Value per acre map of Auckland, New Zealand
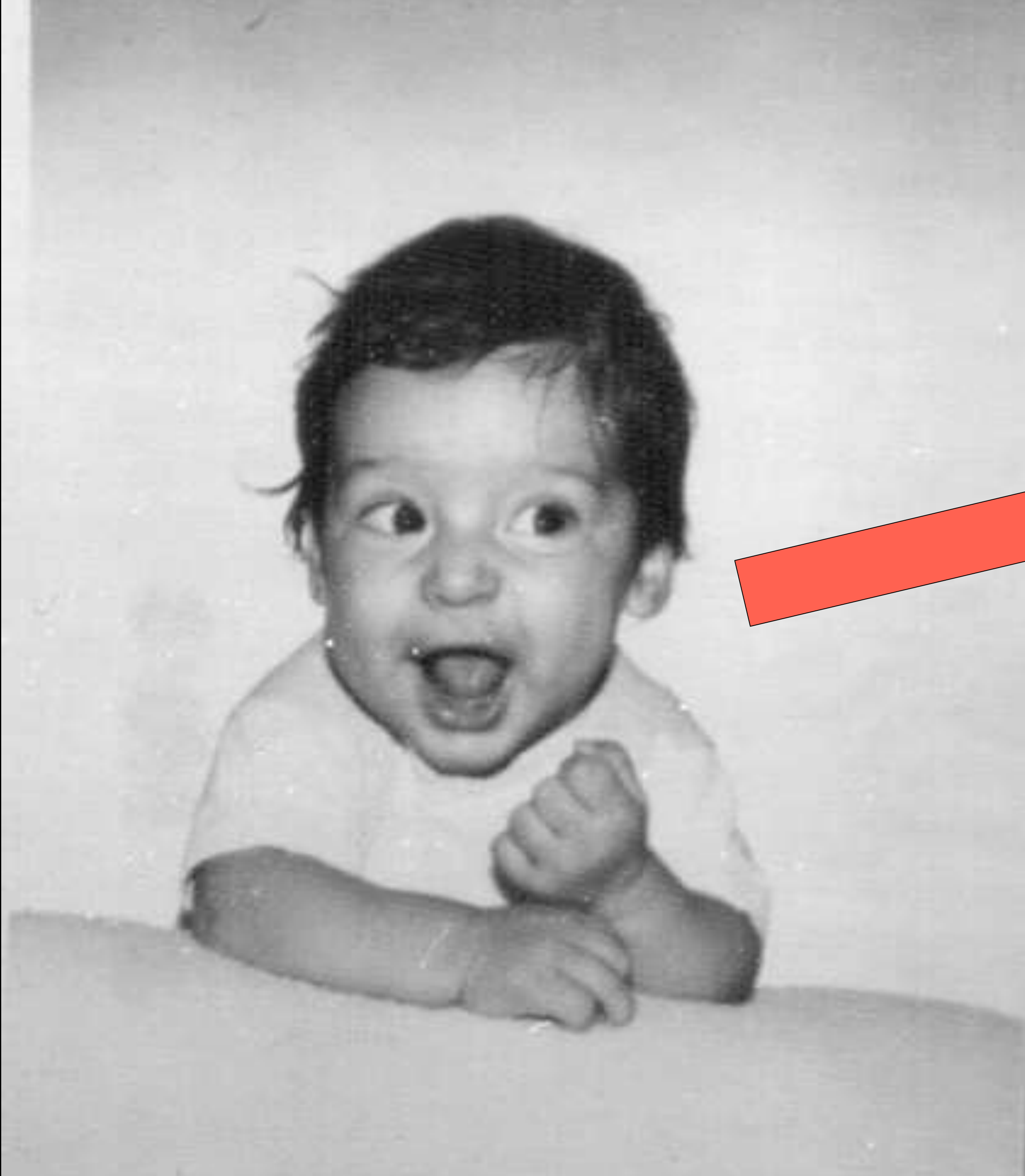
URBAN3

The Dollars and $ense of City Design

SPOOK HILL
LAKE WALES FLORIDA

"Greetings from Spook Hill"

DNA

© Derek Olson

Asheville

Charlotte

New York City

Atlanta

Houston

Miami

© Derek Olson
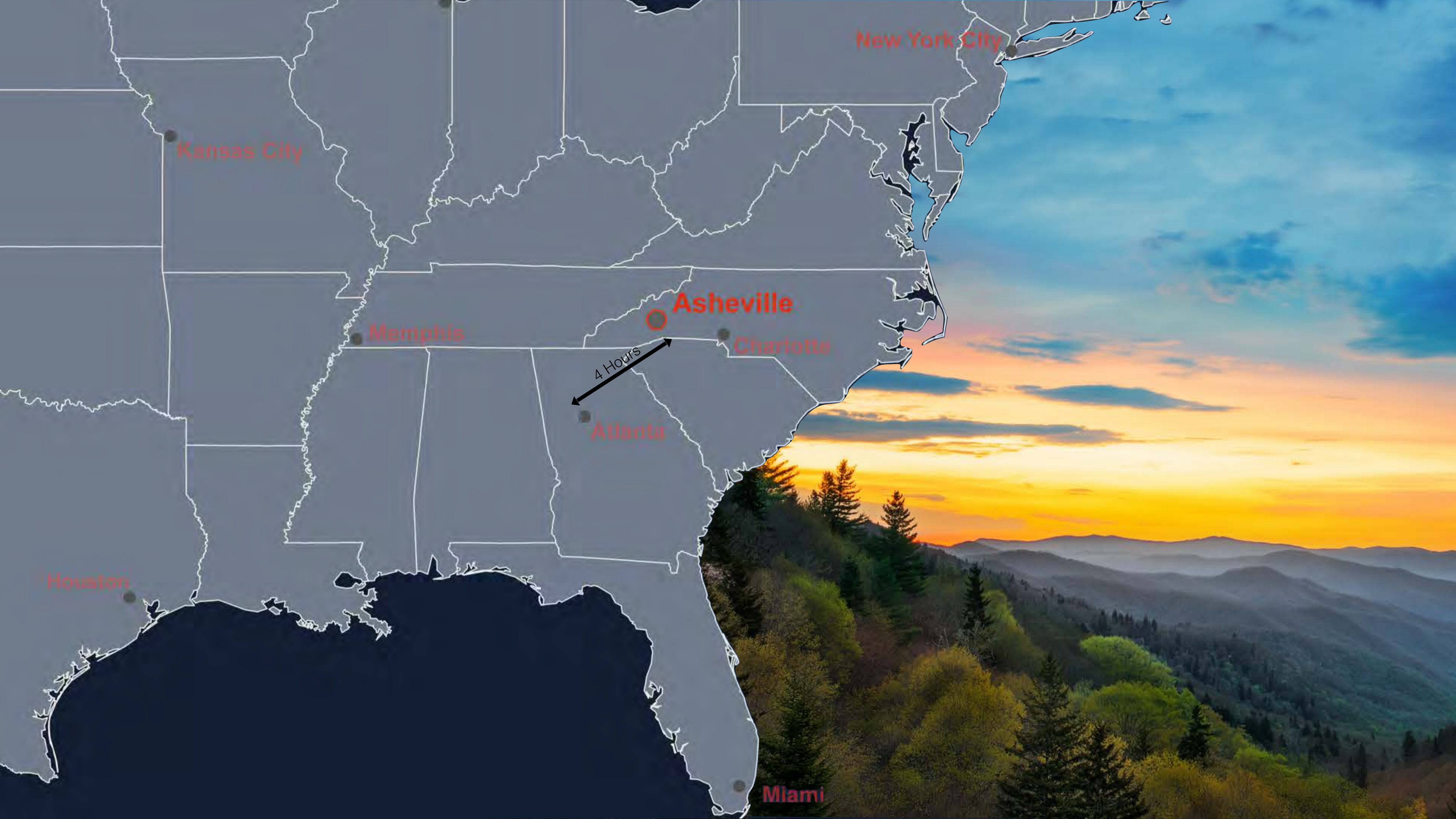
New York City

Asheville

Charlotte

Atlanta

Houston

Miami

New York City

Asheville

Charlotte

Atlanta

Houston

Miami

© Derek Olson
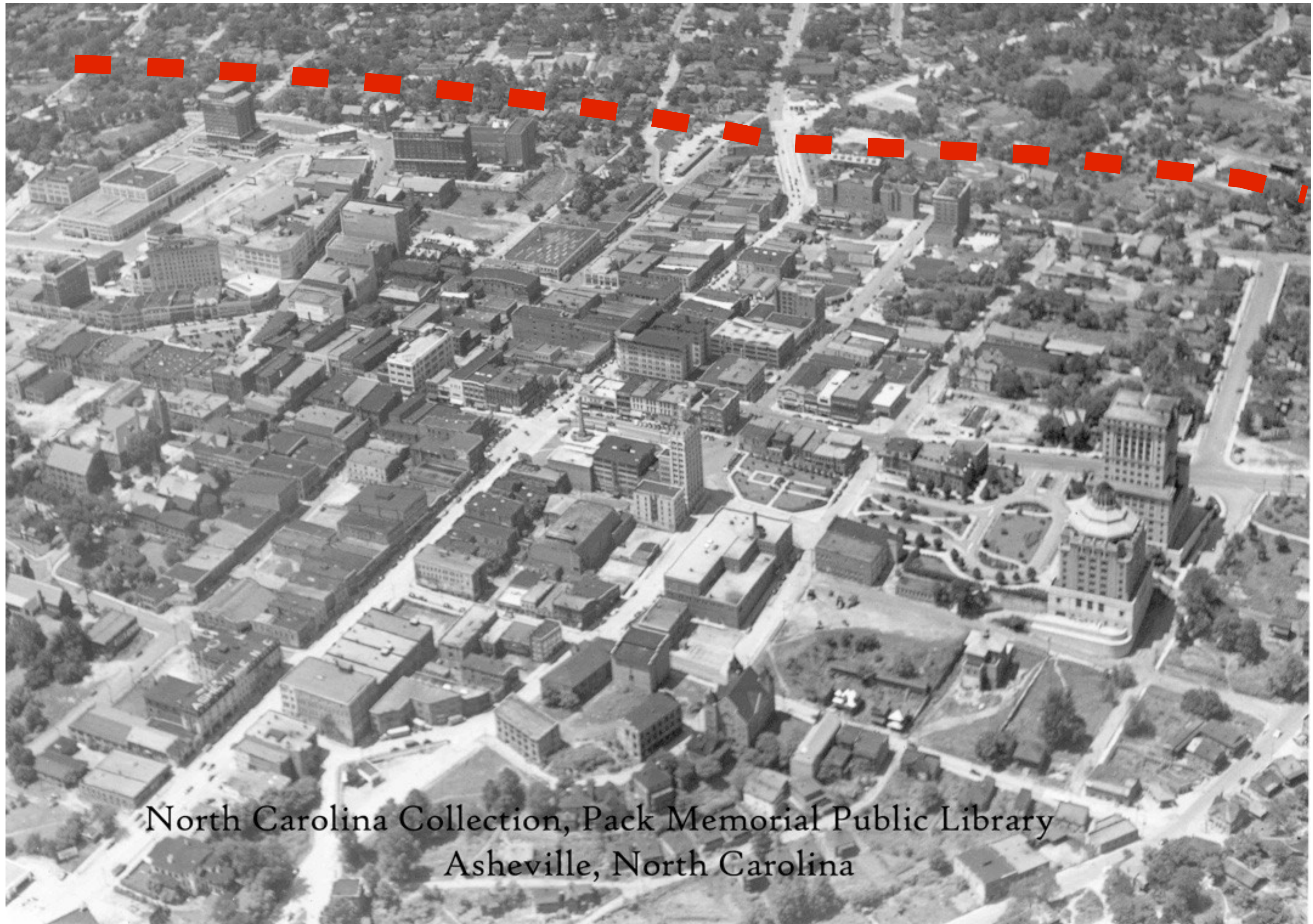
New York City
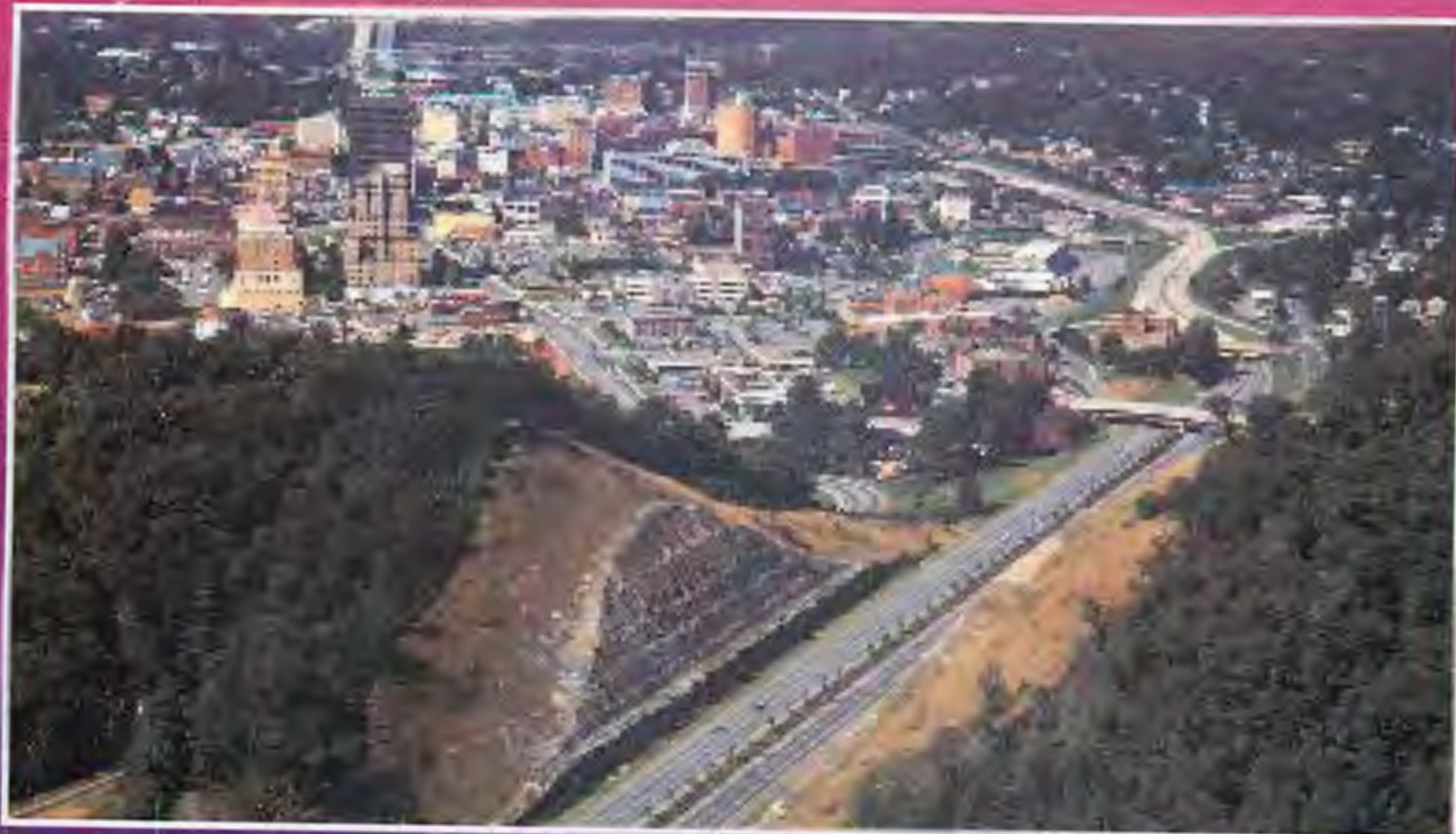
Asheville

Charlotte

Atlanta

North Carolina Collection, Pack Memorial Public Library
Asheville, North Carolina

North Carolina Collection, Pack Memorial Public Library
Asheville, North Carolina

Asheville, N.C.

Land of the Sky

The
73
acre
Asheville
Mall

In the 70's and 80's our downtown died

In the 70's and 80's
our downtown died.

Asheville's de facto motto was:

"That will never work here - don't even try."

Julian Price

1941 - 11/19/2001

Salsa's & Zambras

City Seeds

URBAN3

Public Interest Projects

51 Biltmore

Downtown benches

The Orange Peel

the Dogwood Fund

The Mountain Xpress

the Alternative Reading Room

YWCA

The Laughing Seed
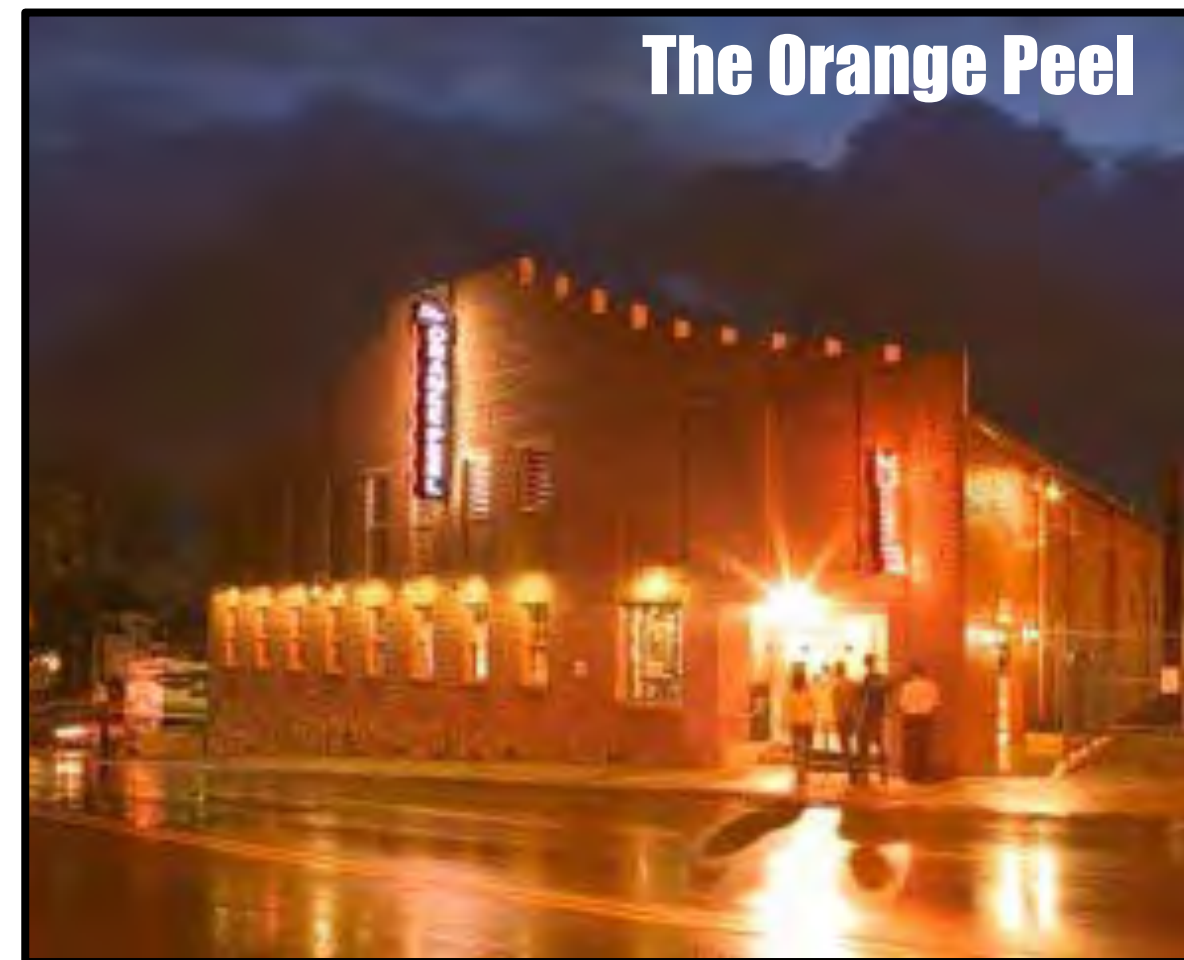
The Public Service Building

CityWatch

Community gardening takes root in Asheville

In God we trust; everyone else, bring data.

Mayor Michael Bloomberg

Land Production

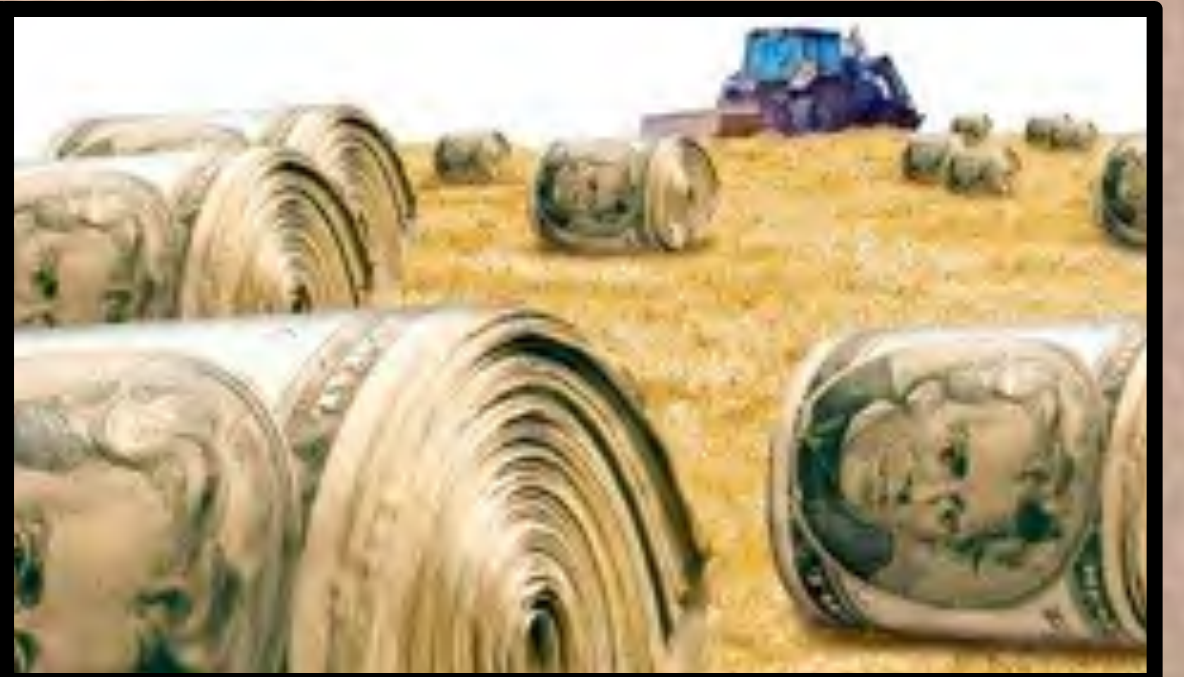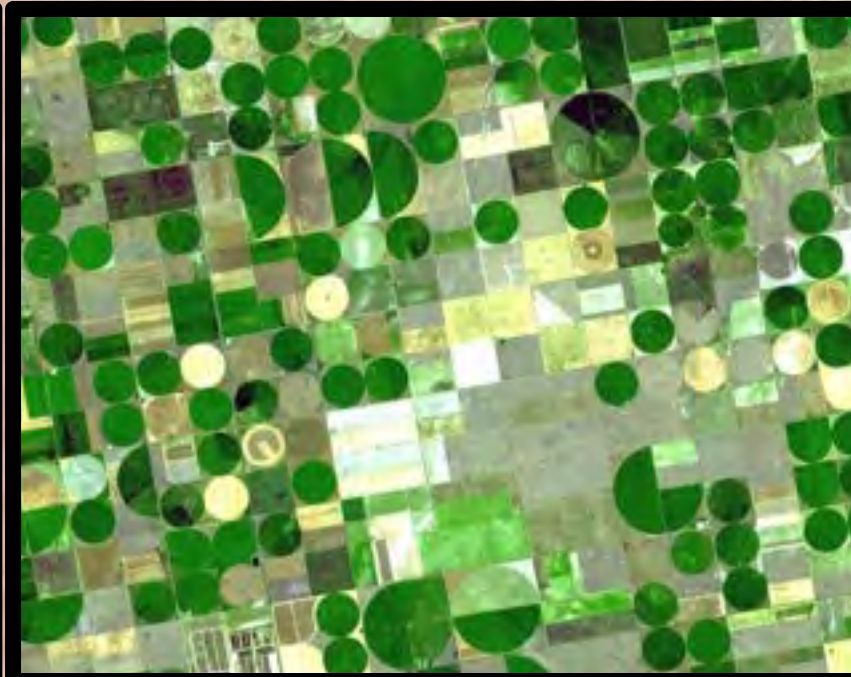For 40 years this building remained vacant…… its tax value in 1991 was just over **$300,000**

Today the building is valued at over **$11,000,000**

URBAN**3**

For 40 years this building remained vacant…… its tax value in 1991 was just over **$300,000**

Today the building is valued at over **$11,000,000**

URBAN3

For 40 years this building remained vacant...... its tax value in 1991 was just over **$300,000**

Today the building is valued at over **$11,000,000**

An increase > **3500%**

in **15 years**

The lot is less than **1/5 acre**

URBAN**3**

Asheville Walmart

Downtown

$11,000,000 Tax Value

URBAN3

Asheville Walmart

Downtown

$20,000,000 Tax Value

$11,000,000 Tax Value

URBAN3

Asheville Walmart

Downtown

$20,000,000 Tax Value

34

0.2

Land Consumed (acres)

$11,000,000 Tax Value

URBAN**3**

Asheville Walmart

Downtown

$20,000,000 Tax Value

$11,000,000 Tax Value

34 | 0.2

Land Consumed (acres)

$6.5k | $634k

Total Property Taxes/Acre

URBAN3

Asheville Walmart

Downtown

$20,000,000 Tax Value

$11,000,000 Tax Value

34 | 0.2

Land Consumed (acres)

$6.5k | $634k

Total Property Taxes/Acre

$48k | $84k

City Sales Taxes/Acre

URBAN3

Asheville Walmart   **Downtown**

$20,000,000 Tax Value $11,000,000 Tax Value

34 | 0.2
Land Consumed (acres)

$6.5k | $634k
Total Property Taxes/Acre

$48k | $84k
City Sales Taxes/Acre

0 | 90
Residents/Acre

URBAN3

Asheville Walmart **Downtown**

$20,000,000 Tax Value

$11,000,000 Tax Value

| 34 | 0.2 |

Land Consumed (acres)

| $6.5k | $634k |

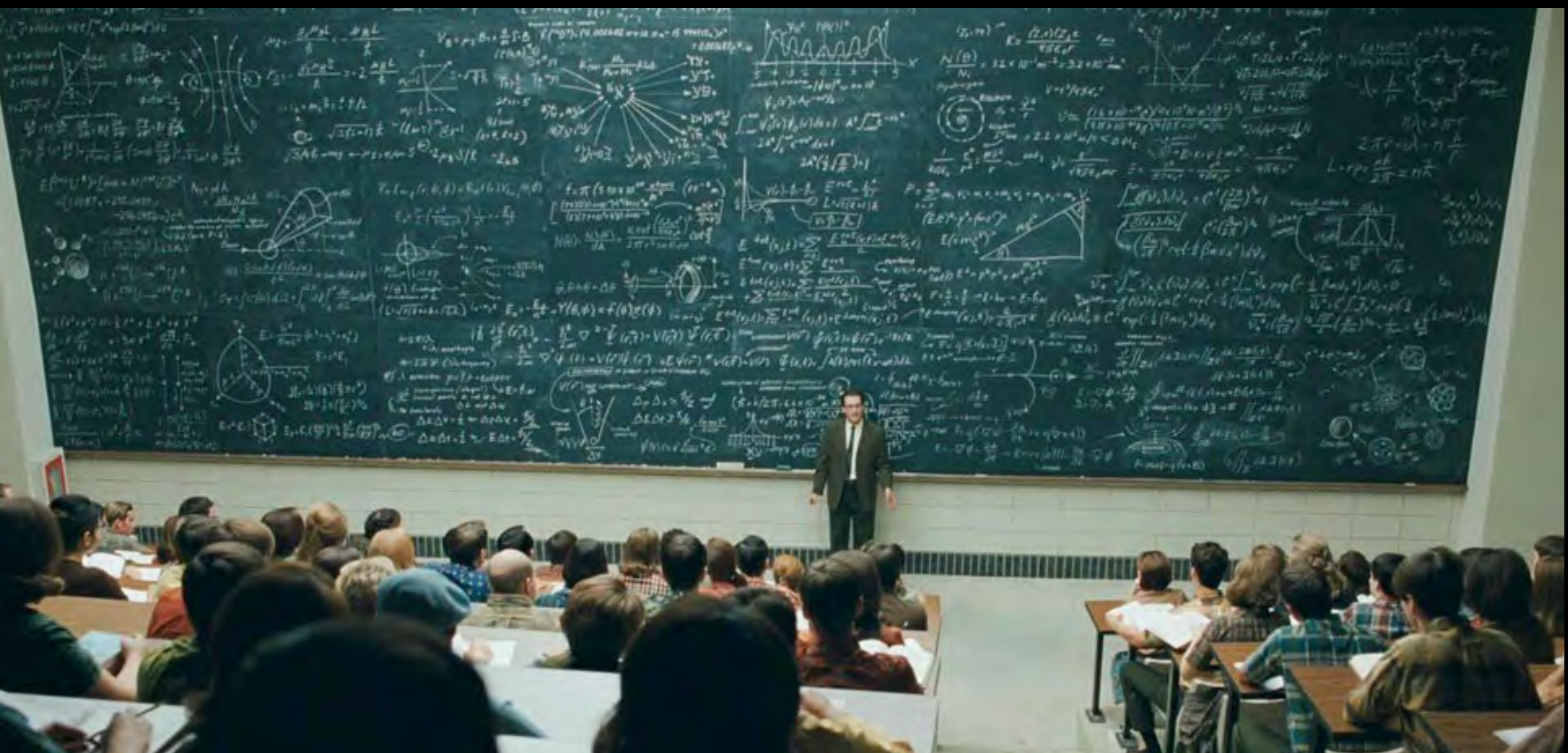Total Property Taxes/Acre

| $48k | $84k |

City Sales Taxes/Acre

| 0 | 90 |

Residents/Acre

| 6 | 74 |

Jobs/Acre

URBAN3

Scary Math

How do you compare cars?

