16th ANNUAL LAND USE CONFERENCE

MARCH 7, 8 & 9, 2007
University of Denver Sturm College of Law

Join your colleagues from all across the United States at the region's largest and most comprehensive land use planning and law event. This three day annual conference brings together a diverse group of professionals and faculty from across the Rocky Mountain West and the country for discussion and debate of critical regulatory, environmental, and land development issues.

Dynamic sessions focus on current and controversial topics led by world-class speakers who are sure to educate, provoke, and entertain.

Networking opportunities are unparalleled, while new clinic and workshop options will engage the intellect and provide maximum opportunity for interaction.

WHO SHOULD ATTEND:
attorneys
planners
architects
landscape architects
environmental professionals
public health professionals
builders & developers
real estate practitioners
utilities and water industry professionals

land trust representatives
elected & appointed officials
academic faculty
development agency representatives
community stakeholders
students
others interested in land use
Overcoming The Dreaded D Word
It’s More About Community Than Density
Traditionally, Lower Density Has Been Synonymous with Higher Quality Housing with the Focus on Lot Size.

Divided We Sprawl
Planners and Residents of Higher Density Communities Believe Just the Opposite
Divided We Sprawl

Conventional lot-by-lot zoning is usually designed to keep the worst from happening, not to encourage the best.
Divided We Sprawl

Density is a Primitive Form of Evaluating the Quality of the Community
Euclidean Zoning Segregates Land Uses Into Dimensional Standards Separating The Larger Lots From The Smaller “Less Expensive” Lots
Higher Land Costs have Reduced Purchasing Power
<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average New Home Price</td>
<td>$160,000</td>
</tr>
<tr>
<td>Average Raw Land Price</td>
<td>$37,500/Ac.</td>
</tr>
<tr>
<td>Average Finished Lot Price</td>
<td>$33,500</td>
</tr>
<tr>
<td>Typical Density</td>
<td>3.2 Units/Ac.</td>
</tr>
<tr>
<td>Raw Land to Home Price Ratio</td>
<td>7.33%</td>
</tr>
<tr>
<td>Finished Lot to Home Price Ratio</td>
<td>20.94%</td>
</tr>
</tbody>
</table>

Source: Tampa/St. Petersburg HBA, Local Realtors and THK Associates, Inc.
If raw land costs are $50,000 / acre in this area, what is the necessary home price to maintain a density of 2.0 units / acre?

Assume raw land to home price of 7.33%.
$341,064
If raw land costs are $75,000 / acre in this area and the average cost of a single family home is $160,000, what is the required density to keep the home price at $160,000?

Assume raw land to home price of 7.33%.
6.4 units / acre
Typical for Tampa/St. Petersburg, Florida Area

Home Price Necessary to Develop Typical 3.2/Acre Density

<table>
<thead>
<tr>
<th>Raw Land Price/Acre</th>
<th>Raw Land Price/Unit</th>
<th>Necessary Home Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>$37,500</td>
<td>$11,720</td>
<td>$160,000</td>
</tr>
<tr>
<td>$52,500</td>
<td>$16,406</td>
<td>$223,820</td>
</tr>
<tr>
<td>$75,000</td>
<td>$23,438</td>
<td>$319,750</td>
</tr>
<tr>
<td>$85,000</td>
<td>$26,560</td>
<td>$362,380</td>
</tr>
<tr>
<td>$100,000</td>
<td>$31,250</td>
<td>$426,330</td>
</tr>
</tbody>
</table>

Source: Tampa/St. Petersburg HBA, Local Realtors and THK Associates, Inc.
Typical for Tampa/St. Petersburg, Florida Area

Density Necessary to Develop Average $160,000 Home

<table>
<thead>
<tr>
<th>Raw Land Price/Acre</th>
<th>Raw Land Price/Unit</th>
<th>Required Density/Acre</th>
</tr>
</thead>
<tbody>
<tr>
<td>$37,500</td>
<td>$11,720</td>
<td>3.2</td>
</tr>
<tr>
<td>$52,500</td>
<td>$11,720</td>
<td>4.5</td>
</tr>
<tr>
<td>$75,000</td>
<td>$11,720</td>
<td>6.4</td>
</tr>
<tr>
<td>$85,000</td>
<td>$11,720</td>
<td>7.3</td>
</tr>
<tr>
<td>$100,000</td>
<td>$11,720</td>
<td>8.5</td>
</tr>
</tbody>
</table>

