

Questions & Answers

1. **Will Calhoun County consider the Auction Method of Marketing for these properties, as opposed to the Traditional Method which includes listing the property for sale in a multiple listing service?**

No. Properties held by the Calhoun County Land Bank Authority (CCLBA) will be sold, 'as is' and 'where is' with intention for owner occupied home ownership, or as part of a program or grant that encourages and supports neighborhood stabilization. Properties will be sold through the traditional sales method.

2. **How does Section 3 work? How would I know if I can be approved for it?**

Section 3 is part of the U.S. Housing and Urban Development Act of 1968 and a compliance law for certain federally funded programs that CCLBA participates in for housing projects. The act is to ensure that economic opportunities generated by certain HUD funded projects shall, to the greatest extent feasible, and consistent with existing Federal and State laws, be directed to low- and very low-income persons (particularly those receiving assistance for housing), and to the businesses that provide economic opportunities to these persons.

As a professional, there are three ways in which the business may be certified as a Section 3 business concern:

1. Business is owned (51% ownership), by Section 3 residents (income is at or below 80% area median income (AMI) (see chart below);
2. As a business owner, 30% of the staff employed are Section 3 residents (are at or below the 80% AMI); or
3. Can provide evidence of commitment to subcontract 25% of work to another Section 3 business.

Qualification proof may include one of the following of types of assistance:

1. Copy of lease (if with public housing authority);
2. Copy of evidence of participation in a public assistance program; or
3. Proof of household income (last W-2, or tax returns with social security numbers blacked out)

Area Median Income limits max. (gross annual income by number of people in household):

1	2	3	4	5	6	7	8
\$29,600	\$33,800	\$38,050	\$42,250	\$45,650	\$49,050	\$52,400	\$55,800

CCLBA will conduct meetings on Section 3 to assist and educate contractors and professionals on qualifications and the certification process. For purposes of this RFP and based on the explanation provided herein, if the Respondent believes he/she/company qualifies, please state as "possible" in the Executive Summary portion of your submission.

3. **What will be the Land Bank's process on Sellers Title Insurance policy?**

The CCLBA is interested in providing marketable title on properties and will obtain it as part of the sales process when requested. Title insurance may be required in certain instances, e.g. homes sold through grant programs. In addition, title insurance may become a requirement of CCLBA rehabilitation programs in the future. In most cases, the cost of insurance will be passed on to the buyer. If title insurance is not available, the CCLBA can exercise its Quiet Title power to cleanse outstanding title issues.