Ford F150 Lariat LTD
648 miles per tank

Toyota Prius
571 miles per tank

1955 BMW Isetta
245 miles per tank

Rolls-Royce Phantom Drophead
380 miles per tank

Bugatti Veyron SS
390 miles per tank

How do you compare cars?

1

Ford F150 Lariat LTD
648 miles per tank

2

Toyota Prius
571 miles per tank

5

1955 BMW Isetta
245 miles per tank

4

Rolls-Royce Phantom Drophead
380 miles per tank

3

Bugatti Veyron SS
390 miles per tank

How do you compare cars?

Ford F150 Lariat LTD
13/18 mpg

1955 BMW Isetta
50/70 mpg

Toyota Prius
51/48 mpg

Rolls-Royce Phantom Drophead
11/18 mpg

Bugatti Veyron SS
8/14 mpg

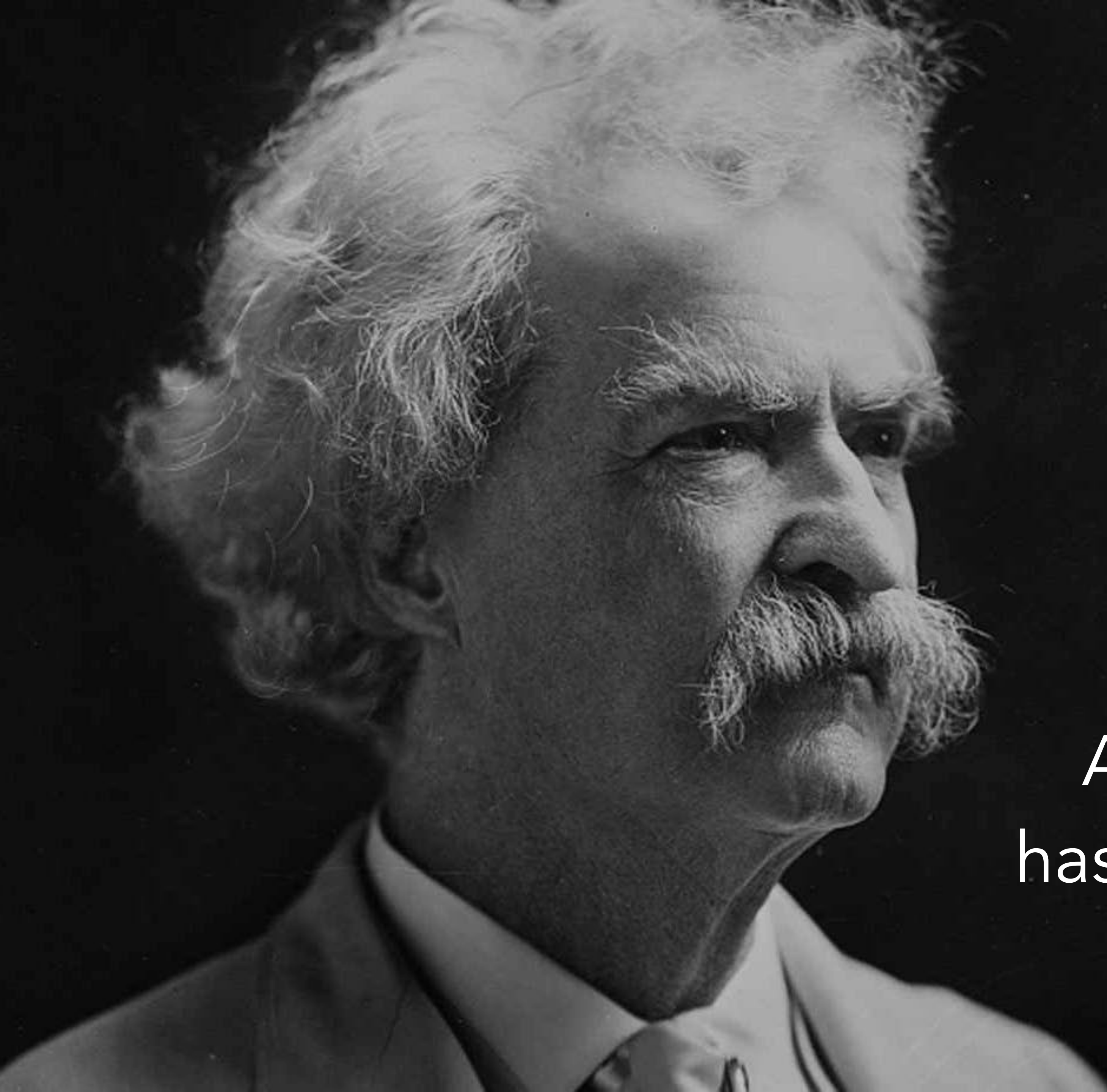# How do you compare cars?

Ford F150 Lariat LTD
13/18 mpg

1955 BMW Isetta
50/70 mpg

Toyota Prius
51/48 mpg

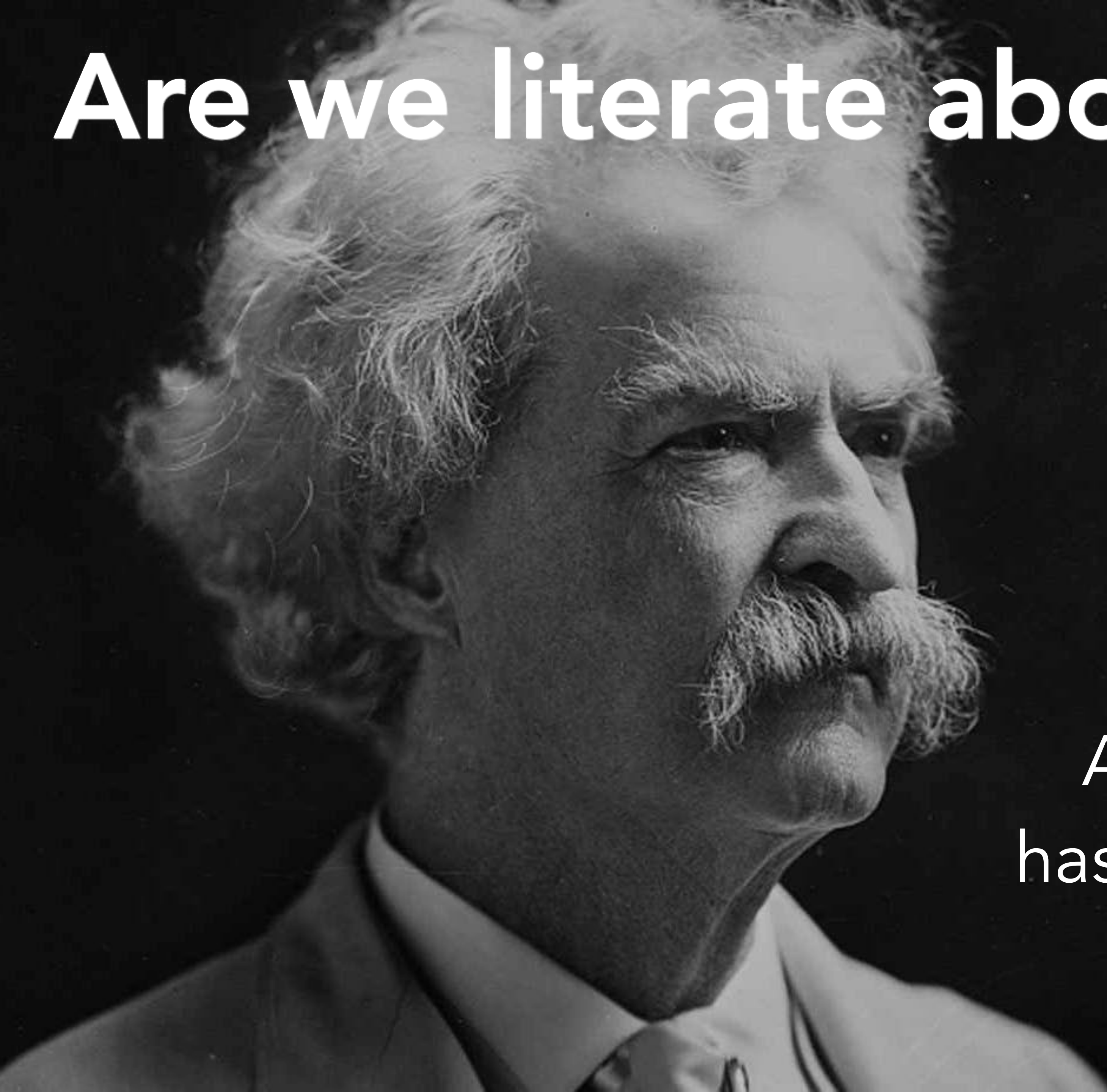**Rolls-Royce Phantom Drophead**
11/18 mpg

Bugatti Veyron SS
8/14 mpg

A person who won't read
has no advantage over one
who can't read.

Mark Twain

Are we literate about tax policy?

A person who won't read has no advantage over one who can't read.

Mark Twain

Question:

_____

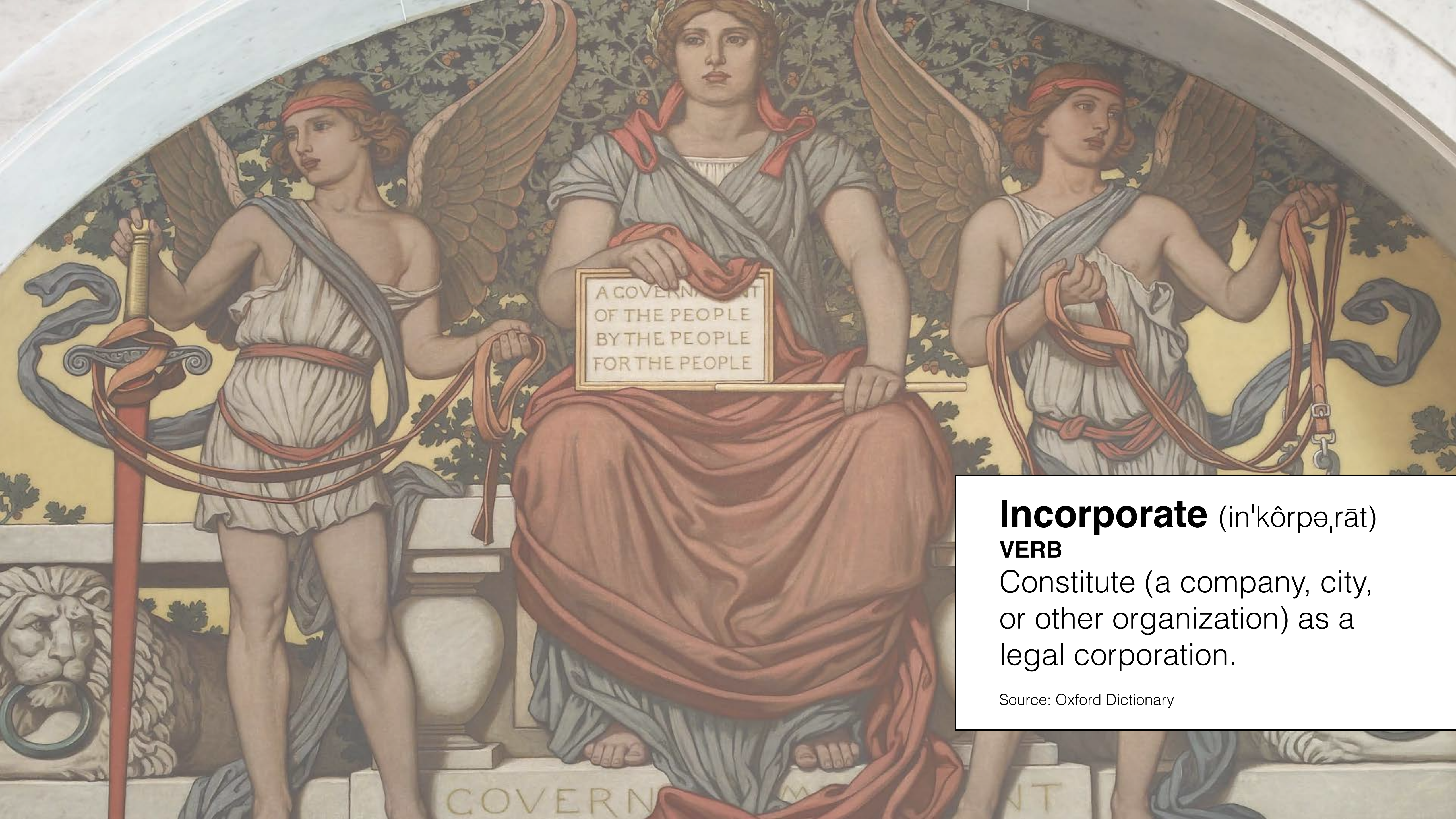# But why does tax policy matter?

URBAN**3**

Question:
_____

… taxes pay for stuff.

URBAN**3**

What is a City?

Photo: James Harrison

What is a City?

A GOVERNMENT
OF THE PEOPLE
BY THE PEOPLE
FOR THE PEOPLE

GOVERN
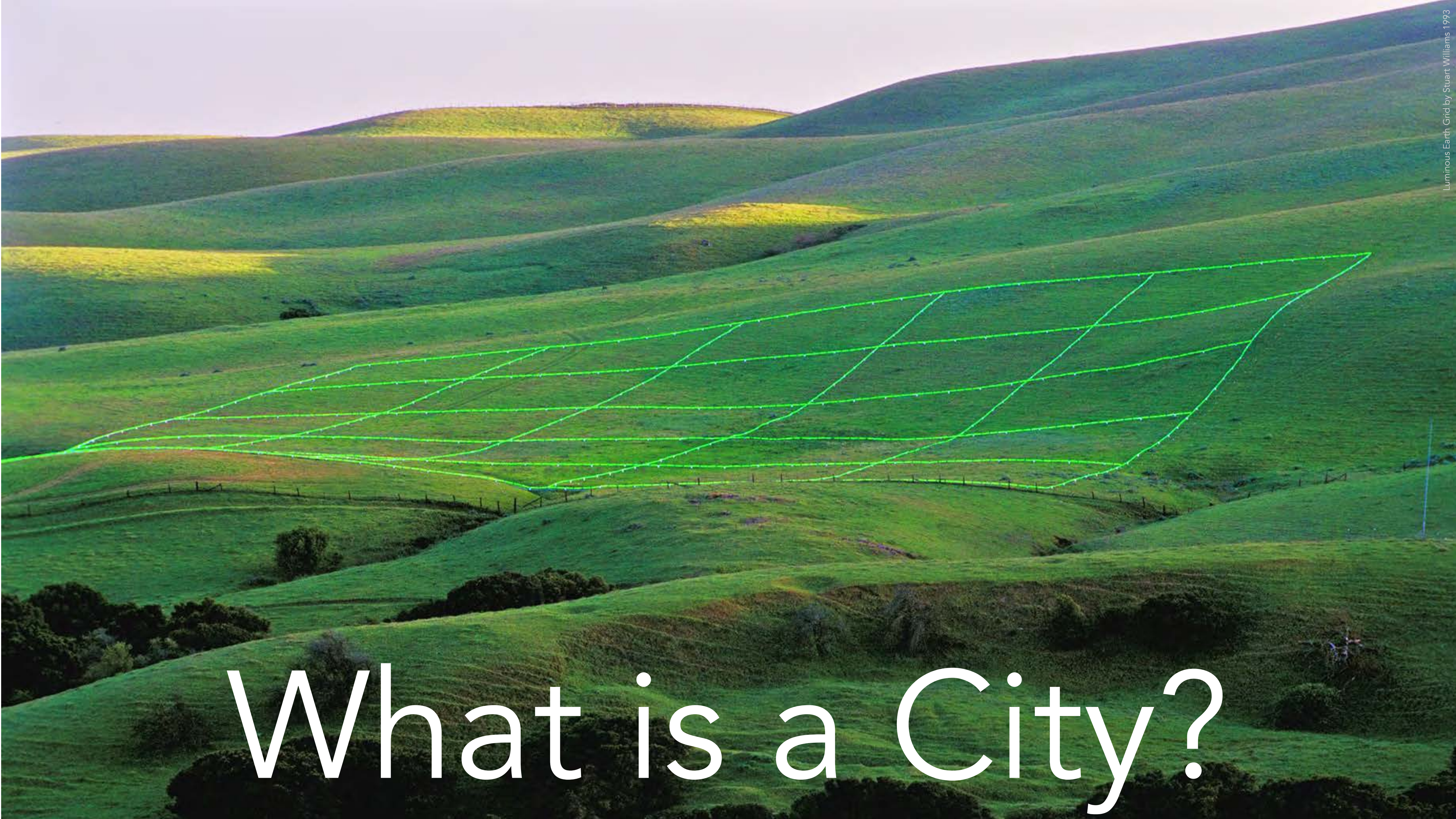
Incorporate (in'kôrpə,rāt)
VERB
Constitute (a company, city, or other organization) as a legal corporation.

Source: Oxford Dictionary

"The United States is the largest **corporation** in the world."

Joe Biden
United States Vice President
Late Show: 12/6/2016
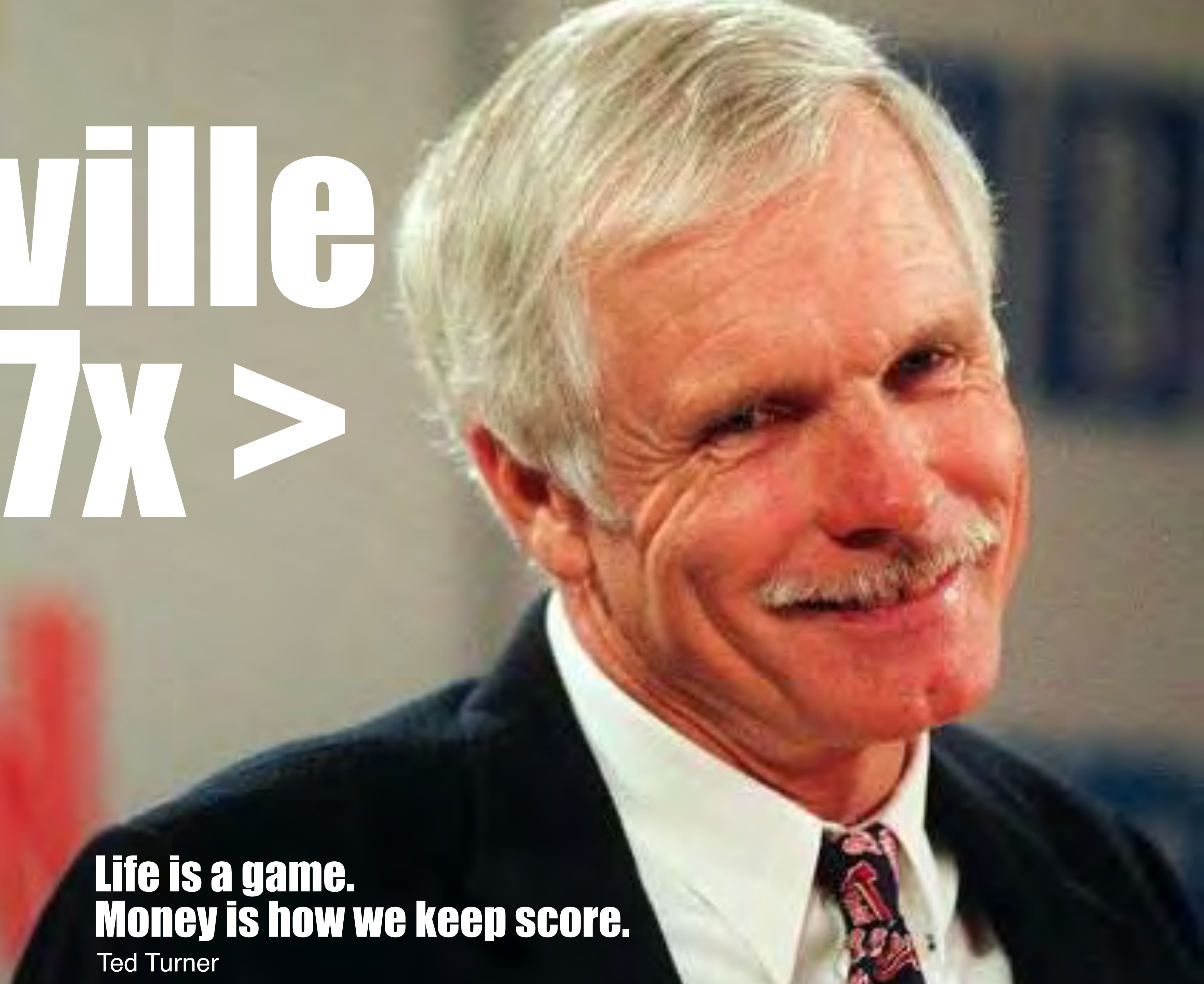
U.S. Code Title 28: Part VI, Chapter 176, Subchapter A: §302(15)A
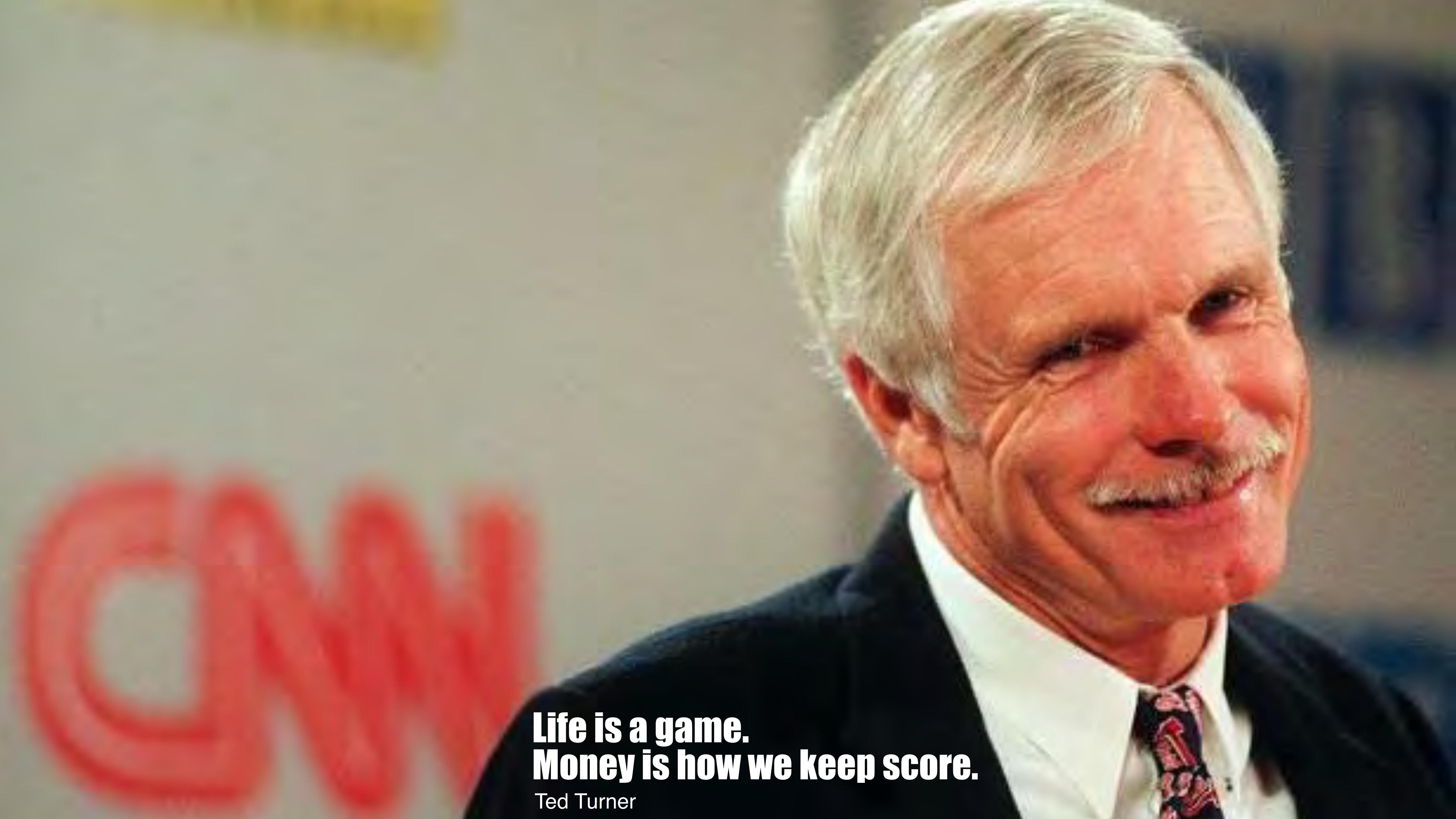
Life is a game.
Money is how we keep score.
Ted Turner