Source: Tampa/St. Petersburg HBA, Local Realtors and THK Associates, Inc.
Understand the Homebuyer and How they Purchase
Buyer Purchasing Sequence

It’s NOT Location, Location, Location.
Investigate Features of a Particular Area of Town

1. Reputation and Quality of the Schools

2. Access to Employment Opportunities

3. Image and Character of the Area Including Recreational Facilities and Lifestyle Opportunities
Investigate Features of Community

4. The Community Perimeter
5. The Community Entry
6. The Community Transition Drive
Investigate Features of Community

7. The Community Lifestyle

8. The Community Drive
Investigate Features of Village

9. The Neighborhood Entry
10. The Neighborhood Streetscape
11. The Lot
12. The House
Old Idea: Density

• Large Lots are desirable
• Low density is Good
New Idea: Density

- Low Density Contributes to Sprawl and Air Pollution

- Higher Density Can:
  - Preserve Farmland
  - Preserve Rural Character
People Fear that Any Increase in Density will Mean a Downgrade in Quality

"Careful what you say around here, the walls are paper thin."
Overcoming the Dreaded D Word

- Meet The Needs and Wants of Consumers
- Create a Feeling of Openness
- Incorporate Pedestrian Scaled Connections
Overcoming the Dreaded D Word

- Include Community Spaces
- Include Mixed uses to Promote Live, Work, and Play Environments
- Recognize the Role of Density in Affordability
Meet the Needs and Wants of Consumers
The Vineyards
Hillsborough County, Florida
# The Vineyards
## Project Statistics

<table>
<thead>
<tr>
<th>Parameter</th>
<th>Value</th>
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<tbody>
<tr>
<td>Gross Acres:</td>
<td>18.8</td>
</tr>
<tr>
<td>Number of Units:</td>
<td>120</td>
</tr>
<tr>
<td>Gross Density:</td>
<td>6.4 DU/AC</td>
</tr>
<tr>
<td>Typical Lot Size:</td>
<td>35’ x 85’</td>
</tr>
<tr>
<td>Home Price:</td>
<td>$138K - $180K</td>
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</table>
Create a Feeling of Openness
The Golf Club at Cherry Creek
Denver, Colorado
## The Golf Club at Cherry Creek
### Project Statistics

<table>
<thead>
<tr>
<th>Statistic</th>
<th>Value</th>
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</thead>
<tbody>
<tr>
<td>Gross Residential Acres:</td>
<td>56.2</td>
</tr>
<tr>
<td>Number of Units:</td>
<td>208</td>
</tr>
<tr>
<td>Gross Density:</td>
<td>3.7 DU/AC</td>
</tr>
<tr>
<td>Typical Lot Size:</td>
<td>45’ x 90’-100’ x 100’</td>
</tr>
<tr>
<td>Home Price:</td>
<td>$600K - $1.2M</td>
</tr>
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</table>
A PAIR OF JACKS WINS
THE NICKLAUS LEGACY CONTINUES IN DENVER

COLORADO’S MISSING LINKS
DRIVING RANGE: 5 HOT NEW CARS
Incorporate Pedestrian Scaled Connections
Bailey’s Grove
Kentwood, Michigan
# Bailey’s Grove

