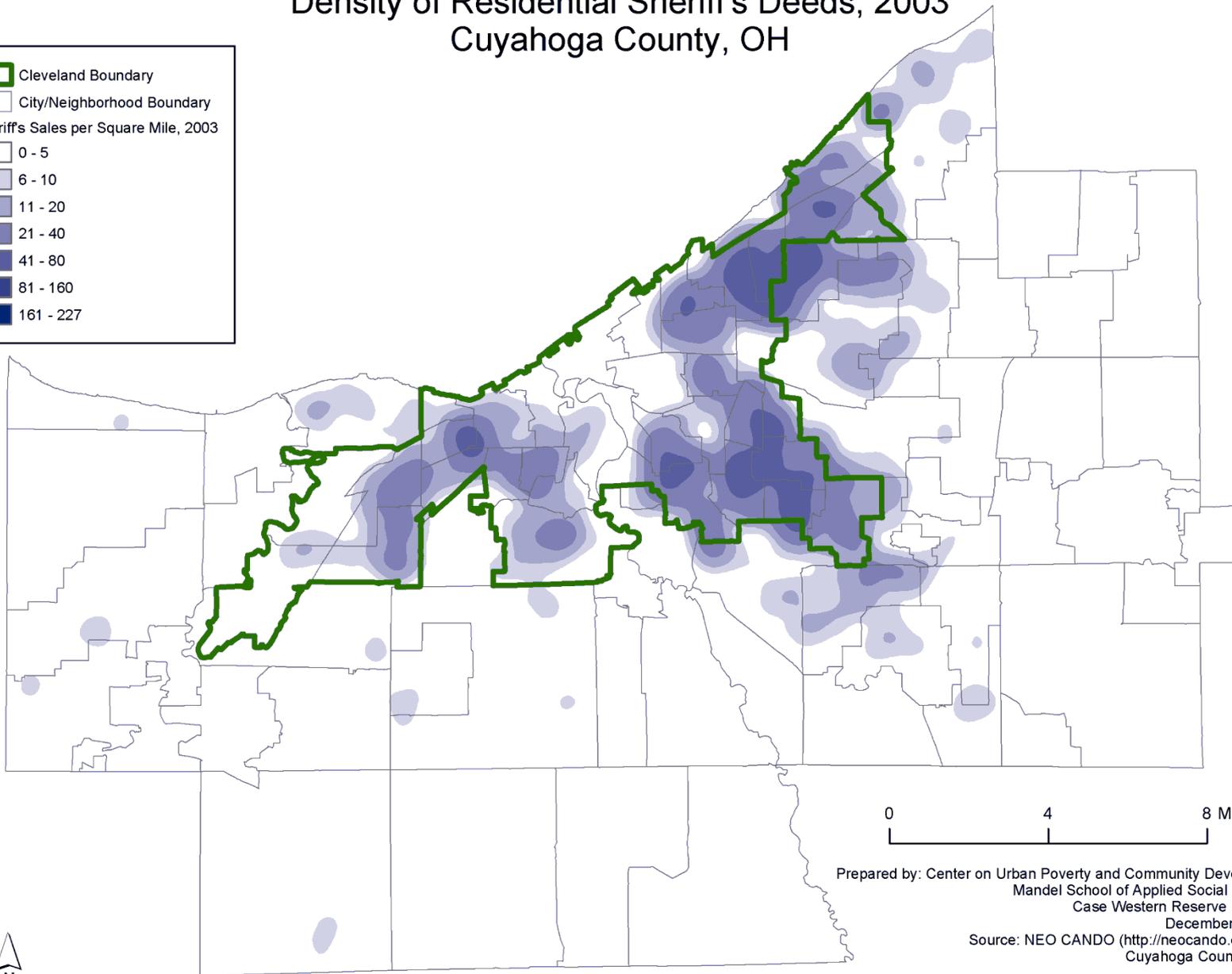
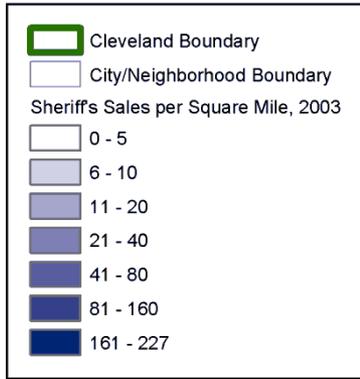
<http://neocando.case.edu> (scroll down to “NEO CANDO Features”)

Density of Residential Sheriff's Deeds, 2000 Cuyahoga County, OH



Prepared by: Center on Urban Poverty and Community Development,
Mandel School of Applied Social Sciences,
Case Western Reserve University
December 10, 2007
Source: NEO CANDO (<http://neocando.case.edu>)
Cuyahoga County Auditor

Density of Residential Sheriff's Deeds, 2003 Cuyahoga County, OH

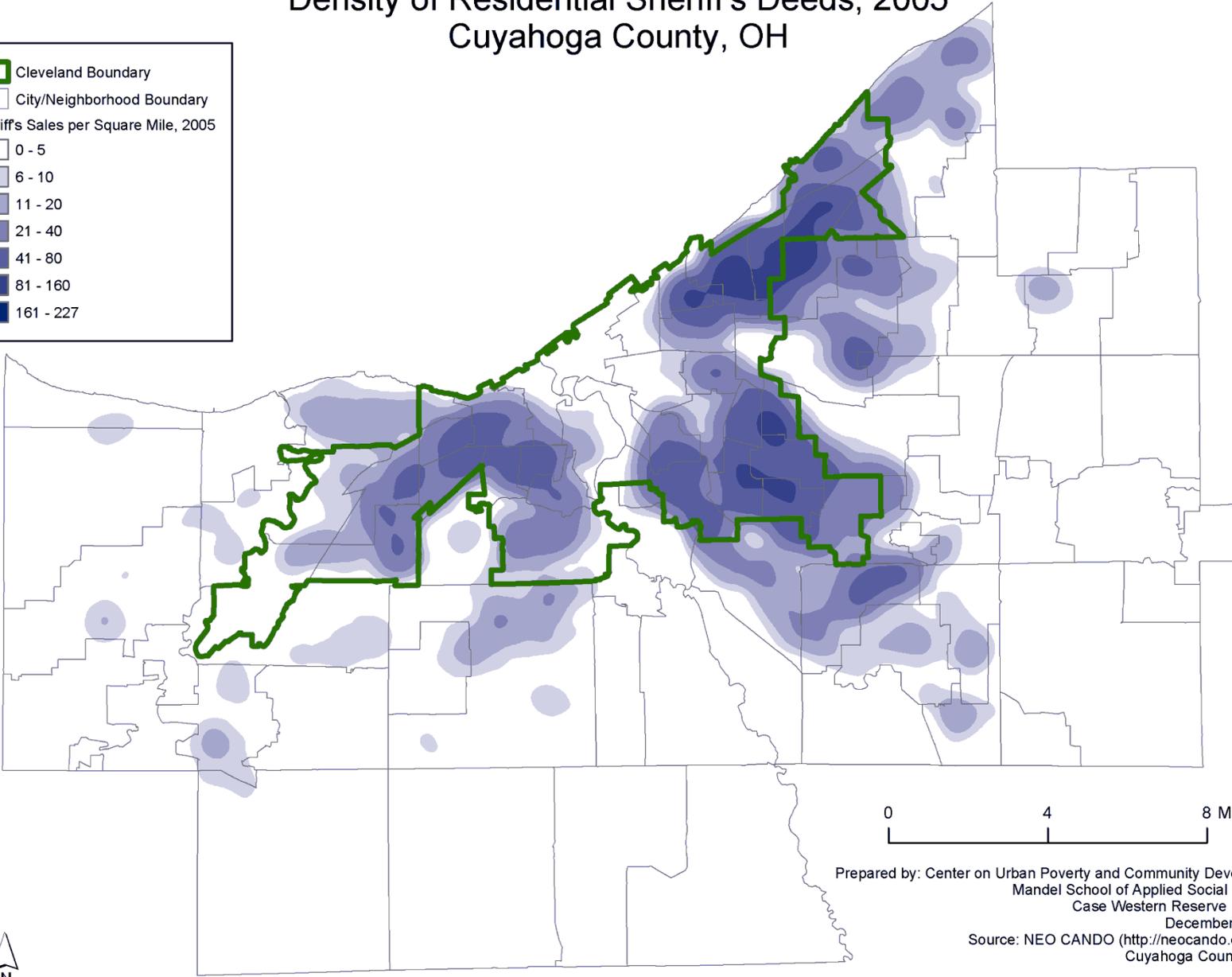
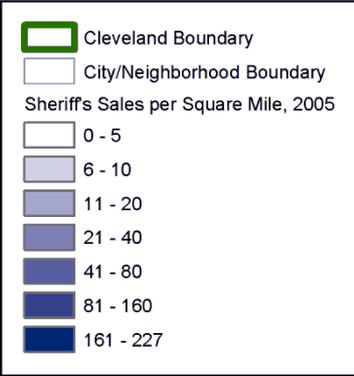