Asheville is 7x >
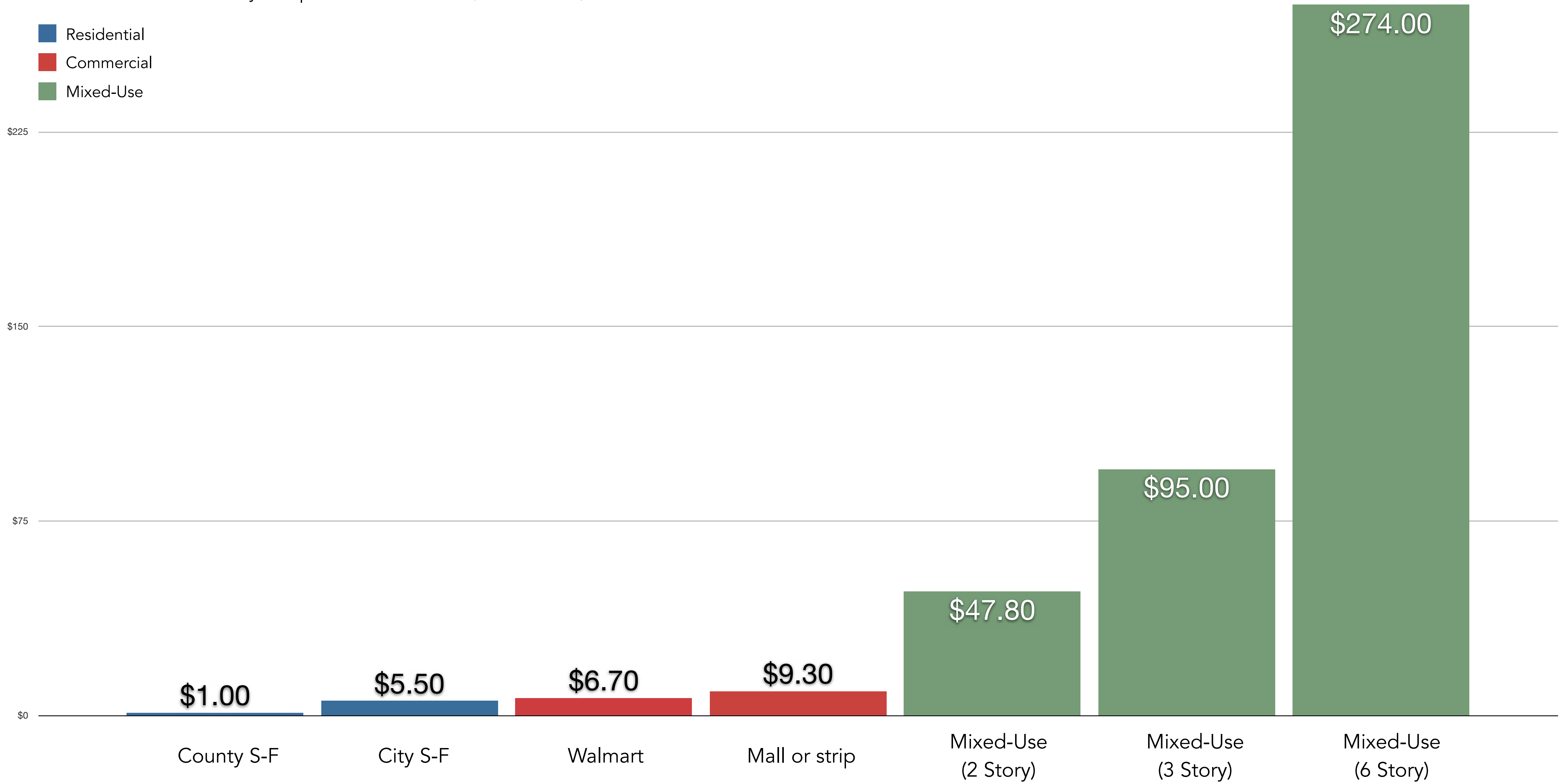
Life is a game.
Money is how we keep score.
Ted Turner

Snohomish County
Great Falls
Helena
Missoula
Bozeman
Billings
Sheridan
Eugene
Driggs
Casper
Laramie
Cheyenne
Ogden
Salt Lake City
Salt Lake County
Rifle
Ft. Collins
Placer County
Grand Junction,
Santa Rosa
Petaluma
Modesto
Merced
Turlock
Durango
Glenwood Springs
Pueblo
Mountain View
Clovis
Fresno
Visalia
Rancho Cucamonga
Redlands,
Lancaster
Eastvale
Montebello
Albuquerque
Brawley
Mansfield
Fate
Edmond
Leander
Lafayette
Auckland, NZ
Melville, AU
Austin, TX
Laredo

Fargo
Minneapolis
Northfield
Rochester
Traverse City
Des Moines,
South Bend
Peoria
Indianapolis
Hillard
Kansas City, MO
Kansas City, KS
Huntington,
Lebanon
Nashville
Asheville
Winston-Salem
Greensboro
Chapel Hill
Cary
Chattanooga
Greenville
High Point
Dunn
Charlotte
Fayetteville
Gwinnett
Columbia
Wilmington
Columbus
Charleston
Thomasville
Hinesville
Escambia
Gainesville
Palm Bay
Oviedo
Sarasota
West Palm Beach
Estero
Collier County
Doral

Guelph, ON
Niagara Falls, NY
Syracuse
Buffalo
Rockland
New Hampshire
Philadelphia
Newcastle County
Derby

URBAN3

★ Completed Study

County Property Taxes/Acre

Ratio Difference of 60 City Sample Set, in 21 States (+ a Province)

URBAN3
Joseph Minicozzi, AICP

Legend:
- Residential
- Commercial
- Mixed-Use

Category	Value
County S-F	$1.00
City S-F	$5.50
Walmart	$6.70
Mall or strip	$9.30
Mixed-Use (2 Story)	$47.80
Mixed-Use (3 Story)	$95.00
Mixed-Use (6 Story)	$274.00

International Association of Assessing Officers
80th International Conference
Sacramento, CA
August 26, 2014

Charles Terrell, CMI
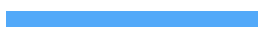Director of Property Tax
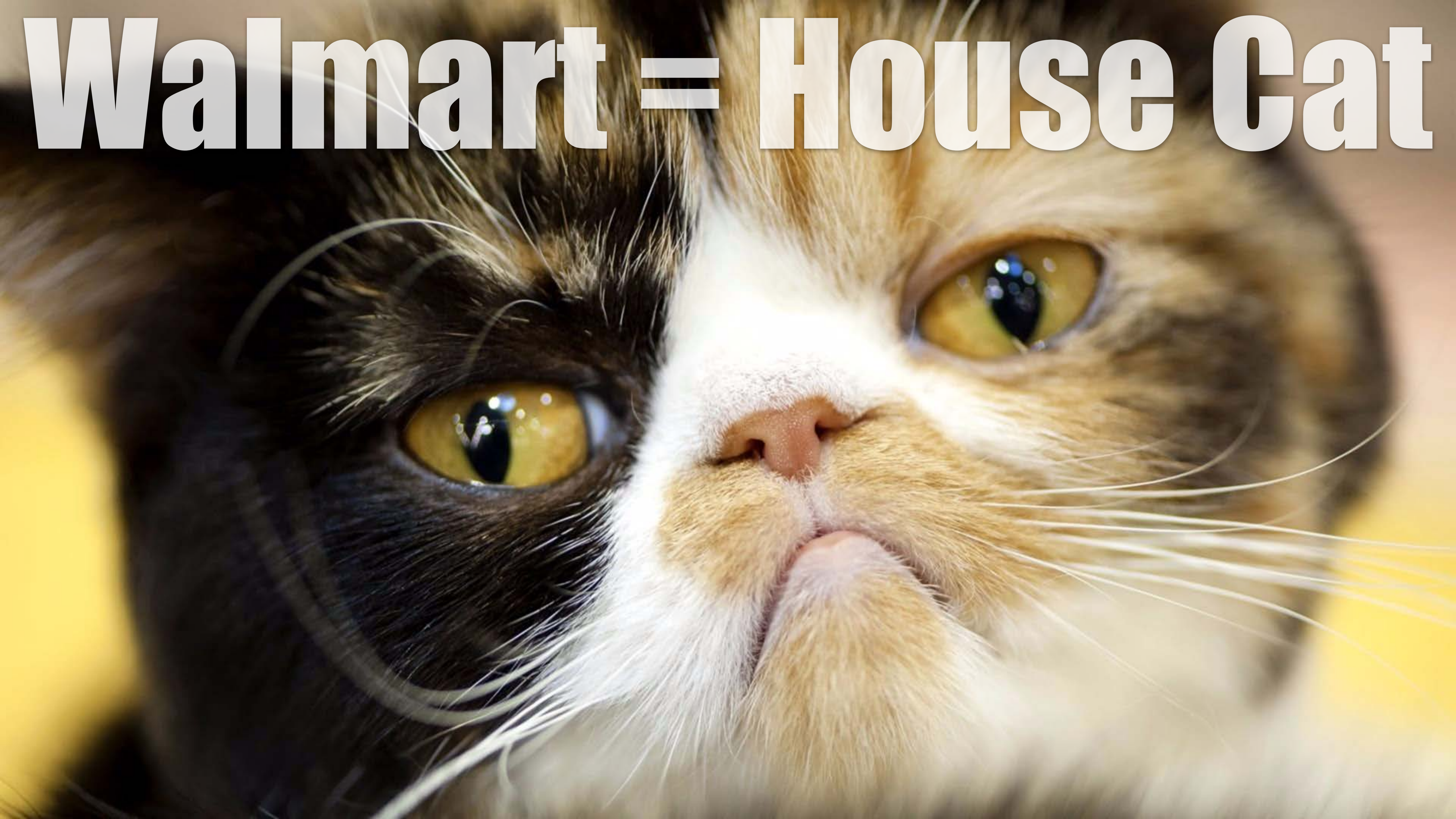
Walmart = House Cat

Question:

—————

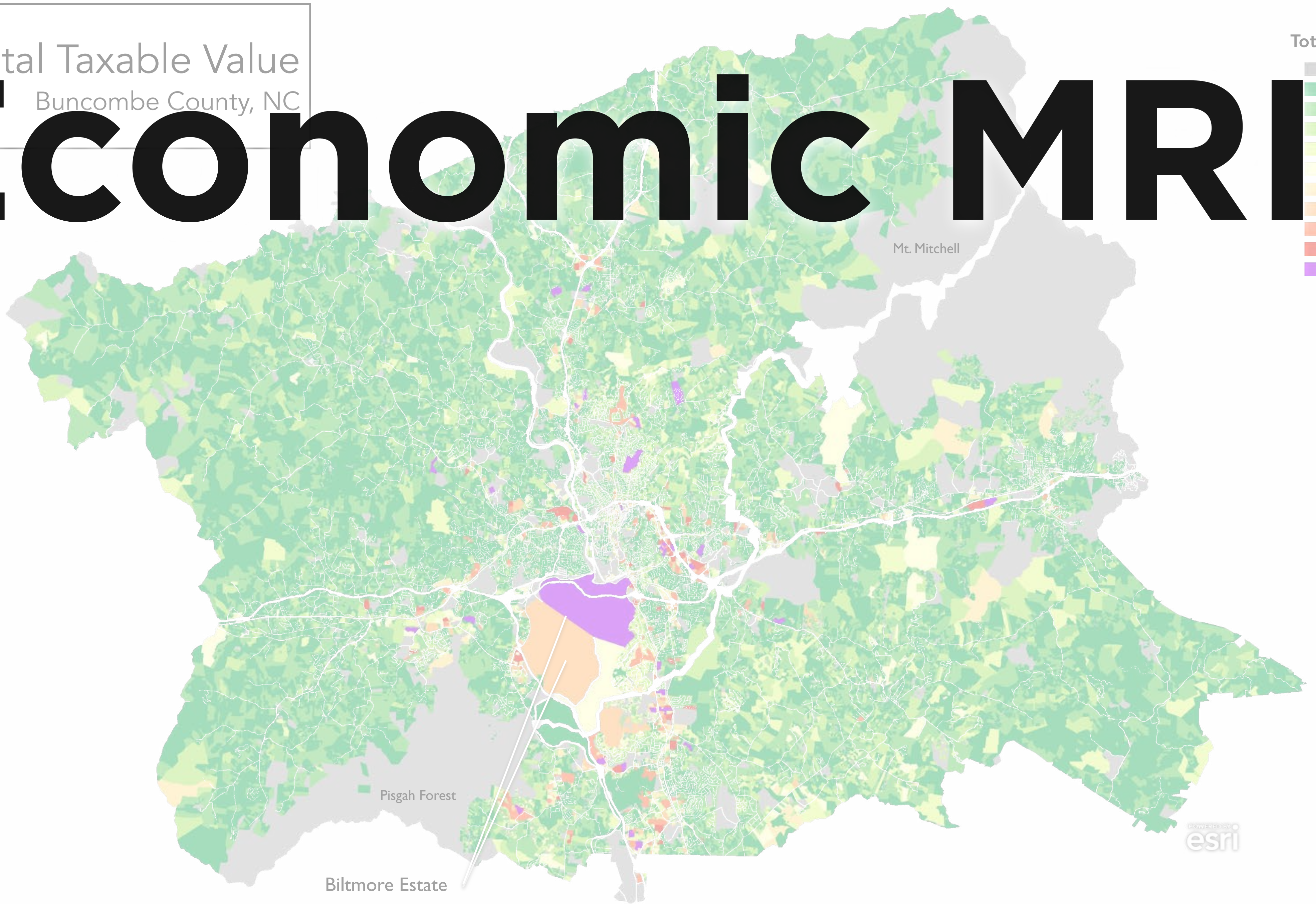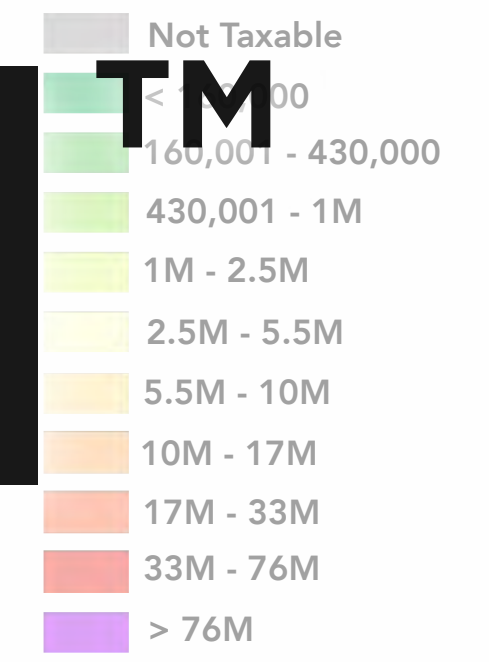# But why don't people see that?
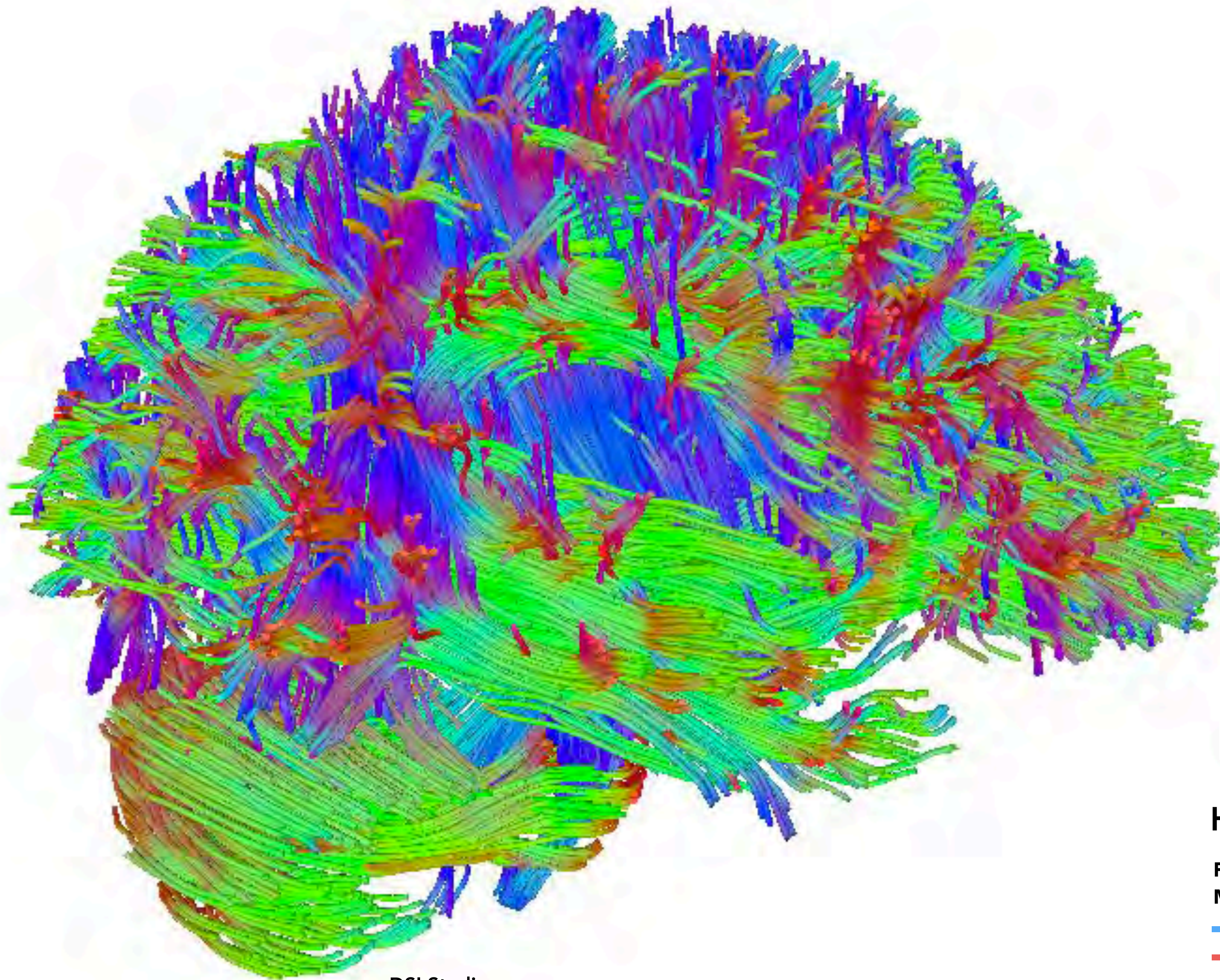
URBAN**3**

Human Connectome Project

Fiber architecture of the brain.
Measured from diffusion spectral imaging (DSI).

— up-down
— left-right
— anterior-posterior

DSI Studio

Economic MRI™

Human Connectome Project

Fiber architecture of the brain.
Measured from diffusion spectral imaging (DSI).

— up-down
— left-right
— anterior-posterior

DSI Studio

Total Taxable Value
Buncombe County, NC

Ecomic MRI™

Total Tax Value ($)

Not Taxable
< 00
160,001 - 430,000
430,001 - 1M
1M - 2.5M
2.5M - 5.5M
5.5M - 10M
10M - 17M
17M - 33M
33M - 76M
> 76M

Mt. Mitchell

Pisgah Forest
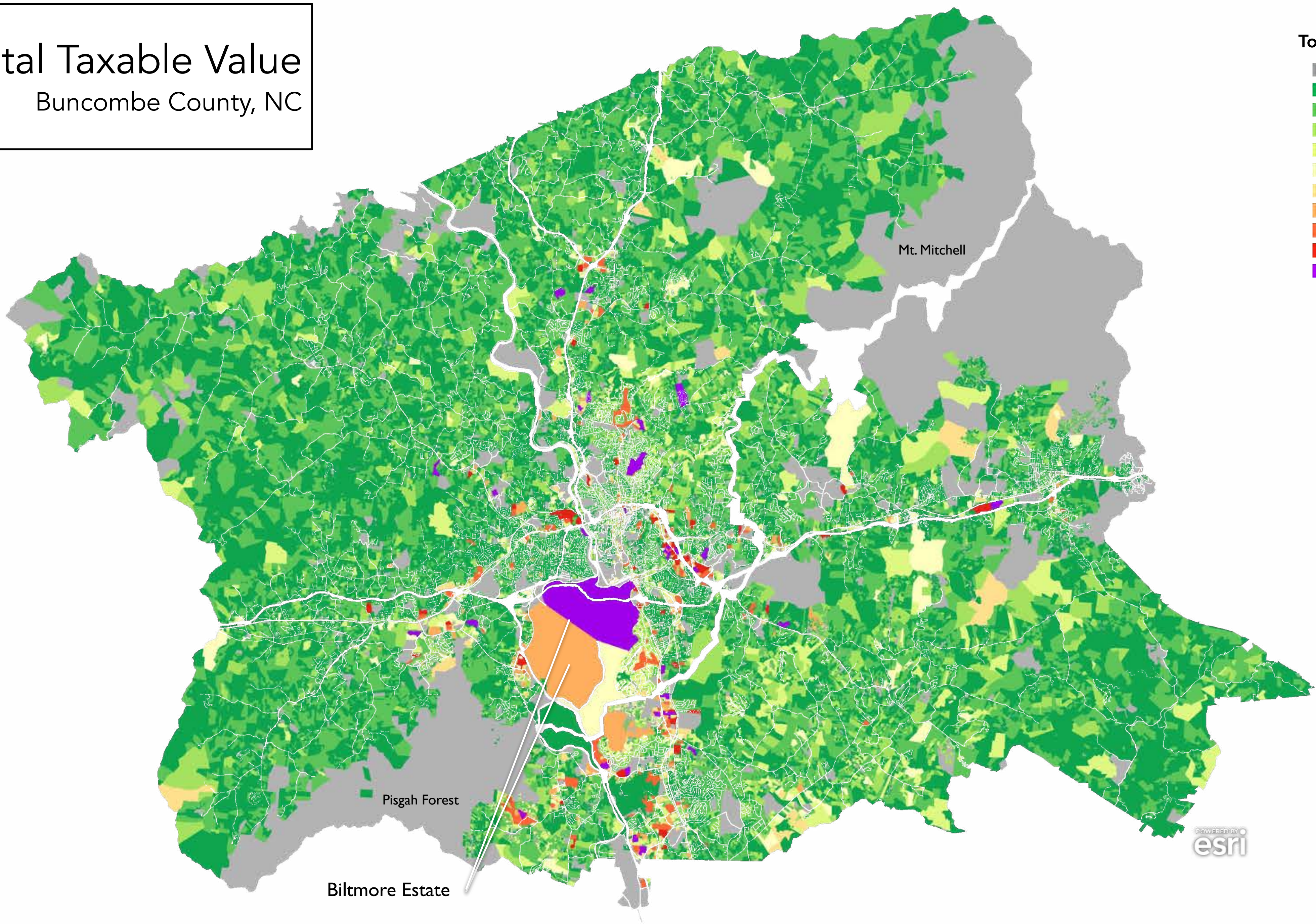
Biltmore Estate

esri

URBAN3

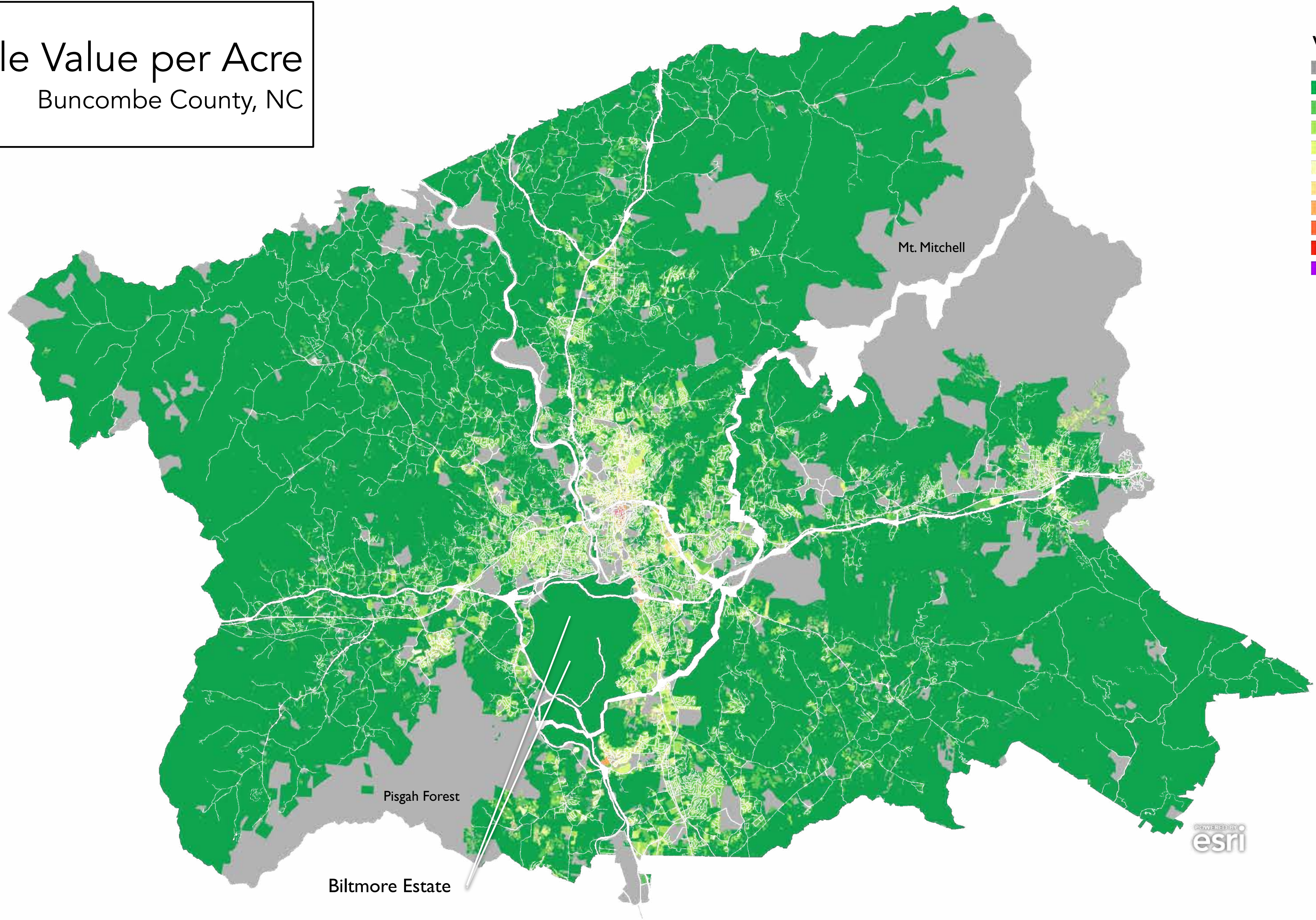## Total Taxable Value
Buncombe County, NC

Total Tax Value ($)

- Not Taxable
- < 160,000
- 160,001 - 430,000
- 430,001 - 1M
- 1M - 2.5M
- 2.5M - 5.5M
- 5.5M - 10M
- 10M - 17M
- 17M - 33M
- 33M - 76M
- > 76M

