

**LEGEND**

STUDY REACH

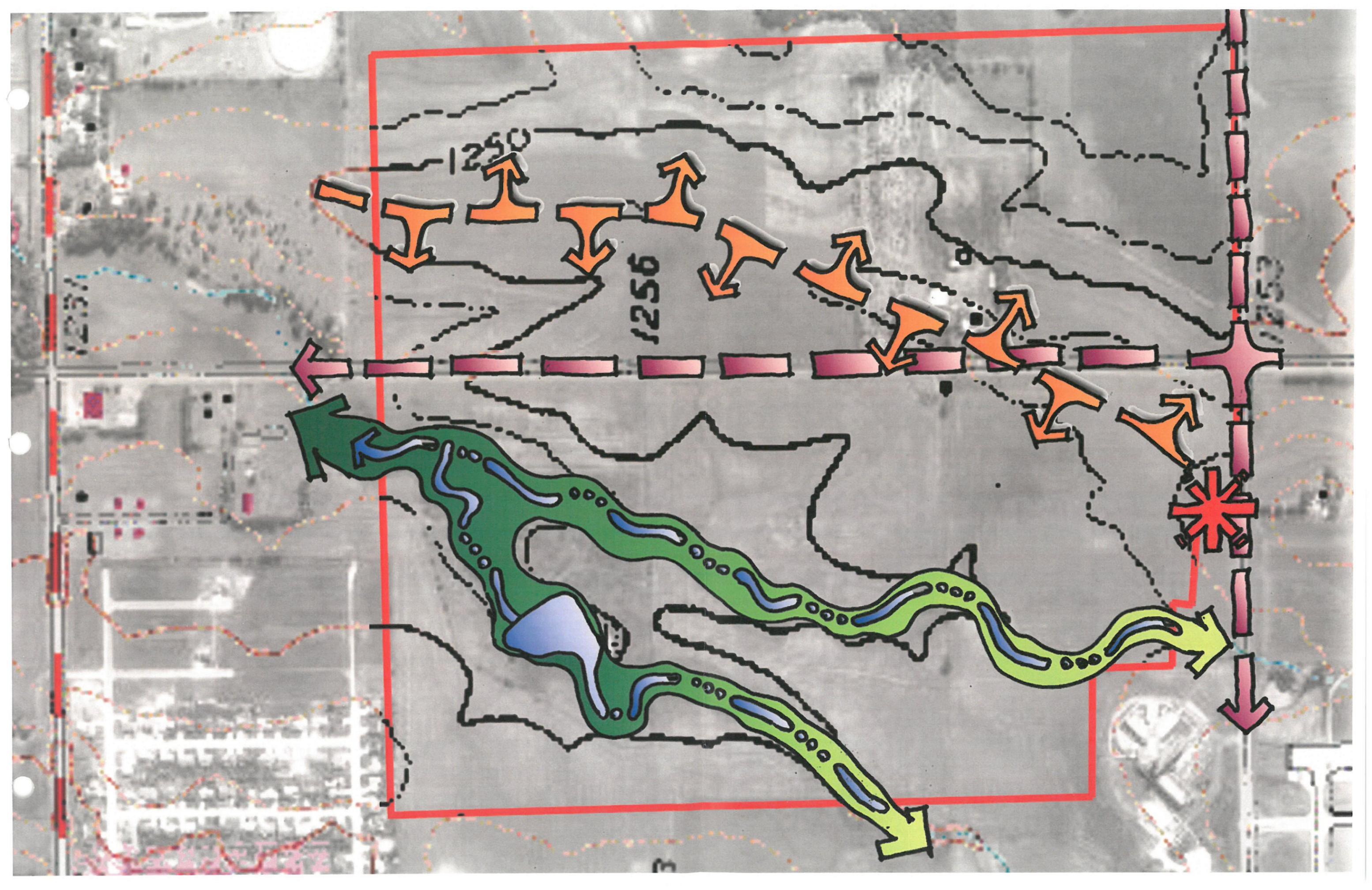
----- LEVEE

○ GAGE LOCATION



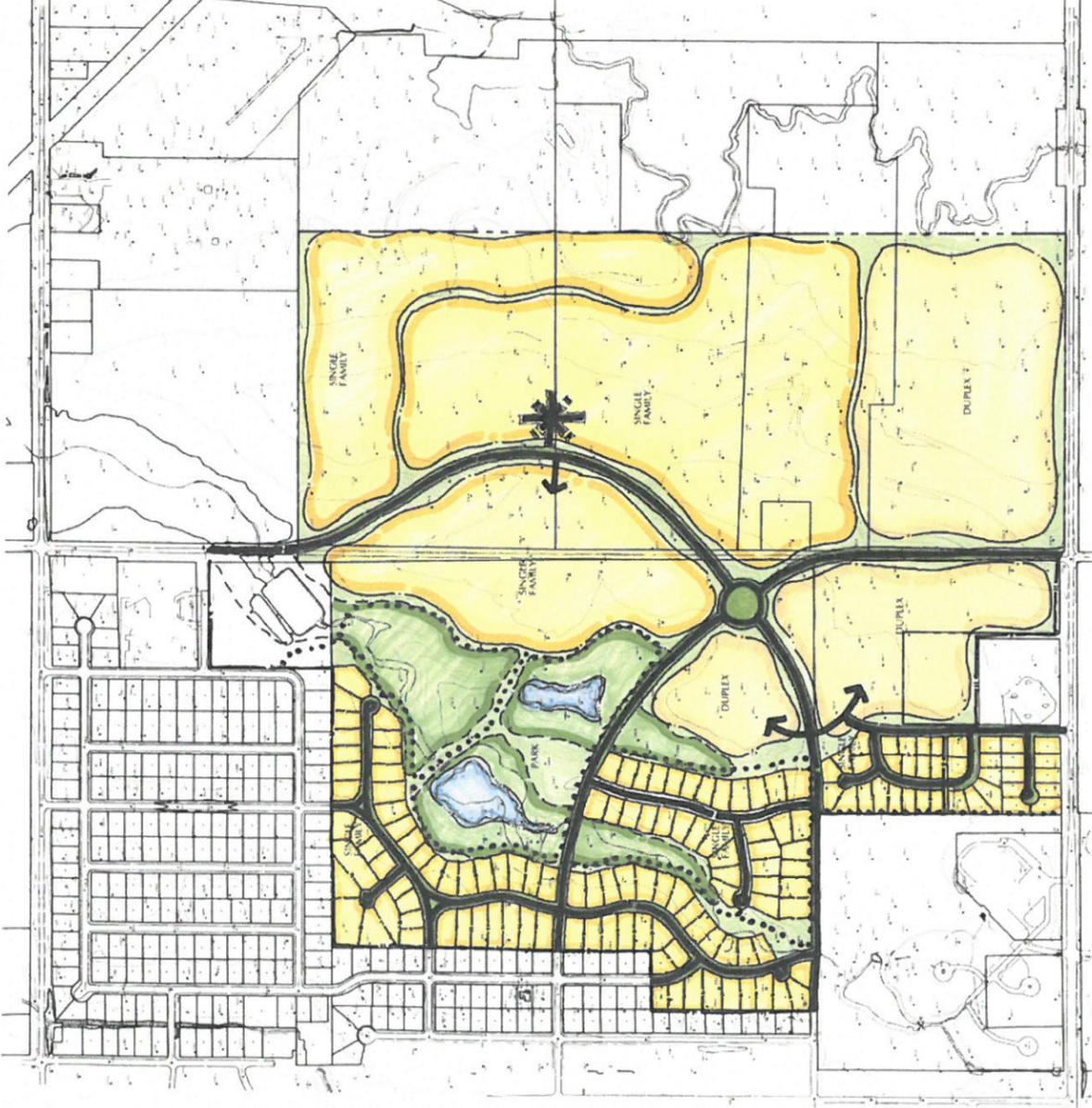
**HYDRAULIC STUDY  
LOCATION MAP**





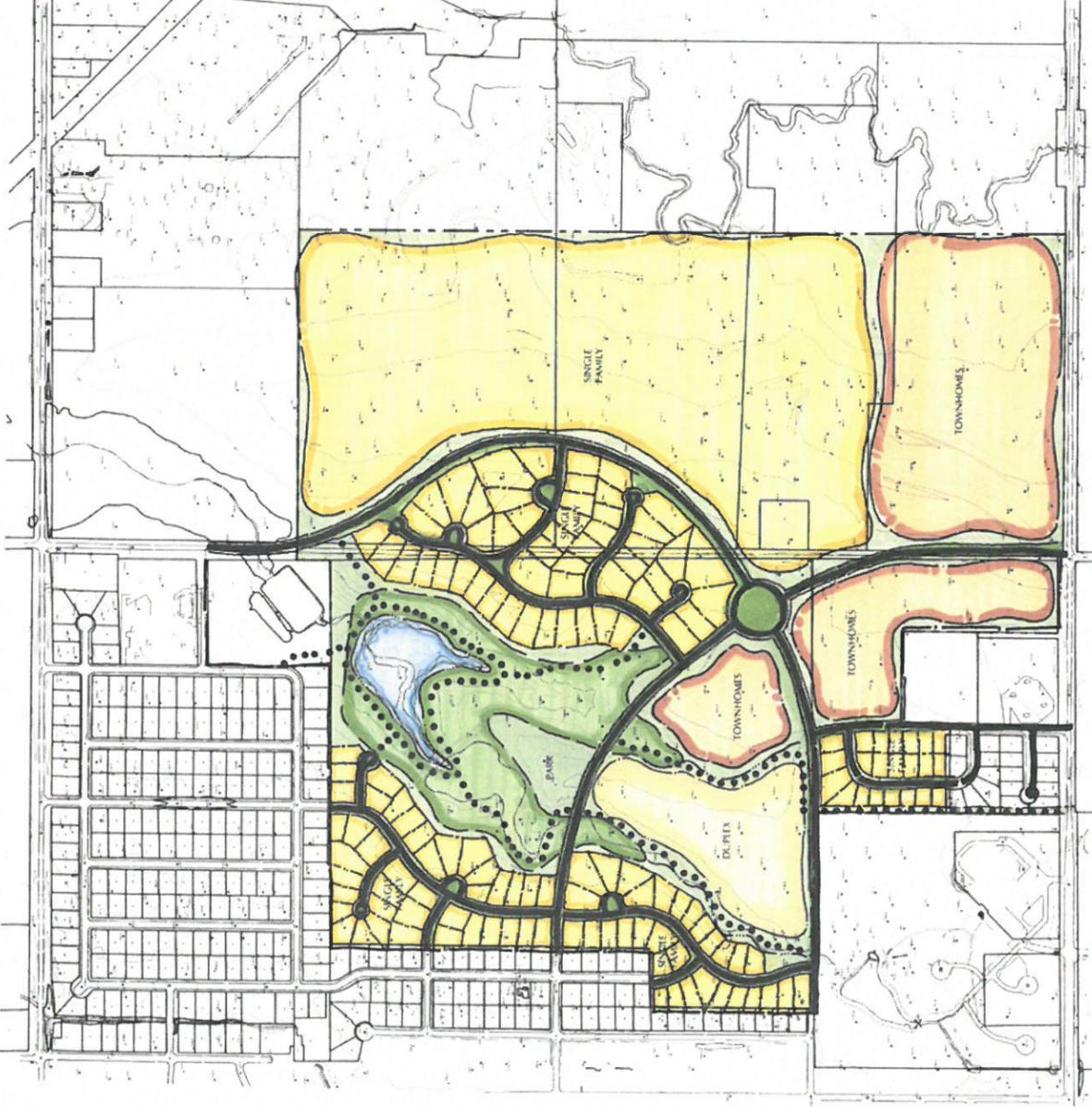
# SITE DATA

SINGLE FAMILY	169.3AC.
DUPLEX	67.9AC.
TOWN HOMES	0.0AC.
RETAIL	0.0AC.
PARK/OPEN SPACE	24.8AC.
DETENTION	29.8AC.
<b>TOTAL</b>	<b>291.8AC.</b>



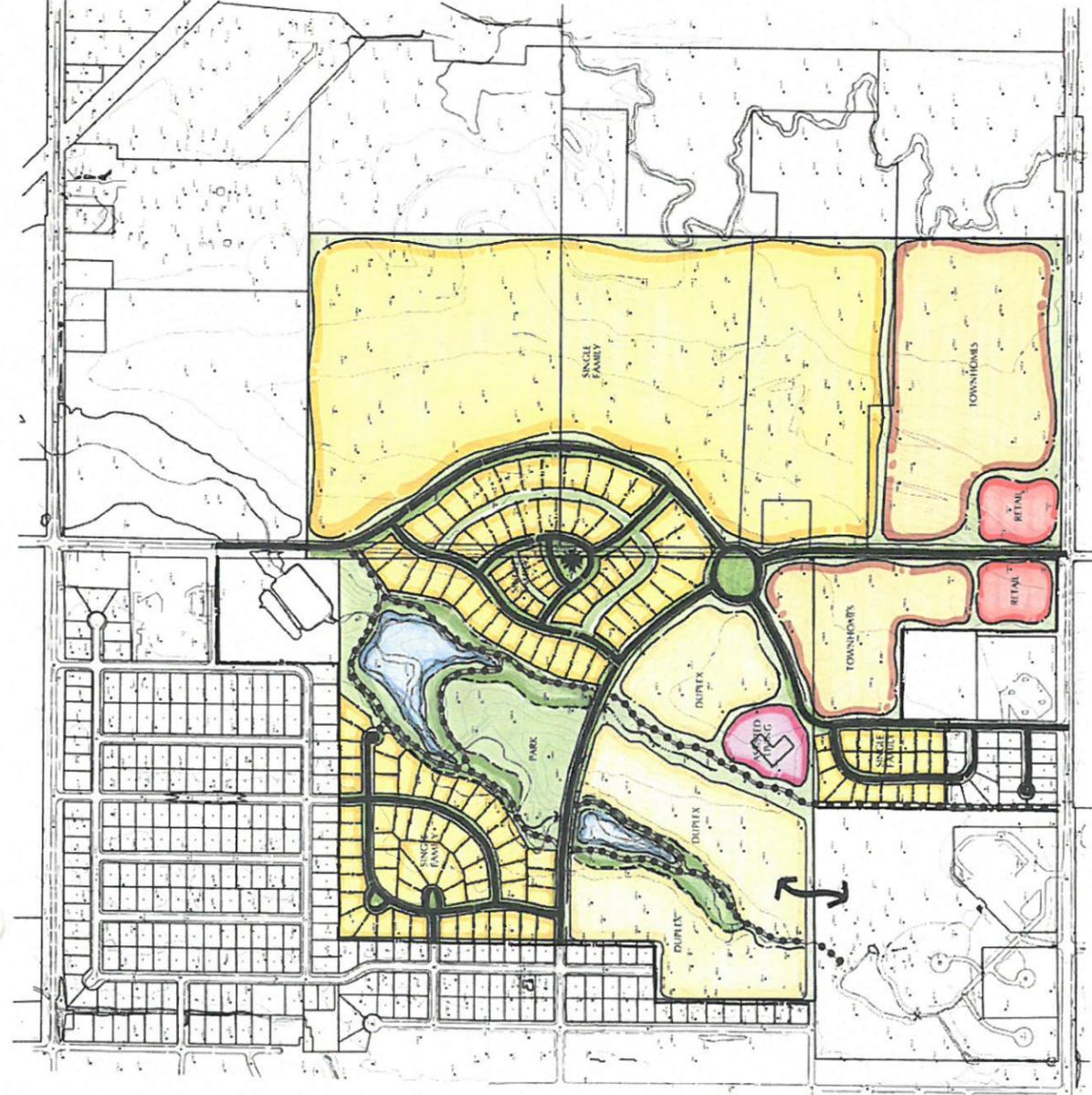
# SITE DATA

SINGLE FAMILY	156.5AC.
DUPLEX	14.5AC.
TOWN HOMES	59.0AC.
RETAIL	0.0AC.
PARK/OPEN SPACE	32.7AC.
FLOOD CONTROL	29.1AC.
<b>TOTAL</b>	<b>291.8AC.</b>



**SITE DATA**

SINGLE FAMILY	155.6AC.
DUPLEX	22.8AC.
TOWN HOMES	42.4AC.
ASSISTED LIVING	3.8AC.
RETAIL	7.3AC.
PARK/OPEN SPACE	34.8AC.
FLOOD CONTROL	25.1AC.
<b>TOTAL</b>	<b>291.8AC.</b>



CITY OF SALINA  
REQUEST FOR CITY COMMISSION ACTION

DATE 8/26/02  
TIME 4:00 P.M.

