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RIVER CITY REALTORS, INC.**

PRESENTS:

PARTNERS IN PROGRESS

**WHAT FACTORS INFLUENCE DEVELOPER
DECISIONS ABOUT WHERE TO BUILD NEW
HOUSING?**

- Developer Friendly Community
- Available Infrastructure
- Zoning/platting process is concise, logical and time conscious (1 year is ideal)
 - The longer the process the more costs developer incurs

**WHAT FACTORS INFLUENCE DEVELOPER
DECISIONS ABOUT WHERE TO BUILD NEW
HOUSING?**

- Municipality backs development – Planning Commission and Board Members know if developer brings in a project meeting Community plans, it should be approved.
 - Proper zoning
 - Subdivision ordinances
 - Comprehensive plan
 - Area development plan

WHAT FACTORS INFLUENCE DEVELOPER DECISIONS ABOUT WHERE TO BUILD NEW HOUSING?

- Flexible lot sizes and side yards
- Varying road widths and road patterns
 - Lot sizes, side yards, road widths and road patterns determine per lot costs of infrastructure, which in turn determines the success/failure of the project.
- Developer sets restrictive covenants
 - Lot prices generally dictate house size/cost. Restrictions must be flexible enough to survive all markets.

WHAT CAN CITIES/VILLAGES DO TO INCREASE HOUSING DEVELOPMENT INTEREST?

- Finance infrastructure**
 - Either through bonding or loan the municipality finances infrastructure.
 - Through a developer's agreement the developer pays the municipality back with interest as each lot closes.
 - (Our industry was declared "toxic" about 2008 - banks were told to get us off portfolios and were fined if they did not - this is still the case. Banks do not want to work with developers on subdivisions)
- Support rezoning and platting**
 - Rezoning and the public hearings involved bring out all the 'Nimbys' who want that property to stay the way it is...because they like looking at it. If you want growth your Board and Planning Commission must be able hear beyond the neighbors. Make those meetings as painless as possible. A development meeting the municipality plan for that growth should be approved.

WHAT TYPE EXPENDITURES ACTUALLY ATTRACT AND IMPROVE RESIDENTIAL DEVELOPMENT?

- Good Services
- Good Police/fire/safety systems in place
- Good School District
- Good Park System, green space and natural areas
- Having mixed development (residential and commercial)
- Easy access

HOW DOES A CITY/VILLAGE SUCCESSFULLY OVERCOME A LACK OF INTERESTED DEVELOPERS WITHOUT SHIFTING RISKS TO TAXPAYERS?

- Partner with the Developer
 - Pre-development meetings between developer & municipality get everyone on the same page. Developer is doing what municipality wants in a manner that benefits both. Process and outcome are the same goal.
- Finance the infrastructure. Set up a structure with a developer's agreement where the community gets paid back with interest as the lots sell.
- Support development requests which create different type housing
 - Single family
 - Condominium
 - Housing for all age levels
 - Families who establish in a community like to stay in that community from first time home buyer thru growing family to down sizing and retirement
 - Rental
 - Residents who start out living (renting) in a community get established with things like churches, shopping, schools and often times become permanent residence (home owners) of the community.

HOW DOES A CITY/VILLAGE SUCCESSFULLY OVERCOME A LACK OF INTERESTED DEVELOPERS WITHOUT SHIFTING ALL OF THE RISKS TO TAXPAYERS?

Finance Infrastructure

- | | |
|---|--|
| <ul style="list-style-type: none"> <input type="checkbox"/> Community Benefit <input type="checkbox"/> Community is in primary position <ul style="list-style-type: none"> ◦ Gets paid back first with interest <input type="checkbox"/> Community gets needed growth/increased tax base <ul style="list-style-type: none"> ◦ Due to tax freeze the only way communities get increased taxes is to increase tax base. The only way to increase tax base is growth. The only way to increase growth is to partner with a developer and make it happen. <input type="checkbox"/> Community provides housing for residents <input type="checkbox"/> Community provides a job source which has a trickle down effect on the local economy | <ul style="list-style-type: none"> <input type="checkbox"/> Developer Benefit <input type="checkbox"/> Developer gets to developer <input type="checkbox"/> Works with the Community vs. the bank/lending institution <input type="checkbox"/> Developer provides housing potential for community residents/growth <input type="checkbox"/> Developer provides a job source which has a trickle down effect on the local economy |
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WHO IS DOING IT? WHERE DO WE START? WHO DO WE PARTNER WITH?

- Local Builders & Realtors Associations
 - The Brown County Homebuilders Association meets with local municipalities on an annual basis opening communication regarding development, ordinances and permit fees. The Realtors are working with various groups regarding development financing, both on Residential and Commercial levels. Talk to your local Builders and Realtors Associations.
- Developers
 - Developers who currently own land are looking for ways to develop that land. Developers who are interested in developing are looking for land that has infrastructure available in an area of future growth. All are looking for ways to finance that development.
- Communities financing infrastructure

<input type="checkbox"/> City of De Pere	<input type="checkbox"/> Village of Howard
<input type="checkbox"/> Town of Lawrence	<input type="checkbox"/> Town of Ledgeview
<input type="checkbox"/> Village of Hobart	<input type="checkbox"/> Village of Bellevue