Mt. Mitchell

Pisgah Forest

Biltmore Estate

esri

URBAN3

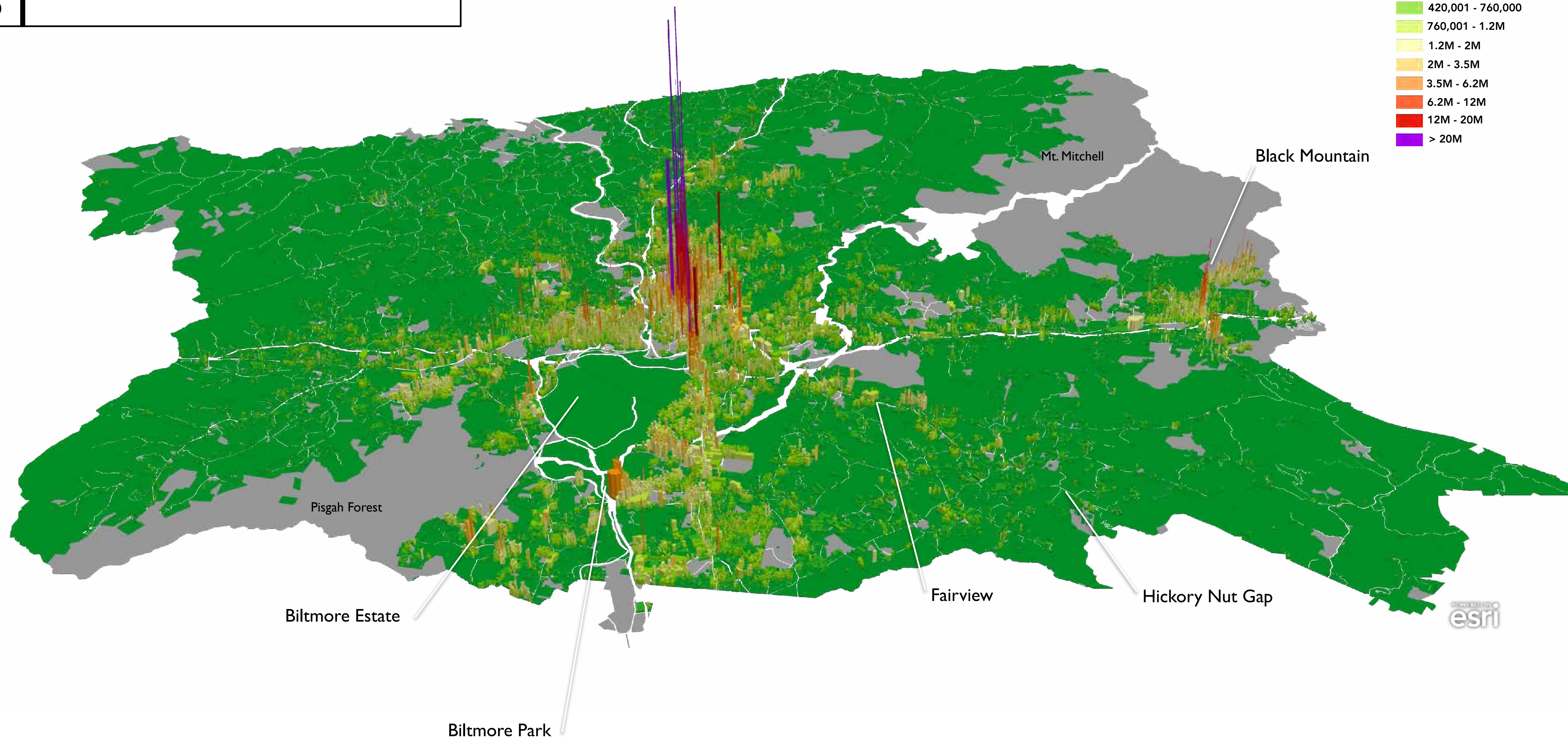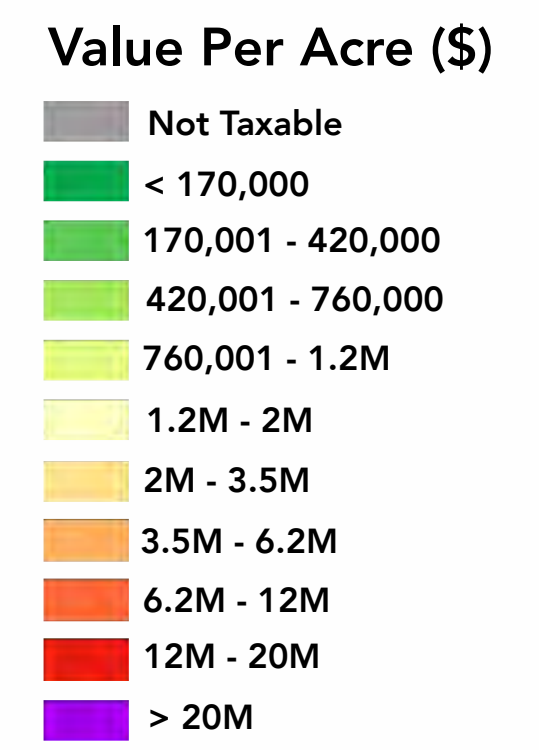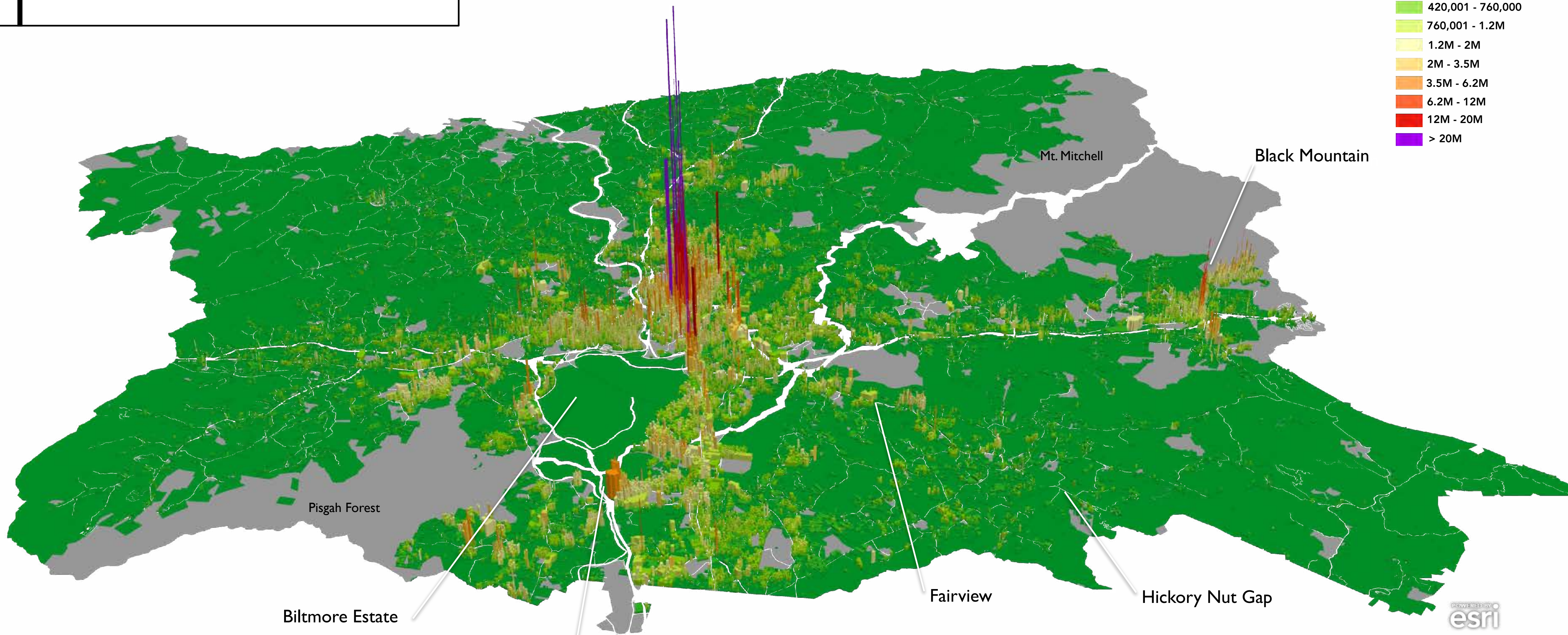# Taxable Value per Acre
Buncombe County, NC

Value Per Acre ($)

- Not Taxable
- < 170,000
- 170,001 - 420,000
- 420,001 - 760,000
- 760,001 - 1.2M
- 1.2M - 2M
- 2M - 3.5M
- 3.5M - 6.2M
- 6.2M - 12M
- 12M - 20M
- > 20M

Mt. Mitchell

Pisgah Forest

Biltmore Estate

esri

URBAN3

Taxable Value per Acre
Buncombe County, NC

Value Per Acre ($)

⬜	Not Taxable
🟩	< 170,000
🟩	170,001 - 420,000
🟩	420,001 - 760,000
🟨	760,001 - 1.2M
⬜	1.2M - 2M
🟧	2M - 3.5M
🟧	3.5M - 6.2M
🟥	6.2M - 12M
🟥	12M - 20M
🟪	> 20M

Mt. Mitchell

Black Mountain

Pisgah Forest

Fairview

Hickory Nut Gap

Biltmore Estate

Biltmore Park

esri

URBAN3

Taxable Value per Acre
Buncombe County, NC

Value Per Acre ($)
- Not Taxable
- < 170,000
- 170,001 - 420,000
- 420,001 - 760,000
- 760,001 - 1.2M
- 1.2M - 2M
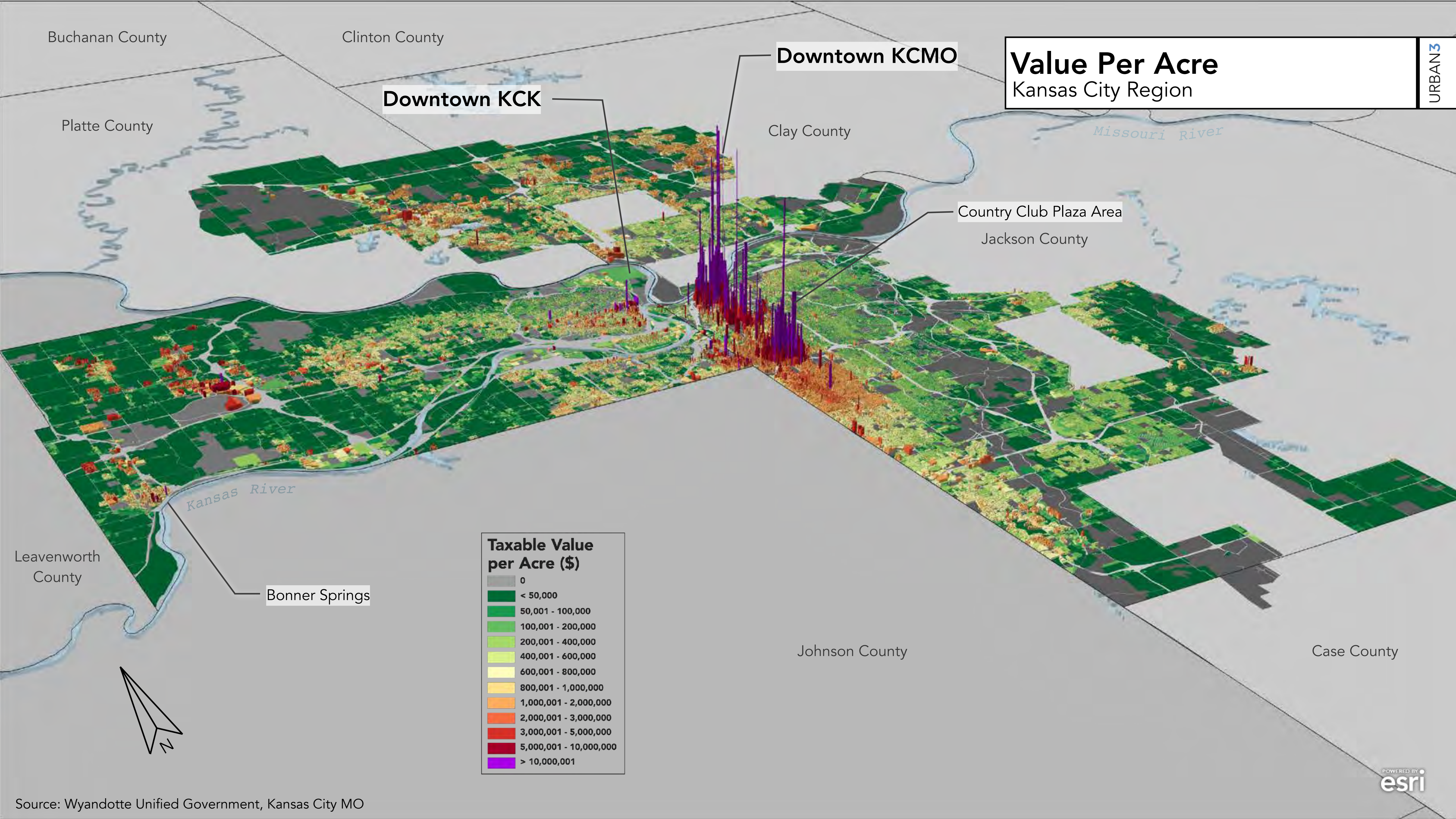- 2M - 3.5M
- 3.5M - 6.2M
- 6.2M - 12M
- 12M - 20M
- > 20M

Mt. Mitchell

Black Mountain

Pisgah Forest

Fairview

Hickory Nut Gap

Biltmore Estate

Biltmore Park

show. don't tell.

esri

Question:

_____

But that's Asheville, is different!

(insert your state name)
_____

URBAN**3**

Value Per Acre
Kansas City Region

URBAN3

Downtown KCMO

Downtown KCK

Country Club Plaza Area

Buchanan County

Clinton County

Clay County

Missouri River

Platte County

Jackson County

Leavenworth County

Kansas River

Bonner Springs

Johnson County

Case County

Taxable Value per Acre ($)

- 0
- < 50,000
- 50,001 - 100,000
- 100,001 - 200,000
- 200,001 - 400,000
- 400,001 - 600,000
- 600,001 - 800,000
- 800,001 - 1,000,000
- 1,000,001 - 2,000,000
- 2,000,001 - 3,000,000
- 3,000,001 - 5,000,000
- 5,000,001 - 10,000,000
- > 10,000,001
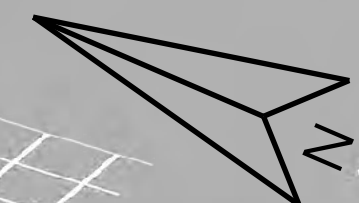
Source: Wyandotte Unified Government, Kansas City MO

POWERED BY esri
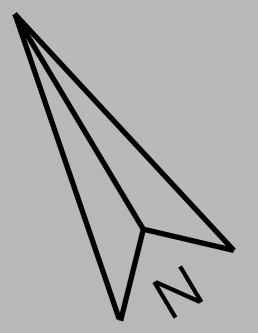
Value Per Acre
Bozeman, MT

2018

Tax Value Per Acre ($)

Color	Value
	0
	< 400,000
	400,001 - 900,000
	900,001 - 1,250,000
	1,250,001 - 1,750,000
	1,750,001 - 2,250,000
	2,250,001 - 2,750,000
	2,750,001 - 3,500,000
	3,500,001 - 5,000,000
	5,000,001 - 10,000,000
	> 10,000,001

URBAN3

POWERED BY
esri
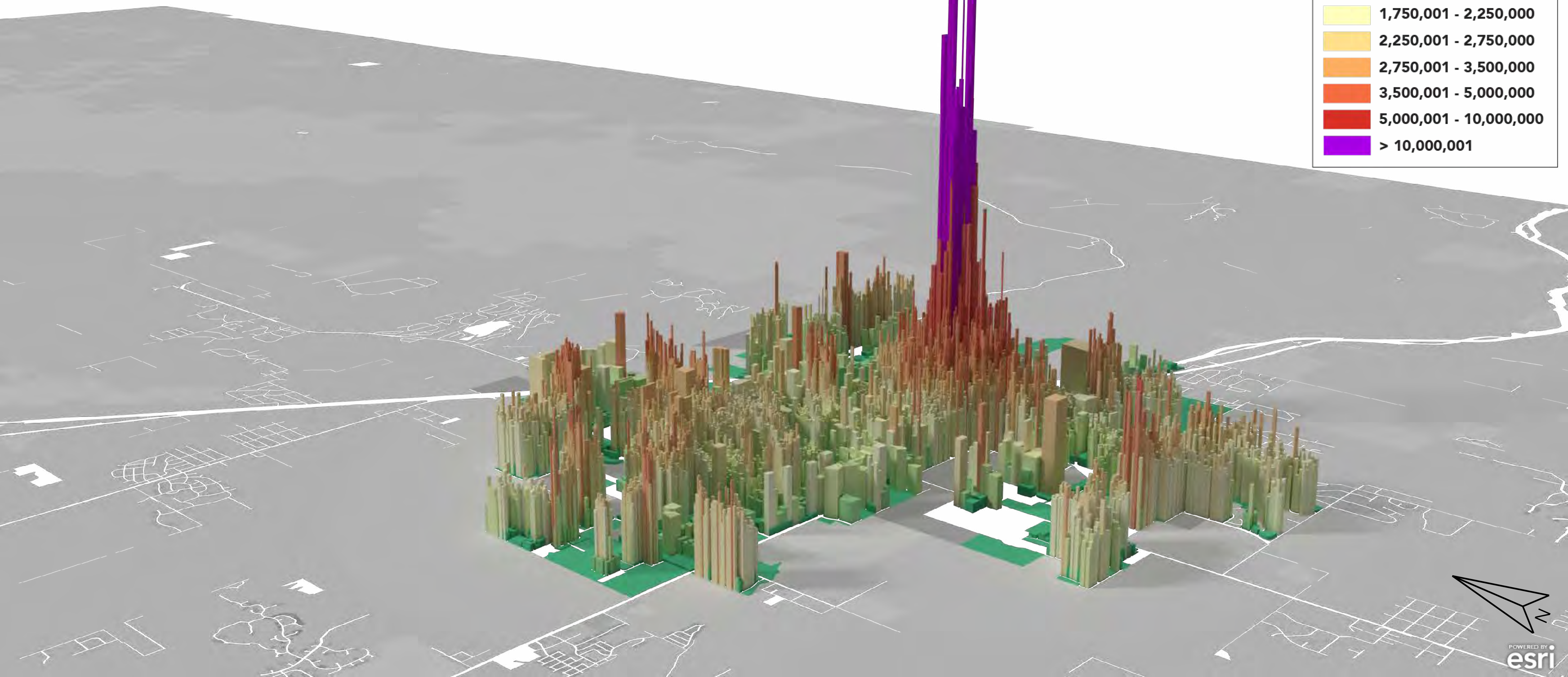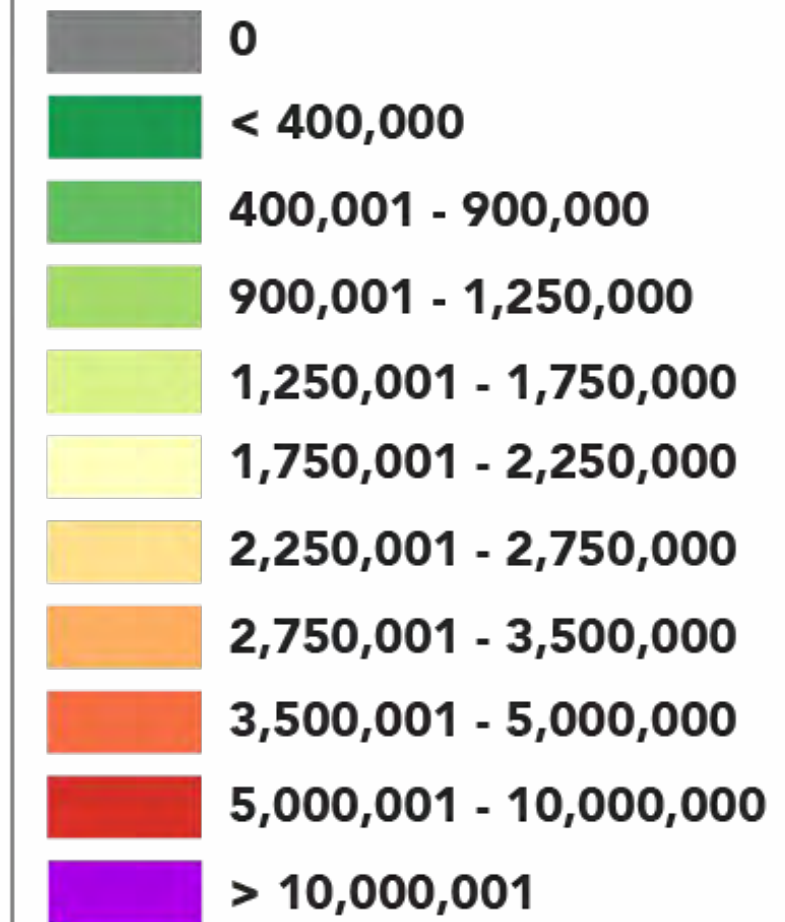
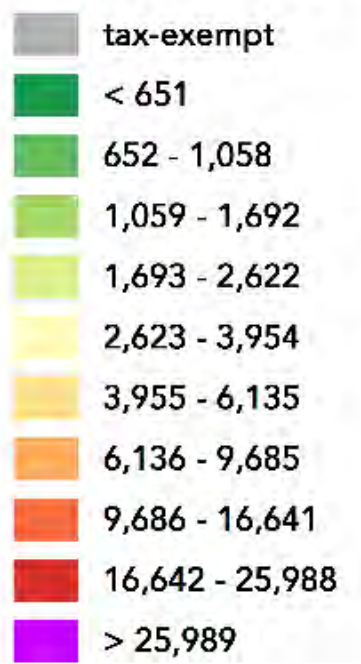**Value Productivity**
Downtown Manchester, NH

2019
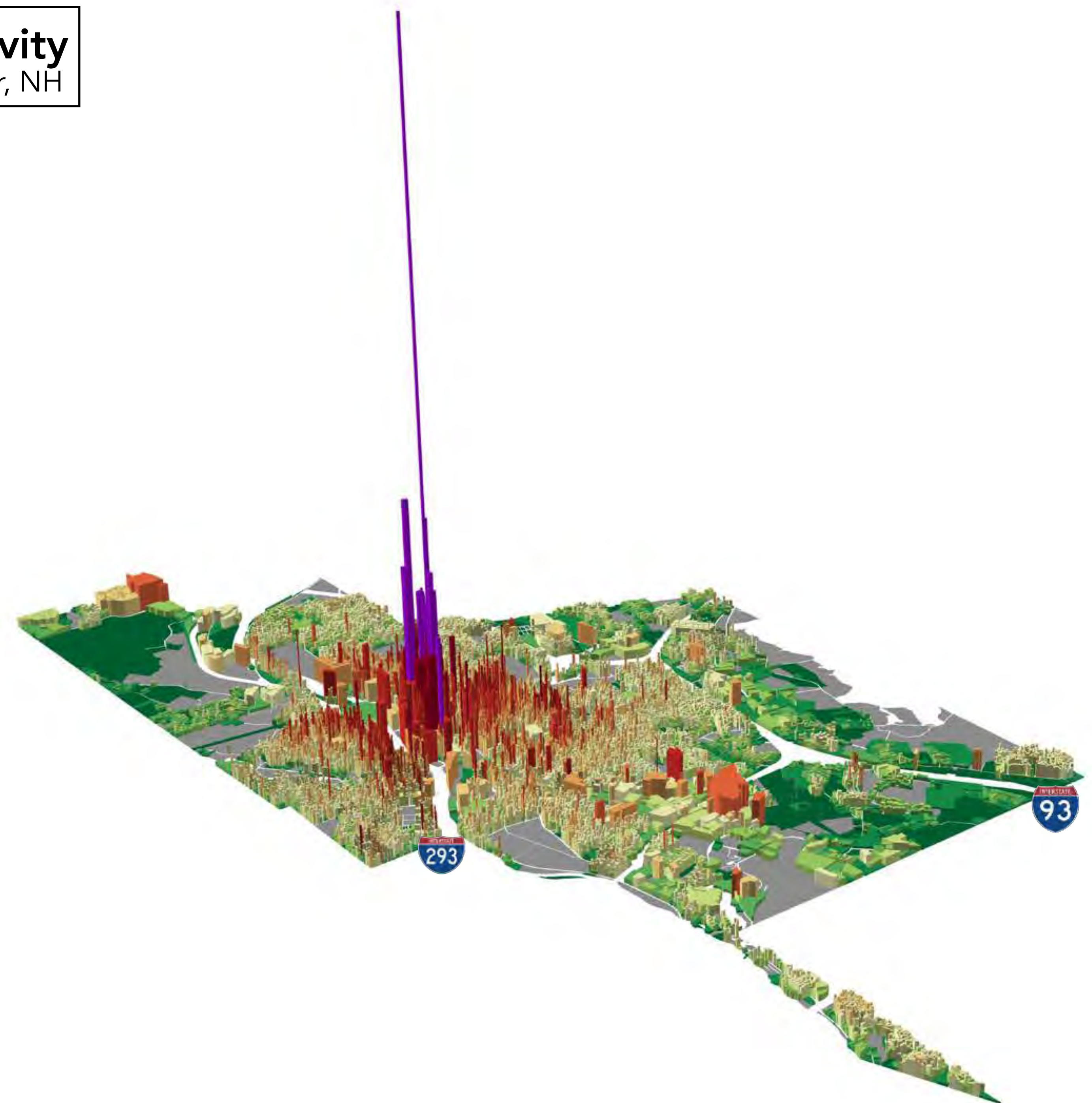
URBAN3

Taxable Value per Acre ($)

- 0
- < 50,000
- 50,001 - 250,000
- 250,001 - 500,000
- 500,001 - 750,000
- 750,001 - 1,000,000
- 1,000,001 - 1,500,000
- 1,500,001 - 2,000,000
- 2,000,001 - 2,500,000
- 2,500,001 - 3,000,000
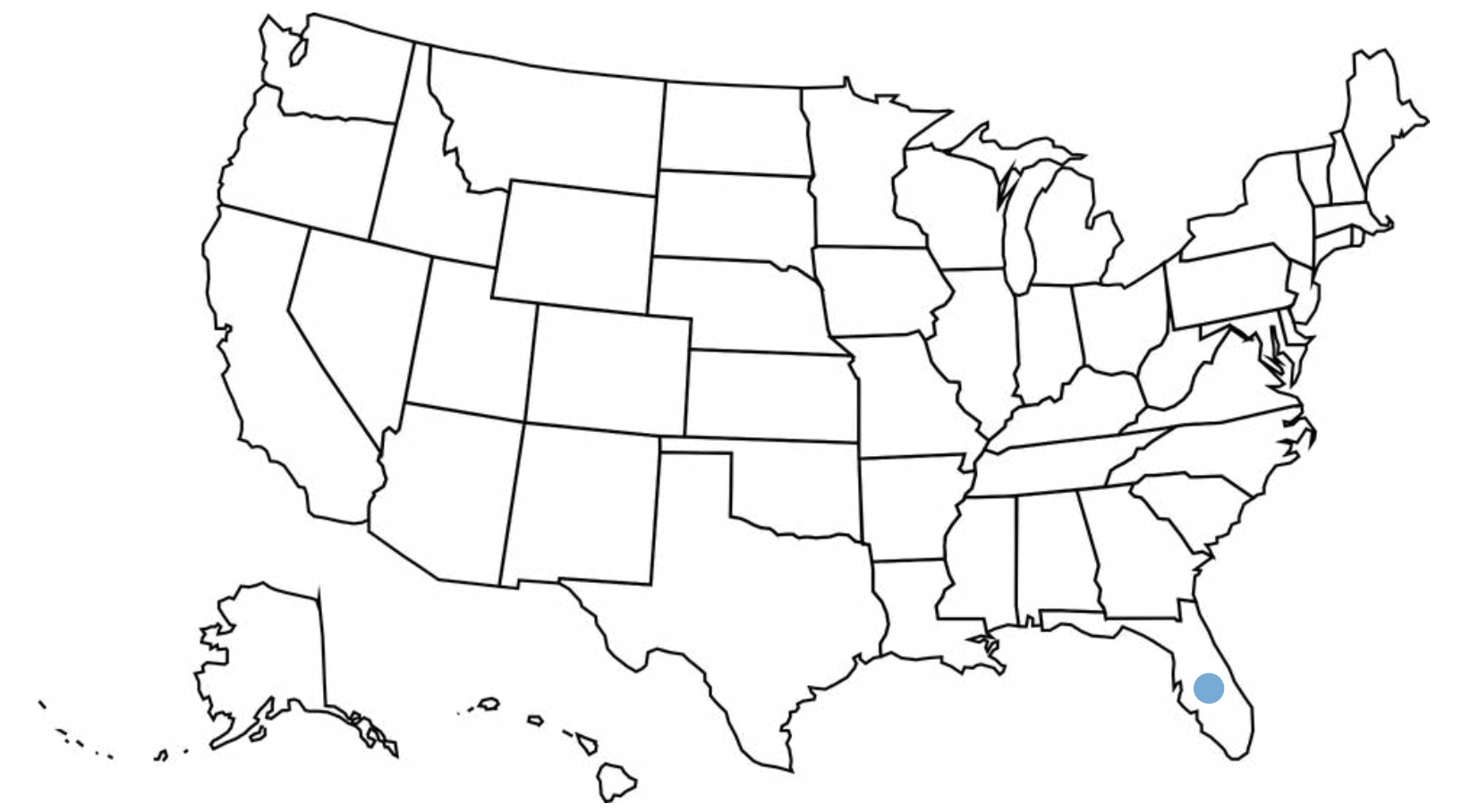- 3,000,001 - 6,000,000
- 6,000,001 - 10,000,000
- > 10,000,001

93

293

esri

City Taxes/Acre

▢	tax-exempt
▢	< 651
▢	652 - 1,058
▢	1,059 - 1,692
▢	1,693 - 2,622
▢	2,623 - 3,954
▢	3,955 - 6,135
▢	6,136 - 9,685
▢	9,686 - 16,641
▢	16,642 - 25,988
▢	> 25,989