AGENDA SECTION: NO. 6	ORIGINATING DEPARTMENT:  CITY MANAGER	APPROVED FOR AGENDA:
ITEM NO. 4	BY: Dennis M. Kissinger	BY: 

**Item:**

Authorization to expend an amount not to exceed \$20,000 for preliminary work, including consulting assistance on the Master Plan project for East Salina.

**Background:**

In prior City Commission study sessions, the Commission was briefed on a C.I.P. Planning project to begin in 2002 to develop a master plan for an "urban fringe" area east of the City which includes approximately 260 acres in the Holmes Road Area between East Crawford Street and Country Club Road.

Prior work on this long-range planning project included a consultant study on drainage issues. Following that study, the Commission agreed that it would be prudent for the City to also look at issues such as residential development patterns, future public park land, utilities and traffic/transportation planning in order to assist in orderly public and private capital planning for this primary growth area of the community.

City Staff has now completed a professional services selection process for comprehensive consulting assistance with this planning project. Our selection team determined that the firm of HNTB Architects Engineers Planners of Kansas City, Missouri was the preferred lead consultant for this project. However, staff has determined we still need a significant amount of preliminary work on this planning project before we enter into a full contract. The preliminary concept work will be designed to develop a baseline of goals, information and focused tasks to allow a future Master Plan study contract to be most cost-effective.

Generally, the City Manager has authority to spend up to \$10,000 under his administrative authority. Staff estimates the total cost of preliminary fact-finding, etc. on this project will exceed \$10,000. We are likely to incur costs in the C.I.P Planning budget of \$15,000-\$20,000 over the next several months. The 2002 C.I.P. Planning budget contains funds for this project. This matter is brought to the Commission for your concurrence with the City Manager's request to exceed the general \$10,000 authorization, and your grant of authorization for the City Manager to obligate up to \$20,000 in 2002 for this project. Future master planning contracts will be brought to the Commission for approval.

**Recommended Action:**

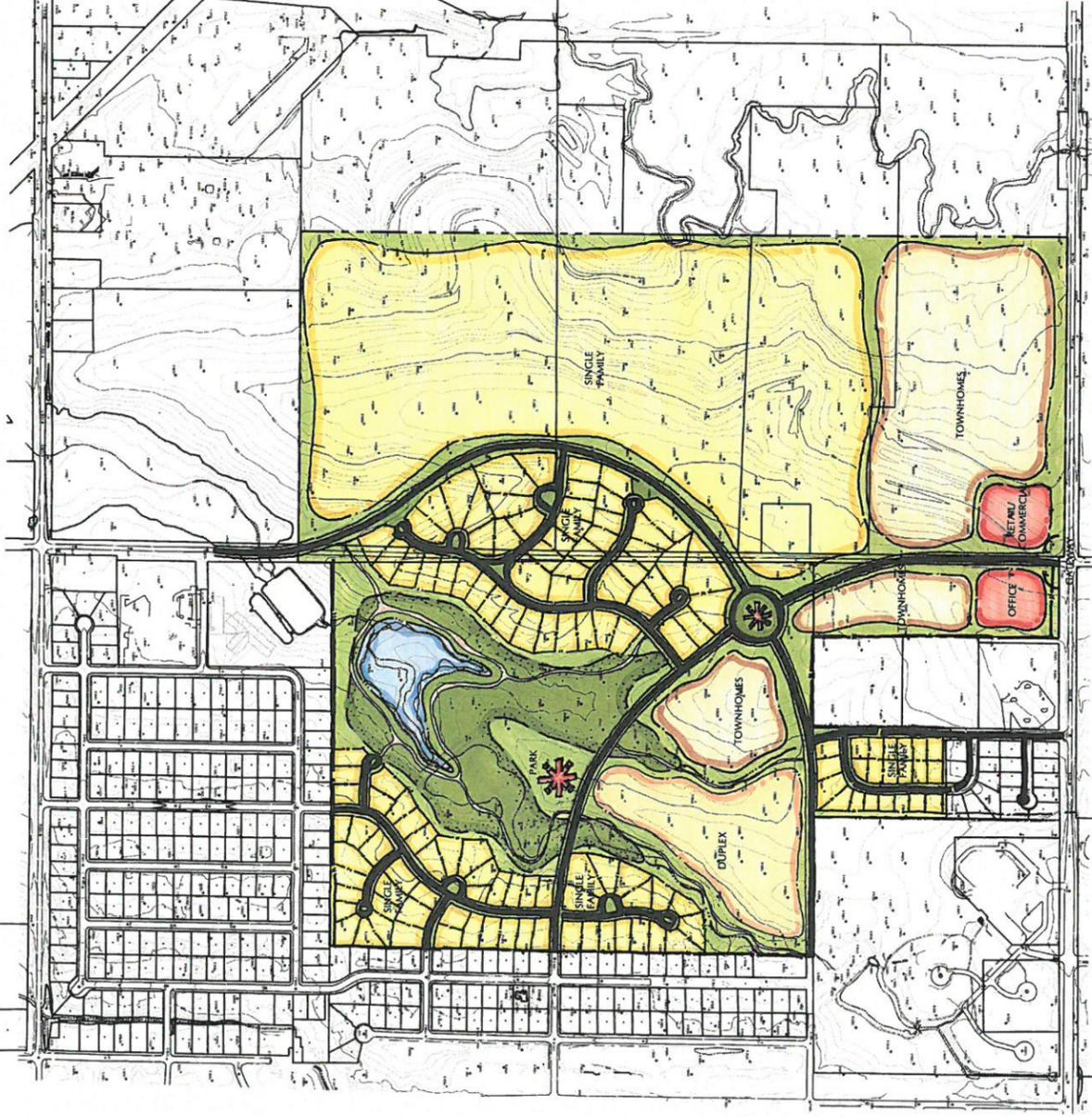
Approve the City Manager's request for authorization to expend an amount not to exceed \$20,000 for preliminary engineering, planning and consulting assistance related to the East Salina C.I.P. Planning project.

# SITE DATA

SINGLE FAMILY	144.7AC.
DUPLEX	14.5AC.
TOWN HOMES	50.5AC.
RETAIL	3.4AC.
PARK/OPEN SPACE	38.9AC.
FLOOD CONTROL	29.1AC.
<b>TOTAL</b>	<b>281.1AC.</b>

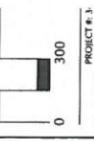
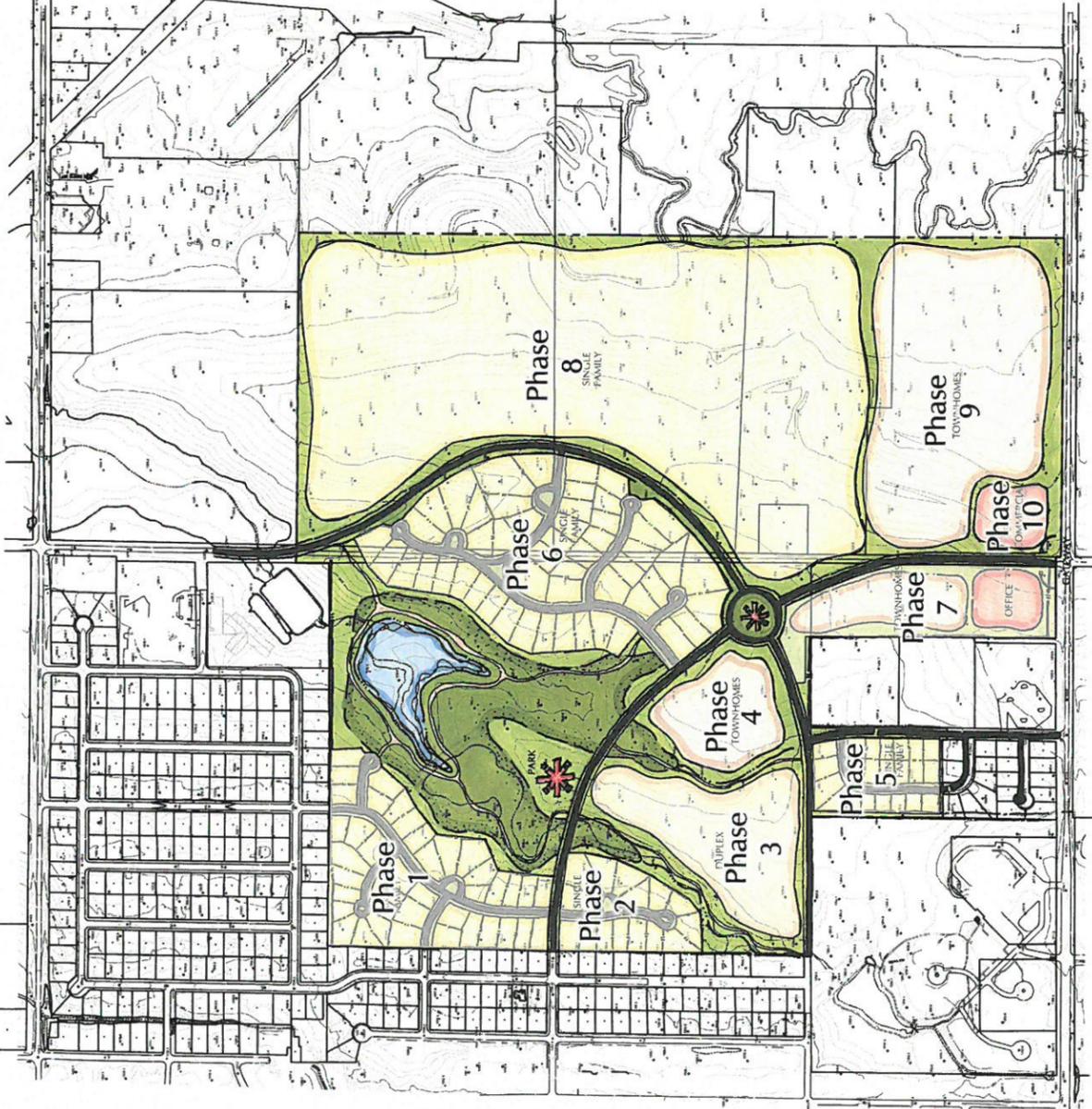
# STREET DATA

COLLECTOR STREETS	4824LF
ARTERIAL STREETS	4708LF
<b>TOTAL</b>	<b>9532 LF</b>



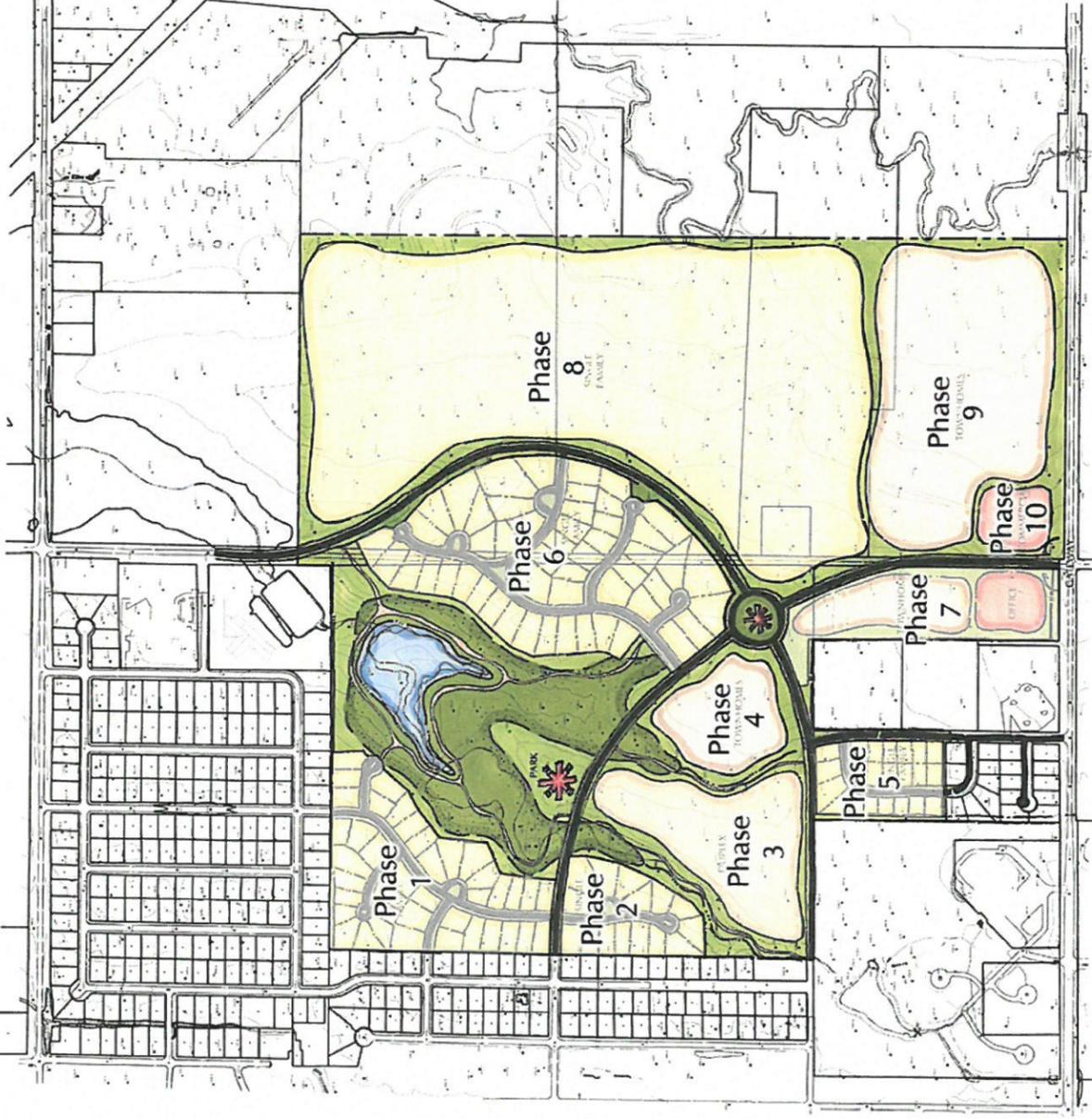
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**CONSULTANTS:**

**PROJECT CLIENT:**  
CITY OF SALINA  
310 West 9th Street  
P.O. Box 100  
Salina, Kansas 67402

**EAST SALINA  
MASTER PLAN  
PROJECT**  
Salina,  
Kansas

**HOUSING  
OPTIONS**

Date: 2-24-03

PROJECT # 10431





DEVELOPMENT RESEARCH CORPORATION 5100 WEST 95<sup>TH</sup> STREET SUITE 220 SHAWNEE MISSION, KANSAS 66207 913.385.3222

January 15, 2003

**Re: 281 Acre Site - Housing Analysis**

The housing analysis undertaken for the approximately 281 acre site located in the northwest quadrant of Crawford and Holmes Road has been completed. The analysis was completed in conjunction with HNTB Architects – Engineers who provided the city with a land plan for the property. The plan is included herein for your review.