0 4 8 Miles

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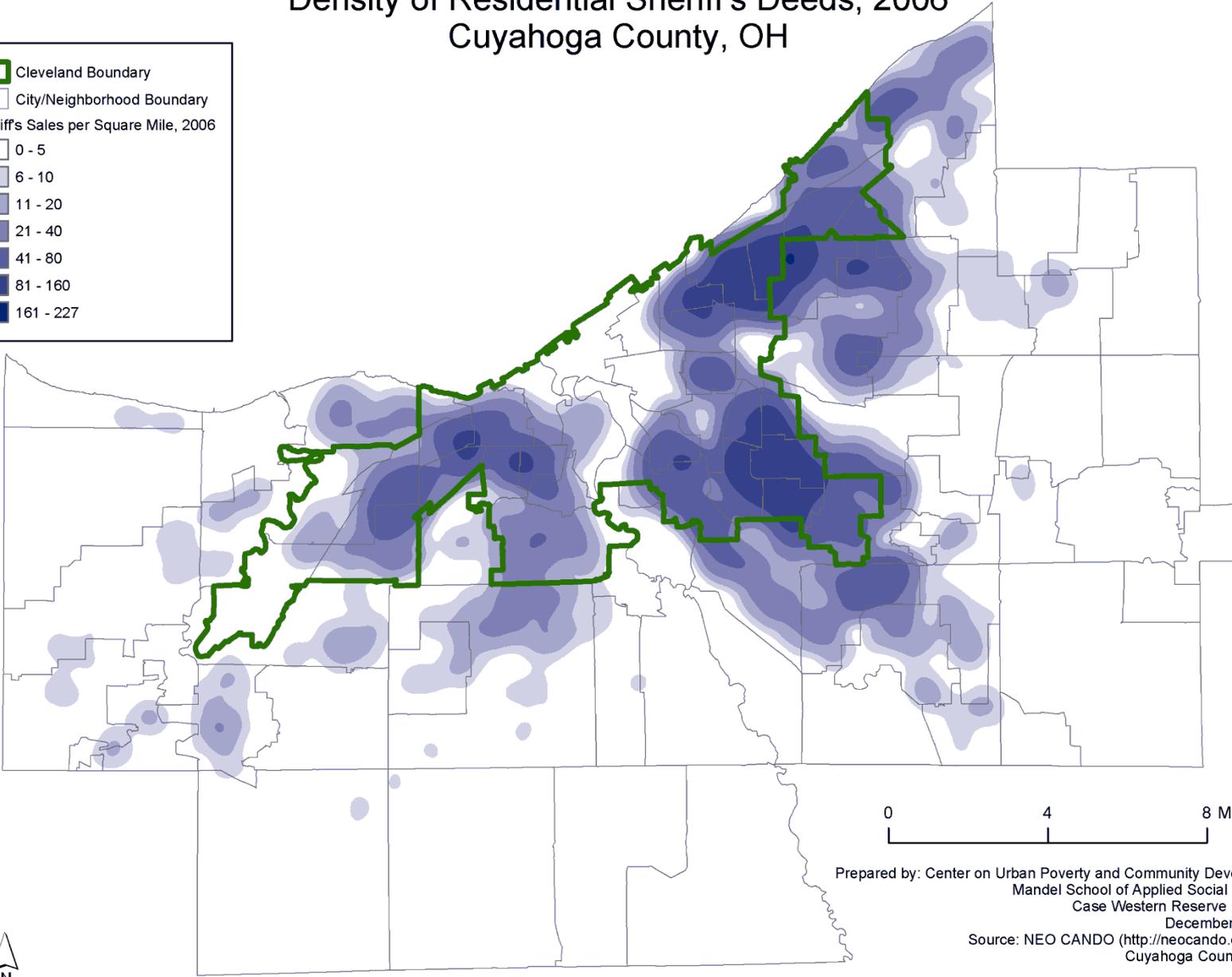
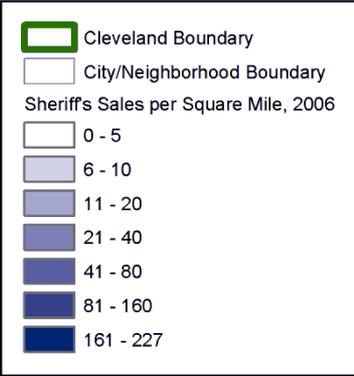


Density of Residential Sheriff's Deeds, 2005 Cuyahoga County, OH



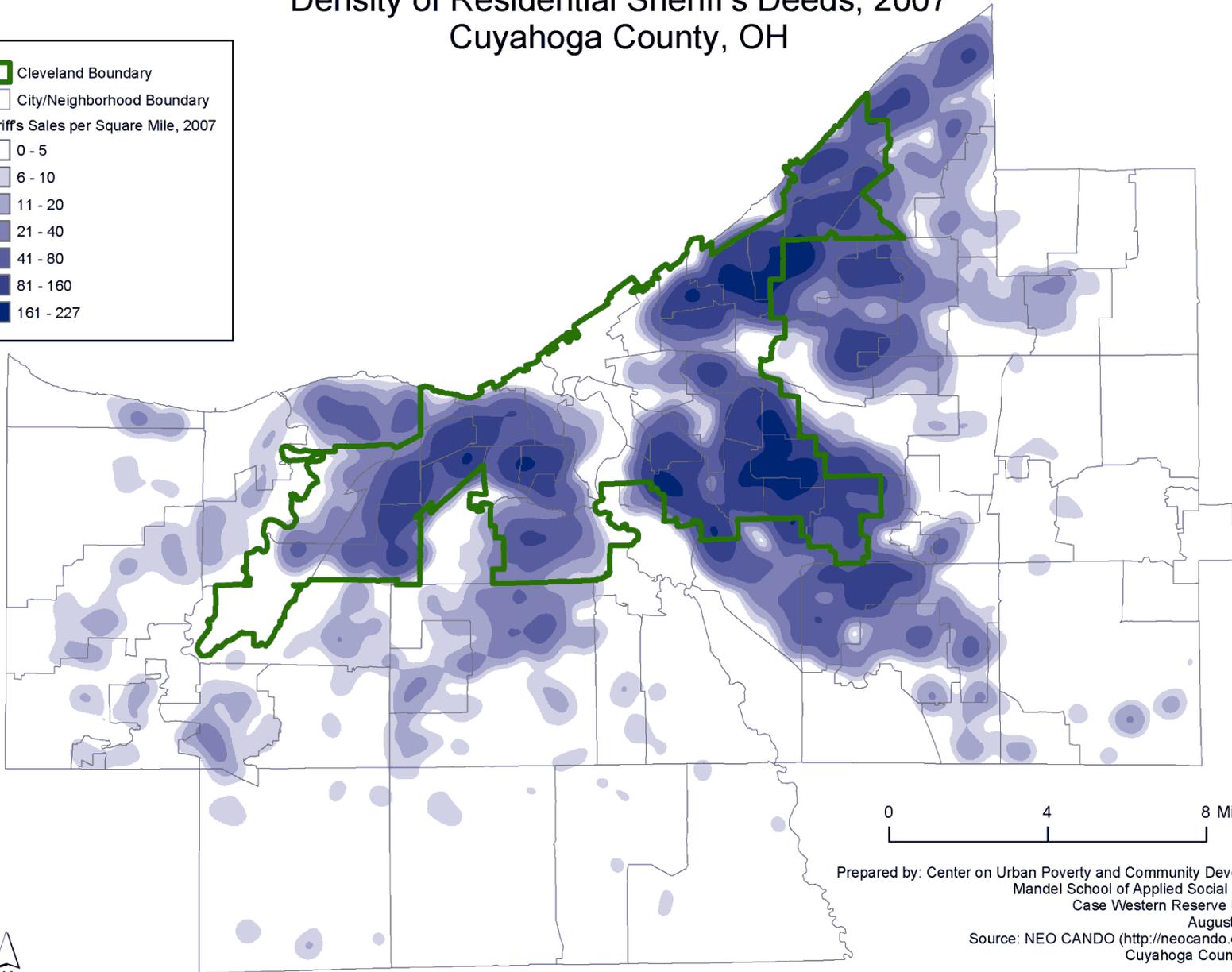
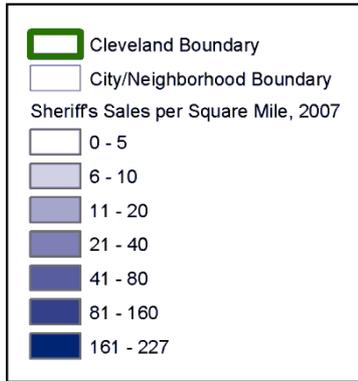
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Cuyahoga County Auditor