Total City Taxes ($)

▢	tax-exempt
▢	< 651
▢	652 - 1,058
▢	1,059 - 1,692
▢	1,693 - 2,622
▢	2,623 - 3,954
▢	3,955 - 6,135

esri
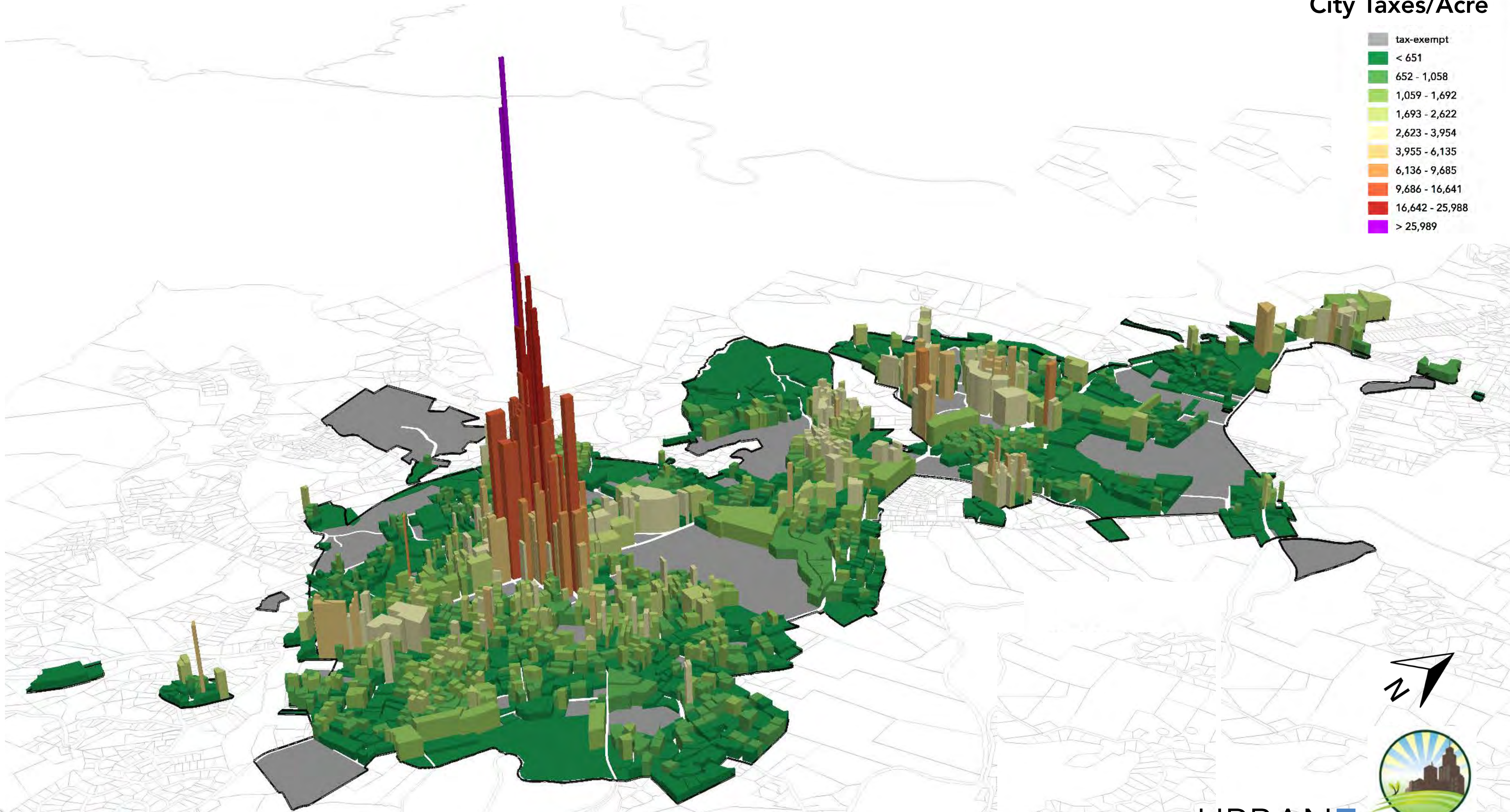
URBAN3

METROCOLOGY

2019

What about you?

———

Winter Haven, Florida

URBAN3

Polk County, FL
Valuation comparison
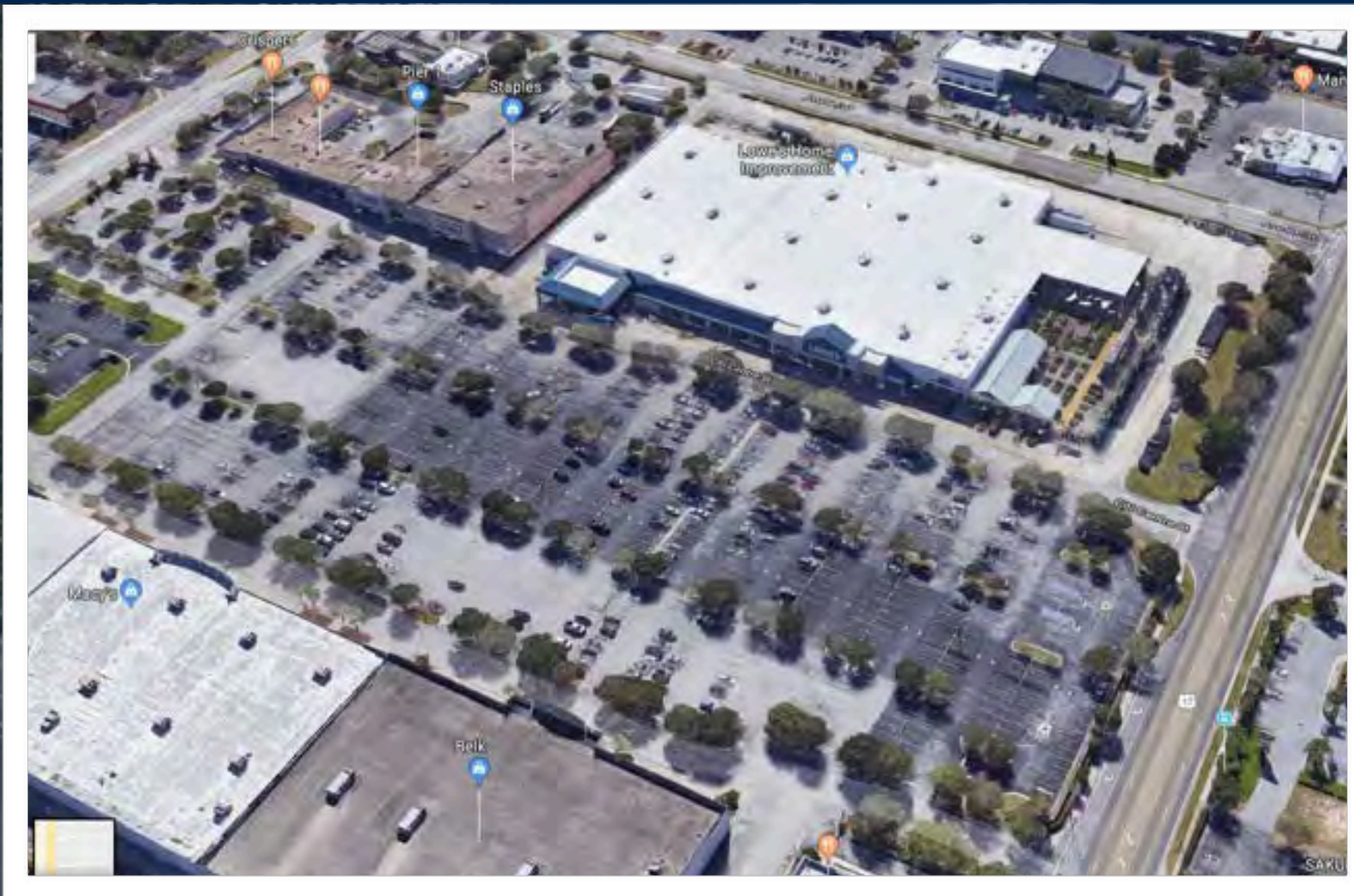2019
URBAN3

Lowe's

Super Walmart
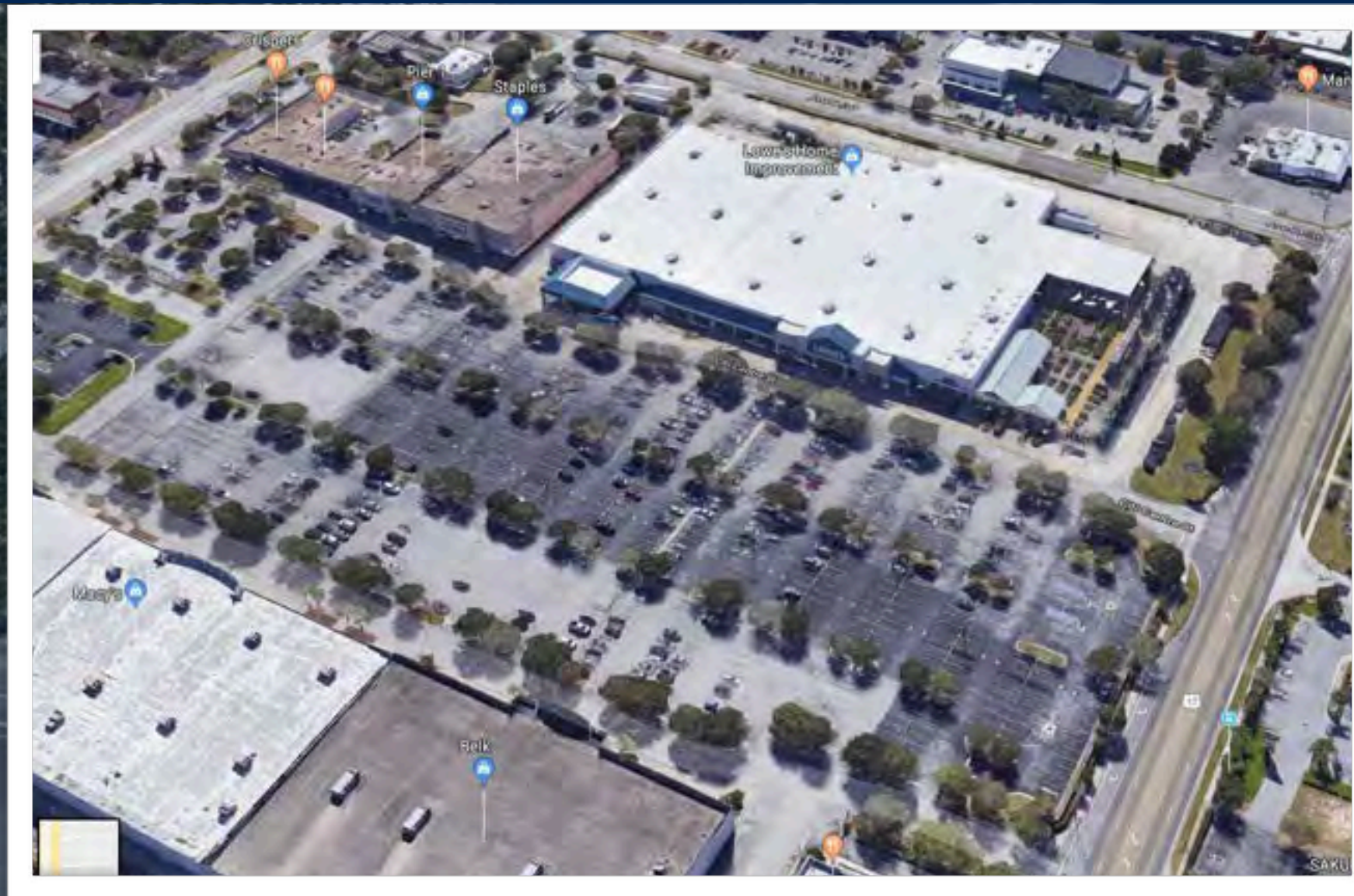
Polk County, FL
Valuation comparison

URBAN3

Lowe's

Super Walmart

Polk County, FL
Valuation comparison
2019 URBAN3

Lowe's
$8,407 taxes per acre

Super Walmart
$8,647 taxes per acre

Polk County, FL
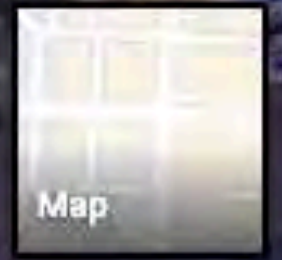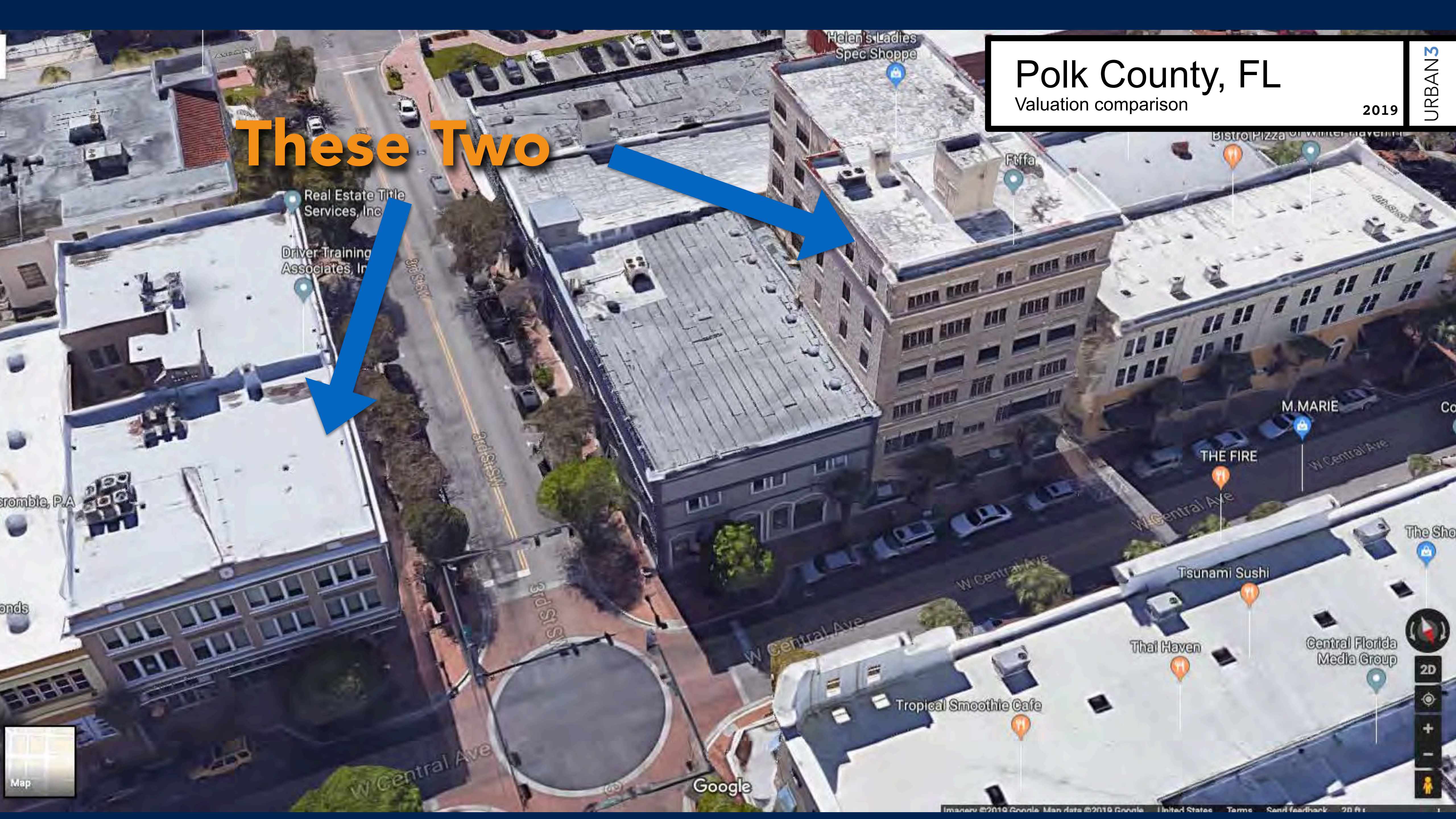Valuation comparison
2019
URBAN3

220 4th NE
$8,084 taxes per acre
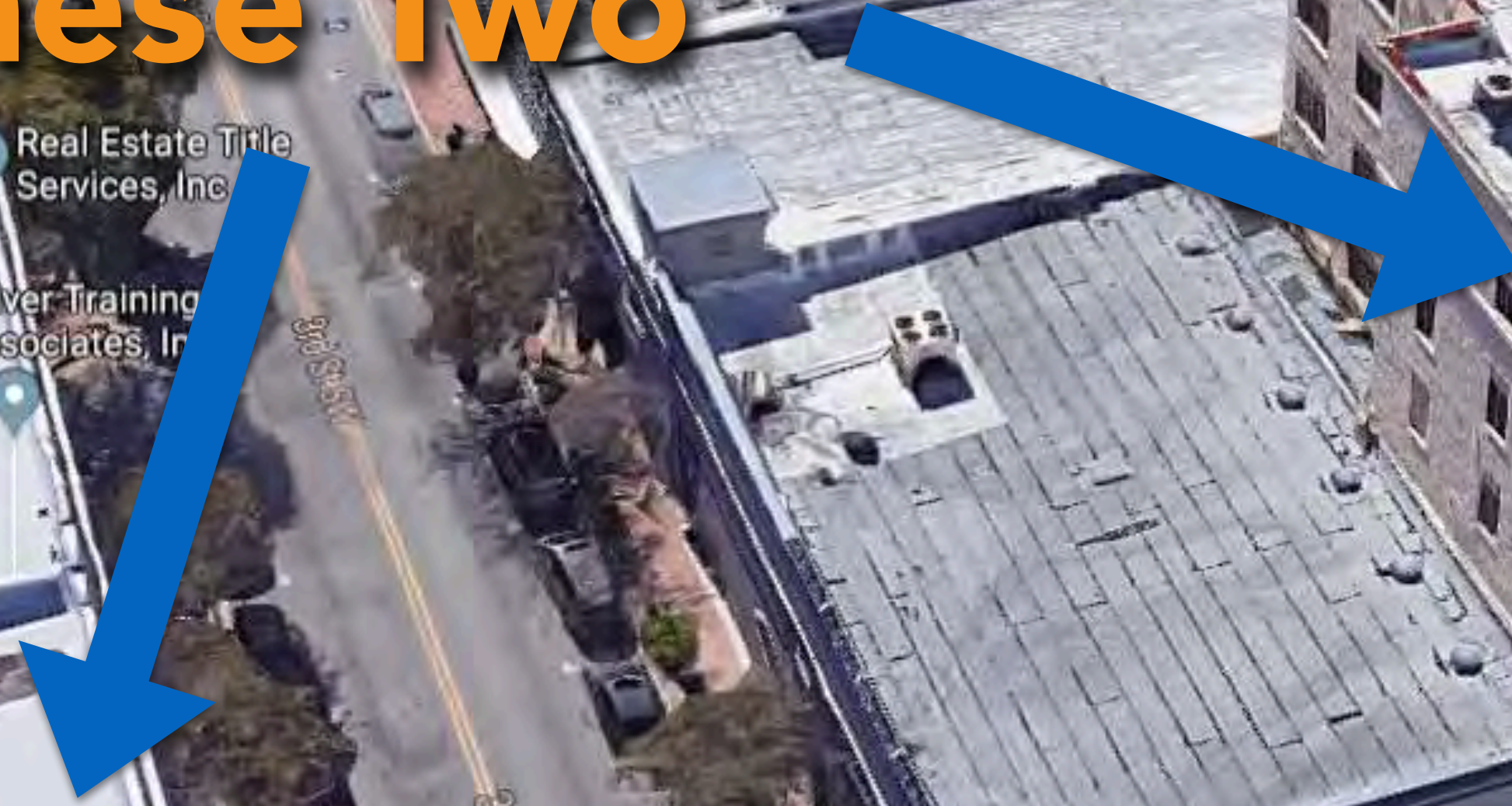
Super Walmart
$8,647 taxes per acre

Central Avenue, Winter Haven, Fla.

A LASTING VALUE

These Two

DeWitt Taylor Building
$87,105 taxes per acre

Super Walmart
$8,647 taxes per acre

DeWitt Taylor Building
$87,105 taxes per acre

Beymer Building
$227,583 taxes per acre

Polk County, FL
Valuation comparison
2019   URBAN3

Super Walmart
$8,647 taxes per acre

DeWitt Taylor Building
$31,035 county taxes per acre

Polk County, FL
Valuation comparison
2023 URBAN3

Beymer Building
$85,353 county taxes per acre

Super Walmart
$3,148 county taxes per acre

DeWitt Taylor Building
$31,035 county taxes per acre

Beymer Building
$85,353 county taxes per acre

Polk County, FL
Valuation comparison
2023 URBAN3

Emil Jahna Building
$8,125 county taxes per acre

Super Walmart
$3,148 county taxes per acre

Question:

—————

But you just want big buildings.

URBAN3

Case Study: Economic MRI™, Value Capture Analysis
2015

——————

Charleston, South Carolina

URBAN3

Taxable Value Per Acre
Charleston, SC MSA

URBAN3

2015

tax value per acre $

- no tax value
- < 100,000
- 100,000 - 200,000
- 200,000 - 300,000
- 300,000 - 600,000
- 600,000 - 1,000,000
- 1,000,000 - 2,000,000
- 2,000,000 - 3,000,000
- 3,000,000 - 4,000,000
- 4,000,000 - 5,000,000
- 5,000,000 - 10,000,000
- 10,000,000 - 50,000,000
- > 50,000,000

POWERED BY
esri

Taxable Value Per Acre
Charleston, SC MSA

URBAN3

2015

Beaches tuned out

tax value per acre $

- no tax value
- < 100,000
- 100,000 - 200,000
- 200,000 - 300,000
- 300,000 - 600,000
- 600,000 - 1,000,000
- 1,000,000 - 2,000,000
- 2,000,000 - 3,000,000
- 3,000,000 - 4,000,000
- 4,000,000 - 5,000,000
- 5,000,000 - 10,000,000
- 10,000,000 - 50,000,000
- > 50,000,000

