

**Donald Poland Consulting  
Healthy Neighborhoods Strategies**

**Neighborhoods Characteristics**

	<b>Distressed Neighborhood</b>	<b>Neighborhood In Transition</b>	<b>Healthy Neighborhood</b>
<b>Image</b>	Residents who can leave, <i>do</i> . Non-residents shun the neighborhood socially, politically, and otherwise.	Residents' behaviors are not fully confident or unconfident. Residents and outsiders have a "wait and see" attitude resulting in too little signs of investment as a sign of confidence.	Residents are confident about the direction of the neighborhood. Outsiders think the neighborhood is a good place to live and work (even though they might not choose to live there).
<b>Market</b>	Supply is over-abundant. The few investment opportunities tend to be highly speculative, or, if residential, "flip-oriented" in nature and attractive to slumlords. Real estate values are well below regional median. Not even "urban pioneers" have the stomach to invest here, unless there are severely mitigating locational rationales known to exist. There is almost total racial homogeneity. There is no threat of gentrification. Usually a plethora of low-income housing.	Supply and demand bounce back and forth, resulting in a kind of equilibrium that generates "affordable housing" due to persistently marginal neighborhood conditions. Real estate prices rise and fall slightly periodically. The market appears to "urban pioneers" as a good "buy low" opportunity. Racial and economic homogeneity are relatively modest to low; usually a good degree of "fleeting" diversity. Under the right circumstances, gentrification is a potentiality.	Supply is less than demand. Housing prices are rising at rates at or better than the regional median. Residential time on market for listings is shorter than the regional median in most cases. In-movers are always at least as good or better for the neighborhood as out-movers There is little to no speculation because of persistently high entry prices.
<b>Self Management</b>	Neighbors lose nearly all fights against threats; most threats go unchallenged. Most problems linger, creating new "norms" that impact image and markets negatively. Little activity reveals the degree of care needed to grow these neighborhoods into the next tier. A resulting "prisoner's dilemma" of self-fulfillment ensues.	Neighbors win some & lose some fights against threats. Some problems that arise are solved quickly; others linger. Often this occurs in concentrations by blocks, too spotty to be neighborhood-wide. Public institutions are sometimes but unreliably accountable Properties communicate a very mixed degree of care.	Neighbors manage change & threats. Problems that arise are solved quickly. Public institutions are held accountable & are accountable. Properties communicate a high degree of care. Behaviors outside the "norm" that are a detriment to reinforcing confidence are quickly curtailed.
<b>Physical Conditions</b>	Properties are characterized by social & economic disinvestments. Almost no properties can generate enough equity to leverage reinvestment. It does not make economic sense for residents or outsiders to invest in this neighborhood.	Properties are inconsistently invested in. Physical fabric has many missing teeth. Most properties don't generate enough equity to leverage reinvestment. Under-invested properties are beacons to "buy low" opportunities	Properties continually receive reinvestment. Properties are in a high state of repair. Public property enhances the value of adjoining private property. It makes social & economic sense to invest "above" the market.

Based on the work of Charles Buki, CZB Associates