Density of Residential Sheriff's Deeds, 2006 Cuyahoga County, OH



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Density of Residential Sheriff's Deeds, 2007 Cuyahoga County, OH

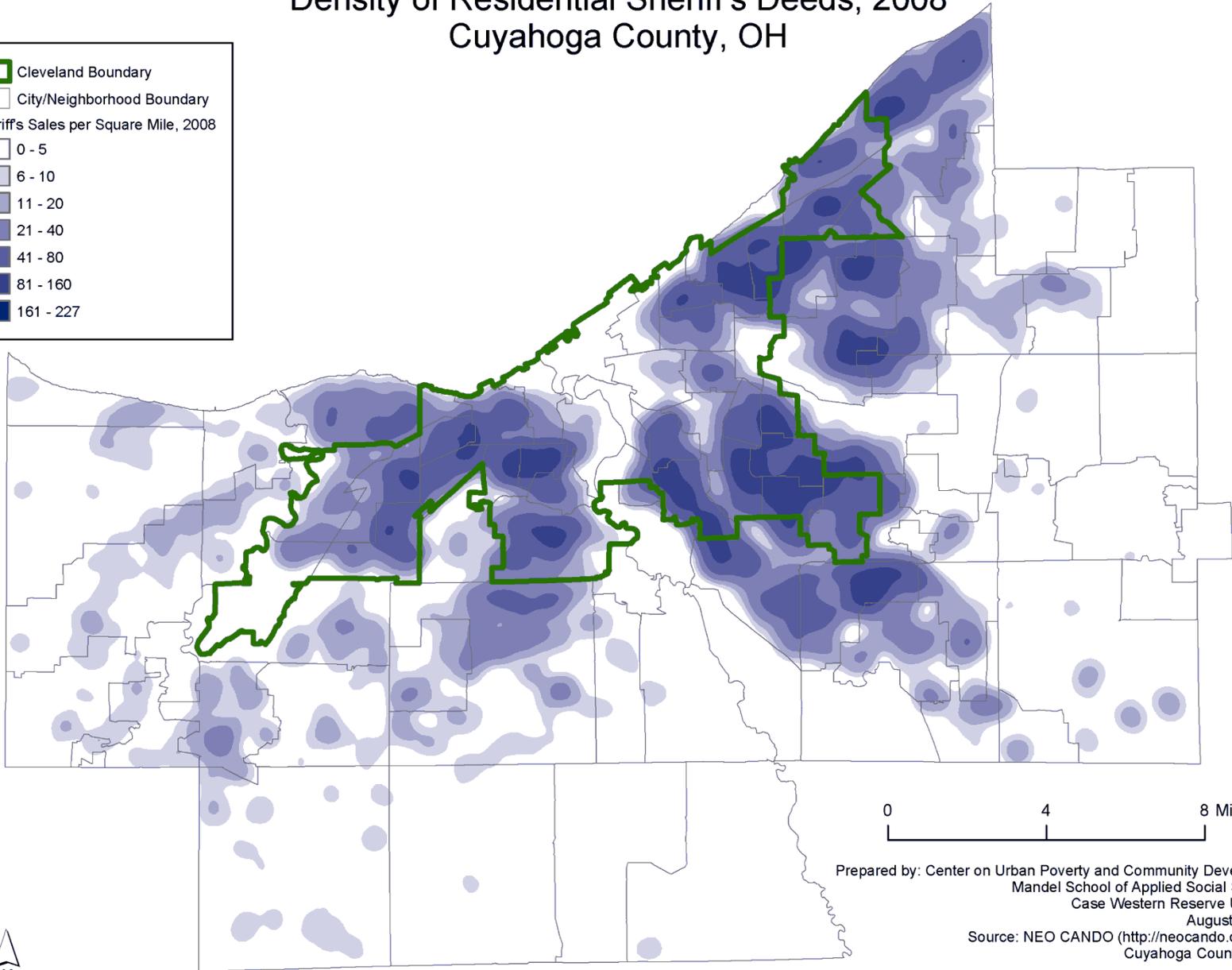
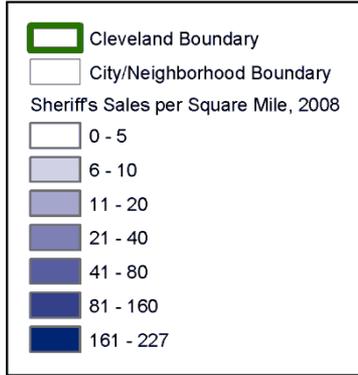


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Prepared by: Center on Urban Poverty and Community Development,
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Case Western Reserve University
August 28, 2009
Source: NEO CANDO (<http://neocando.case.edu>)
Cuyahoga County Auditor