POWERED BY
esri

Declaration of Independence

July 4, 1776

240 years ago

Built ca: 1686

Revolutionary

East Bay St

Walmart
$866,760 value per acre

Tavern Wine and Spirits
$13,394,415 Value per Acre

Pre-1776 Taxable Value Per Acre

Charleston, SC MSA

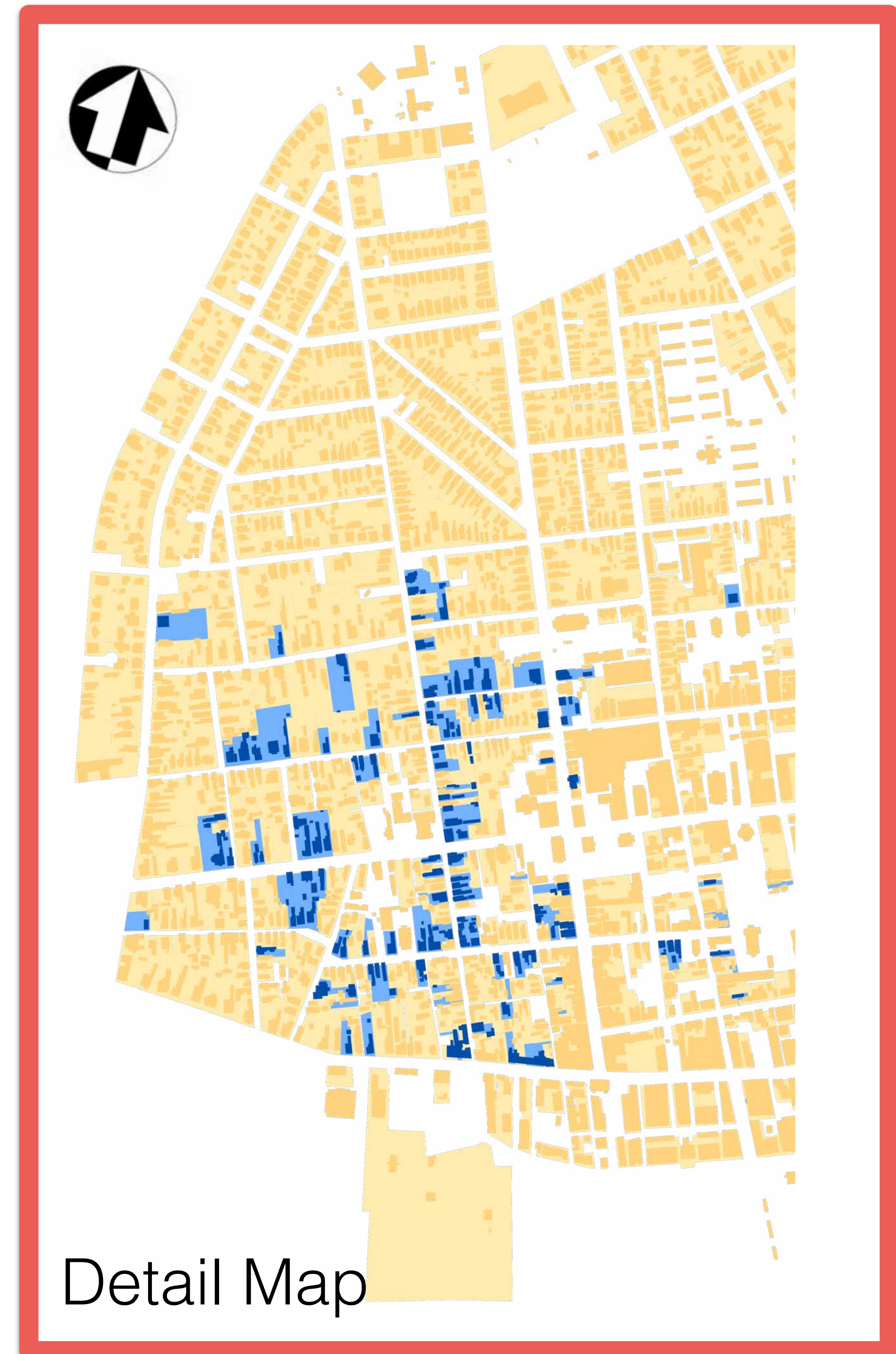# Pre-1776 Taxable Value Per Acre
Charleston, SC MSA
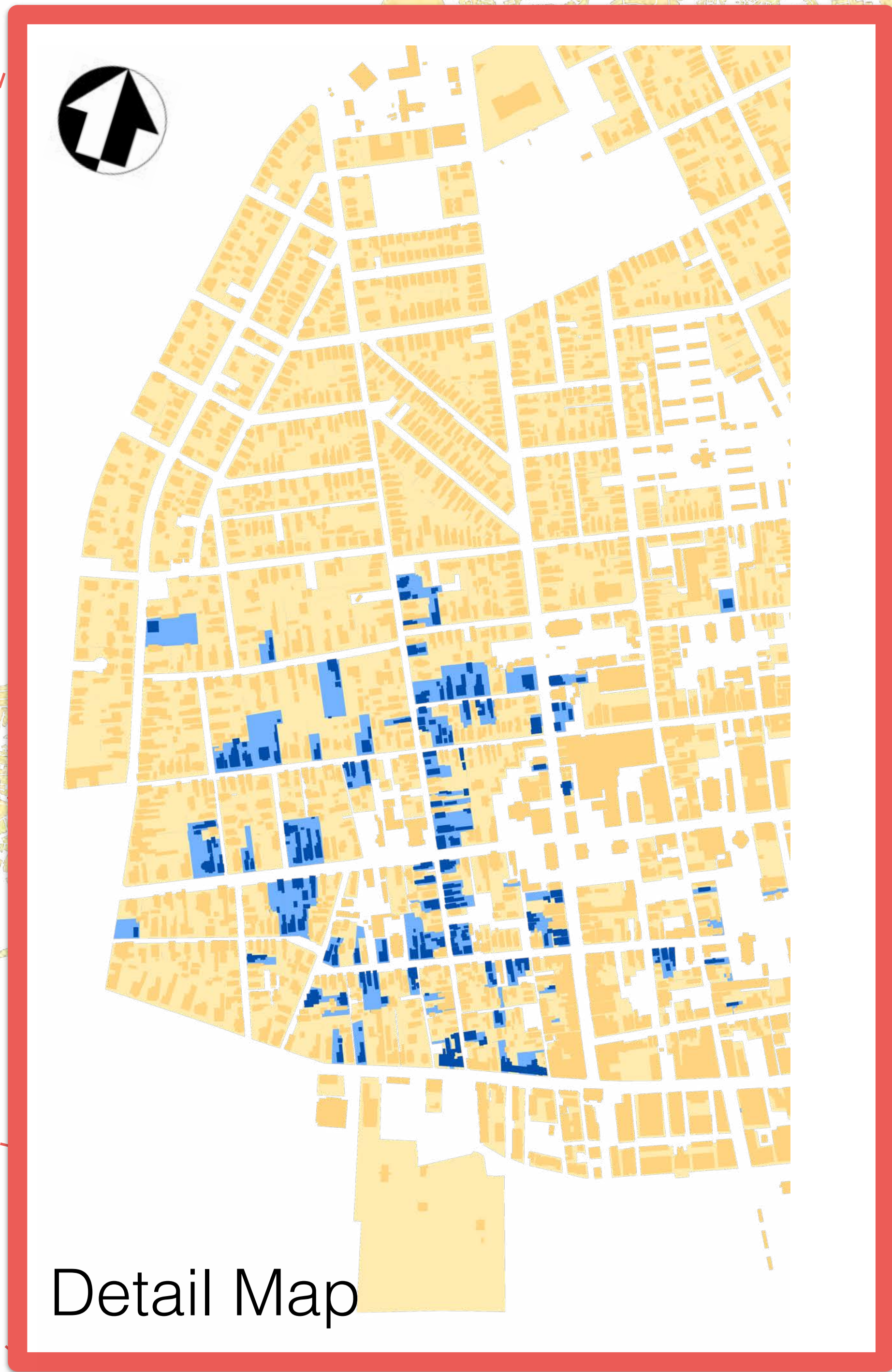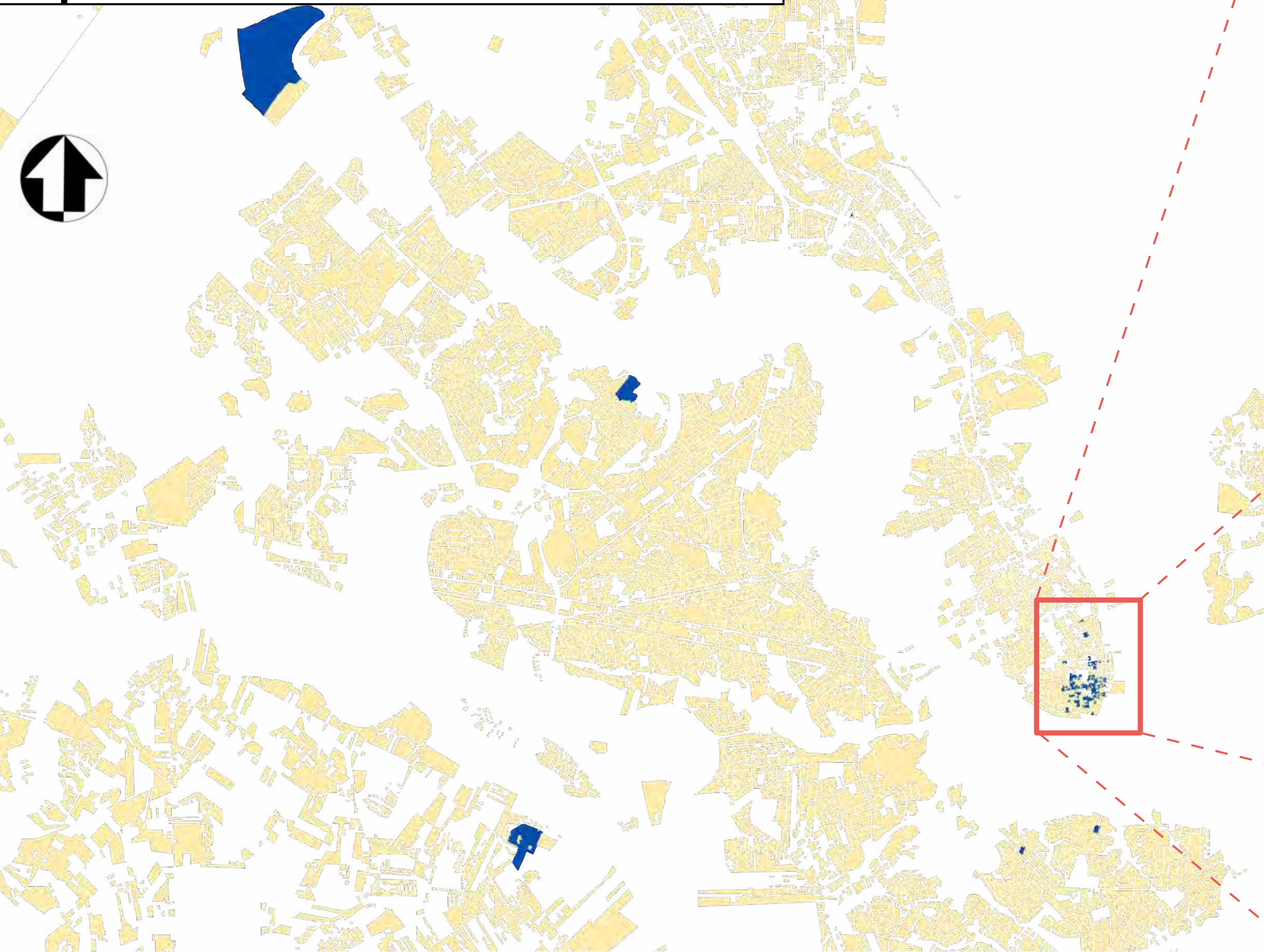
URBAN3

Detail Map

URBAN3

Pre-1776 Tax Productivity
Charleston, SC MSA

> 1776	
Acres	20.95
Value	$344M
Value/Acre	$16,440,700
County Taxes 2015	**$631,000**

Detail Map

Pre-1776 Tax Productivity
Charleston, SC MSA

URBAN3

	> 1776
Acres	20.95
Value	$344M
Value/Acre	$16,440,700
County Taxes 2015	$631,000

Detail Map

Pre-1776 Tax Productivity
Charleston, SC MSA

URBAN3

	> 1776
Acres	20.95
Value	$344M
Value/Acre	$16,440,700
County Taxes 2015	$631,000

Detail Map

Pre-1776 Tax Productivity
Charleston, SC MSA

URBAN3

Walmart (at Tanger)
$866,760 value per acre

Born: 2005

	> 1776
Acres	20.95
Value	$344M
Value/Acre	$16,440,700
County Taxes 2015	**$631,000**

Detail Map

Pre-1776 Tax Productivity
Charleston, SC MSA

Walmart (at Tanger)
$866,760 value per acre

Born: 2005

	Walmart	> 1776
Acres	20.58	20.95
Value	$18M	$344M
Value/Acre	$866,760	$16,440,700
County Taxes 2015	**$47,000**	**$631,000**

Detail Map

URBAN3

Pre-1776 Tax Productivity
Charleston, SC MSA

Walmart (at Tanger)
$866,760 value per acre
Born: 2005

	Walmart	> 1776
Acres	20.58	20.95
Value	$18M	$344M
Value/Acre	$866,760	$16,440,700
County Taxes 2015	$47,000	$631,000

Detail Map

Pre-1776 Tax Productivity
Charleston, SC MSA

URBAN3

Walmart (at Tanger)
$866,760 value per acre
Born: 2005

	Walmart	> 1776
Acres	20.58	20.95
Value	$18M	$344M
Value/Acre	$866,760	$16,440,700
County Taxes 2015	**$47,000**	**$631,000**

13x the County Taxes
Detail Map

"Skinny House"
Boston, Massachusetts

44 Hull Street

10'-5" wide
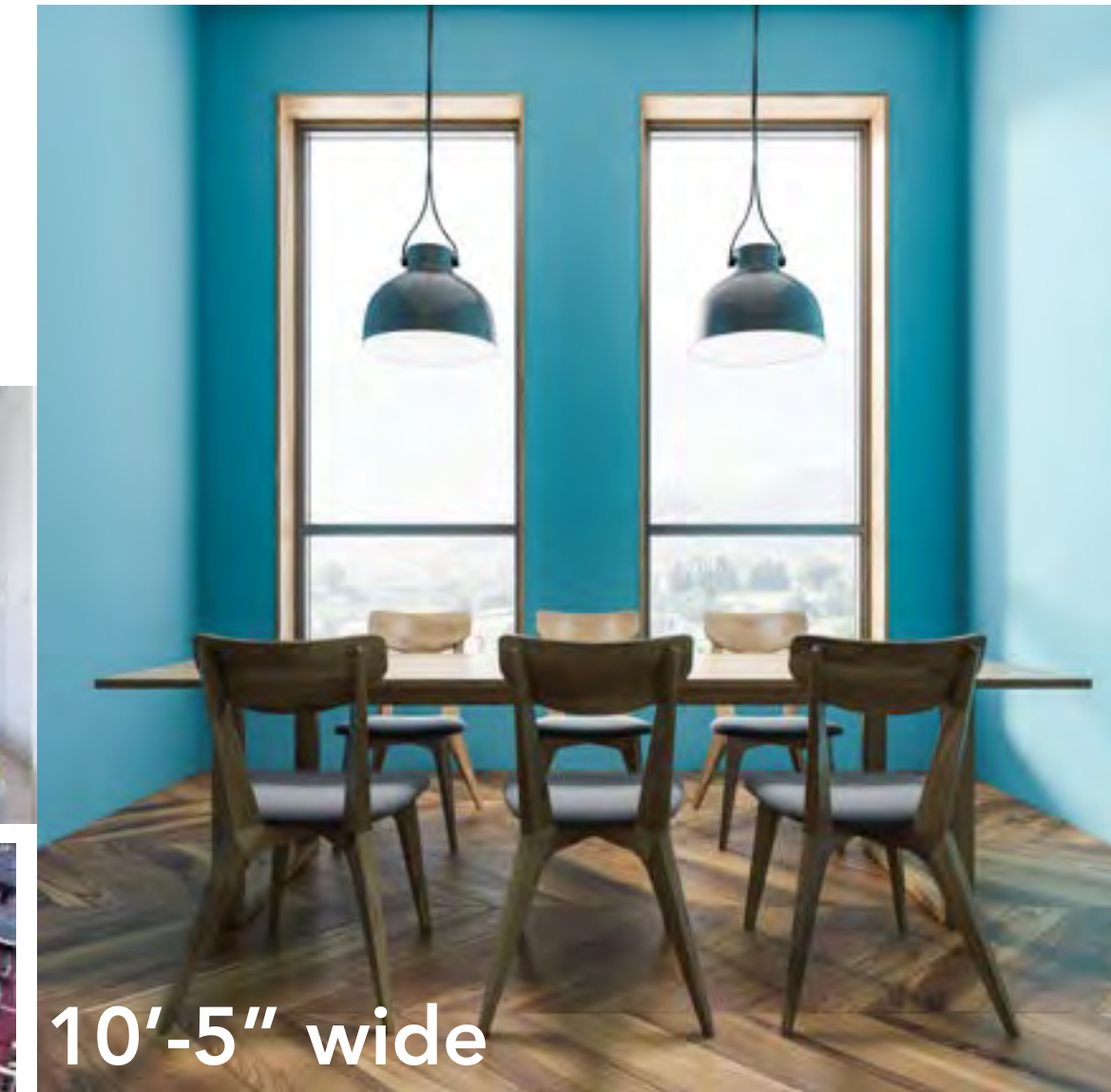
$62,109,381
taxable value/acre

Ca.: 1874

URBAN3

Alexandria, Virginia

523 Queen Street

7'-0" x 36'-0"
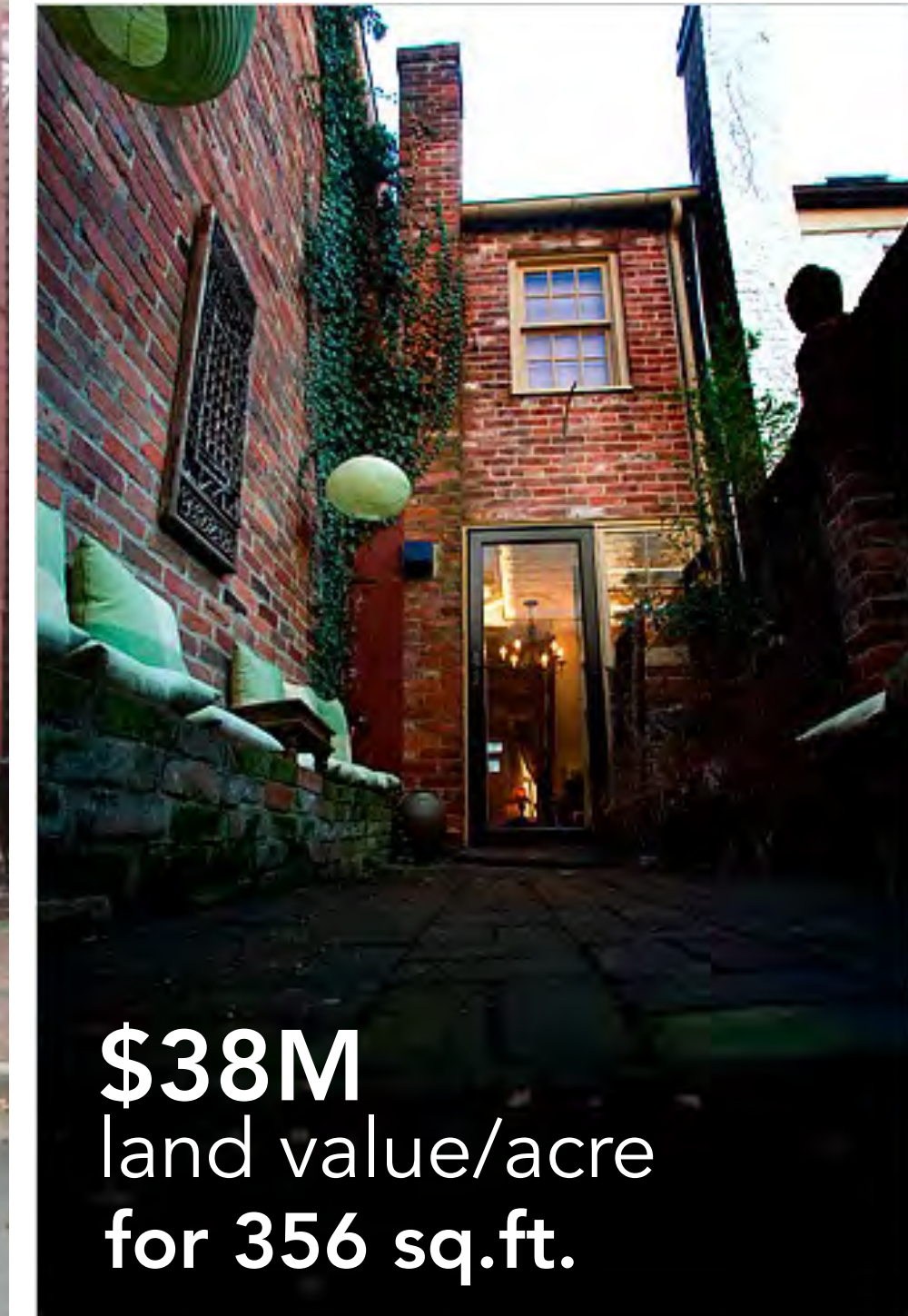
$38M
land value/acre
for 356 sq.ft.

$64,417,794
taxable value/acre

SHORPY

URBAN3

Washington, D.C.

8'-11" wide

2726 P St. NW 700 sq.ft.

$44,644,022
taxable value/acre

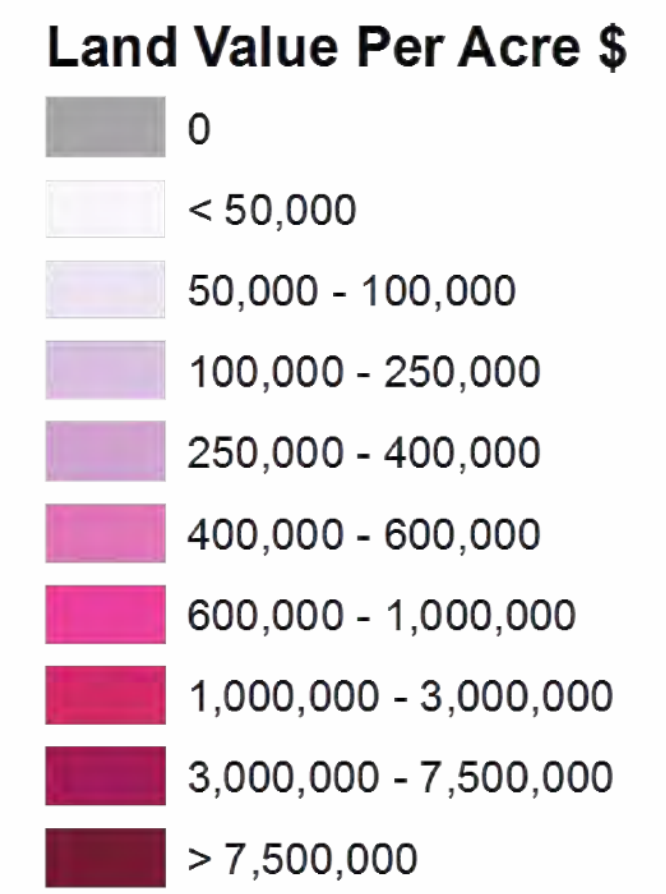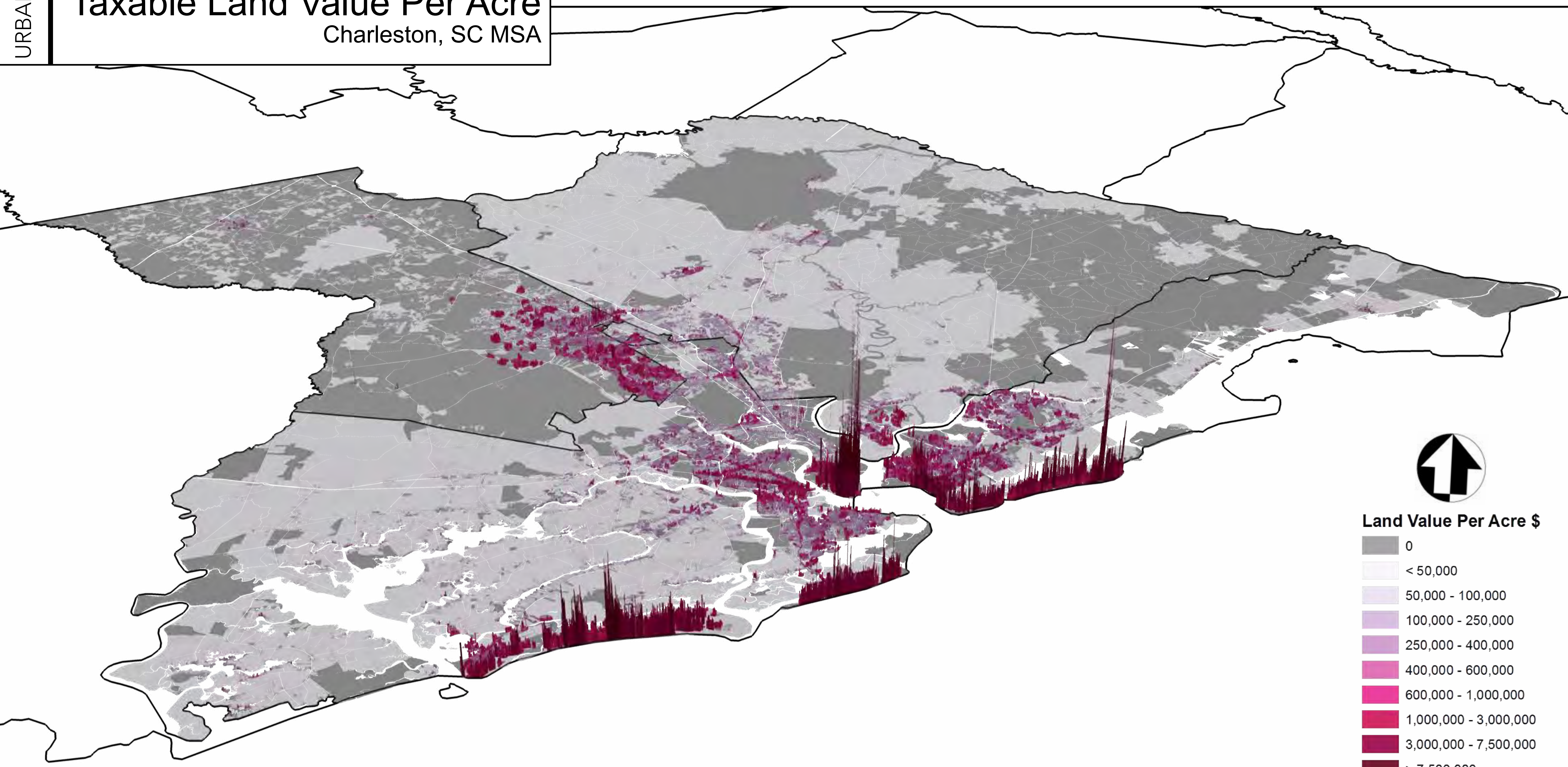**2803 Olive St. NW** 539 sq.ft.

$64,149,576
taxable value/acre
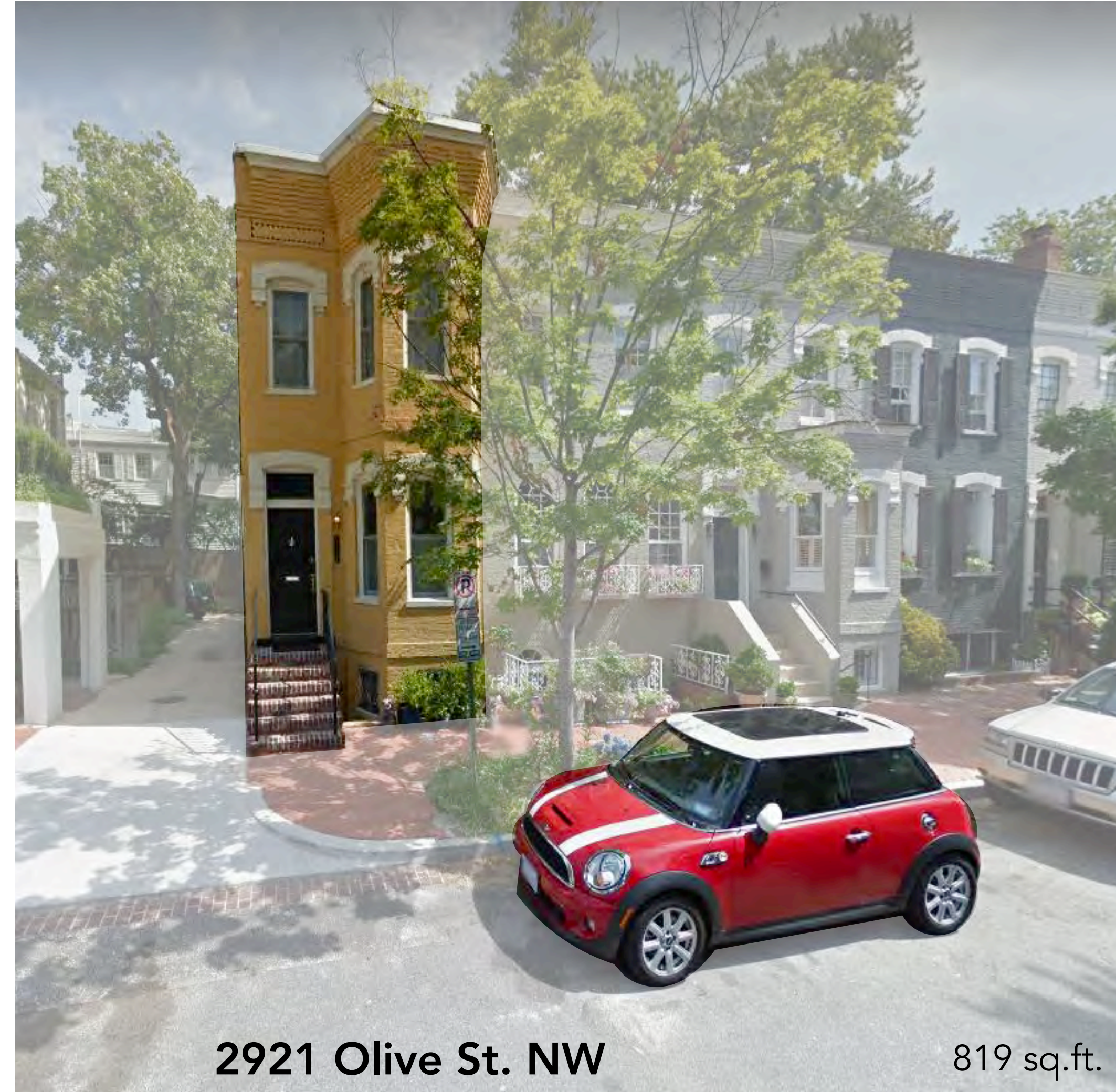
2921 Olive St. NW 819 sq.ft.
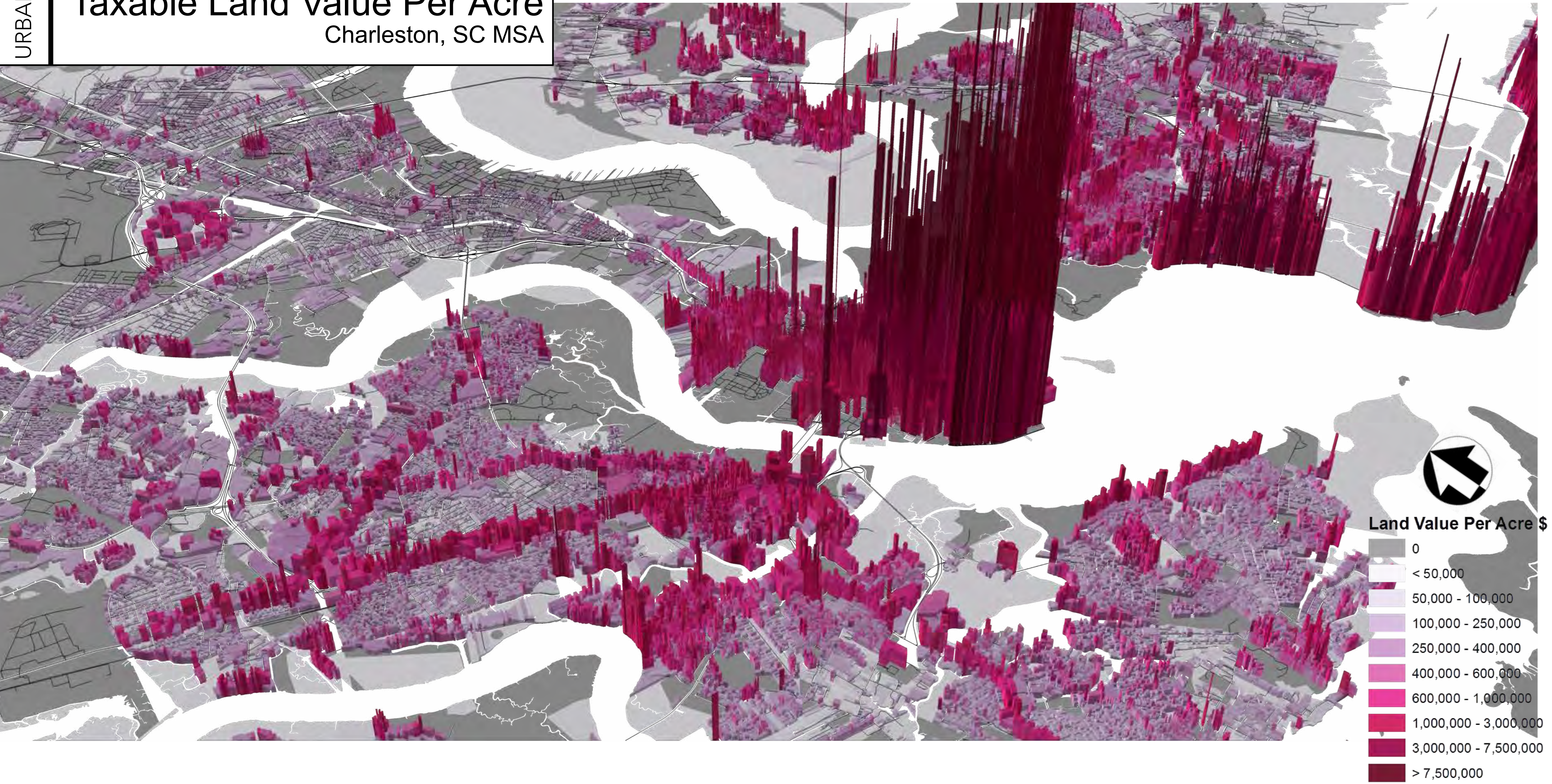
$67,92,444
taxable value/acre