First though, I would like to commend the city for the approach it has taken with regard to the 281 acres. I have found few cities that have been concerned about residential development adjacent to their boundaries. And, sufficiently concerned to allocate funds for a housing study and site planning to determine how the area should best develop.

The city has recognized the attributes of the site and the opportunities available to provide the Salina housing market with a mixed-use housing development with the amenities of open space.

The property analysis has reviewed the current housing market and its trends. If the Salina economy remains viable and the community continues with new initiatives to attract commerce and residents, the 281 acre site west of Holmes Road should have the majority of the respective home sites developed within a ten year period.

The firm appreciates the opportunity to participate in this most important housing analysis. If you have any questions about the analysis described herein, please contact me.

Very truly yours,  
**Development Research**

by \_\_\_\_\_  
Kent E. Crippin

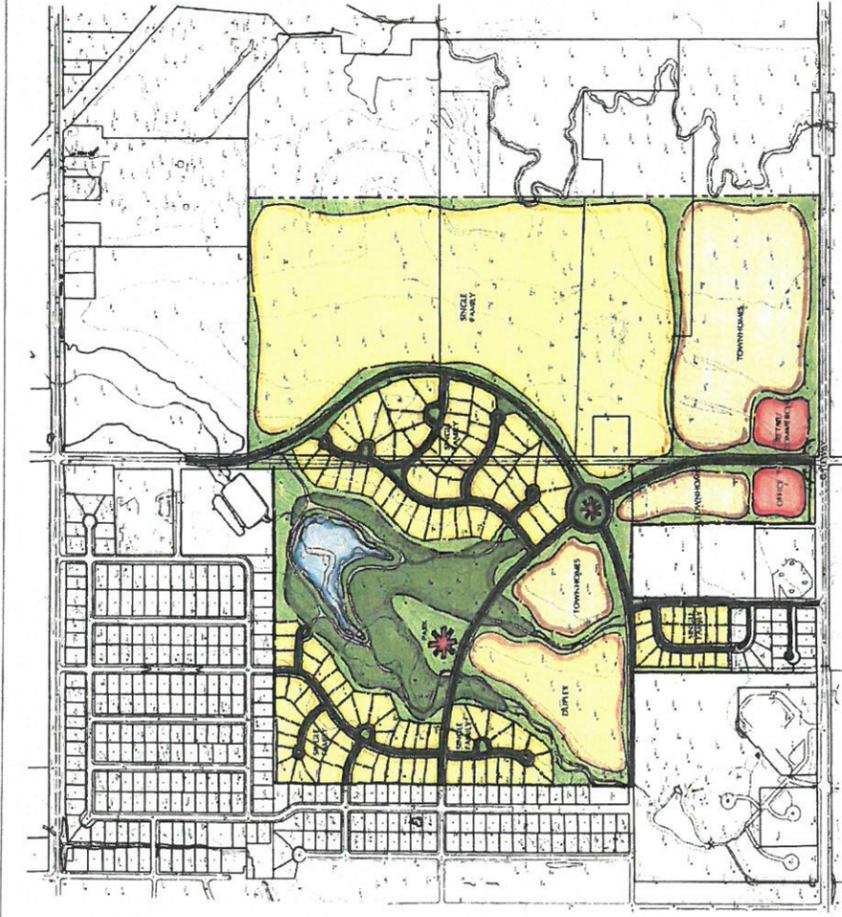
## The Site

The site of 281 acres has a configuration that provides the flexibility for design to accommodate a housing mix where one type of housing does not encroach upon another. The plan created by HNTB illustrates how the site's characteristics with its floodplain can be used to separate the housing types and provide open space amenities – water feature, walking and jogging trails, bicycle paths, and activity areas. There are 68 acres allocated to open space and these potential activities - space that enhances the residential living environment.

## Salina Housing Market

The Salina housing stock – 22,695 units - consists of primarily single family detached dwelling units. This is not unlike other cities. However, Salina by the 2000 U. S. Census has many rental units – 31 percent or 6,637 occupied rental units. Generally, the percentage of rentals in other cities is from the mid to high 20s. The 31 percent indicates many single family homes are in the rental category - probably in older residences or large older homes that have been converted to rental units.

When looking to the future, the single family detached home will still be the dominate housing type, but the Duplex and the Townhome unit will become increasingly popular for the older population and singles.



**SITE DATA**

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 DUPLEX 14.5AC.  
 TOWN HOMES 50.5AC.  
 RETAIL 3.4AC.  
 PARK/OPEN SPACE 38.9AC.  
 FLOOD CONTROL 29.1AC.  
**TOTAL 281.1AC.**

**STREET DATA**

COLLECTOR STREETS 4824LF  
 ARTERIAL STREETS 4708LF  
**TOTAL 9532 LF**

**HNTB**  
 Architects / Engineers / Planners  
 1715 W. Dow Ave.  
 Suite 200  
 Salina, Kansas 67401-2726  
 Phone: 785.223.2200  
 Fax: 785.223.2201

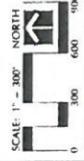
**CONSULTANTS:**

**OWNER/DEVELOPER:**  
 CITY OF SALINA  
 300 West Ash Street  
 Salina, Kansas 67402

**EAST SALINA  
 MASTER PLAN  
 PROJECT**  
 Salina,  
 Kansas

**REVISED  
 CONCEPTUAL  
 PLAN**

Date: 12-03-02



**L1**

## Salina Housing Market

Currently, the Condominium or Duplex is having success. This single family attached unit is generally in the two unit buildings representing the Condominium product such as those located at Village Lane and Fairdale Road. The Fairway Estates, the Twin Oaks Townhomes, and the Flor De Sol units represent Townhomes.

The advantage of a housing mix with Condominiums and Townhomes is that the development's housing density is increased. This offers the opportunity to have more than one product available to the buyer.

A new product that has not yet surfaced in Salina is the "Villa". A Villa is generally for a family that is "downsizing" from a larger home where they have raised their children or their children are teenagers and will soon be leaving the current residence. The Villa may range from 1,300 square feet to 2,100 square feet on the first floor. The lower level can be finished into a large T.V. or family room, with a bath and two bedrooms. When the topography is oriented to walk-out basements, the lower level can be very attractive.

The "downsizing" is also related to lot size. The lot size most common for the Villa ranges from 7,000 to 8,000 square feet. Additionally, the Villa becomes part of a homes association. A monthly fee used for exterior maintenance – lawn/shrubs and driveway/street snow removal - finances the association's maintenance activity. Villas, Duplexes, and Townhomes should all be members of the association.

## Salina Housing Market

The housing market and the type of housing is influenced by many factors. The factors that most influence housing are:

<b>Population Characteristics</b>	<b>Children at Home</b>
<b>Household Income</b>	<b>Consumer Spending</b>
<b>Age Groupings</b>	<b>Years in Residence</b>
<b>City Building Permits</b>	<b>Home Sales and Values</b>

Each of the factors or characteristics will be reviewed to determine the type of homes, the purchase price, and the absorption rate(s) for the homes that could locate on the property. The factors are reviewed as follows:

**Population.** The Salina population by the 2000 Census was 45,679. This is an increase of 3,376 persons from the 1990 Census of 42,303 – an 8.0 percent increase. The majority of the population growth has been in Census Tract 10 where the 281 acre site is located (refer to the attached Census Tract Map)

Census Tracts 7 and 9 have also had considerable growth. The City's population history is shown in Table 1. New home construction in Tracts 7 and 9 has been on the increase, but the homes have generally been for moderate and below household income levels.



## Salina Housing Market

**TABLE 1  
POPULATION HISTORY AND PROJECTIONS**

U.S. Census		City of Salina Projection	
<u>Year</u>	<u>Population</u>	<u>Year</u>	<u>Population</u>
1960	43,202	2010	50,000
1970	37,714	2020	54,000
1980	41,843	2030	58,000
1990	42,303	2040	62,000
1992	43,304	2050	66,000
1994	44,129		
1996	44,176		
2000	45,679		

Source: U.S. Census; City of Salina

**Age Distribution.** The age groupings of the population are important when considering different housing products such as the Villas and the Townhomes.

The Townhomes are oriented to the empty nester – over 55 years – age grouping, while the Villa is generally oriented to the household that is downsizing or is planning to do so once their children – generally teenagers – leave the nest for college or to work.

The Table 2 reflects the pattern of the age groupings. It should be noted that 23.9 percent or 5,114 Saline County households are occupied by residents who are 65 years and older – a market for the Townhomes.

**TABLE 2  
AGE DISTRIBUTION  
SALINA, KANSAS**

<u>Age Grouping</u>	<u>Number</u>	<u>Percent of Total</u>
Under 19 Years	15,693	29.2
20 to 34 Years	10,257	19.2
35 to 54 Years	15,541	29.0
55 to 64 Years	4,626	8.6
65 to 74 Years	3,818	7.1
Over 75 Years	3,662	6.8

Source: U.S. Census

## Salina Housing Market

**Household Income.** A significant factor in considering price points in the housing market is household income. Approximately 86 percent of the housing in Saline County is below a value of \$150,000. This is understandable when the 2000 Census reports that 66.2 percent of the household incomes are less than \$50,000 (refer to Table 3) – 86.9 percent are below \$75,000.

**TABLE 3  
HOUSEHOLDS BY INCOME IN 1999**

<b>Household Income</b>	<b>Number Households</b>	<b>Percent</b>
Less than \$10,000	1,803	8.4 %
\$10,000 to \$14,999	1,406	6.5
\$15,000 to \$34,999	6,706	31.2
\$35,000 to \$49,999	4,315	20.1
\$50,000 to \$74,999	4,448	20.7
\$75,000 or more	2,812	13.1
<b>Total Households</b>	<b>21,490</b>	<b>100.0 %</b>

Source: U.S. Census

The median household income is \$37,380. Therefore, the higher priced home is for a limited market. A mortgage payment, including taxes and insurance, should be no greater than 33 percent of household income. A rule of thumb is a home should not be purchased greater than four times household income.

This ratio of 4:1 would indicate that many families could possibly afford a more expensive home. However, for the more expensive home, as shown by household income in Table 3, only 13.1 percent of the homeowners could afford a \$300,000 home. And, the number decreases with further analysis of the Census when considering that less than 200 households have a \$100,000 or higher household income. Thus, it is a limited market for the higher priced home.

## Salina Housing Market

**Expenditures for Housing.** Expenditures for housing may or may not follow the rules of thumb associated with what a household should pay for housing on an annual basis.

Therefore, it is always interesting to review the Bureau of Economic Analysis household expenditure information. The Table A – 1 in the Appendix provides information on household expenditures for housing.

Total housing expenditures using the median of the income ranges with the exception of the \$70,000 + category, are from 25 to 33 per cent of total income. Homeowners, by this information, are paying within their income limits. The Tables 4 and 5 from the 2000 U.S. Census information reflect mortgage payments and percent of household income allocated to mortgage payment and the percent of income allocated to housing expenses.

**TABLE 4  
HOMEOWNERS:MORTGAGE PAYMENT  
SALINE COUNTY KANSAS**

<u>Mortgage Payment</u>	<u>Number</u>	<u>Percent</u>
<b>Number With Mortgage</b>	8,298	66.3%
Less than \$300	51	0.4%
\$300 to \$499	1,065	8.5%
\$500 to \$699	2,071	16.5%
\$700 to \$999	2,730	21.8%
\$1,000 to \$1,499	1,799	14.4%
\$1,500 to \$1,999	386	3.1%
\$2,000 or more	196	1.6%
Median dollars	\$786	
<b>Without a Mortgage</b>	4,219	33.7%
Median dollars	\$265	

## Salina Housing Market

**TABLE 5**  
**OWNER COSTS AS % OF HH INCOME**  
**SALINE COUNTY, KANSAS**

<u>Percent Range</u>	<u>Number</u>	<u>Percent</u>
Less than 15%	5,344	42.7%
15.0% to 19.9%	2,411	19.3%
20.0% to 24.9%	1,693	13.5%
25.0% to 29.9%	1,092	8.7%
30.0% to 34.9%	666	5.3%
35.0% or more	1,240	9.9%
Not computed	<u>71</u>	0.6%
<b>Total</b>	<b>12,517</b>	<b>100.0%</b>

Source: U.S. Census Bureau, 2000 Census

Both Tables indicate that income levels do not justify an extensive amount of higher income housing.

## JOBS and COMPENSATION

Housing markets are dependent upon jobs and the salaries/wages they bring to a community. Salina is fortunate to have good businesses/industries that provide constant employment for the labor force. Salina's unemployment rate in the fall of 2001 was estimated at 3.5 percent and in 2000 was estimated to be 2.8. Salina has an excellent industrial base that provides good jobs for the community. The ten largest employers are shown in Table 6.

**TABLE 6  
TEN LARGEST EMPLOYERS  
SALINA KANSAS**

<u>Employer</u>	<u>Total Employees</u>
Tony's, Inc.	2,300
Salina Regional Health Ctr.	1,082
USD No.	935
Exide Battery	825
Raytheon Aircraft Co.	653
Phillips Lighting	620
Great Plains Mfg.	600
City of Salina	471
Solomon Corporation	300
Eldorado National, Inc.	264

Good compensation and benefits provide for a steady and available work force. The compensation for the most common jobs is presented in Table 7.

The majority of the salaries are in a range from the mid \$40,000s to the high \$60,000s. It should be recognized that the salaries presented are the result of a survey conducted by the Chamber of Commerce. The survey is oriented to provide an overall perspective of salaries in the Salina area.

## JOBS and COMPENSATION

Therefore, while presenting an overview, the survey generally does not recognize salaries of top management and business owners who are potential home purchasers of higher priced homes.

The salaries and incomes of these individuals are private information.

**TABLE 7  
COMPENSATION BY JOB CLASSIFICATION  
SALINA, KANSAS**

<u>Job Classification</u>	<u>Minimum</u>	<u>Compensation Average</u>	<u>Maximum</u>
<b>Managerial &amp; Administrative:</b>			
Utilities Operations Manager	\$41,600	\$52,582	\$62,355
Engineering Manager	45,000	62,673	90,000
Education Administrators	54,003	76,853	122,816
<b>Professional/Paraprofessional/Technical</b>			
Lawyers	16,154	51,218	120,000
Pharmacists	60,000	67,722	75,000
Physical Therapists	47,000	69,250	100,000
<b>Sales and Related</b>			
First Line Supervisors, Sales	16,900	36,892,	55,000
Sales Engineers	22,200	67,235	70,000
Sales Representatives	20,000	37,000	54,000
<b>Clerical &amp; Administrative Support</b>			
First Line Supervisors, Clerical	13,714	31,094	71,469
Payroll & Timekeeping Clerks	28,143	34,453	42,215
Production/Planning/Expediting Clerks	25,000	42,038	63,714
<b>Production/Construction/Operating</b>			
First Line Supervisors, Mechanics, Installers	11,133	43,752	64,727
First Line Super., Production/Operating	29,400	41,623	64,727
First Line Super. & Managers/Super.	35,000	47,626	64,727

Source: Salina Chamber of Commerce

In essence, good jobs and steady compensation make for good home buyers. This is proven in the Salina housing market. The salaries shown further indicate there is a limited market for the upper bracket home.