Density of Residential Sheriff's Deeds, 2008 Cuyahoga County, OH

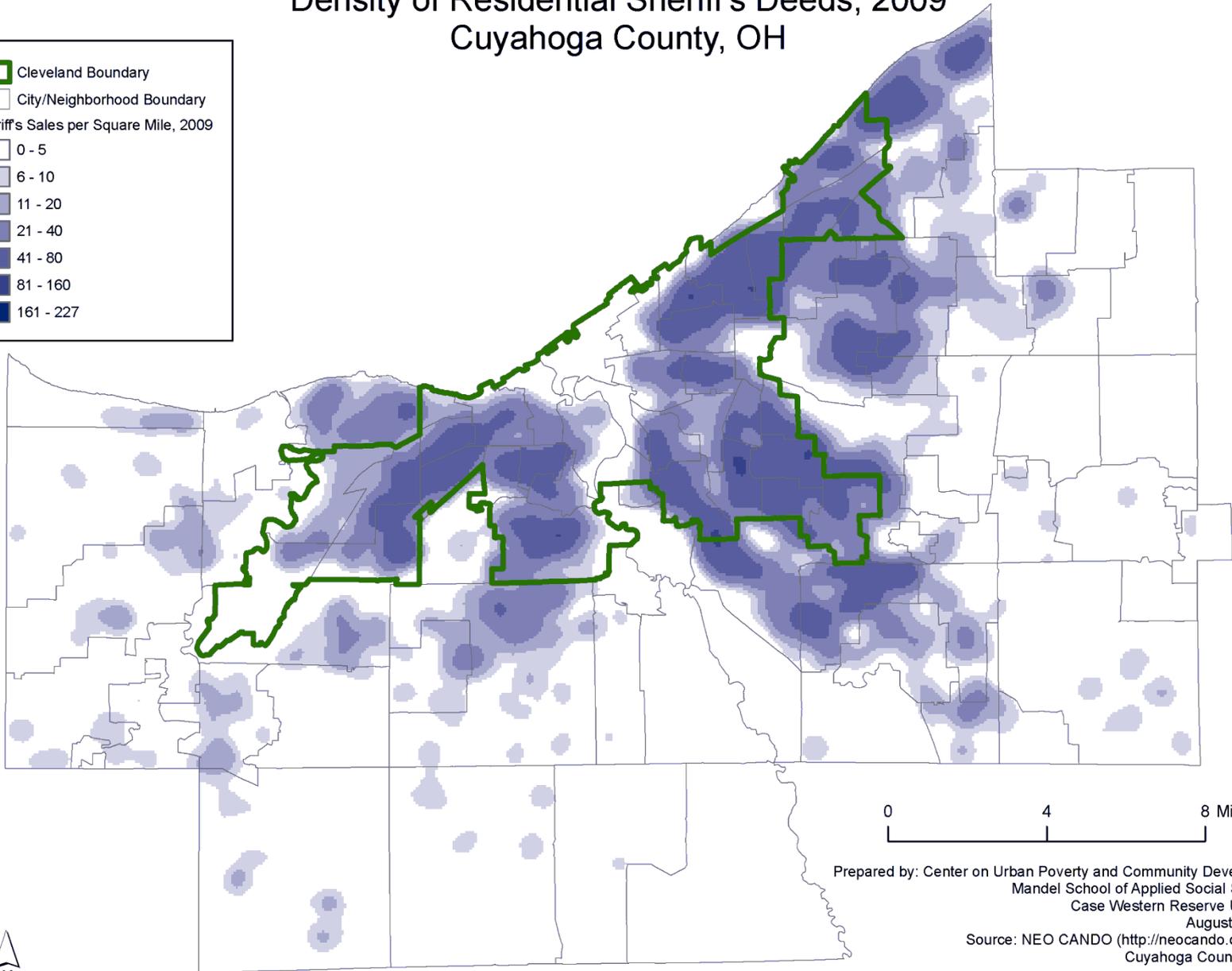
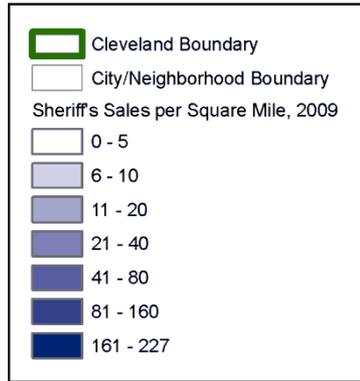


