

“The Future Ain’t What It Used To Be”

Yogi Berra



Eastern Sprawl



Western Sprawl



Eastern Density



Western Density



27% of New Home Buyers

- Families with Children
- Projected to be 24% by 2020



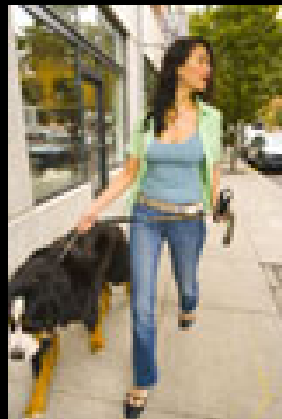
75% of new homes constructed are detached single family structures on lots 5000 square feet or larger

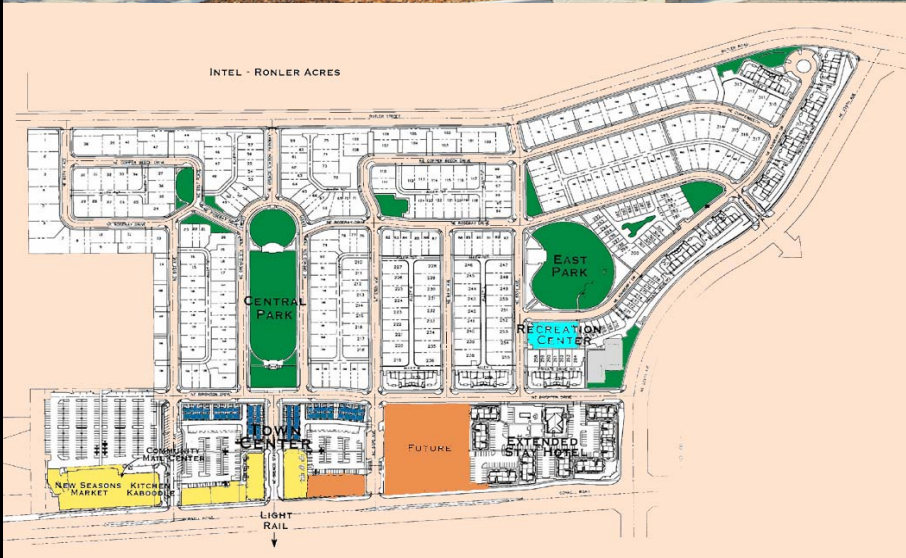


Kids and Cul-de-Sac's

61%

- Single Head of Household
- Married Couples without children
- 50 % Single Female
- Population over 55 years will grow by 50% by 2020





Vibrant Mixed-use Communities

- Gasoline \$4.00+++ per gallon
- Transit rider-ship up 16-40%
- Rapidly aging population
- Gen Y will be self-employed
- Worldwide population will peak by 2030
- Quality over Quantity
- Time deprived

The Crystal Ball

- Connectivity
- Diversity
- Sustainability



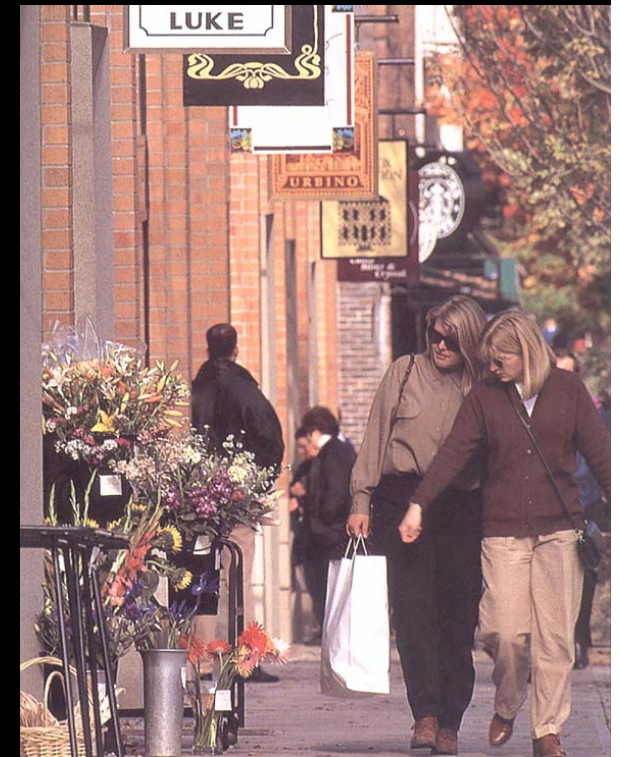
Guiding Principles- Smart Growth

- Connections within the village and the region
- Links between land use and transportation
- Sidewalks, trails and bike paths
- Places to gather
- Village Center