URBAN3

Taxable Land Value Per Acre
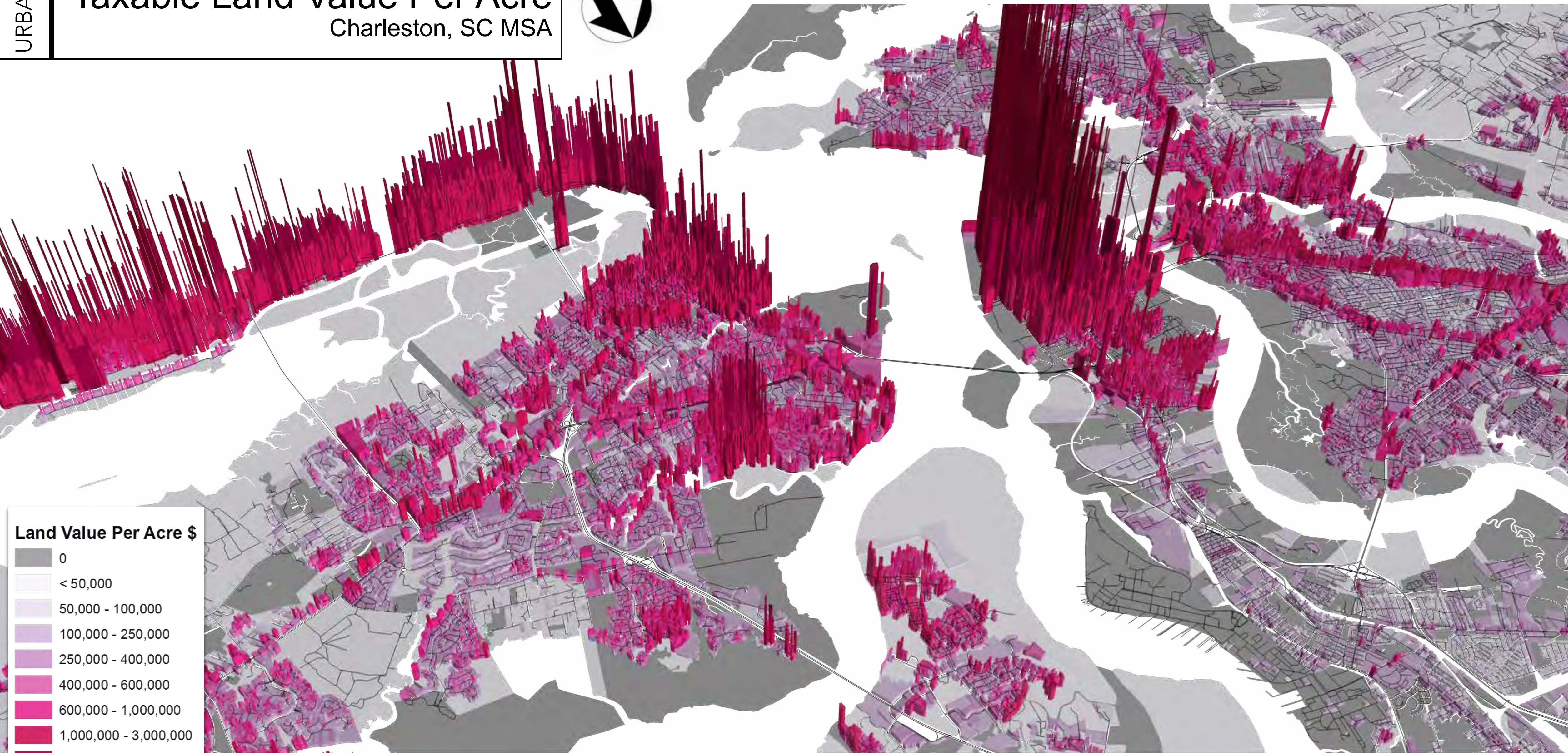## Charleston, SC MSA

URBAN3

Land Value Per Acre $

- 0
- < 50,000
- 50,000 - 100,000
- 100,000 - 250,000
- 250,000 - 400,000
- 400,000 - 600,000
- 600,000 - 1,000,000
- 1,000,000 - 3,000,000
- 3,000,000 - 7,500,000
- > 7,500,000

Taxable Land Value Per Acre
Charleston, SC MSA

URBAN3

Land Value Per Acre $

- 0
- < 50,000
- 50,000 - 100,000
- 100,000 - 250,000
- 250,000 - 400,000
- 400,000 - 600,000
- 600,000 - 1,000,000
- 1,000,000 - 3,000,000
- 3,000,000 - 7,500,000
- > 7,500,000

Taxable Land Value Per Acre
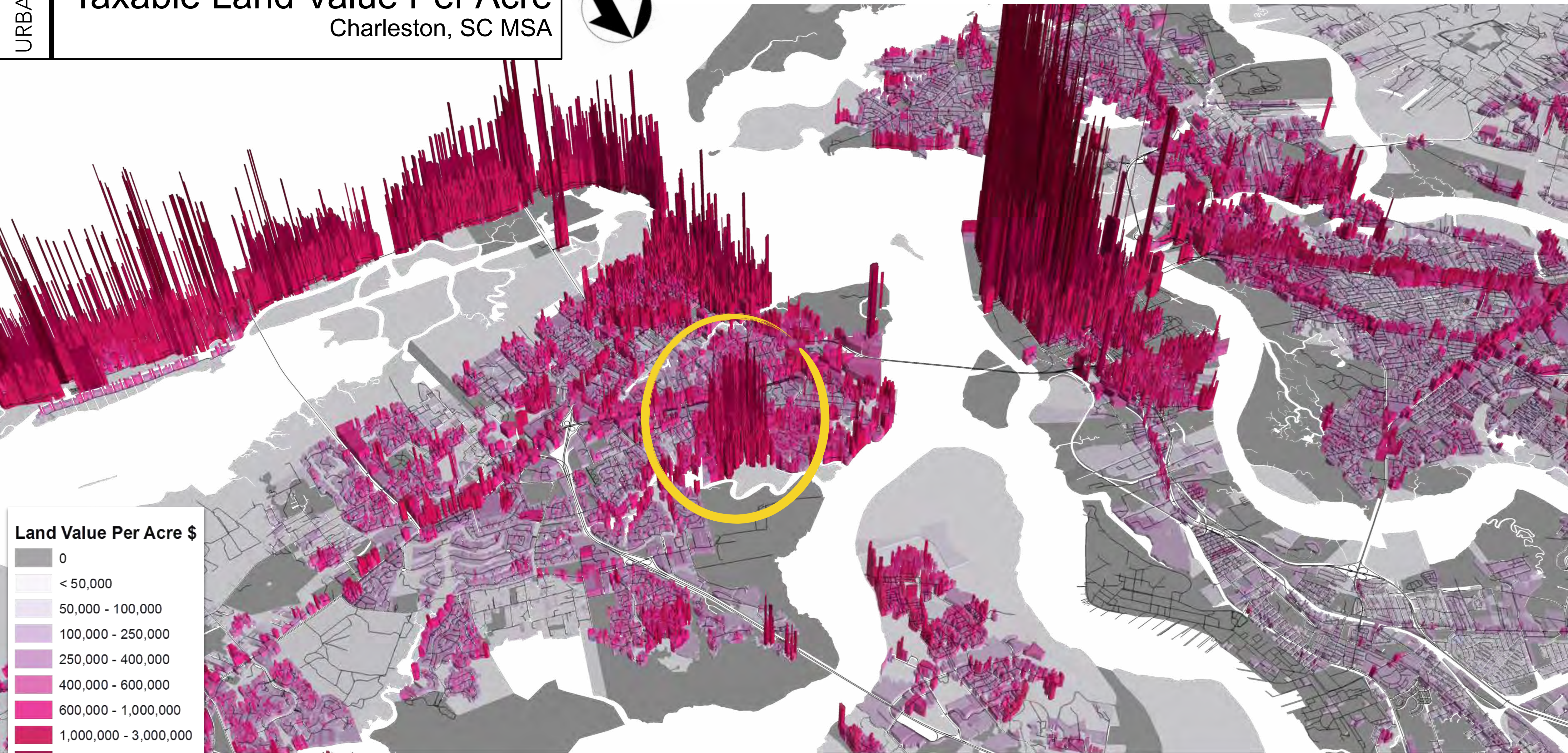## Charleston, SC MSA

URBAN3

Land Value Per Acre $

- 0
- < 50,000
- 50,000 - 100,000
- 100,000 - 250,000
- 250,000 - 400,000
- 400,000 - 600,000
- 600,000 - 1,000,000
- 1,000,000 - 3,000,000
- 3,000,000 - 7,500,000
- > 7,500,000

Taxable Land Value Per Acre
Charleston, SC MSA

URBAN3

Land Value Per Acre $

- 0
- < 50,000
- 50,000 - 100,000
- 100,000 - 250,000
- 250,000 - 400,000
- 400,000 - 600,000
- 600,000 - 1,000,000
- 1,000,000 - 3,000,000
- 3,000,000 - 7,500,000
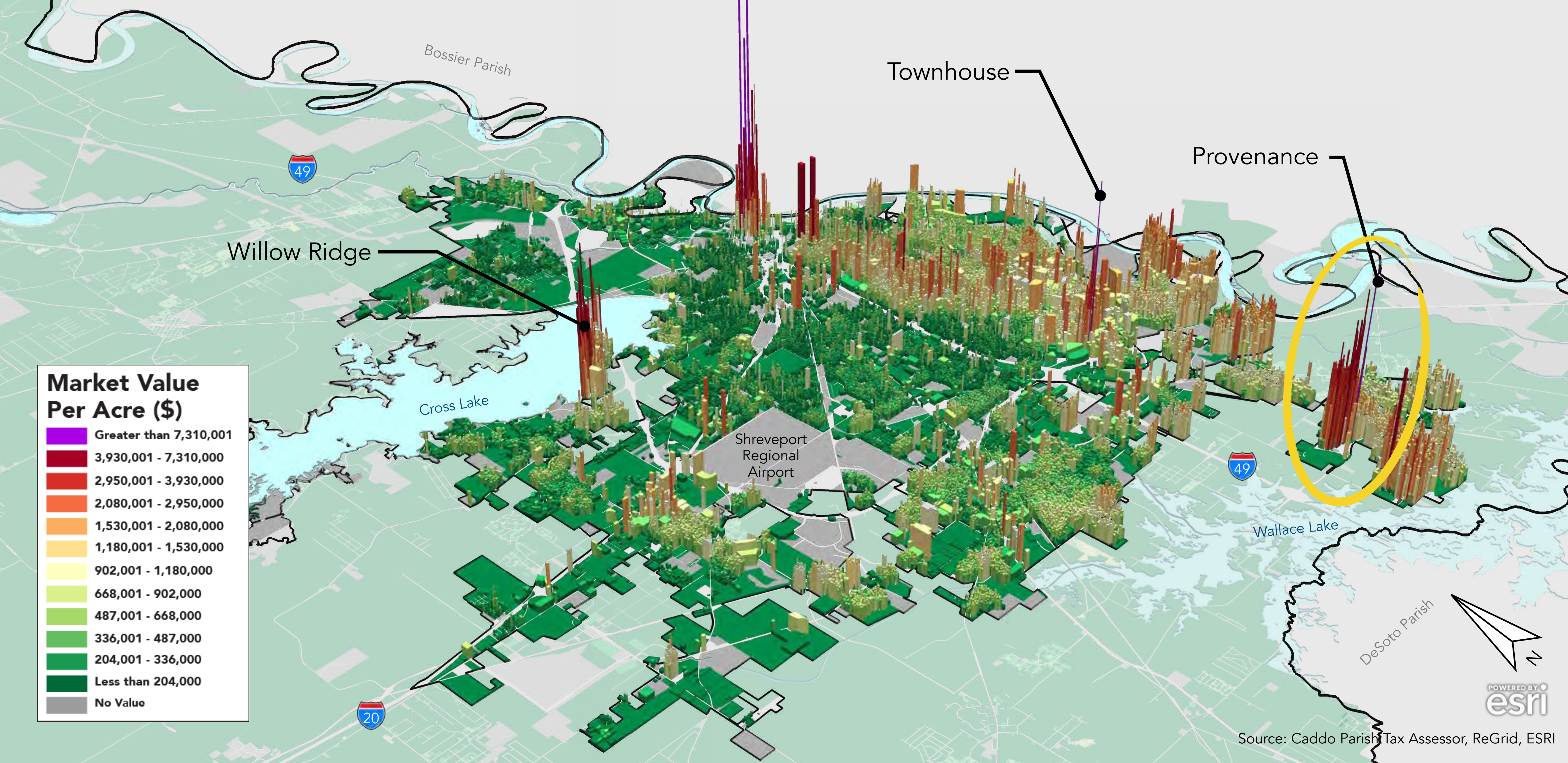- > 7,500,000

Market Value Per Acre
Shreveport, LA

URBAN3

Beck Building

Townhouse

Provenance

Willow Ridge

Bossier Parish

Cross Lake

Shreveport Regional Airport

Wallace Lake

DeSoto Parish

Market Value Per Acre ($)

Color	Range
Greater than 7,310,001
3,930,001 - 7,310,000
2,950,001 - 3,930,000
2,080,001 - 2,950,000
1,530,001 - 2,080,000
1,180,001 - 1,530,000
902,001 - 1,180,000
668,001 - 902,000
487,001 - 668,000
336,001 - 487,000
204,001 - 336,000
Less than 204,000
No Value

POWERED BY esri

Source: Caddo Parish Tax Assessor, ReGrid, ESRI

Market Value Per Acre
Shreveport, LA

URBAN3

Beck Building

Townhouse

Provenance

Willow Ridge

Cross Lake

Bossier Parish

Shreveport Regional Airport

Wallace Lake

DeSoto Parish

Market Value Per Acre ($)

Color	Value
	Greater than 7,310,001
	3,930,001 - 7,310,000
	2,950,001 - 3,930,000
	2,080,001 - 2,950,000
	1,530,001 - 2,080,000
	1,180,001 - 1,530,000
	902,001 - 1,180,000
	668,001 - 902,000
	487,001 - 668,000
	336,001 - 487,000
	204,001 - 336,000
	Less than 204,000
	No Value

POWERED BY esri

Source: Caddo Parish Tax Assessor, ReGrid, ESRI

Value Per Acre
Fayetteville, GA

URBAN3

Hospital

Pinewood Forest

Downtown

54

85

314

92

92

Glynn St

Taxable Value per Acre ($)

- 0
- < 40,000
- 40,001 - 80,000
- 80,001 - 150,000
- 150,001 - 300,000
- 300,001 - 450,000
- 450,001 - 650,000
- 650,001 - 1,000,000
- 1,000,001 - 2,000,000
- 2,000,001 - 3,000,000
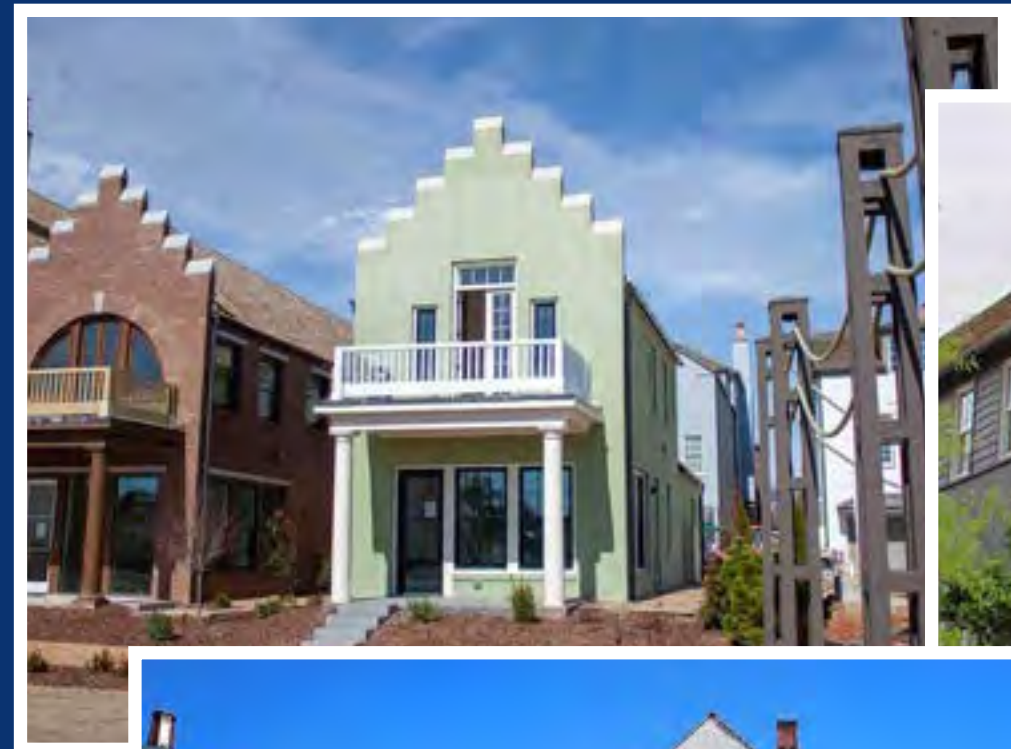- 3,000,001 - 4,000,000
- 4,000,001 - 5,000,000
- > 5,000,001

POWERED BY esri

Source: City of Fayetteville, Fayette County

Value Per Acre
Fayetteville, GA

URBAN3

Hospital

Pinewood Forest

Downtown

54

85

314

92

92

Glynn St

Taxable Value per Acre ($)

- 0
- < 40,000
- 40,001 - 80,000
- 80,001 - 150,000
- 150,001 - 300,000
- 300,001 - 450,000
- 450,001 - 650,000
- 650,001 - 1,000,000
- 1,000,001 - 2,000,000
- 2,000,001 - 3,000,000
- 3,000,001 - 4,000,000
- 4,000,001 - 5,000,000
- > 5,000,001

Source: City of Fayetteville, Fayette County

POWERED BY esri

Taxable Value Per Acre
Fayetteville, GA

URBAN3

Pinewood Forest
Peak Value Per Acre: $12.5m
Avg Value Per Acre: $6.4m

Fayette Avg. Walmart
$377,266 per acre

POWERED BY
esri

URBAN3

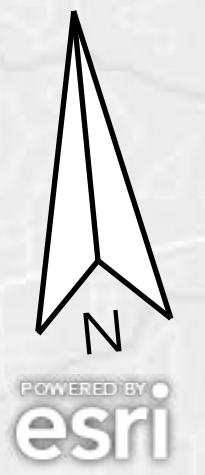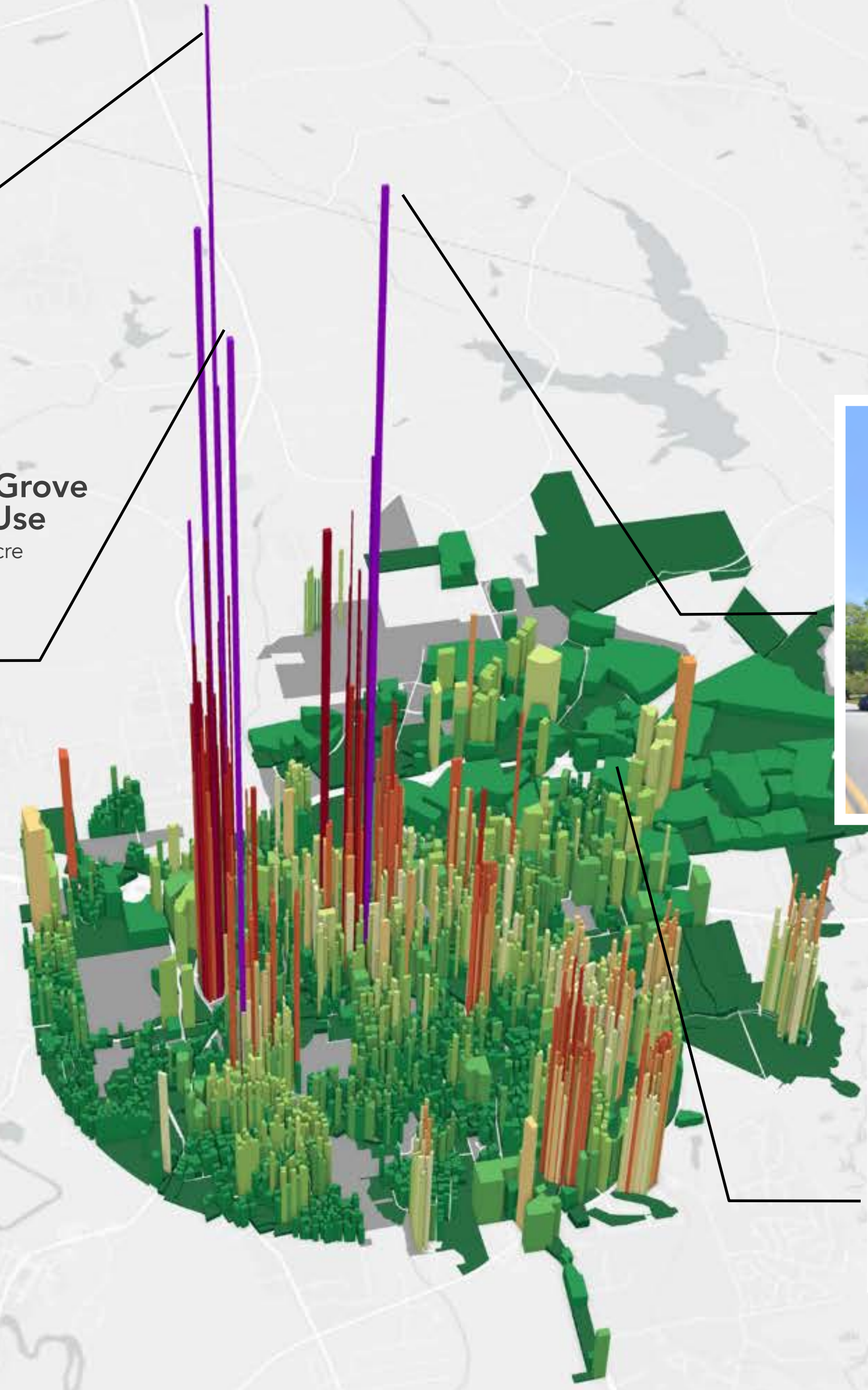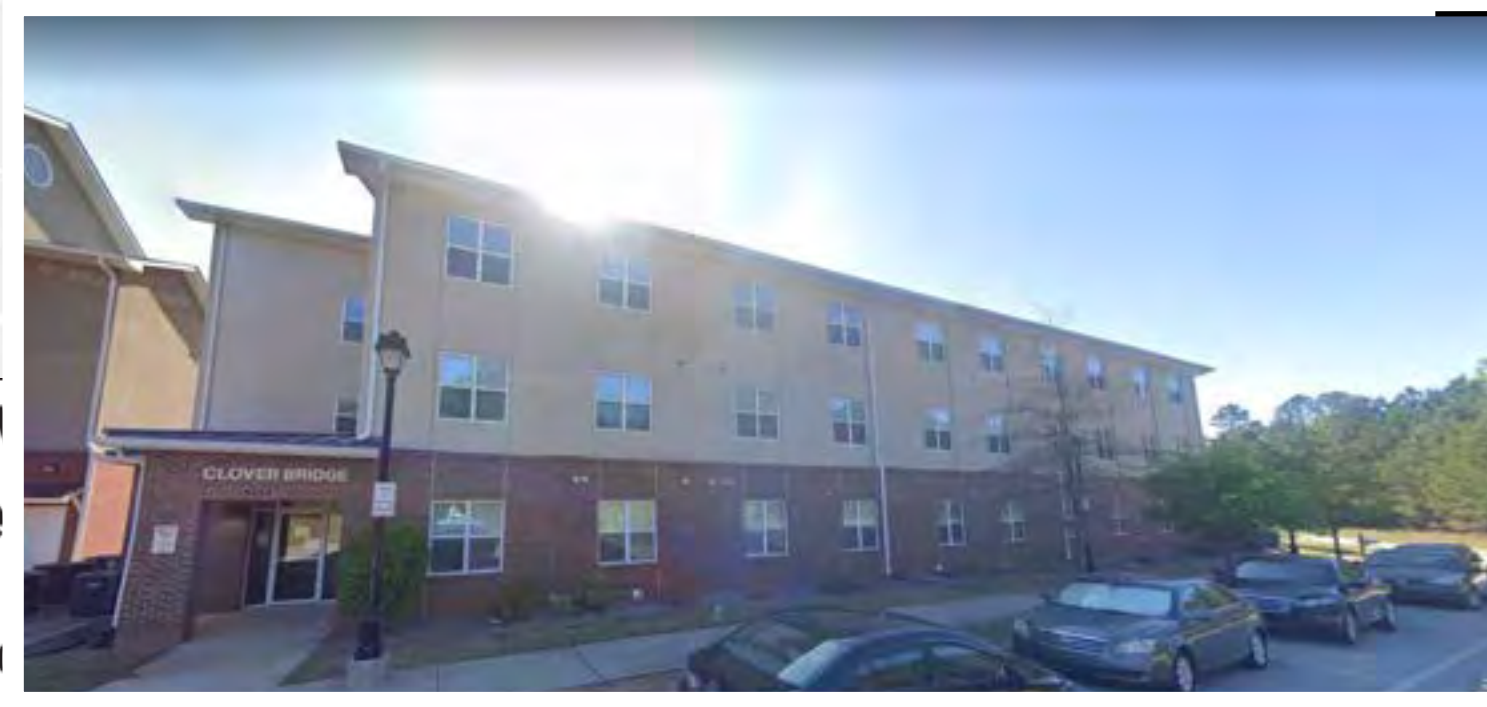# Value per Acre
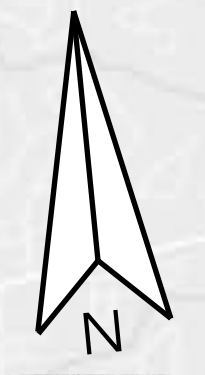## Covington, GA