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Cuyahoga County Auditor



Density of Residential Sheriff's Deeds, 2009 Cuyahoga County, OH

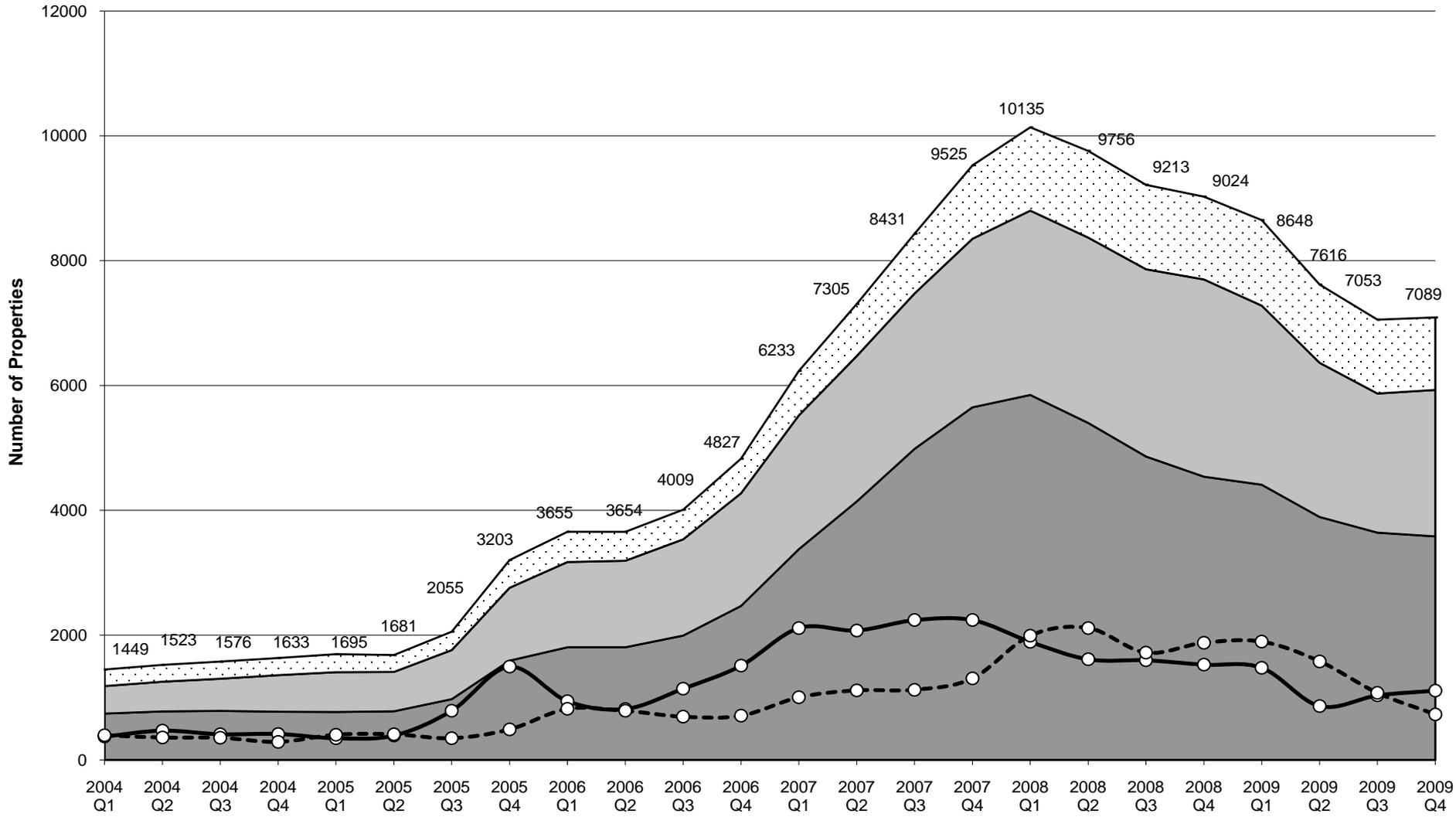


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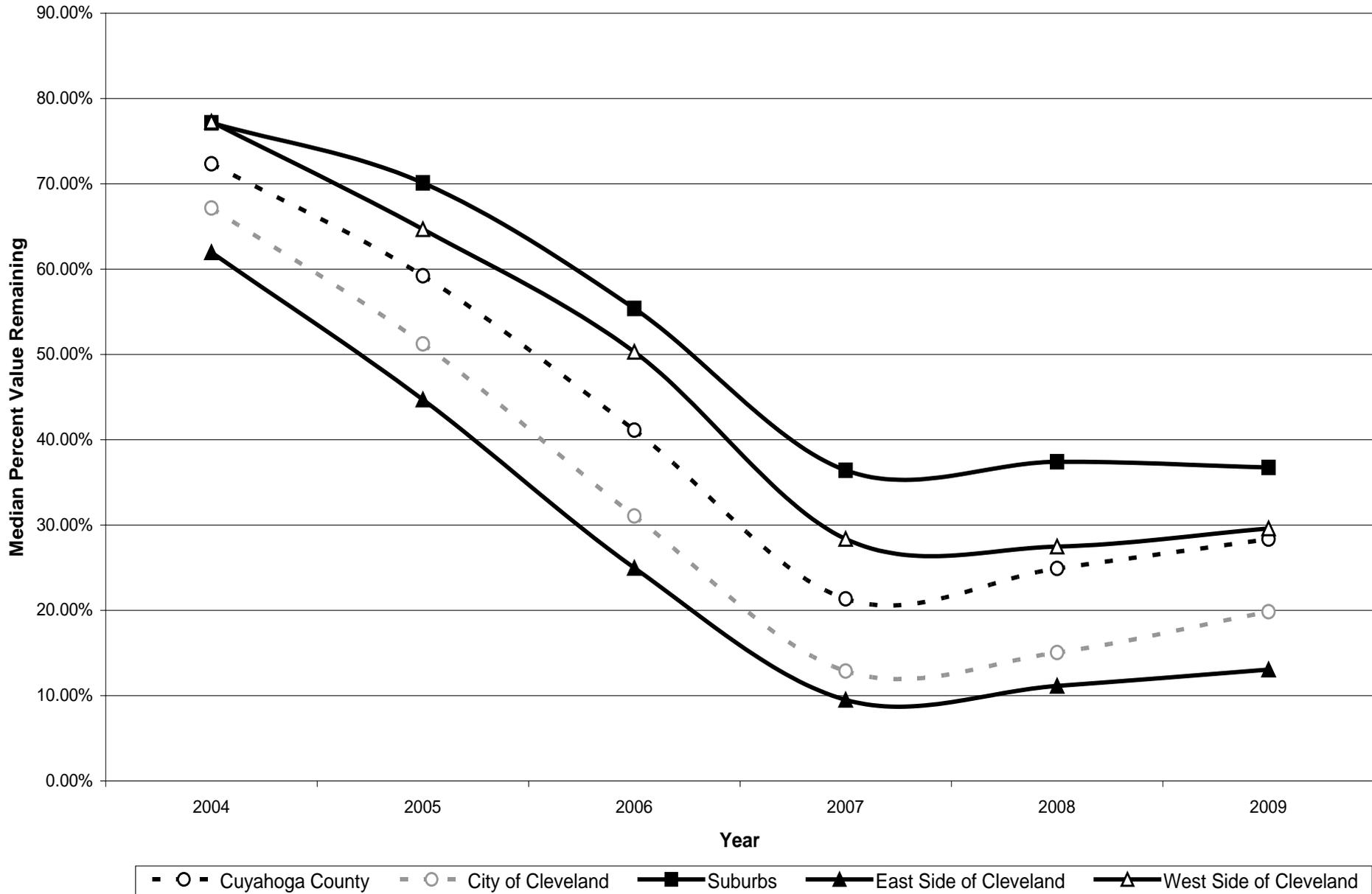


Properties Entering and Leaving REO, Total REO Inventory, by Year and Quarter, Cuyahoga County

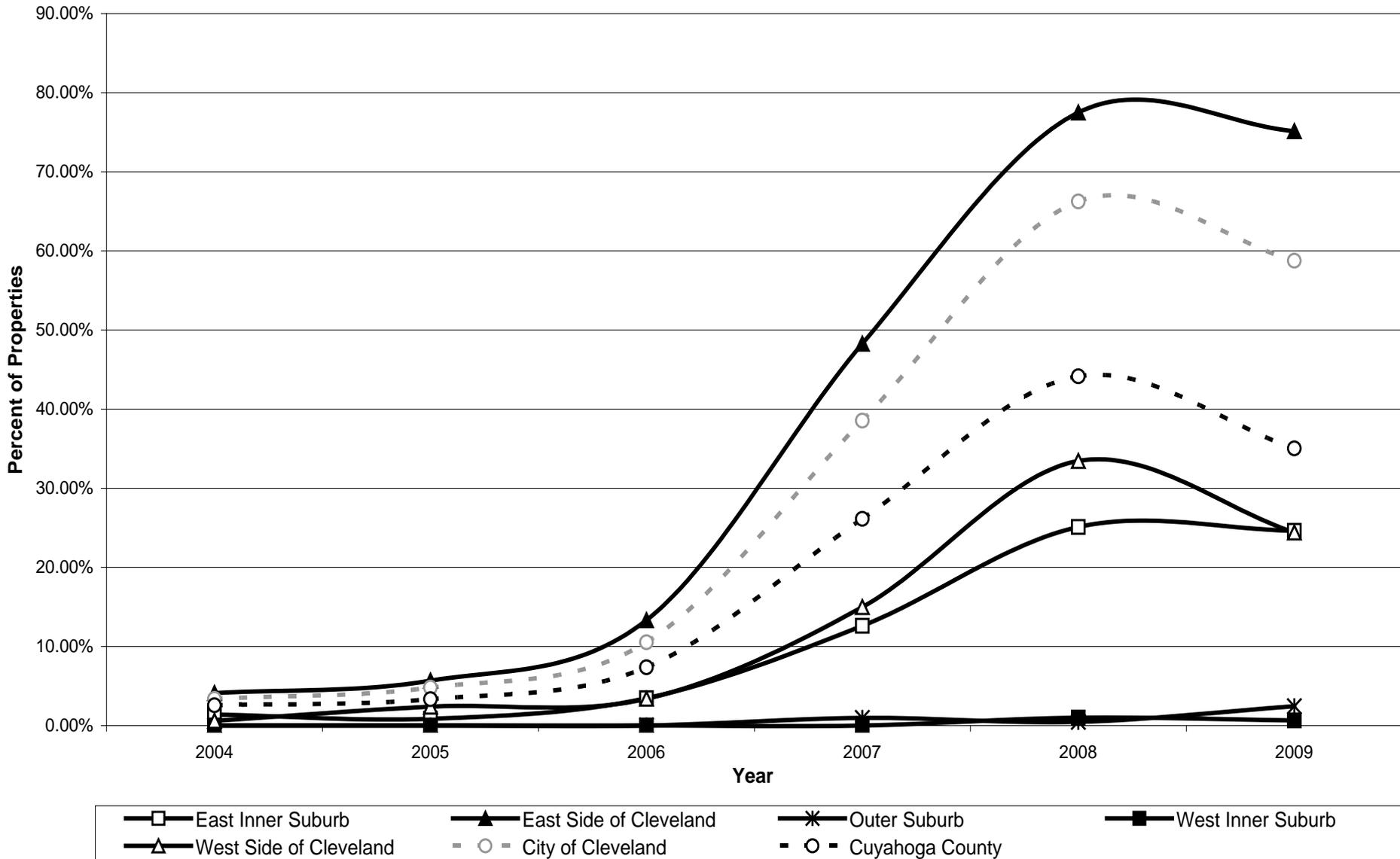


Prepared by: Center on Urban Poverty and Community Development, Mandel School of Applied Social Sciences, Case Western Reserve University.
 Source: NEO CANDO (<http://neocando.case.edu>), Tabulation of Cuyahoga County Auditor Data.