## TIME IN CURRENT RESIDENCE

A move to another residence is often oriented to current ownership and time of residency in the respective home. The Table 8 shows that a majority of

**TABLE 8**  
**NUMBER of YEARS in HOME - PRESENT LOCATION**

<u>Number of Years</u>	<u>Households</u>	<u>Percent</u>
5 or less	10,423	50.23
6 to 10	4,613	22.24
11 to 15	2,057	9.91
16 to 19	894	4.31
20	129	.62
30	162	.78
40	1,517	7.31
50	932	4.49
60	24	.12

Source: U.S. Census 2000

residents – 50.2 percent - have been at their present location five years or less; an additional 22.2 percent or 4,613, have been at the same location 10 years or less.

These households may be moving up in size of home or for home improvement purposes, but based on household incomes, they will probably be moving into homes of a like value. Many households, because of the number of choices for rental housing will possibly in their “move up” continue to rent.

The specific niche for movement into a Villa or Townhome would be in the 16 through 30 year residency group – 1,185 households. A portion of those at the same location for 40 years could possibly have interest.

## NEW CONSTRUCTION and SALES

The average number of single family homes built per year is 93 over a ten-year period - 1990 through 1999. Sixteen percent of the total were Duplex/Townhome units, while 54 percent of the total (1,719), were single family detached residences.

When reviewing the building permits for the years 2000 and 2001, the average building permit – not including the cost of the lot – in 2000 was \$136,075 and in 2001 was \$137,976. Considering an average lot price of \$35,000, including assessments, the estimated housing value would then be \$171,075 and \$172,970 respectively. Depending on lot size and assessments, the housing value could decrease to \$150,000 or increase in excess of \$200,000.

**Housing Sales.** Single family new construction during 2001 and 2002, based on MLS (Multiple Listing Service) records – Table 9, show that new home construction listings were as follows:

**TABLE 9**  
**SINGLE FAMILY NEW CONSTRUCTION: MLS LISTINGS**  
**SALINA, KANSAS**

<u>Price Range</u>	<u>2001</u>		<u>January – September 2002</u>	
	<u>Average Price</u>	<u>No. of Homes</u>	<u>Average Price</u>	<u>No. of Homes</u>
Under \$99,999	\$ 92,167	3	\$ 21,000	1
100,000 – 149,999	130,832	13	129,650	6
150,000 – 199,999	178,246	12	175,400	5
200,000 – 249,999	228,850	7	221,550	2
250,000 – 299,999	253,500	3	295,500	1
350,000 – 399,999			366,000	1

Source: Multi-Listing Service

While the MLS does not list all homes, the service's listings give an overview of the price points in home sales. Many new homes are never listed with MLS because they are custom homes or are part of a homebuilder's inventory – many homebuilders sell their own homes.

## NEW CONSTRUCTION and SALES

The MLS average for a home on the market during the period referenced, is an average of 60 to 90 days. Higher priced homes can remain on the market for as long as 250 days to approximately one year. This explains why there is a limited number, if any, upper bracket speculative homes on the market.

It should be noted, the MLS record is only an indicator for the Salina area. New home construction remains at a steady pace in both the moderate to higher end markets. Naturally, the higher end homes are a niche that will continue, but there are a limited number of buyers.

Mortgage bankers further confirm the MLS sales. One mortgage company confirmed that over a recent 12 month period home sales in the \$151,000 to \$225,000 price range totaled 35, while home sales over \$225,000 totaled only nine. Thus, further confirming the limited market for the more expensive home.

Condominium construction (two single family attached units) included one sale at \$234,991 and five at an average sale of \$270,284. Resale homes have been less than the newly constructed units.

Townhomes were less expensive with only five at an average sale price at \$162,522. However, this average sale price is much less than the Flor - De - Sol Townhome units that have been very successful selling at \$234,991 for a two bedroom up to \$298,505 for a three bedroom/three bath unit. Other units in the development have had sale prices between \$350,000 and \$400,000.

The Salina housing market has adopted the Condominium and Townhome unit as a lifestyle. It would appear the housing market would accept additional units.

## NEW CONSTRUCTION and SALES

Another indicator that higher bracket homes do not have a large market. There are few homes in the price range over \$200,000 considered to be "spec homes". There are "spec homes" in the lower price ranges. The upper bracket homes are generally custom built. Therefore, it would appear the current trend in housing prices will continue. The price points are generally in the ranges of:

<u>Type of Home</u>	<u>Price Point - Range</u>
Single Family Detached	\$150,000 to \$200,000
Duplex (Condominium)	90,000 to 170,000
Townhome	90,000 to 225,000

This mix of housing units on the 281 acres will be in these categories. The Villa type unit might possibly be added to the mix. It could absorb a portion of the area shown for Duplexes and/or Townhomes in the center of the development and west of the traffic circle and north of the Presbyterian Manor complex.

These same units in the area bounded by Brookwood Lane on the south and Glen Avenue on the north would be well suited for either the Duplex or the Townhome unit in a complex that takes on the appearance or perception of a "gated community."

The Duplex area is 14.4 acres - at an average density of four per acre would accommodate 58 home sites. The area east of the Duplex area contains eight acres and could accommodate 56 to 64 Townhome units with an average density of seven to eight per acre.

## RECOMMENDATIONS

The site plan created by HNTB addresses mixed use housing for the 281 acre site. Due to housing absorption trends, a mixed use residential development is recommended. The natural features of the site provide a separation for the various housing types to prevent encroachment of one housing type upon another. The home sites should include:

**Single Family Detached:** *Large Lots @ 20,000 + Sq. Ft.  
Trend for the area @ 10,000 + Sq. Ft.  
Villa Lot @ 7,000 to 8,000 Sq. Ft.*

**Single Family Attached:** *Duplex @ 10,000 + Sq. Ft.  
Townhomes @ a Density of 7 to 8/Acre*

Property to the east of Holmes Road could be developed in a similar manner or could be subdivided for estate type lots. The estate type lots should take advantage of the tree massing along the creek and its flood way to the east. The ideal situation is for the land east of Holmes Road to be developed under one plan to the creek. The creek and its flood way would provide a separation from development that might occur east of the creek.

A housing mix is also necessary to generate absorption of the home sites. Naturally, there are economic factors effecting the Salina area that could increase the near build out period – job creation/growth and the U.S. and Kansas economy. However, the Salina setting, generally considered an 18 county area, is an attraction for commerce and health care for active retirees. This is a housing market that has been considered in the housing mix.

The housing mix, with these considerations and the current housing market, targets both current housing types and a new product – the Villa. The Villa is a single

## RECOMMENDATIONS

family detached unit built at a higher density level than the norm in Salina. Thus, because of less land being used and the housing unit having less square footage. The unit cost is less than the norm for a typical single family home in the upper bracket category. The housing mix is described as follows:

**Larger Home Sites.** Fifty-one half acre lots are proposed. The lots are located on the property to take advantage of the views/vistas from the home sites. The water feature and the open space will enhance the majority of the home sites.

The homesites could range from \$35,000 to \$50,000 and higher that are adjacent to the open space. The price points include the assessments. The majority of the 51 home sites could be absorbed within a seven to ten year period, provided infrastructure is available to the respective sites.

**Trend Homesites.** There are 56 home sites that are similar to those west of the property.. The home sites could be absorbed within a five to seven year period and possibly sooner depending upon the availability of open space improvements. The lot prices, with assessments, could range from \$30,000 to \$42,000. The higher priced lots would be adjacent to the open space amenities.

**Villa Home Sites.** The Villa home sites could range from \$25,000 to \$40,000 including assessments. These home sites are located north of the Presbyterian Manor shown as Duplexes or north of the Church property and shown as Townhomes. The density would be between four and five per acre for a total of 60 to 70 units. However, these Villa home sites represent an excellent

## RECOMMENDATIONS

location with views of open space and immediate accessibility to the natural setting adjacent to and part of the property. The price of the Villa is dependent upon the interior finish and exterior amenities of stone/brick, patios, and decks. There is the strong possibility that many families with older teen age children, who within three to five years will be empty nesters, will be a portion of the Villa market. However, a young family with children could easily purchase a Villa if they desire the Villa lifestyle.

**Duplex Lots.** The Duplex lots would number approximately 58, but these would be twice the number of units - 116 + - because of the increased density. A minimum of 50 percent of the units could be rental with the others being owned by an occupant. Following a current trend in Salina, one unit would be occupied by the owner. The area's environment should create an excellent market for the Duplex properties.

**Townhome Sites.** The Townhome has been very successful as evidenced by the Flor - De - Sol development. Thus, from the retiree or empty nester perspective, the Townhome is an excellent alternative to the Villa home. The location west of the traffic circle contains approximately eight acres. At a density of seven to eight units per acre, this could generate 56 to 64 units. With three to four units per building, there could be 14 to 21 buildings on the property depending upon the building's configuration.

The Townhomes should be priced from a minimum of \$150,000. Higher prices will depend upon the interior finish. For example, the Flor De Sol unit asking prices ranged from \$234,991 to \$449,792. The least expensive was a two bedroom two bath unit, while the most expensive was a three bedroom -three bath unit.

## RECOMMENDATIONS

The majority of units were at a price between \$250,000 and \$300,000.

The housing types should all do well in the current housing market. The amenities associated with the development provide an area very conducive to an excellent residential lifestyle. The enhancements for a family, whether it be one with children, retirees or empty nesters, is very attractive.

The absorption rates for the respective housing types are based upon a five to seven year and seven to ten year build out period. The minimum and maximum annual rates of absorption are estimated as follows:

**TABLE 10  
ANNUAL ABSORPTION RATE  
280 ACRE SITE: HOLMES ROAD & CRAWFORD**

<u>Homesites</u>	<u>5 to 7 Years</u> <u>7 to 10 Years</u>	
Larger Lots (51)	10.2 to 7.3	7.3 to 5.1
Trend Lots (56)	11.2 to 8.0	8.0 to 5.6
Villas (60)	12.0 to 8.6	8.6 to 6.0
Duplexes (58 - Condominium)	11.6 to 8.3	8.3 to 5.8
Townhomes (56)	11.2 to 8.0	8.0 to 5.6

It is evident the housing mix offers the opportunity for greater absorption on an annual basis. The absorption would be much lower if only typical single family detached housing was being constructed. With the single family Villas considered as detached housing, the annual absorption would be lower.

The presence of the Villa creates a greater choice of housing type; thus, because of being new to the

## RECOMMENDATIONS

market, some who have not considered a new home might do so with a new product.

It should be noted that the Villas and Townhomes normally have the amenity of exterior maintenance – lawn and snow removal. There have to be a sufficient number of units or owners who are members of a homes association that has the responsibility for such maintenance. Homes association membership dues for exterior maintenance can range from \$80 to \$130 per month.

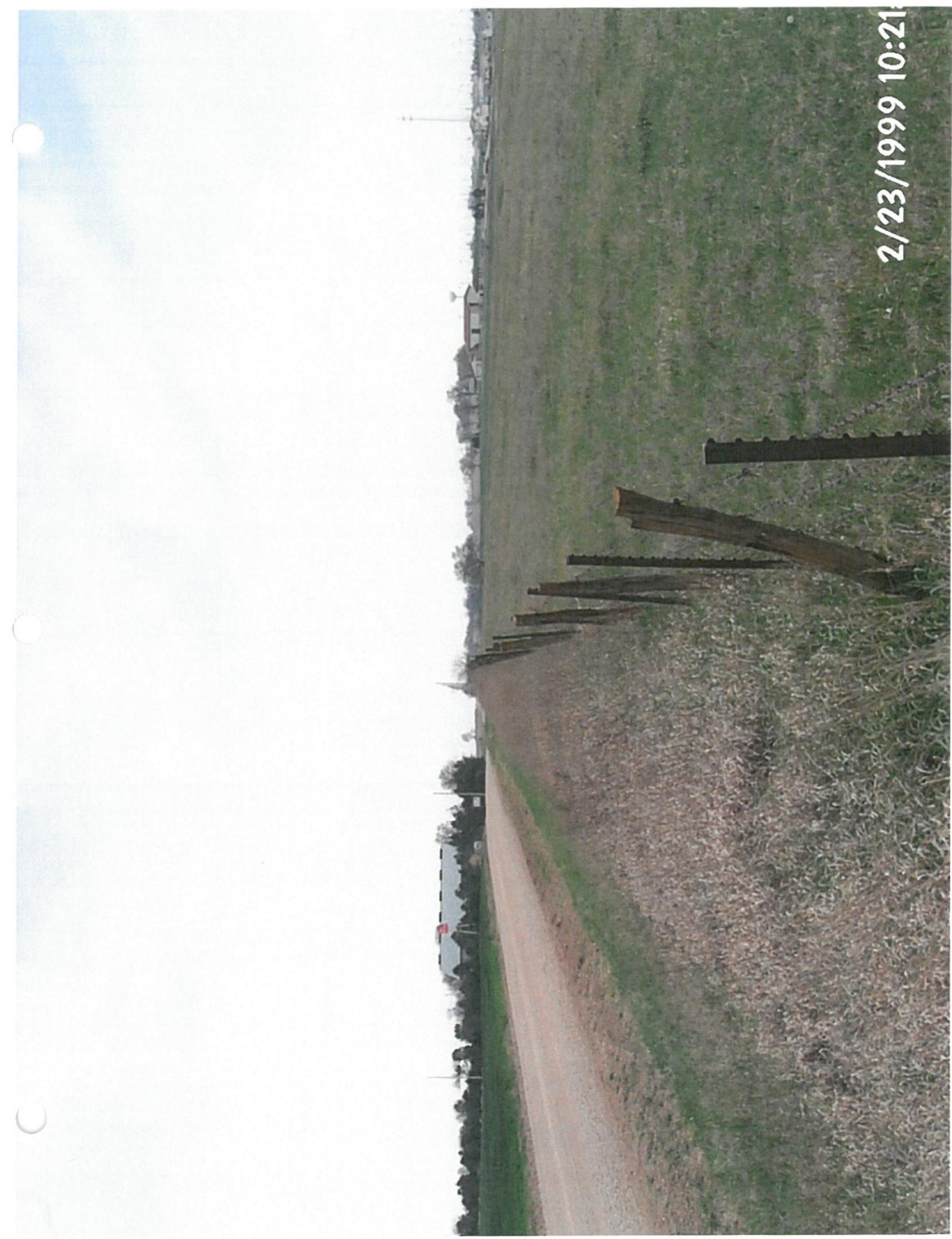
The actual rate is dependent upon the costs for services of this nature in the local area. The developer is responsible for the maintenance until there are sufficient units purchased to meet the maintenance cost.