Connectivity

- Options for people to live, work and play
- Variety of housing choices
- Employment mix
- Transportation options
 - Commuter and light Rail, Bus Rapid Transit, Bus, Tram
 - New Roads to add more porosity
 - Bike lanes, sidewalks and walking trails
- Retail opportunities
- Civic Uses
- Mix of residents



Diversity

- Three integral elements of Sustainability:
 - 1). Social interaction
 - 2). Economic vitality
 - 3). Environmental stewardship



Sustainability

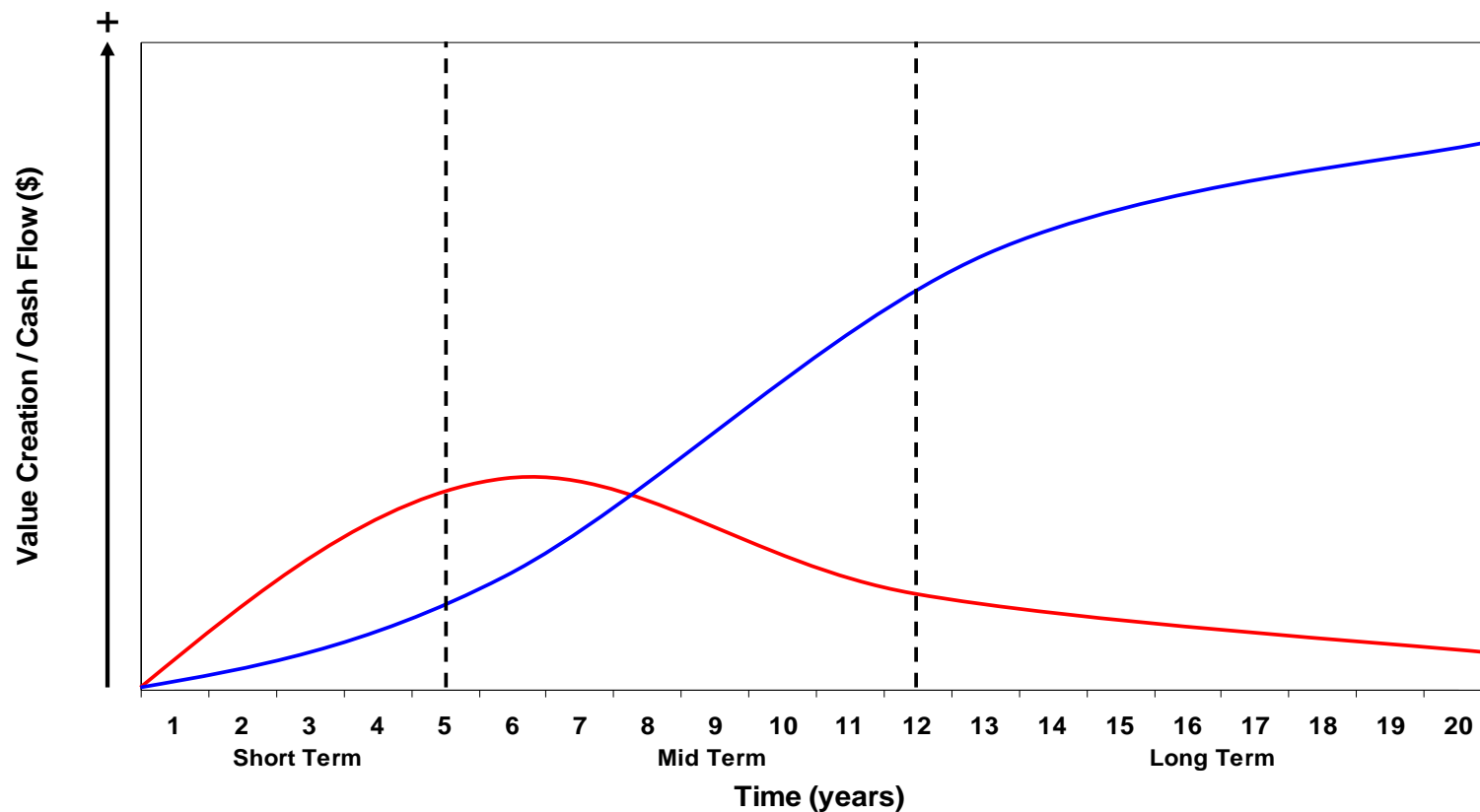
- Develop products that actually meet market demand
- Create quality communities that will endure
- Having a set of underlying community goals
- Strong political will + great vision and resolute determination = Great Communities

Execution

- Employ patient equity. Great Communities often cost as much as 20-30% more than conventional suburban development
- “Return Of” and “Return On” Equity typically falls outside of traditional capital’s investment period.
- Vision Without Execution is nothing more than a Hallucination

Execution

**Financial Characteristics of Downtowns with Critical Mass (Blue)
versus Suburban Development (Red)**



Real Estate when viewed as a Long Term Asset Class