Median Percent of Value Remaining After Sheriff's Sale, by Year of Sheriff's Sale



Percentage of all REO properties sold at extremely distressed prices of \$10,000 or less, Cuyahoga County, 2004-2009



Distress signs of properties after leaving REO, 2004-2009 (as of Feb 2010)

Price Left REO	% Vacant	% Tax	
		Delinquent	% Demolished*
\$1-10,000	49%	56%	9%
\$10,001-30,000	27%	27%	3%
\$30,001-50,000	19%	19%	2%
\$50,001-75,000	12%	11%	2%
\$75,001-100,000	14%	11%	4%
\$100,001-125,000	10%	10%	3%
\$125,001-150,000	8%	4%	0%
\$150,001 and above	5%	3%	0%
Total	27%	25%	5%

*Data for demolitions are available for properties located in the City of Cleveland only. Percents are out of number of REO properties in the City of Cleveland.

Prepared by: Center on Urban Poverty and Community Development, Mandel School of Applied Social Sciences, Case Western Reserve University.

Source: NEO CANDO (<http://neocando.case.edu>), Tabulation of Cuyahoga County Auditor Data.

Sellers of Low-valued REO (10K and less)

DEUTSCHE BANK NATIONAL TRUST	1,203	20.9
WELLS FARGO	782	13.6
US BANK N A	609	10.6
FANNIE MAE	588	10.2
BANK OF NEW YORK	284	4.9
LASALLE BANK NATIONAL ASSOCIATION	261	4.5
JP MORGAN CHASE BANK	162	2.8
HSBC BANK USA	160	2.8
WACHOVIA BANK	122	2.1
HOMECOMING FINANCIAL NETWORK	87	1.5
WM SPECIALITY MORTGAGE	70	1.2
THIRD FEDERAL SAVINGS & LOAN	68	1.2
HOUSE HOLD REALITY CORP	67	1.2
KEYBANK	62	1.1
GMAC MORTGAGE CORPORATION	57	1.0
COUNTRYWIDE HOME LOANS	54	0.9
NATIONAL CITY	54	0.9
PLYMOUTH PARK TAX SERVICES	54	0.9
WASHINGTON MUTUAL	49	0.9

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 Source: NEO CANDO (<http://neocando.case.edu>), Tabulation of Cuyahoga County Auditor Data.

Frequent REO Investors

Investor	Count
THOR/TSE/Tomasi	309
Blue Spruce	265
Bryce Peters	236
Stonecrest	234
Go Invest Wisely	182
Interstate Investments	143
EZ Access Funding	134
Cleveland Restoration	129
National Asset Management	110
United Management	88
Best Buy Properties	77
Destiny Ventures	69
RECA Limited	65
Midwest Properties	57
REO Nationwide	52
LWBR	51
Paramount Holdings	46
4 Kids	41
Angela Smith	34
HEM 2007	28
Celestial Terrace	22
First Source	20
We Care	15
JCRA	9
MILLENNIUM PROPERTY	7
Paragon Investors	5

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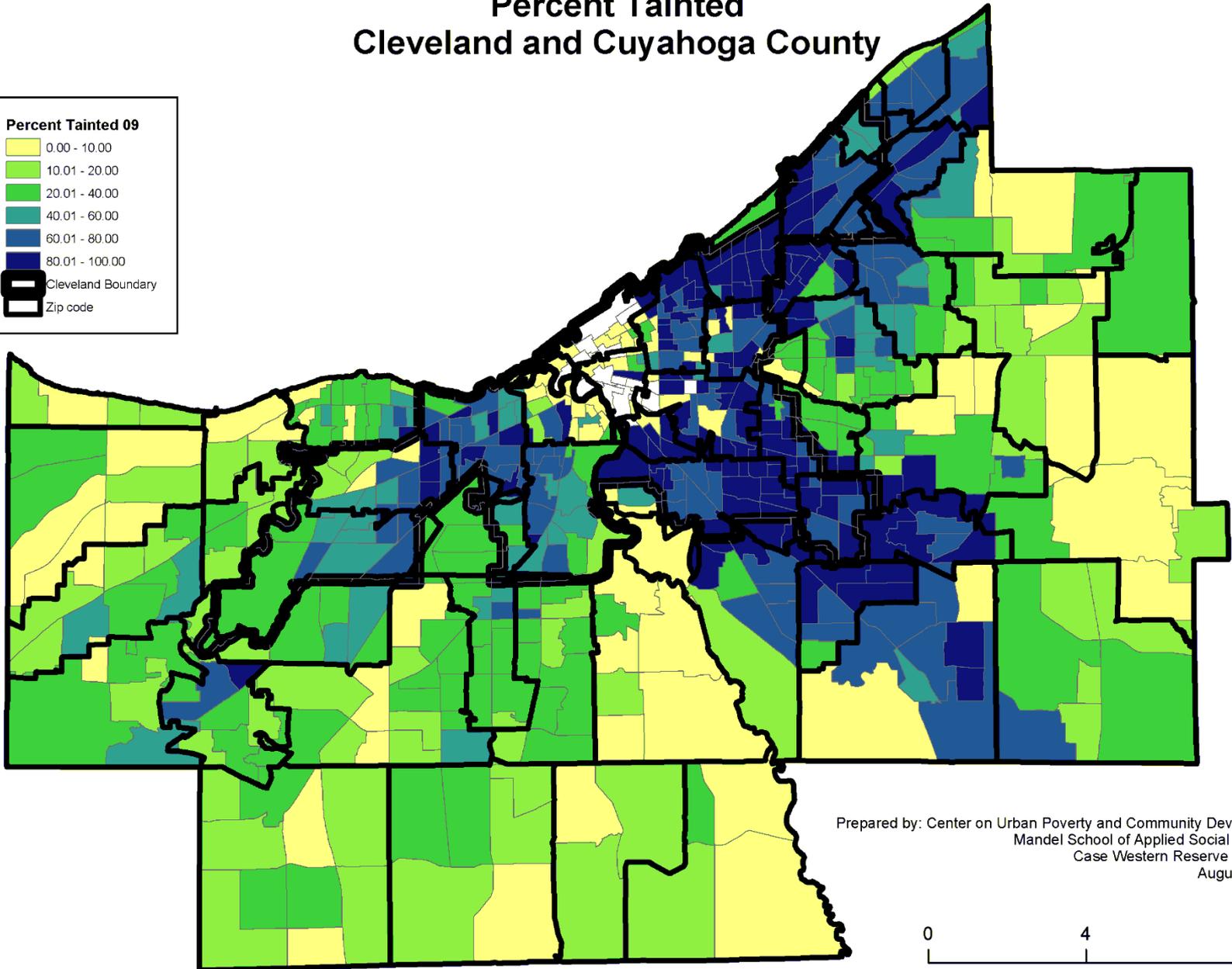
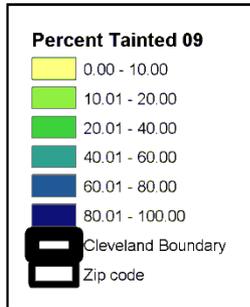
Source: NEO CANDO (<http://neocando.case.edu>), Tabulation of Cuyahoga County Auditor and Recorder Data.