## APPENDIX

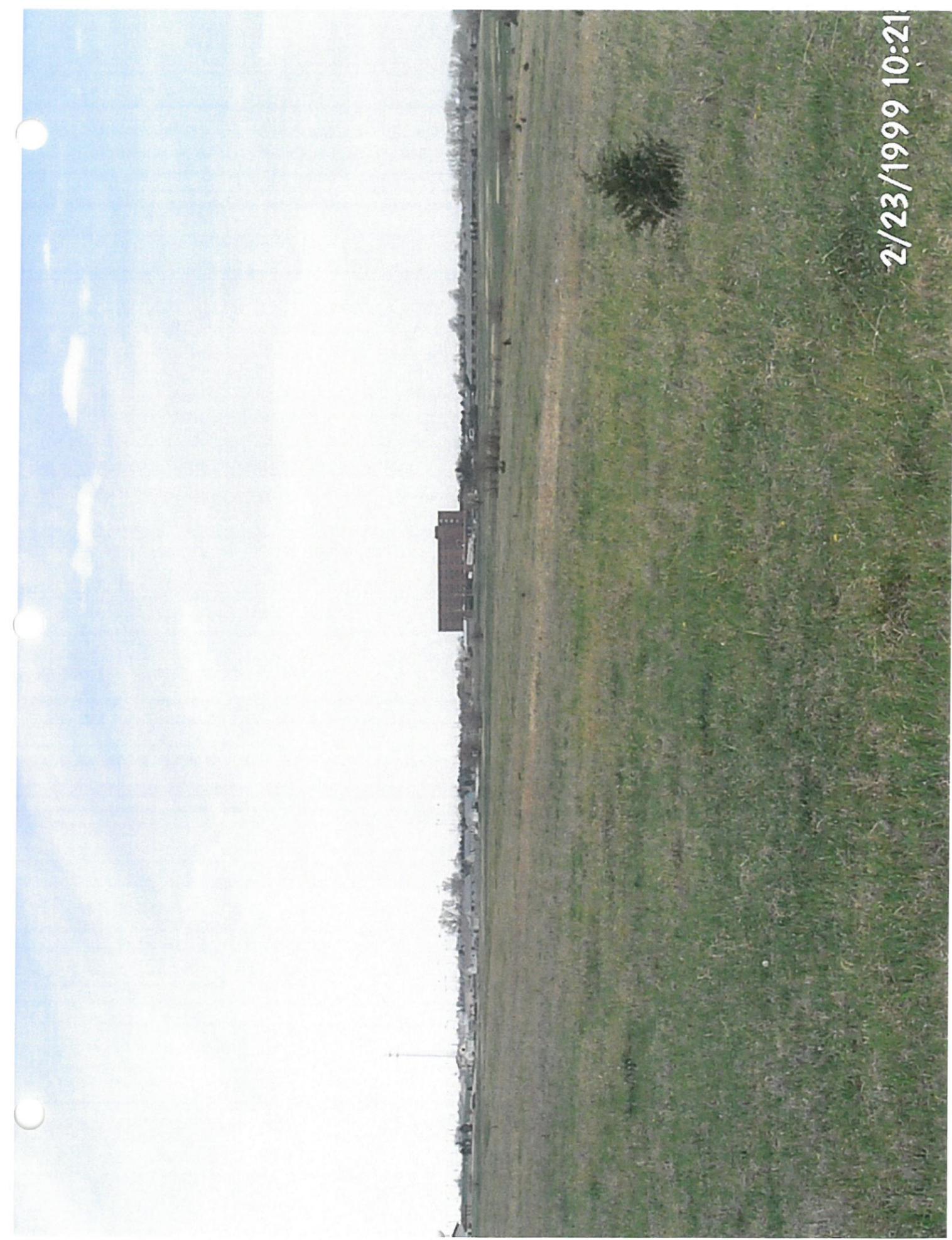
TABLE A - 1  
HOUSEHOLD EXPENDITURES  
SALINE COUNTY KANSAS

	Households earning			
	\$10,000<	\$10 - \$14,999	\$15 - \$34,999	\$35 - \$49,999
Number of Saline County Households	1,803	1,406	6,706	4,315
Income before taxes	\$5,740	\$12,316	\$26,146	\$38,791
Income after taxes	\$5,431	\$12,245	\$25,147	\$36,642
Average annual expenditures	\$16,456	\$21,199	\$30,480	\$38,609
<b>Food</b>	<b>\$2,517</b>	<b>\$2,984</b>	<b>\$4,531</b>	<b>\$5,614</b>
Food at home	1,683	2,108	2,859	3,244
Food away from home	834	876	1,672	2,370
<b>Alcoholic beverages</b>	<b>\$189</b>	<b>\$227</b>	<b>\$298</b>	<b>\$382</b>
<b>Housing</b>	<b>\$5,932</b>	<b>\$7,576</b>	<b>\$9,632</b>	<b>\$11,900</b>
Shelter	3,447	4,219	5,494	6,923
Owned dwellings	1,228	1,849	2,805	4,062
Mortgage interest and charges	462	602	1,325	2,354
Property taxes	446	639	778	922
Maintenance, repairs, insurance, other	320	608	702	785
Rented dwellings	1,945	2,225	2,425	2,547
Other lodging	273	145	264	315
Utilities, fuels, and public services	1,528	1,881	2,265	2,512
Household operations	233	349	416	482
Housekeeping supplies	208	318	418	511
Household furnishings and equipment	516	809	1,038	1,471
<b>Apparel and services</b>	<b>\$868</b>	<b>\$816</b>	<b>\$1,439</b>	<b>\$1,820</b>
<b>Transportation</b>	<b>\$2,728</b>	<b>\$4,365</b>	<b>\$6,007</b>	<b>\$7,934</b>
Vehicle purchases (net outlay)	1,101	2,265	2,725	3,774
Gasoline and motor oil	597	742	1,136	1,404
Other vehicle expenses	836	1,136	1,840	2,394
Vehicle finance charges	72	121	257	372
Maintenance and repairs	290	402	553	684
Vehicle insurance	298	421	702	871
Vehicle rental, leases, licenses, other	176	192	327	467
Public transportation	194	222	305	363
<b>Health care</b>	<b>\$1,248</b>	<b>\$1,912</b>	<b>\$1,995</b>	<b>\$2,065</b>
<b>Entertainment</b>	<b>\$763</b>	<b>\$995</b>	<b>\$1,370</b>	<b>\$1,803</b>
<b>Personal care products and services</b>	<b>\$306</b>	<b>\$346</b>	<b>\$478</b>	<b>\$580</b>
<b>Reading</b>	<b>\$69</b>	<b>\$81</b>	<b>\$123</b>	<b>\$144</b>
<b>Education</b>	<b>\$533</b>	<b>\$220</b>	<b>\$346</b>	<b>\$441</b>
<b>Tobacco products and smoking supplies</b>	<b>\$260</b>	<b>\$278</b>	<b>\$338</b>	<b>\$381</b>
<b>Miscellaneous</b>	<b>\$386</b>	<b>\$423</b>	<b>\$701</b>	<b>\$894</b>
<b>Cash contributions</b>	<b>\$324</b>	<b>\$375</b>	<b>\$1,146</b>	<b>\$1,070</b>
<b>Personal insurance and pensions</b>	<b>\$333</b>	<b>\$602</b>	<b>\$2,075</b>	<b>\$3,582</b>
Life and other personal insurance	123	199	309	347
Pensions and Social Security	209	403	1,766	3,235

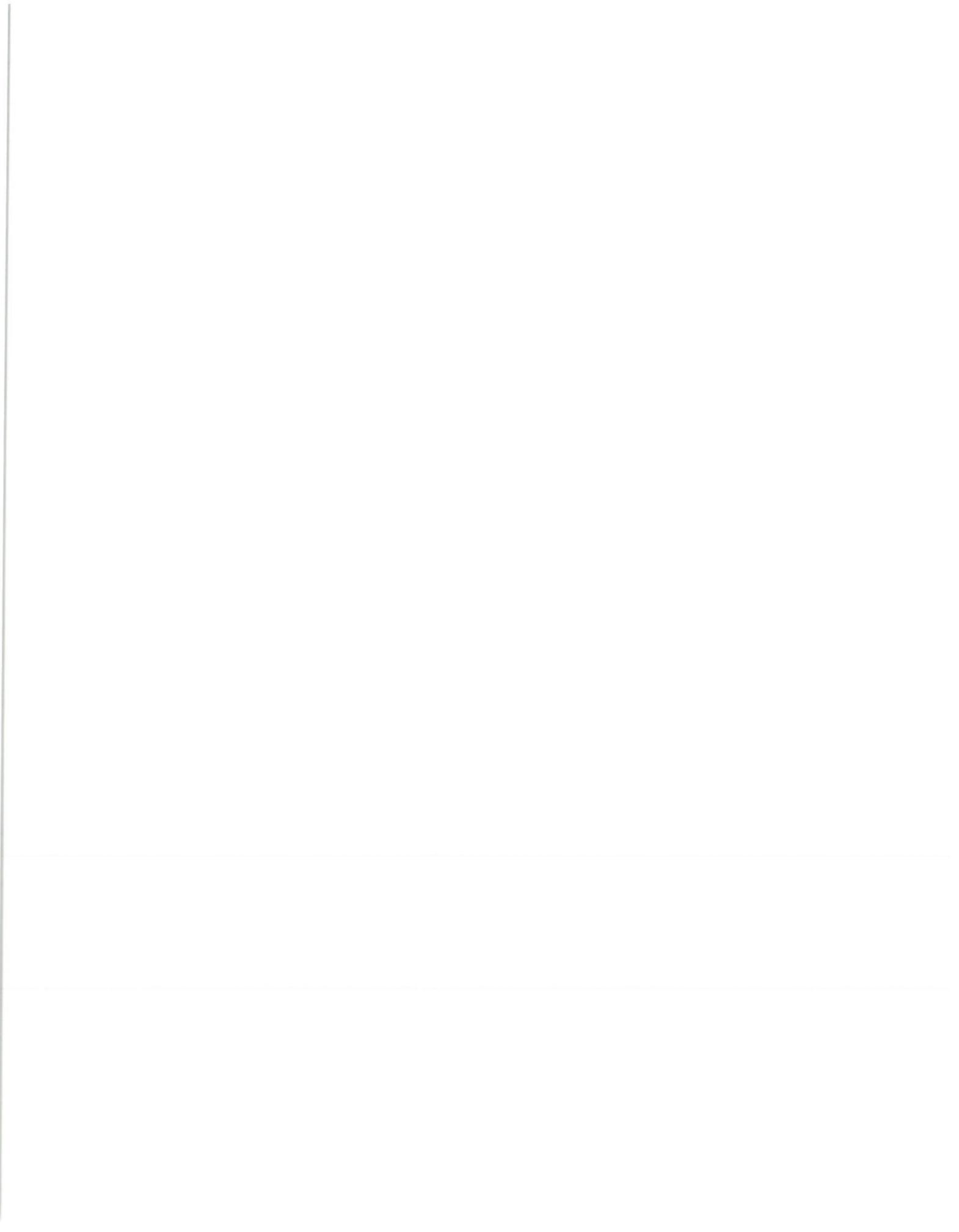
Source: Bureau of Economic Analysis

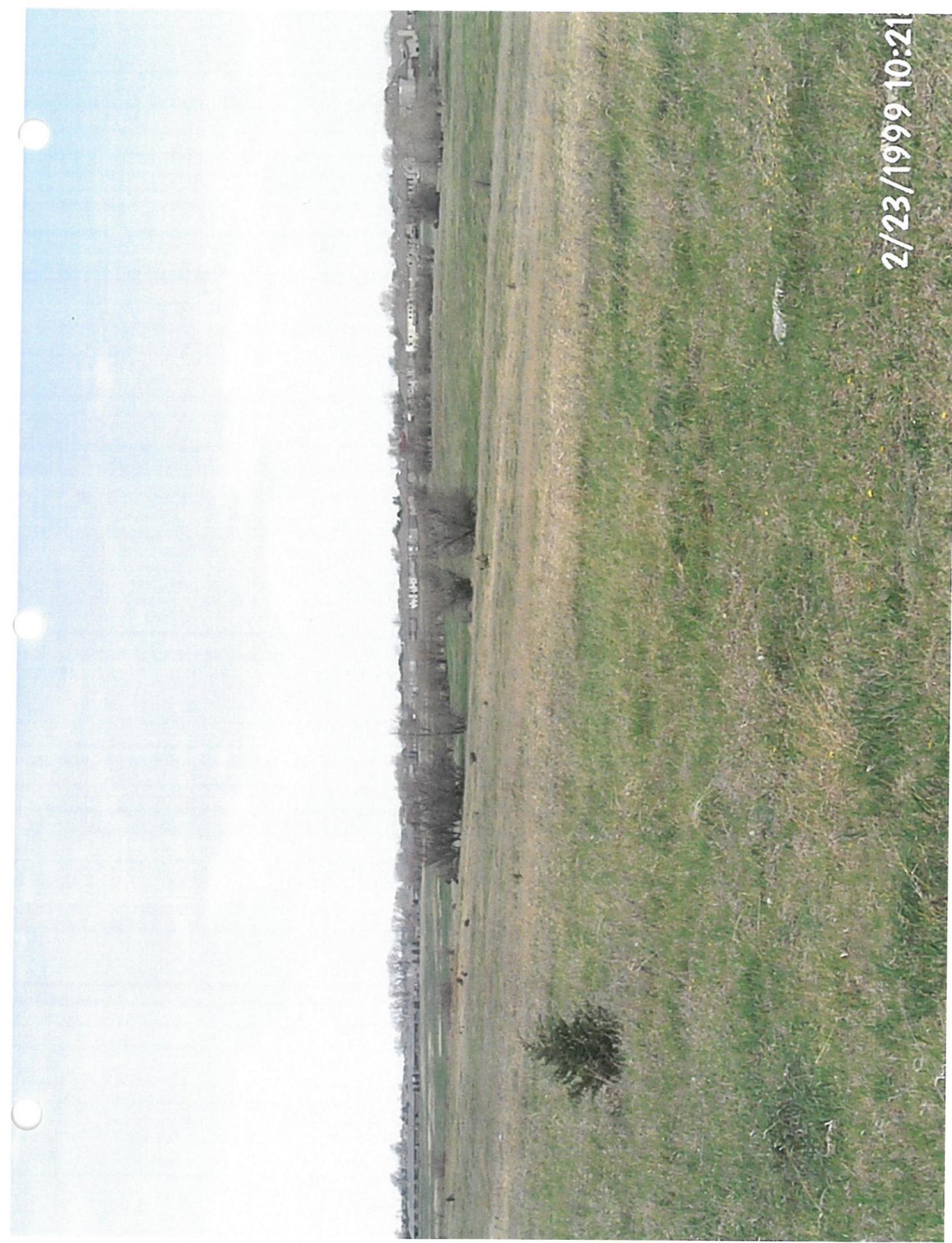


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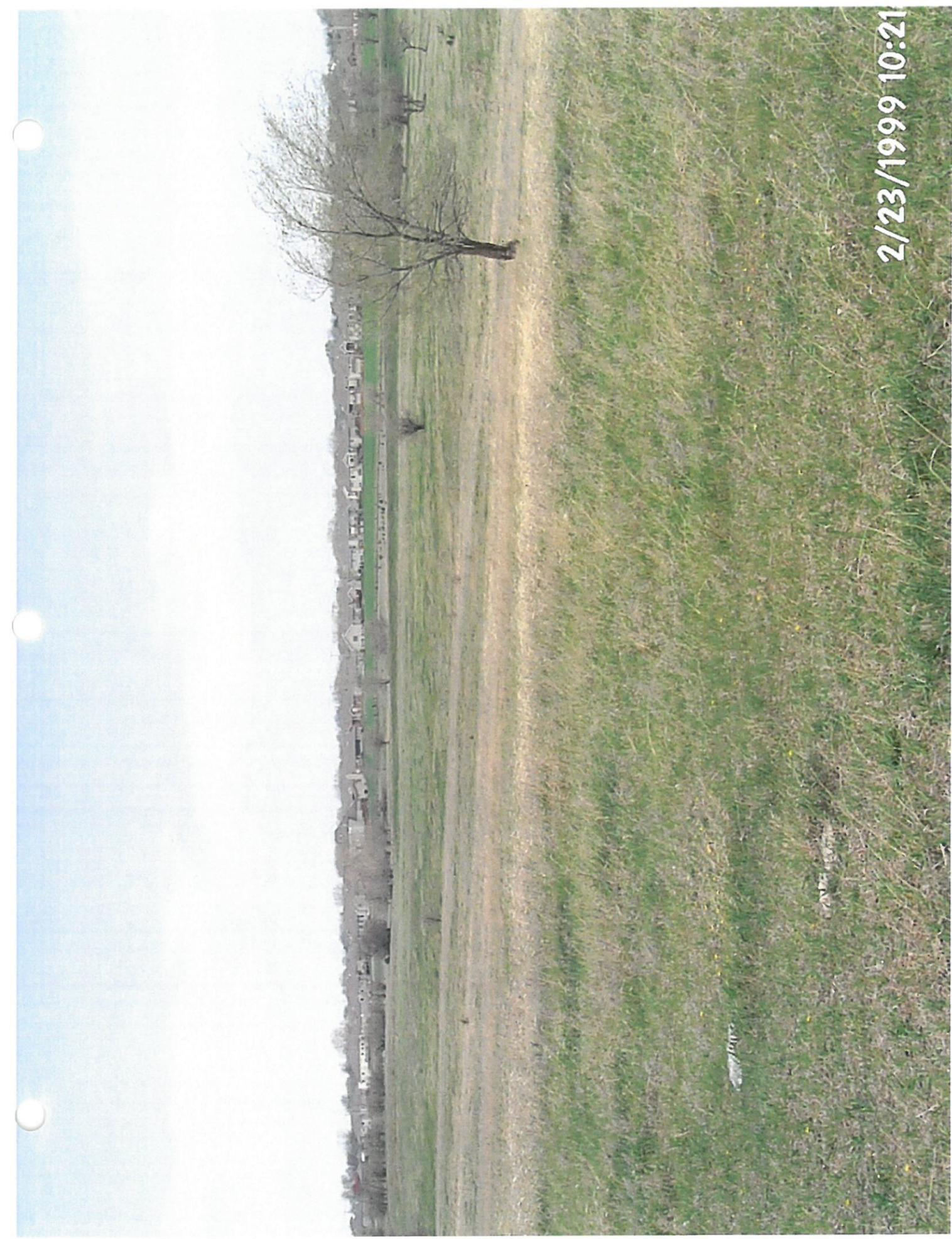