## Project Statistics

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Gross Residential Acres:</strong></td>
<td>280</td>
</tr>
<tr>
<td><strong>Number of Units:</strong></td>
<td>1105</td>
</tr>
<tr>
<td><strong>Gross Density:</strong></td>
<td>3.9 DU/AC</td>
</tr>
<tr>
<td><strong>Typical Lot Size:</strong></td>
<td>55’ + 80’ x 100’</td>
</tr>
<tr>
<td><strong>Home Price:</strong></td>
<td>$140K - $350K</td>
</tr>
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</table>
Include Community Spaces
Pebble Creek
Henderson, Nevada
<table>
<thead>
<tr>
<th><strong>Gross Acres:</strong></th>
<th>67.4</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Number of Units:</strong></td>
<td>405</td>
</tr>
<tr>
<td><strong>Gross Density:</strong></td>
<td>6 DU/AC</td>
</tr>
<tr>
<td><strong>Typical Lot Size:</strong></td>
<td>45’ x 95’</td>
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<tr>
<td><strong>1994 Home Price:</strong></td>
<td>$97K - $127K</td>
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</table>

Sold 280 Homes in First Year
Summit Pointe
Parcel 4 At Green Valley Ranch
Henderson, Nevada
Summit Pointe Project Statistics

Gross Residential Acres: 41
Number of Units: 269
Gross Density: 6.6 DU/AC
Typical Lot Size: 50’ x 80 - 50’ x 62’
Product: Single Family Detached and Duplex
COMMUNITY CONCEPT

This 4 acre mini-village community features three distinct product types clustered about a common recreation center and entry drive. Elements contributing to this project's remarkable success include:

- A strong sense of community identity defined by careful placement and design of common elements.
- A spacious feel at a density of over six units per acre.
- Quality amenities designed to delight residents and promote home sales.
- A diversity of product types appealing to a broad range of buyers.

OPEN SPACE PATH/DRAINAGE CORRIDOR

COMMUNITY SITE PLAN
OPEN SPACE/DRAINAGE
- COBBLE RIP-RAP/CONCRETE TRICKLE
- MEANDERING HIKE/BIKE PATH
- NATIVE TREES, SPREADING SHRUBS.
Include Mixed Uses to Promote Live, Work, and Play Environments
Lakeside Station
Plant City, Florida
<p>| | |</p>
<table>
<thead>
<tr>
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</thead>
<tbody>
<tr>
<td><strong>Gross Acres:</strong></td>
<td>1,370</td>
</tr>
<tr>
<td><strong>Open Space:</strong></td>
<td>623</td>
</tr>
<tr>
<td><strong>Number of Units:</strong></td>
<td>2,813</td>
</tr>
<tr>
<td><strong>Typical Lot Sizes:</strong></td>
<td>4,000 - 8,000 sq ft</td>
</tr>
<tr>
<td><strong>Home Price:</strong></td>
<td>To be Determined</td>
</tr>
</tbody>
</table>
## Open Space Summary

<table>
<thead>
<tr>
<th>Land Use</th>
<th>Acres</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wetlands With Buffers</td>
<td>413</td>
</tr>
<tr>
<td>General Open Space</td>
<td>183</td>
</tr>
<tr>
<td>Community Park</td>
<td>27</td>
</tr>
<tr>
<td>Total Open Space</td>
<td>623</td>
</tr>
</tbody>
</table>
Sunrise Park
Open Space Plan

623 ACRES
OPEN SPACE
46% OF SITE
Historic Road

Natural Wetlands as Community Feature
Historic Road to Remain
Pedestrian Interconnections
Pedestrian Oriented: Promote Live/Work
Provide Passive Parks for Each Neighborhood
Recognize the Role of Density in Affordability
Rosebrook Project Statistics

Gross Acres: 31

Number of Units: 125

Gross Density: 4.0 DU/AC

Typical Lot Sizes: 4,800 – 9,900 sq ft

Price: Phase II starting at $154,000
Rosebrook
Entry Landscape Concept 'C'

Pedestrian Elevation 'C' Alternative 1
Scale 1"=5'

Pedestrian Elevation 'C' Alternative 2
5' DETACHED SIDEWALK

STANDARD SHADE STREET TREES
30' O.C. LOCATE TRUNKS 3'
MINIMUM FROM PAVING

PROPOSED HOUSE LOCATION
AND DRIVEWAY

PAIR STREET TREES ON SOUTH
SIDE OF ROAD

Plan 'A'
Proposed Future Entry
Subject to change without notice.
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