Investor info

922 properties bought by studied investors

- 509 (55%) vacancy indicators
- 640 (69%) tax delinquent
 - [\$1,834,250.18]
- 751 (81%) didn't pay first half taxes
 - [\$792,593.69]

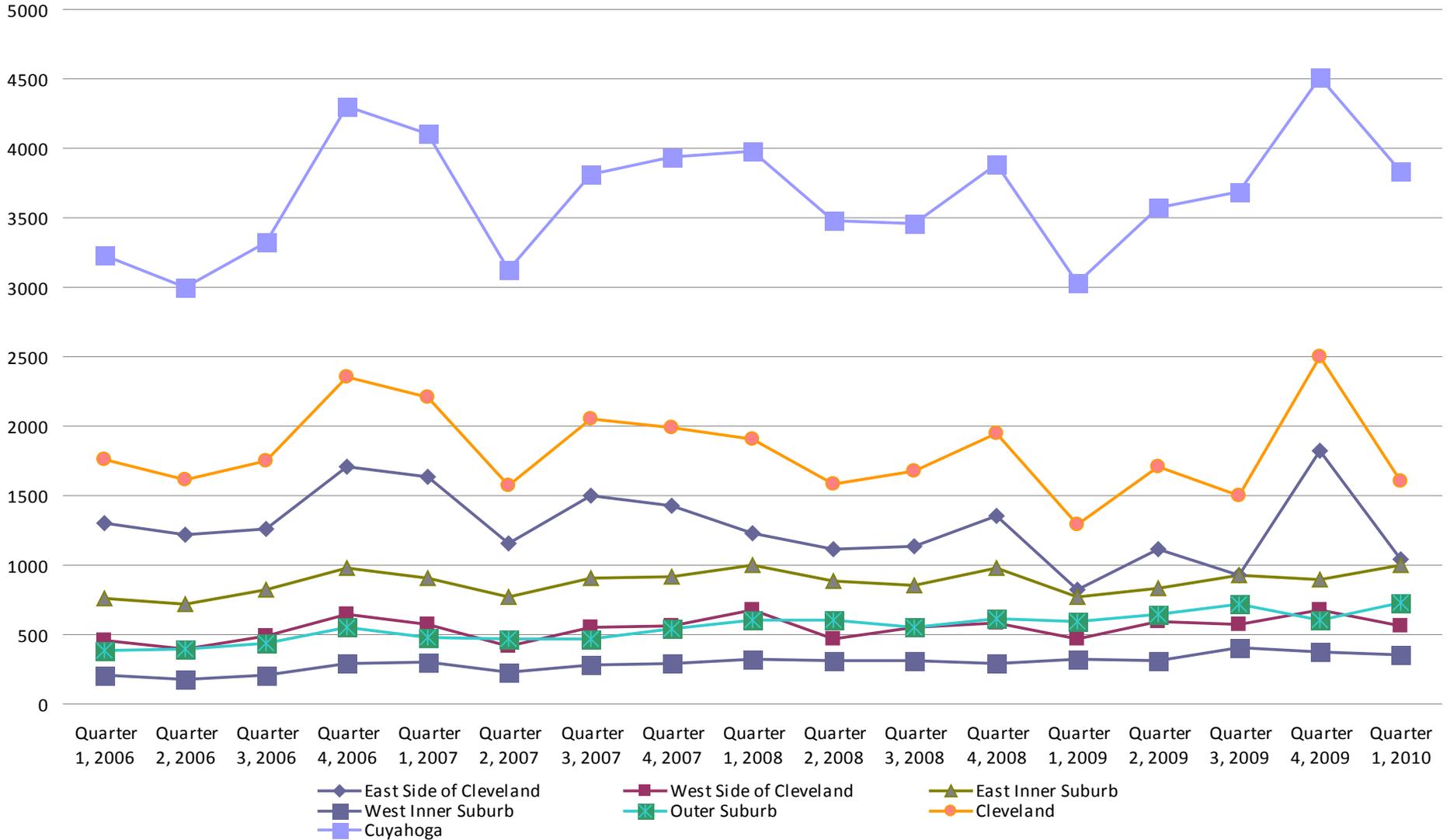
Percent Tainted Cleveland and Cuyahoga County



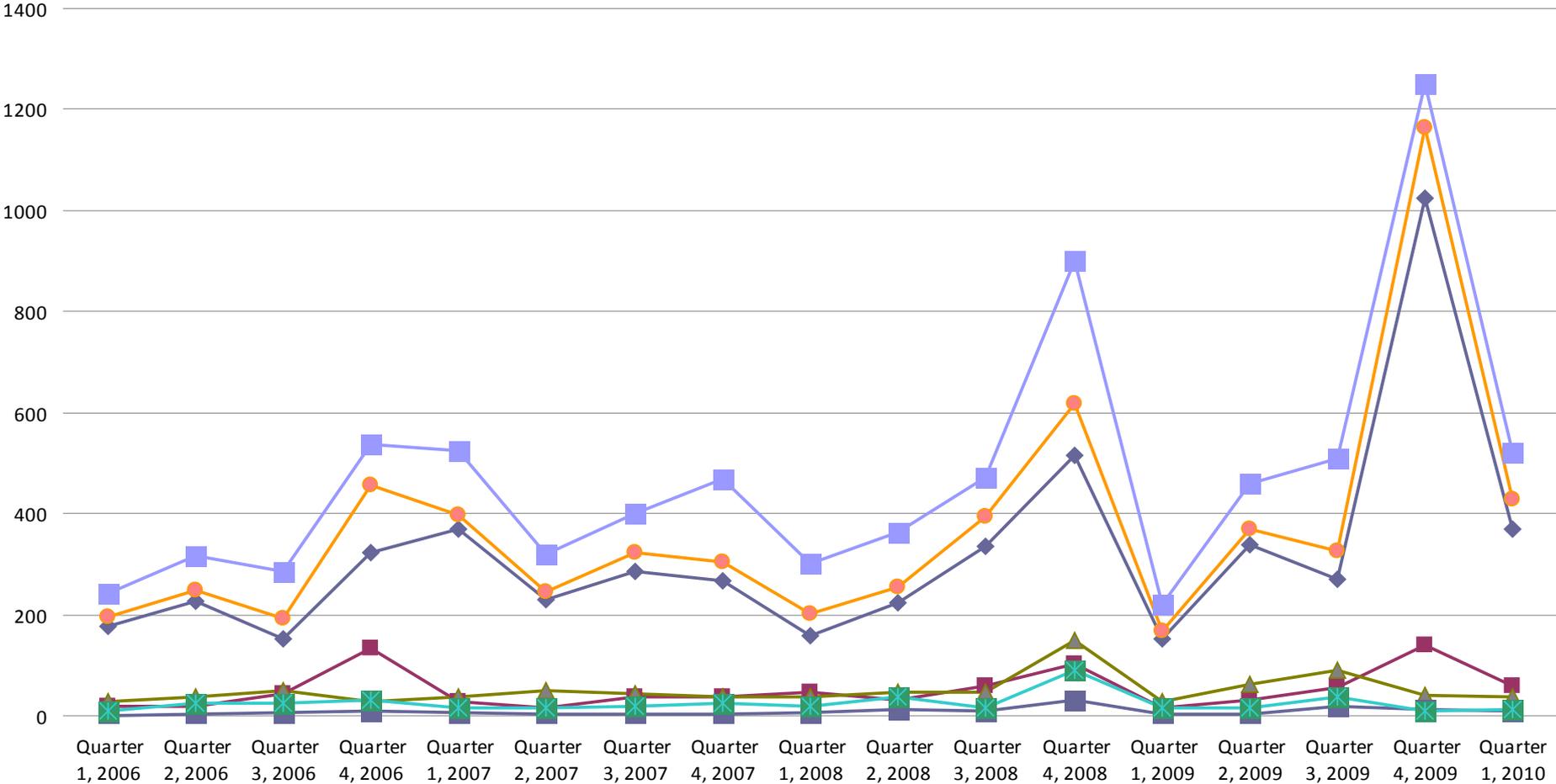
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August 5, 2009



All Foreclosure Filings (2006-2010)