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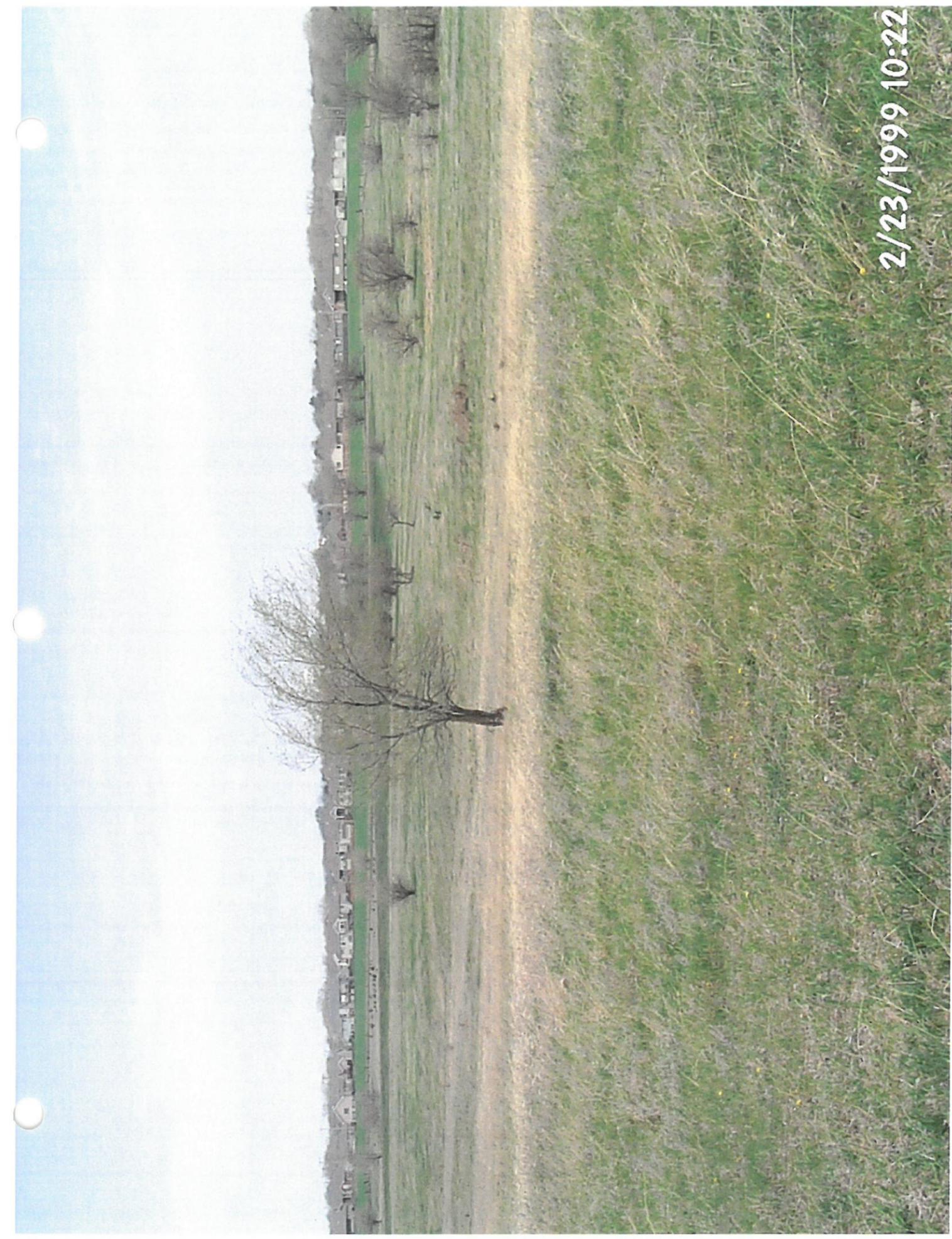




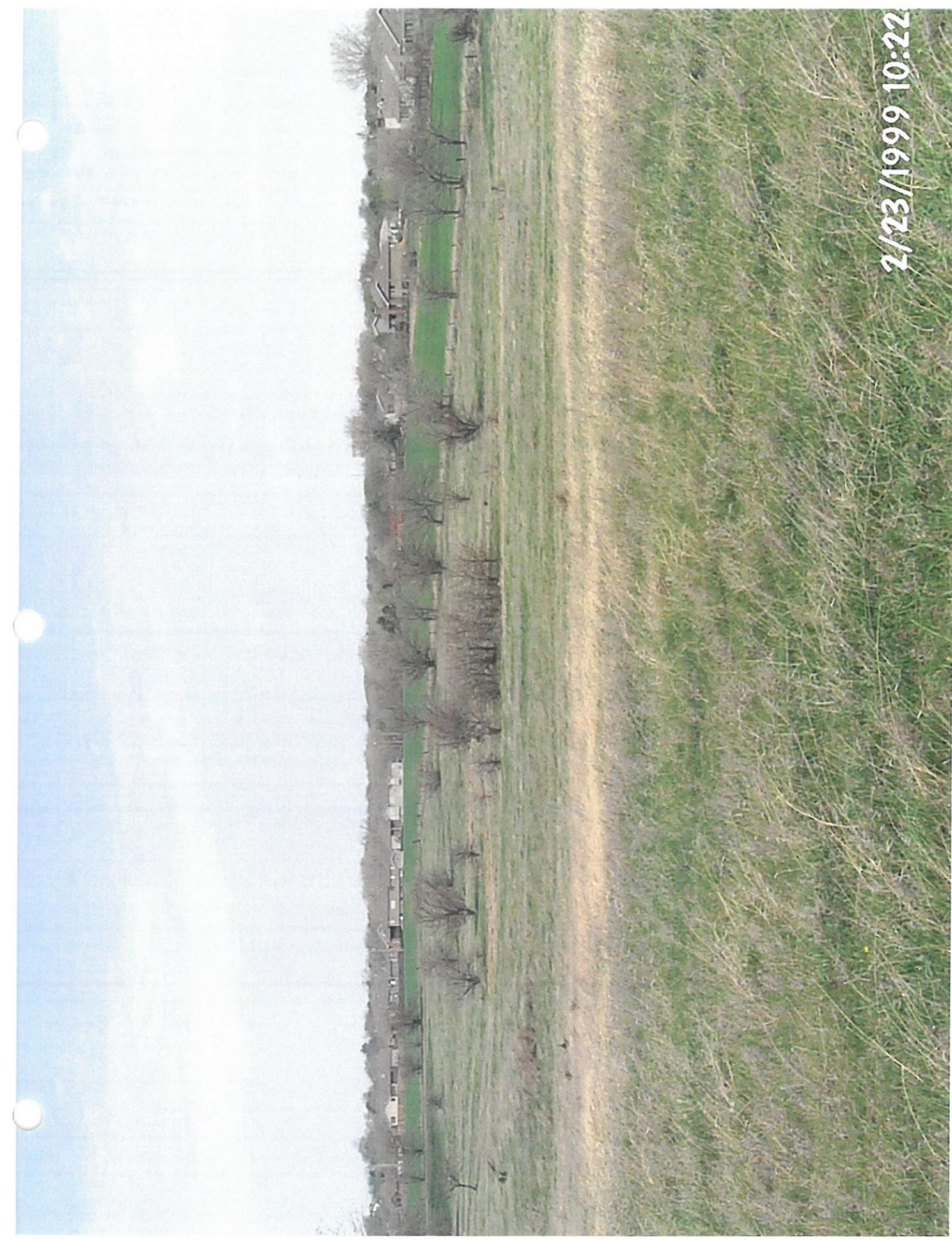
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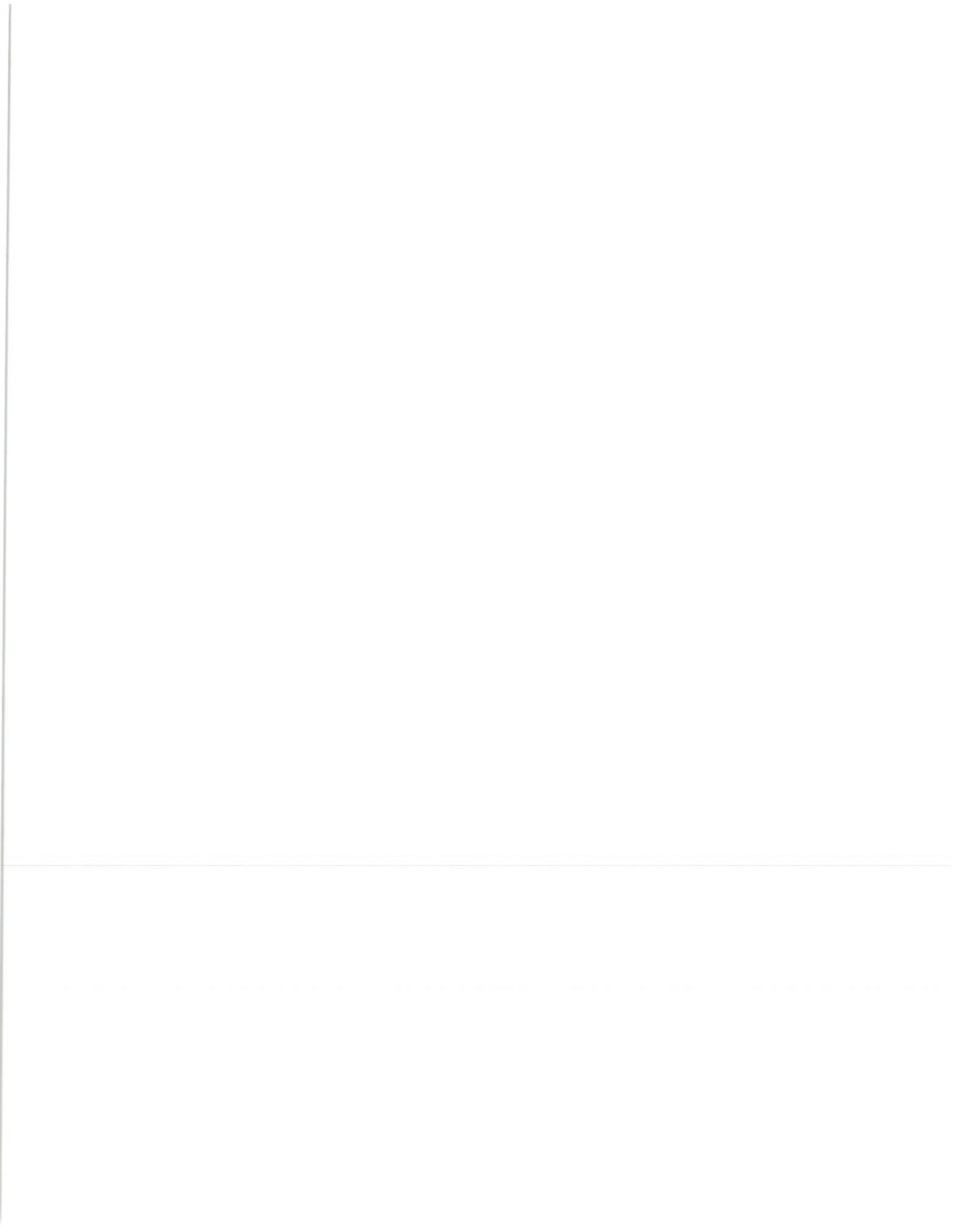
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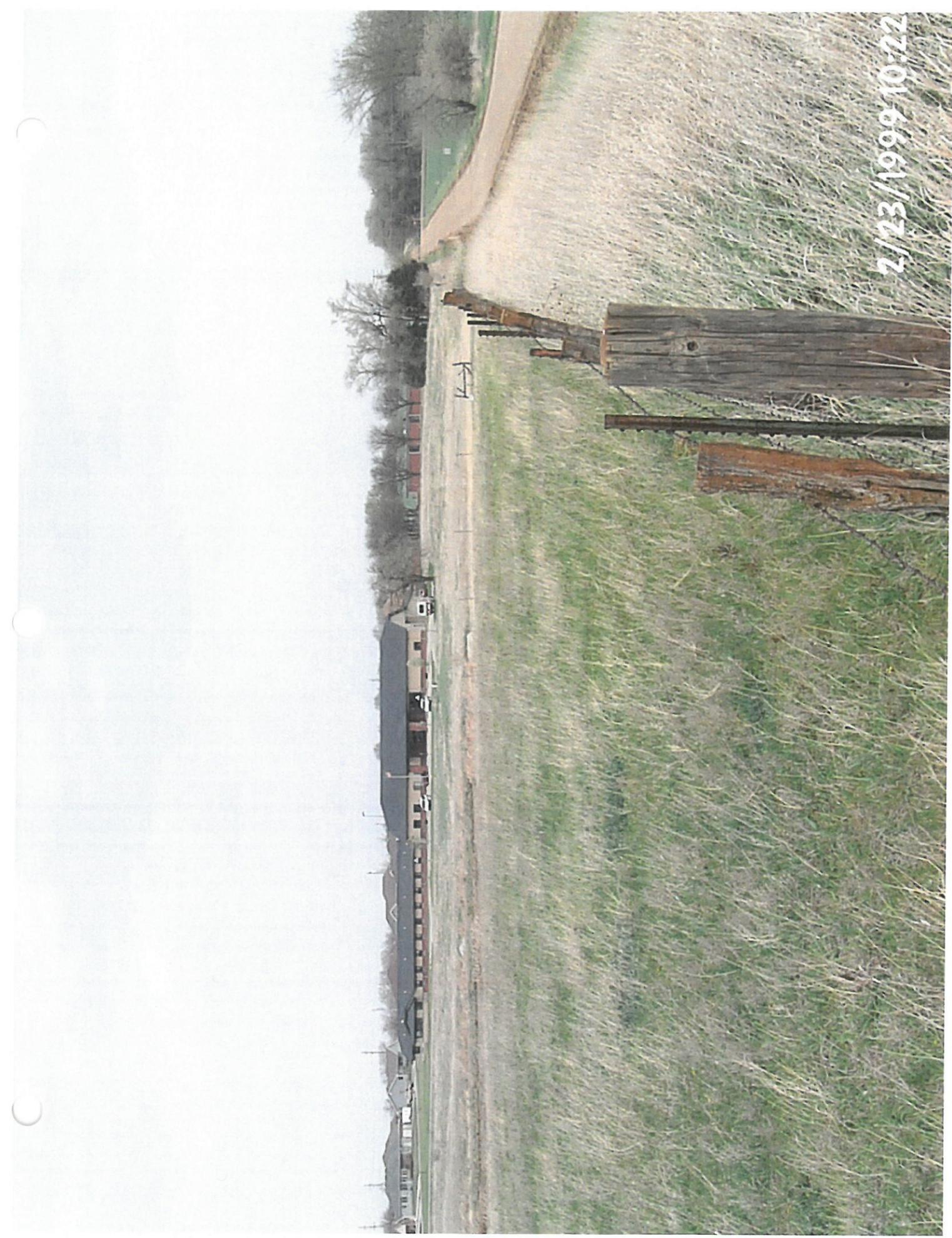




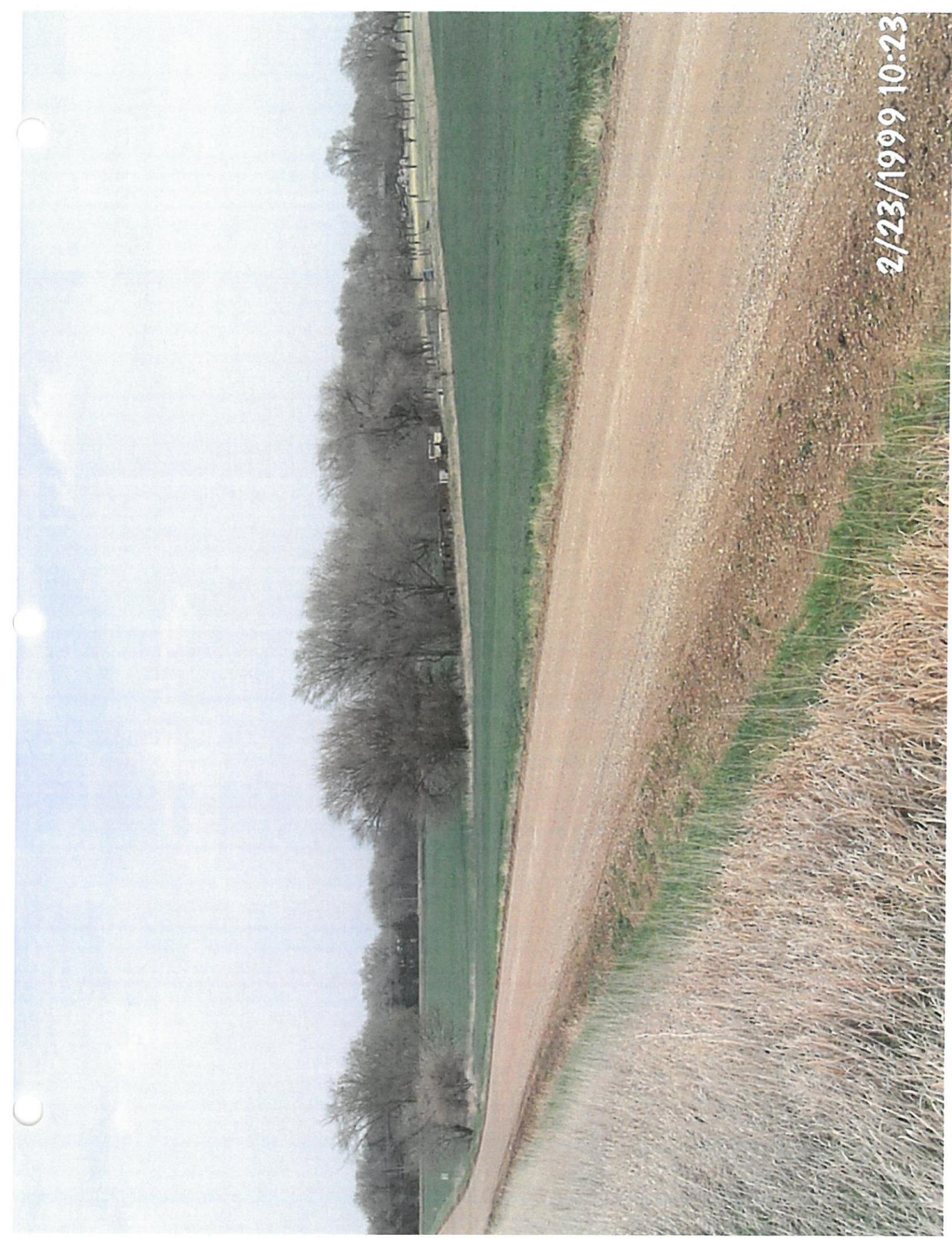
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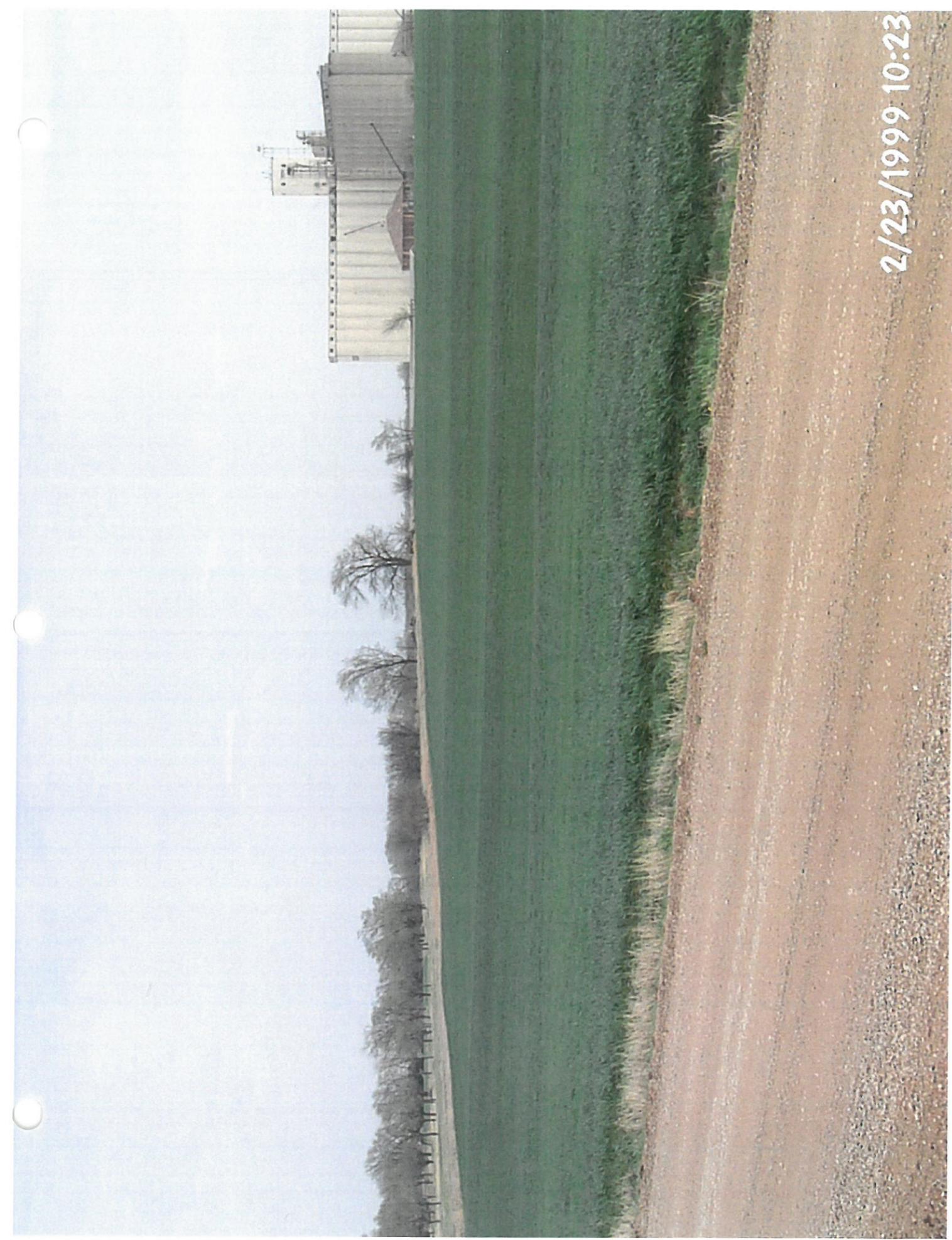


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A series of horizontal lines on a white background, typical of a notebook page, providing space for handwritten notes.



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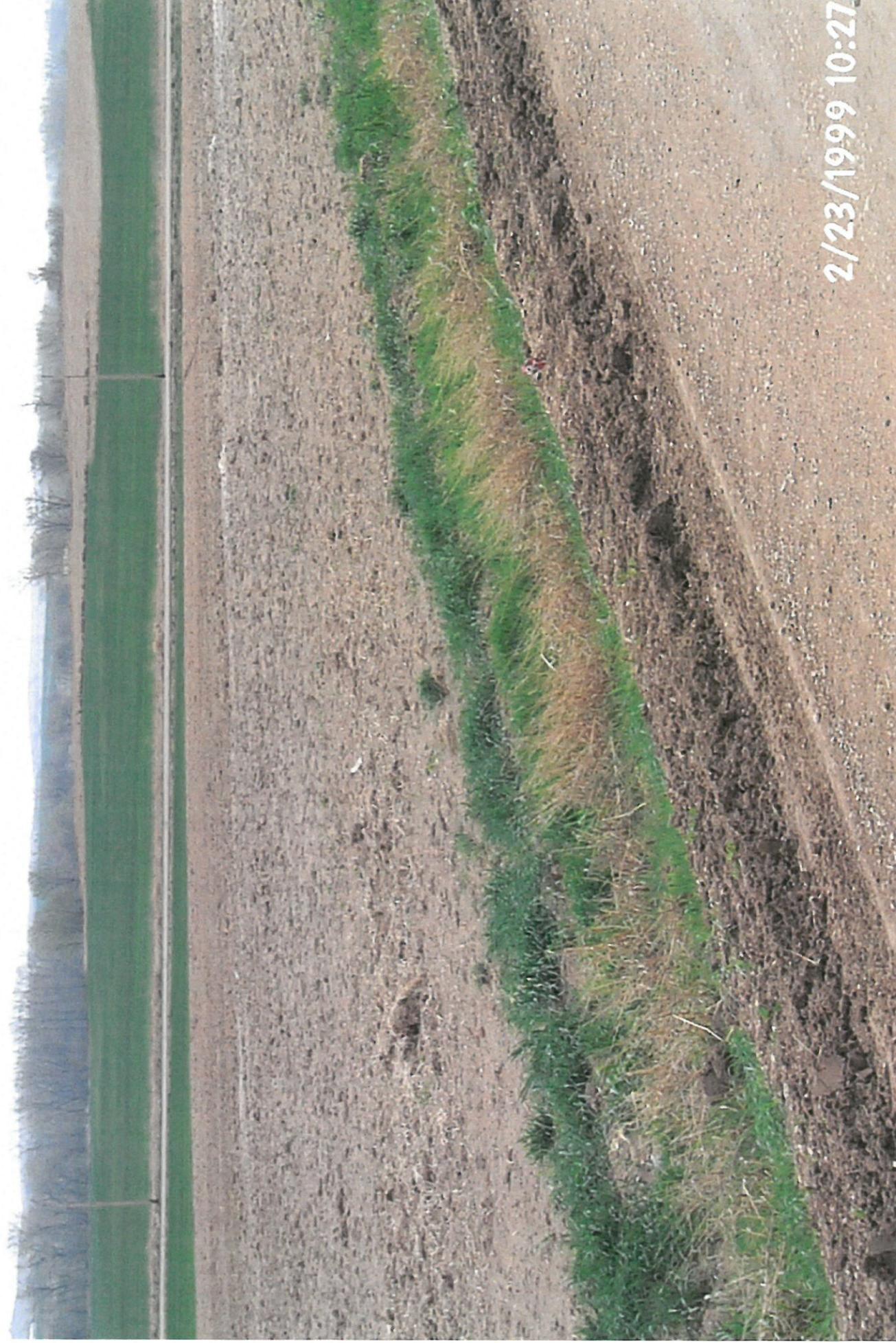