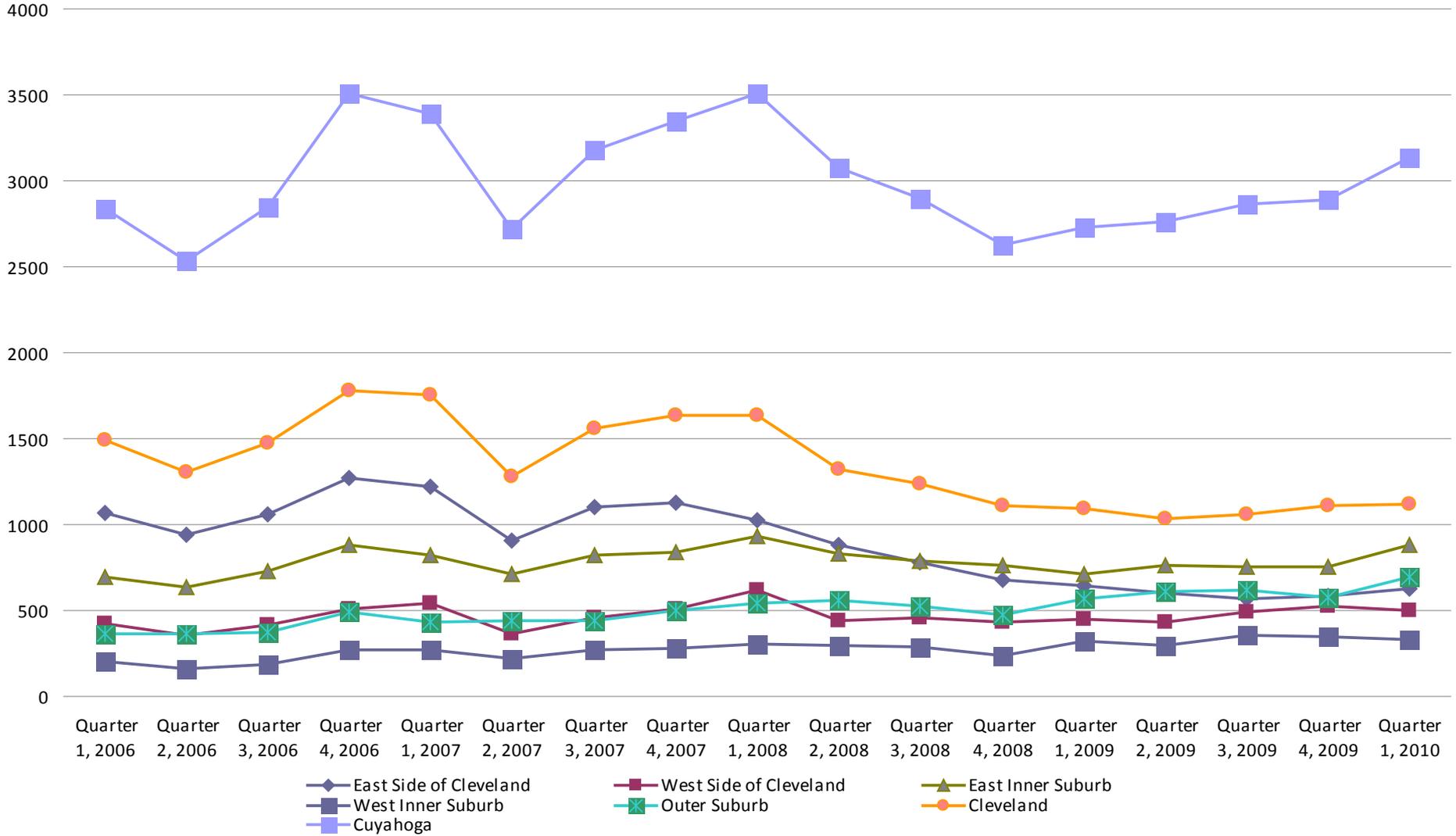


BOR and Tax Foreclosure Filings (2006-2010)

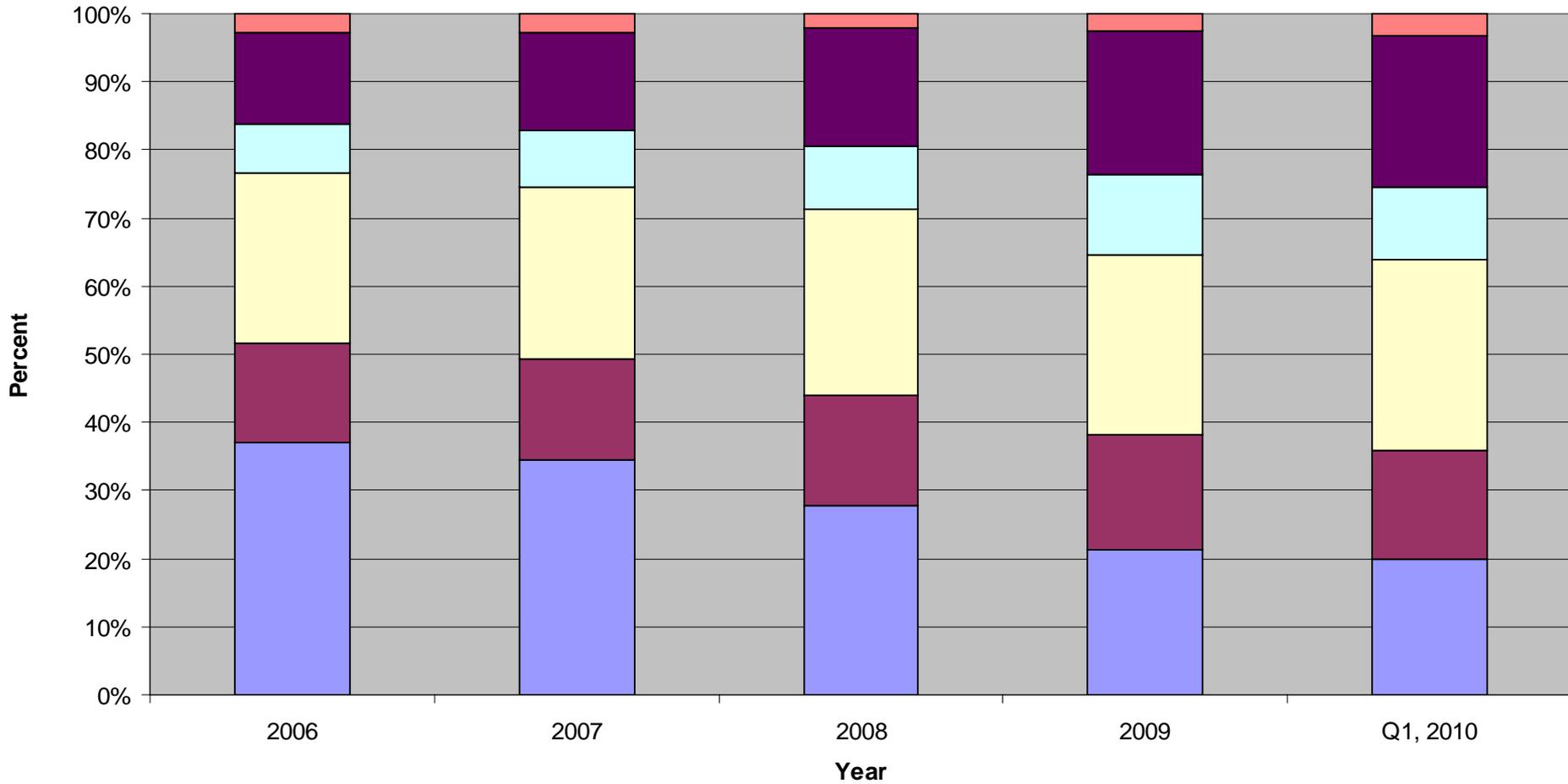


- ◆ East Side of Cleveland
- West Side of Cleveland
- ▲ East Inner Suburb
- West Inner Suburb
- Outer Suburb
- Cleveland
- Cuyahoga

Mortgage Foreclosure Filings (2006-2010)



Percent Mortgage Foreclosure Filings By Region (2006-2010)



East Side of Cleveland West Side of Cleveland East Inner Suburb West Inner Suburb Outer Suburb Unknown Geography