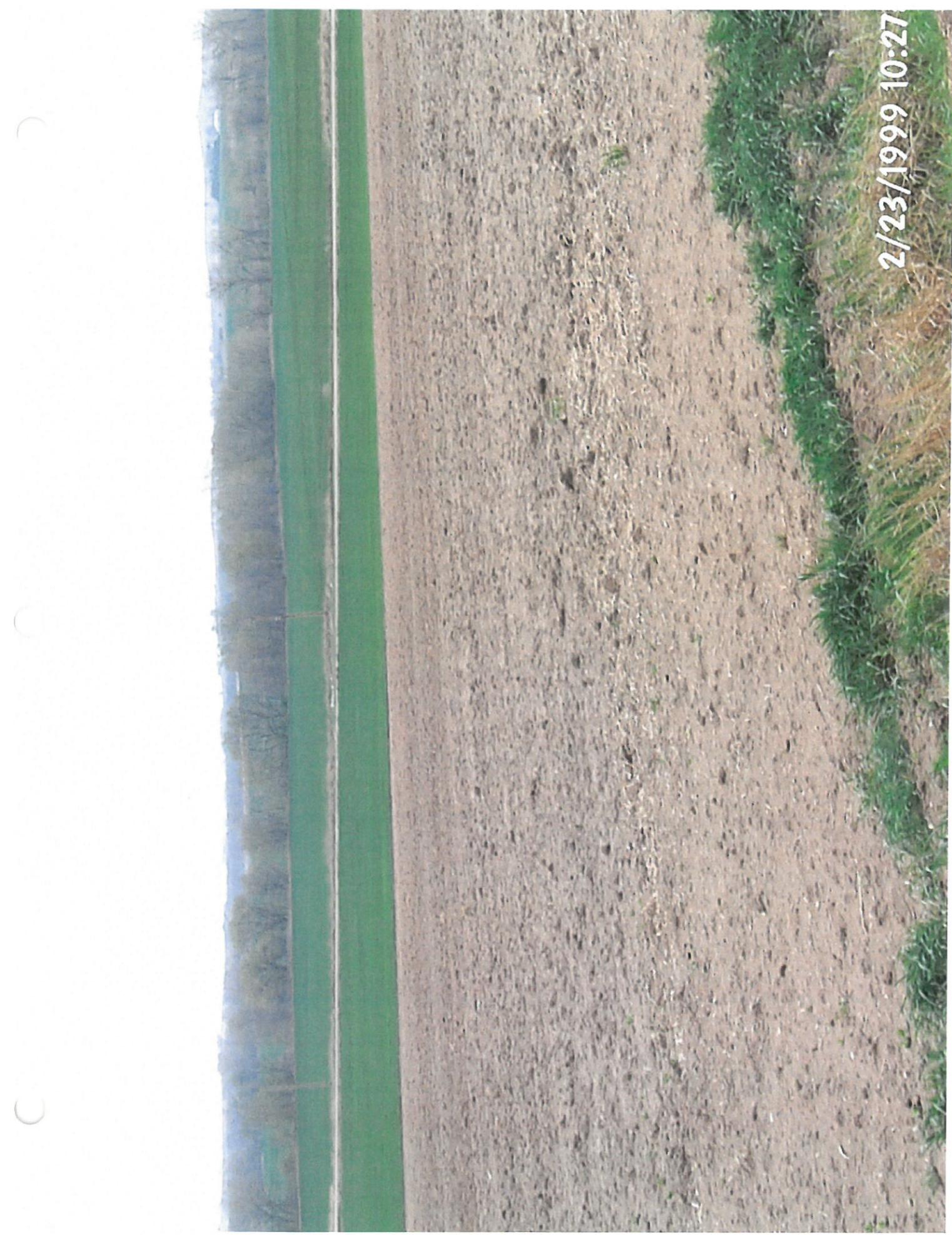
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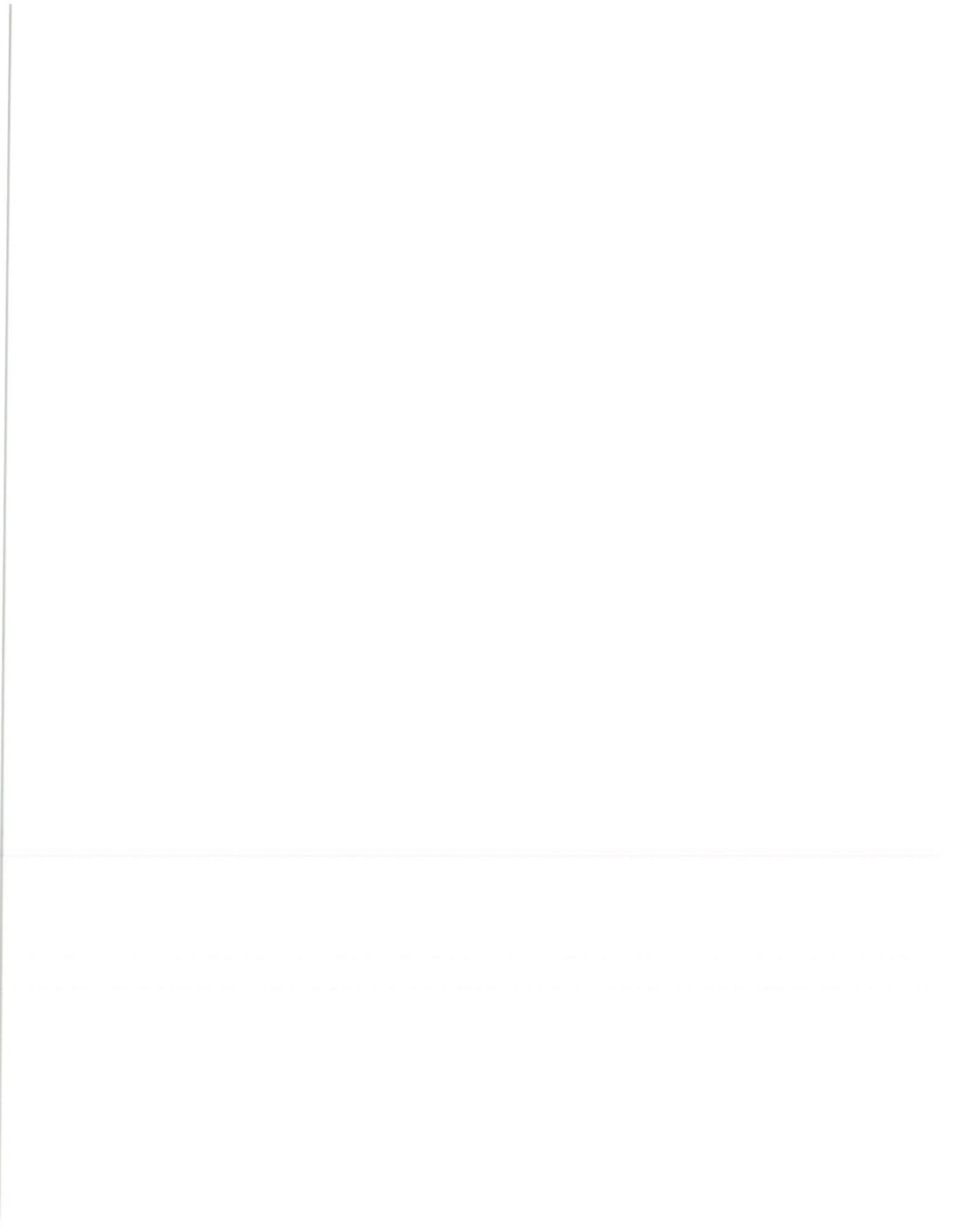
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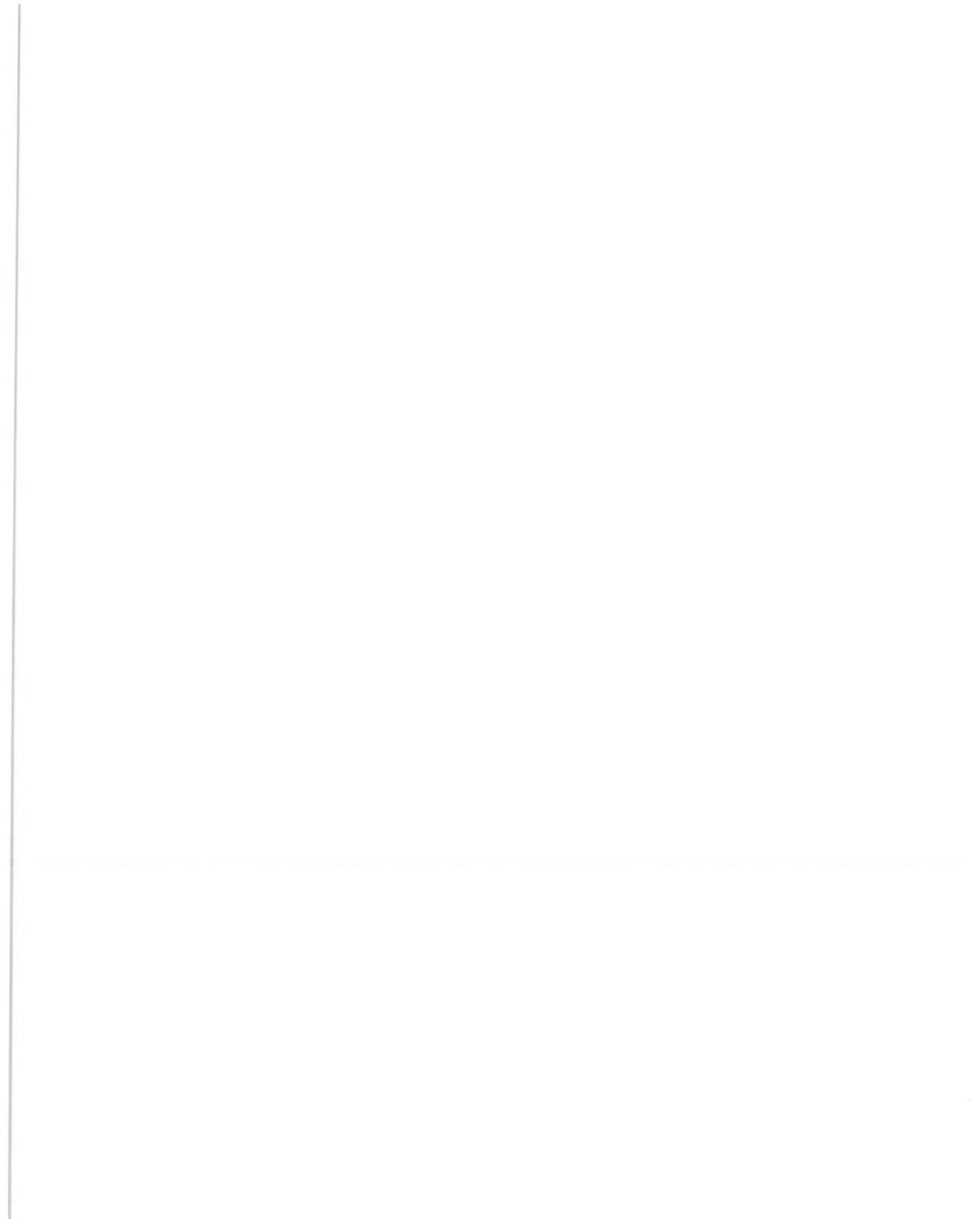
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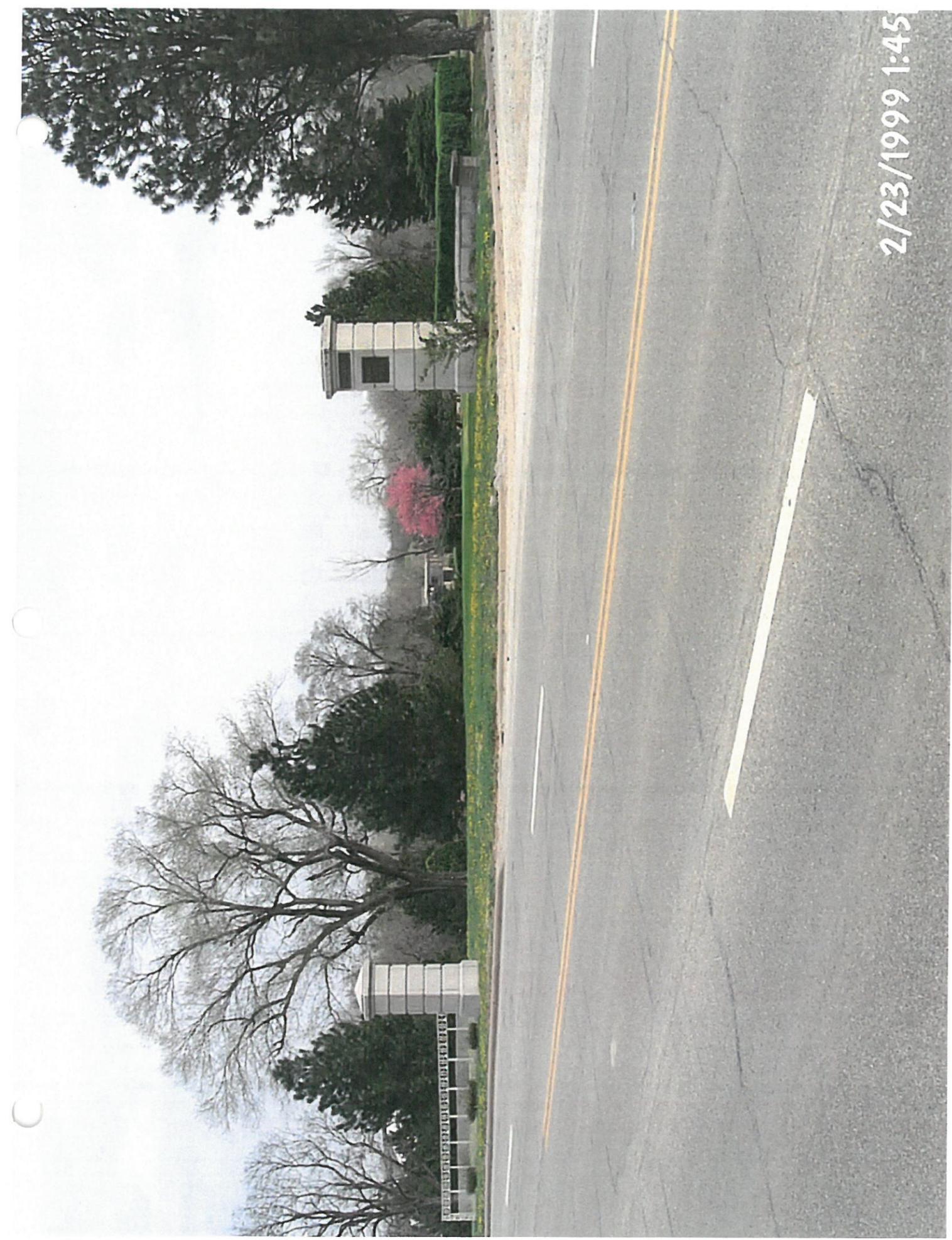


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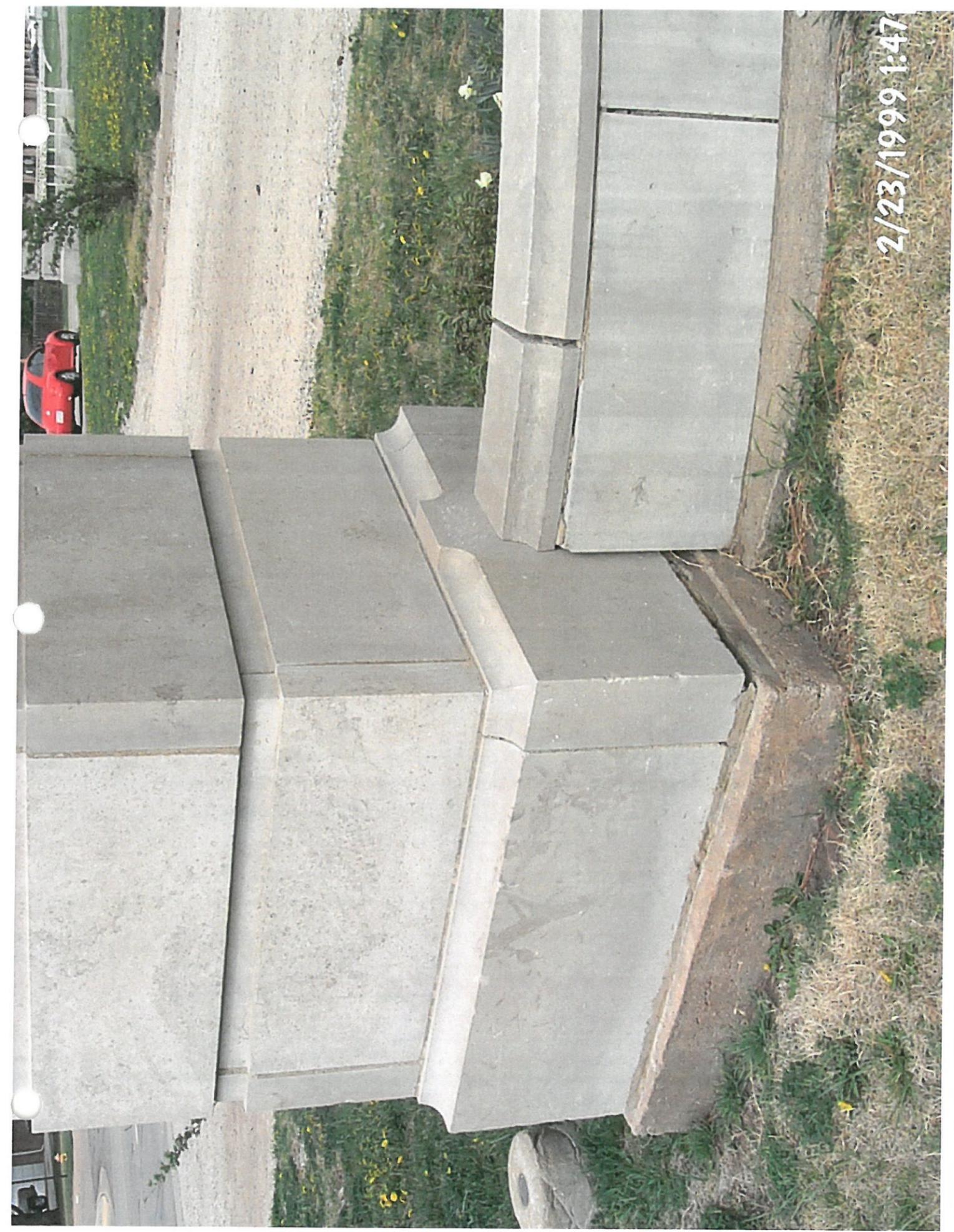
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