Clark's Grove
Mixed Use
$11M per acre
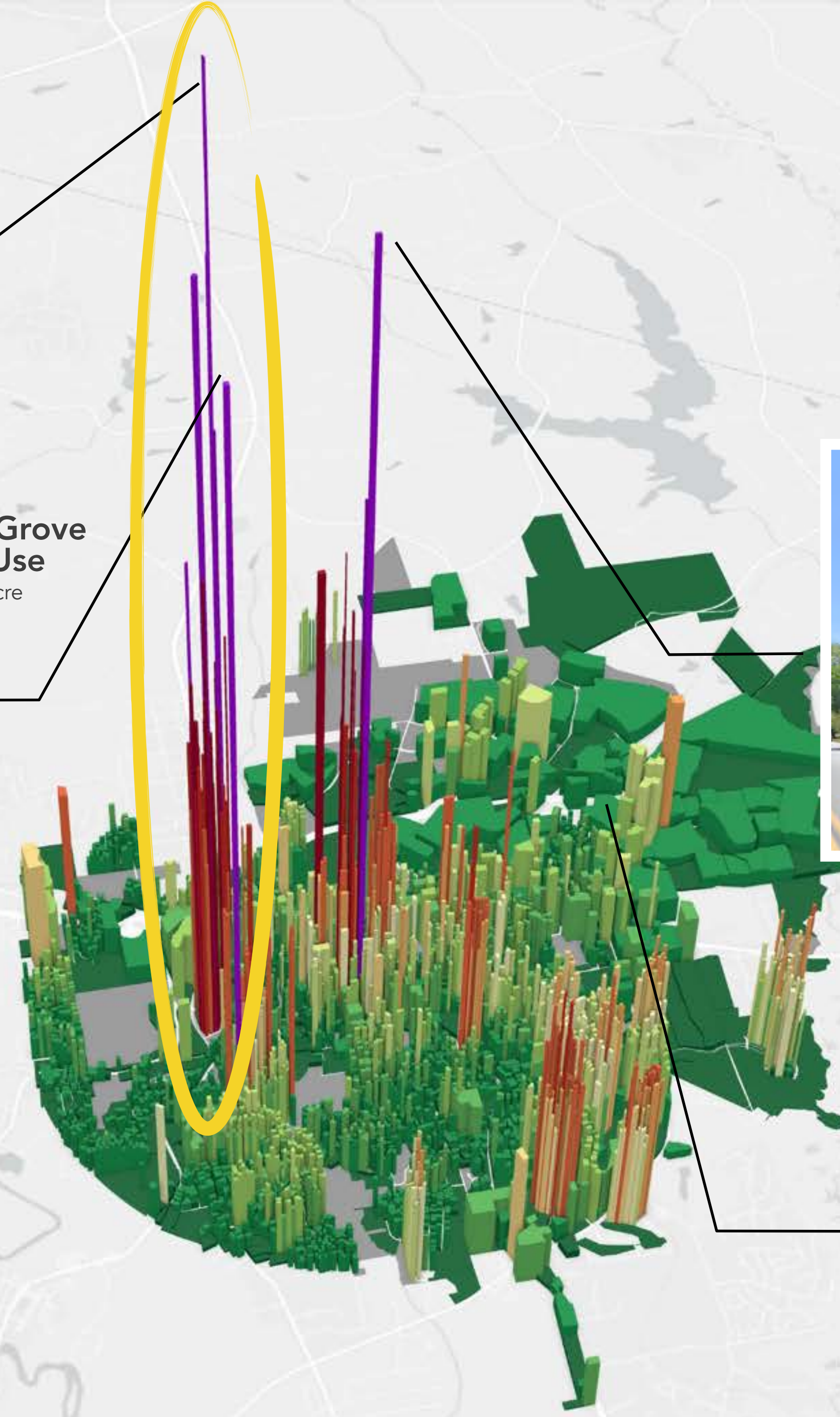
SE Corner College
& Church
$5.2M per acre
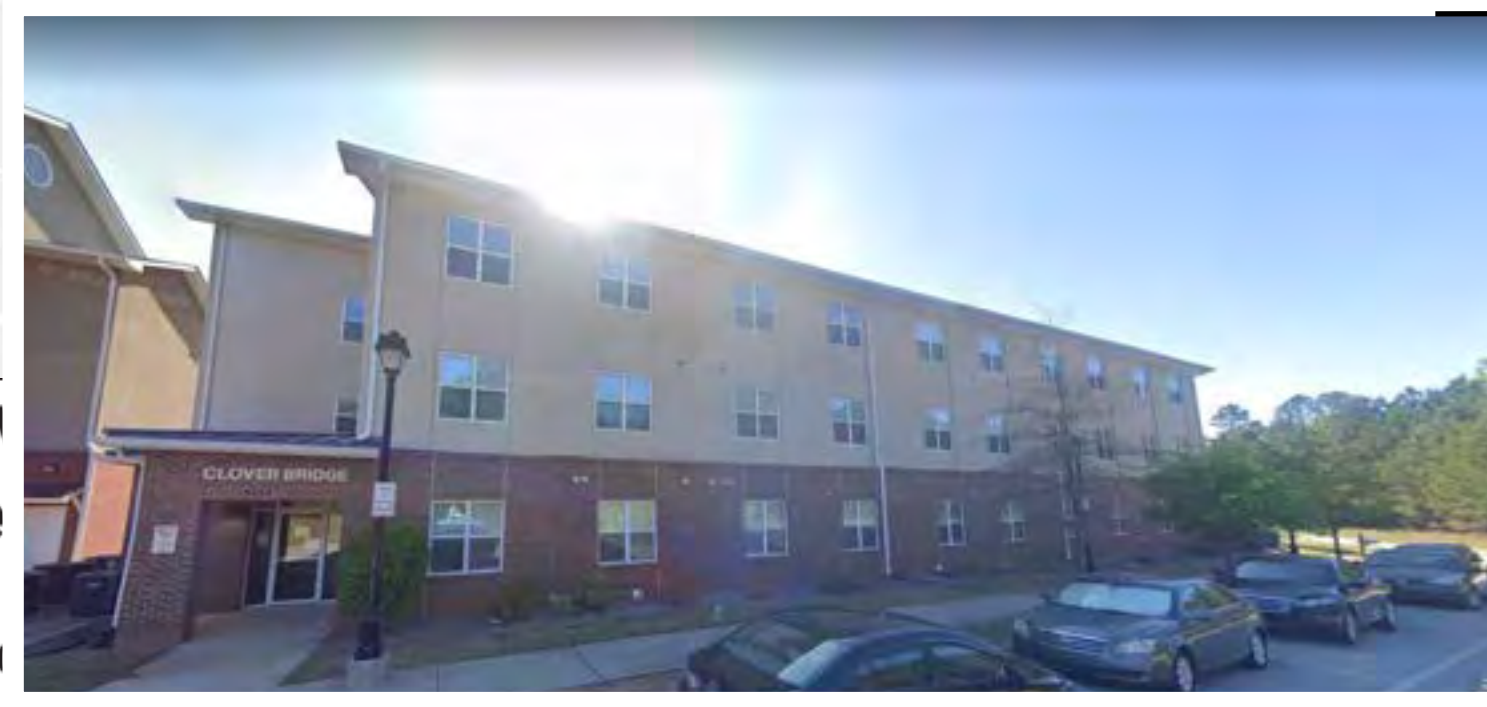
Clover Bridge
$8.9M per acre

Walmart
$0.2M per acre

Taxable Value Per Acre

⬜	0
🟩	< 10,000
🟩	10,001 - 50,000
🟩	50,001 - 100,000
🟩	100,001 - 250,000
🟨	250,001 - 500,000
🟨	500,001 - 750,000
🟧	750,001 - 1,000,000
🟧	1,000,001 - 2,000,000
🟧	2,000,001 - 3,000,000
🟥	3,000,001 - 4,000,000
🟥	4,000,001 - 9,000,000
🟪	> 9,000,001

N

POWERED BY
esri

Esri, HERE, Garmin, SafeGraph, METI/NASA, USGS, EPA, NPS, USDA

Source: Newton County Assessor

Value per Acre
Covington, GA

URBAN3

Clark's Grove Mixed Use
$11M per acre

Clover Bridge
$8.9M per acre

SE Corner College & Church
$5.2M per acre

Walmart
$0.2M per acre

Taxable Value Per Acre

■	0
■	< 10,000
■	10,001 - 50,000
■	50,001 - 100,000
■	100,001 - 250,000
■	250,001 - 500,000
■	500,001 - 750,000
■	750,001 - 1,000,000
■	1,000,001 - 2,000,000
■	2,000,001 - 3,000,000
■	3,000,001 - 4,000,000
■	4,000,001 - 9,000,000
■	> 9,000,001

N

POWERED BY esri

Esri, HERE, Garmin, SafeGraph, METI/NASA, USGS, EPA, NPS, USDA

Source: Newton County Assessor

Appraised Value per Acre
Fulton & DeKalb Counties, GA

URBAN3

Atlantic Station Towers

Buckhead

Roswell

Alpharetta

400

Perimeter North

Serenbe

285

285

Airport Area

Decatur

N

Appraised Value Per Acre ($)

▩	0
▩	< 100,000
▩	100,001 - 200,000
▩	250,001 - 500,000
▩	500,001 - 1,000,000
▩	1,000,001 - 2,000,000
▩	2,000,001 - 3,000,000
▩	3,000,001 - 4,000,000
▩	4,000,001 - 5,000,000
▩	5,000,001 - 7,500,000
▩	7,500,001 - 10,000,000
▩	10,000,001 - 25,000,000
▩	>25,000,000

Source: Fulton & DeKalb County Assessor

esri

Appraised Value per Acre
Fulton & DeKalb Counties, GA

URBAN3

Atlantic Station Towers

Buckhead

Roswell

Alpharetta

400

Serenbe

Perimeter North

285

285

Appraised Value Per Acre ($)

	0
	< 100,000
	100,001 - 200,000
	250,001 - 500,000
	500,001 - 1,000,000
	1,000,001 - 2,000,000
	2,000,001 - 3,000,000
	3,000,001 - 4,000,000
	4,000,001 - 5,000,000
	5,000,001 - 7,500,000
	7,500,001 - 10,000,000
	10,000,001 - 25,000,000
	>25,000,000

Airport Area

Decatur

N

POWERED BY esri

Source: Fulton & DeKalb County Assessor

Courtesy of The American Architect

An American Example at Flint, Michigan

An English Example at Welwyn

PLATE I. TYPICAL SMALL HOMES

NEIGHBORHOODS OF SMALL HOMES

ECONOMIC DENSITY OF LOW-COST
HOUSING IN AMERICA AND
ENGLAND

BY

ROBERT WHITTEN

AND

THOMAS ADAMS

CAMBRIDGE
HARVARD UNIVERSITY PRESS
1931

TABLE X
ACREAGE VALUES IN TRACTS RIPE FOR SUBDIVISION AND BUILDING

City	Suitable for Houses, to Sell for $12,000 Up — Value per Acre A	Distance from Built-up Areas	Distance from Center of City (Miles)	Distance from Means of Transportation (Feet)	Are Utility Mains within a Reasonable Distance?
Groups I and II					
Cities of 300,000 and Over					
Baltimore, Md.	$5000	Adjacent	3.5	0	Yes
Baltimore, Md.	3500	½ mile	8.0	1320	Yes
Boston, Mass.	2250	Adjacent	10.0	3000	Yes
Boston, Mass.	3750	Adjacent	7.0	2640	Yes
Buffalo, N. Y.	5000	Adjacent	6.5	2640	Yes
Chicago, Ill.	6000	Adjacent	7.0	0	Yes
Chicago, Ill.	4000	Adjacent	8.0	1000	Yes
Cincinnati, Ohio	4000	Adjacent	5.0	1320	Yes
Cincinnati, Ohio	3000	Adjacent	5.0	0	Yes
Cincinnati, Ohio					
Cleveland, Ohio	4500	Adjacent	5.0	0	Yes
Detroit, Mich.	4000	Adjacent	5.0	0	Yes
Detroit, Mich.	3500	Adjacent	7.0	3960	Yes
Kansas City, Mo.	2000	½ mile	5.0	3960	Yes
Kansas City, Mo.	9000	Adjacent	9.0	1700	Yes
Philadelphia, Pa.					
Rochester, N. Y.	3000	Adjacent	4.0	0	Yes
Rochester, N. Y.	3500	Adjacent	3.0	600	Yes
Rochester, N. Y.					
Average Value	3800				
Median Value	3750				
Groups III, IV, and V					
Cities of 30,000 to 300,000					
Akron, Ohio	1500	Adjacent	3.0	500	Yes
Akron, Ohio					
Allentown, Pa.	3000	½ mile	2.5	900	Yes, except sewers
Canton, Ohio	1500	Adjacent	2.5	2000	Yes
Des Moines, Iowa	2000	Adjacent	3.0	600	Yes
Des Moines, Iowa	2500	Adjacent	5.0	900	Yes
Fort Wayne, Ind.	3000	Adjacent	2.5	600	Yes
Gary, Ind.	4250	Adjacent	3.0	0	Yes
Gary, Ind.	1250	Adjacent	3.0	0	Yes
Gary, Ind.	5000	Adjacent	1.5	600	Yes, except sewers
New Haven, Conn.	2750	Adjacent	4.0	5280	Yes, except sewers
New Haven, Conn.	2500	½ mile	3.5	1000	Yes
New Haven, Conn.	3000	Adjacent	3.0	900	Yes
Omaha, Neb.	4000	Adjacent	3.0	1320	Yes
Omaha, Neb.	2500	Adjacent	3.0	2000	Yes
Oranges and Maplewood, N. J.	2750	Adjacent	0.5	2640	Yes
South Bend, Ind.	3000	Adjacent	1.5	0	Yes
South Bend, Ind.	2000	¼ mile	1.5	0	Yes
Springfield, Mass.	2000	¼ mile	2.5	1000	Yes
St. Paul, Minn.	3250	Adjacent	4.0	0	Yes
Syracuse, N. Y.	2500	¼ mile	3.0	0	Yes
Syracuse, N. Y.	2000	¼ mile	3.5	1000	Yes
Average Value	2679				
Median Value	2500				
Average for all Groups	3146				
Median for all Groups	3000				

NEIGHBORHOODS OF SMALL HOMES

ECONOMIC DENSITY OF LOW-COST HOUSING IN AMERICA AND ENGLAND

BY

ROBERT WHITTEN

AND

THOMAS ADAMS

		SUITABLE FOR HOUSES, TO SELL FOR $12,000 UP			
r	Value per Acre A	Distance from Built-up Areas	Distance from Center of City (Miles)	Distance from Means of Transportation (Feet)	Are Utility Mains within a Reasonable Distance?
and II					
00 and Over					
. . . .	$5000	Adjacent	3.5	0	Yes
. . . .	3500	½ mile	8.0	1320	Yes
. . . .	2250	Adjacent	10.0	3000	Yes
. . . .	3750	Adjacent	7.0	2640	Yes
. . . .	5000	Adjacent	6.5	2640	Yes
. . . .	6000	Adjacent	7.0	0	Yes
. . . .	4000	Adjacent	8.0	1000	Yes
. . . .	4000	Adjacent	5.0	1320	Yes
. . . .	3000	Adjacent	5.0	0	Yes
. . . .	4500	Adjacent	5.0	0	Yes
. . . .	4000	Adjacent	5.0	0	Yes
. . . .	3500	Adjacent	7.0	3960	Yes
. . . .	2000	½ mile	5.0	3960	Yes
. . . .	9000	Adjacent	9.0	1700	Yes
. . . .	3000	Adjacent	4.0	0	Yes
. . . .	3500	Adjacent	3.0	600	Yes
. . . .	3800				
. . . .	3750				

	Value per Acre A	Distance from Built-up Areas	Distance from Center of City (Miles)	Distance from Means of Transportation (Feet)	Are Utility Mains within a Reasonable Distance?
		SUITABLE FOR HOUSES, TO SELL FOR $12,000 UP			
. . . .	$5000	Adjacent	3.5	0	Yes
. . . .	3500	½ mile	8.0	1320	Yes
. . . .	2250	Adjacent	10.0	3000	Yes
. . . .	3750	Adjacent	7.0	2640	Yes
. . . .	5000	Adjacent	6.5	2640	Yes
. . . .	6000	Adjacent	7.0	0	Yes
. . . .	4000	Adjacent	8.0	1000	Yes
. . . .	4000	Adjacent	5.0	1320	Yes
. . . .	3000	Adjacent	5.0	0	Yes
. . . .	4500	Adjacent	5.0	0	Yes
. . . .	4000	Adjacent	5.0	0	Yes
. . . .	3500	Adjacent	7.0	3960	Yes
. . . .	2000	½ mile	5.0	3960	Yes
. . . .	9000	Adjacent	9.0	1700	Yes
. . . .	3000	Adjacent	4.0	0	Yes
. . . .	3500	Adjacent	3.0	600	Yes
. . . .	3800				
. . . .	3750				

and II

00 and Over

Observation:

_____

But people don't want density!

URBAN**3**

What are the numbers for Gwinnett County?

Crogan Street, Lawrenceville, Ga.

4 Dirty Words in Gwinnett County:
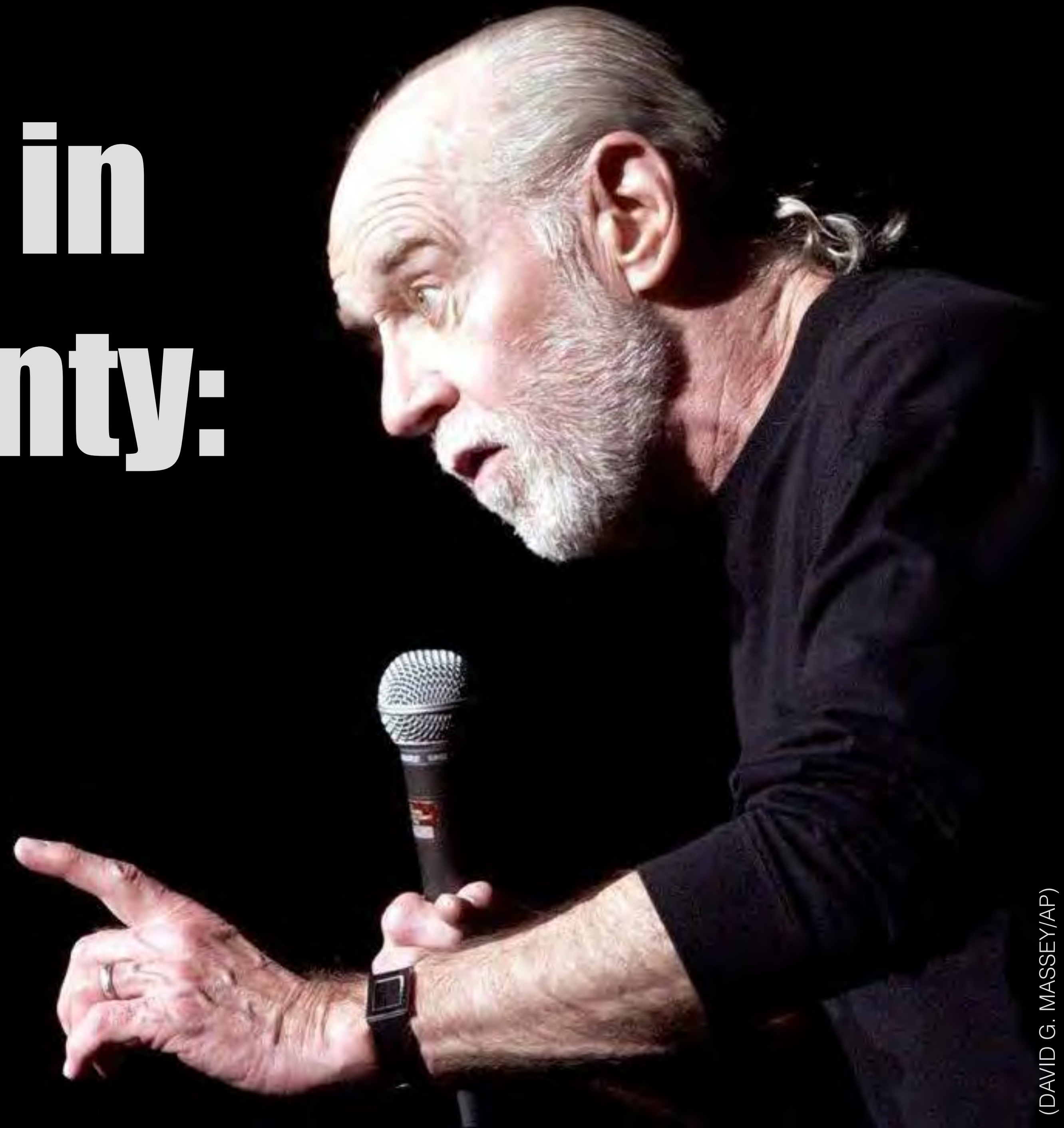
4 Dirty Words in Gwinnett County:
1.   Urban
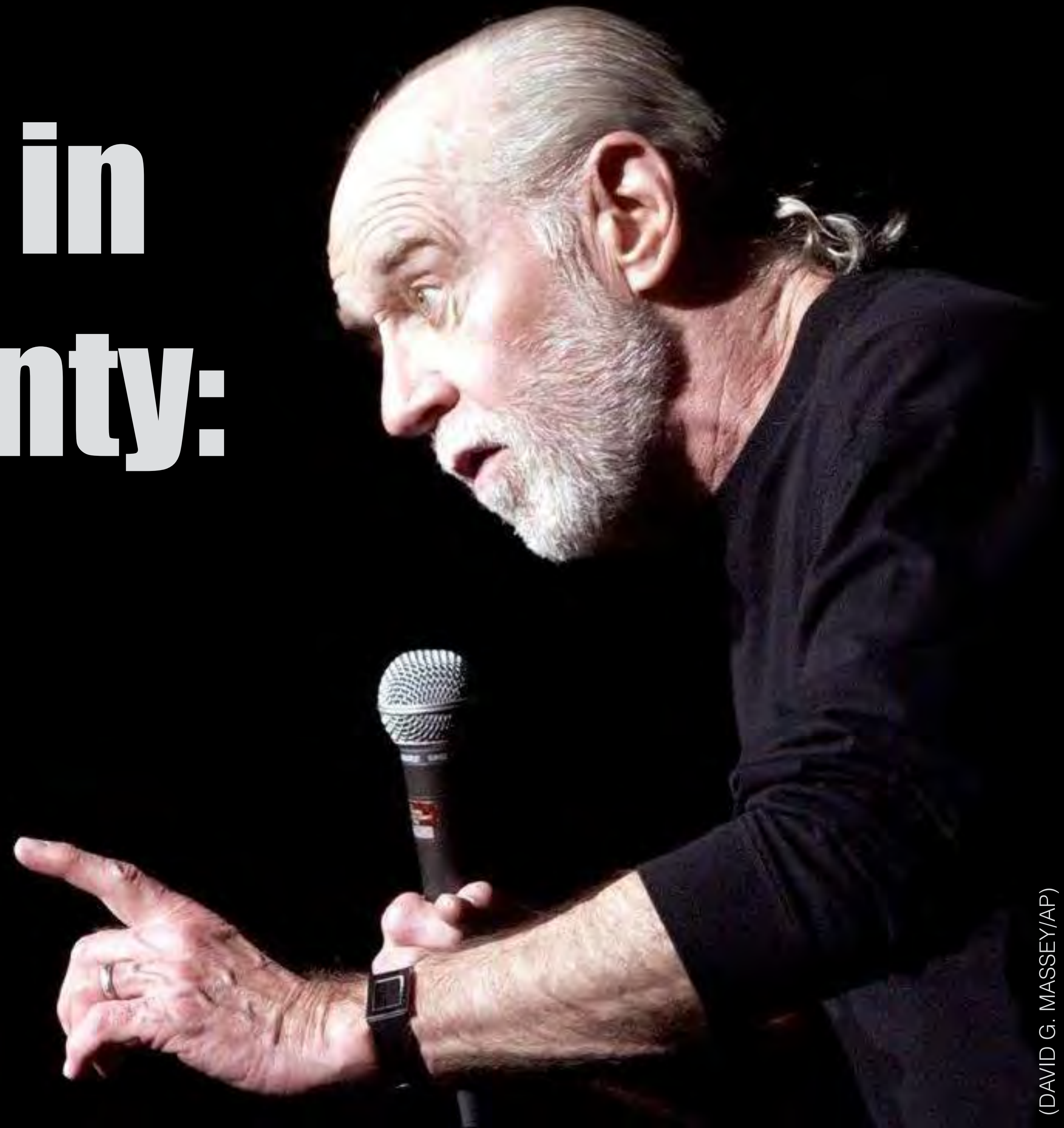
4 Dirty Words in Gwinnett County:
1. Urban
2. City
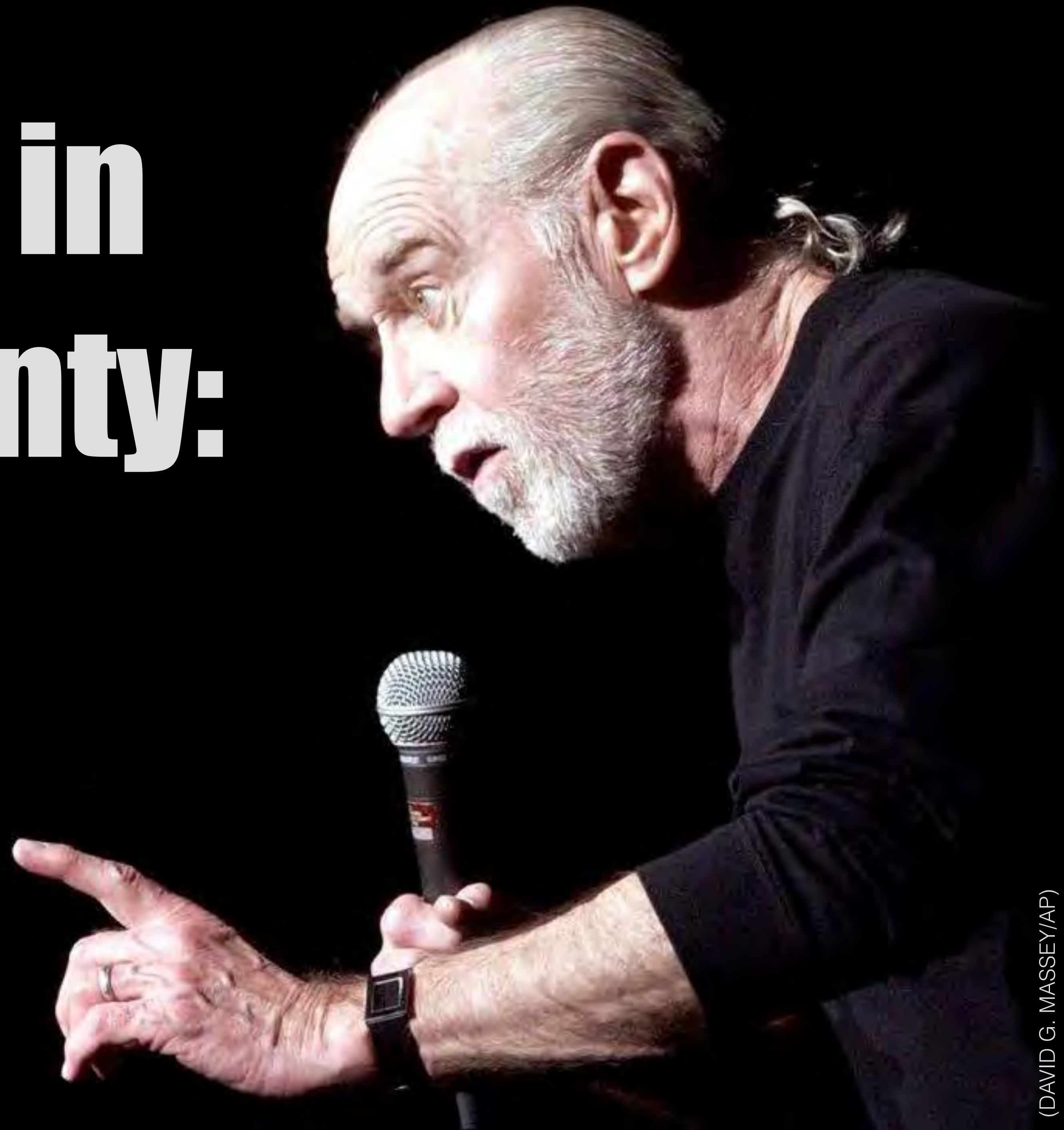
4 Dirty Words in Gwinnett County:
1. Urban
2. City
3. Town
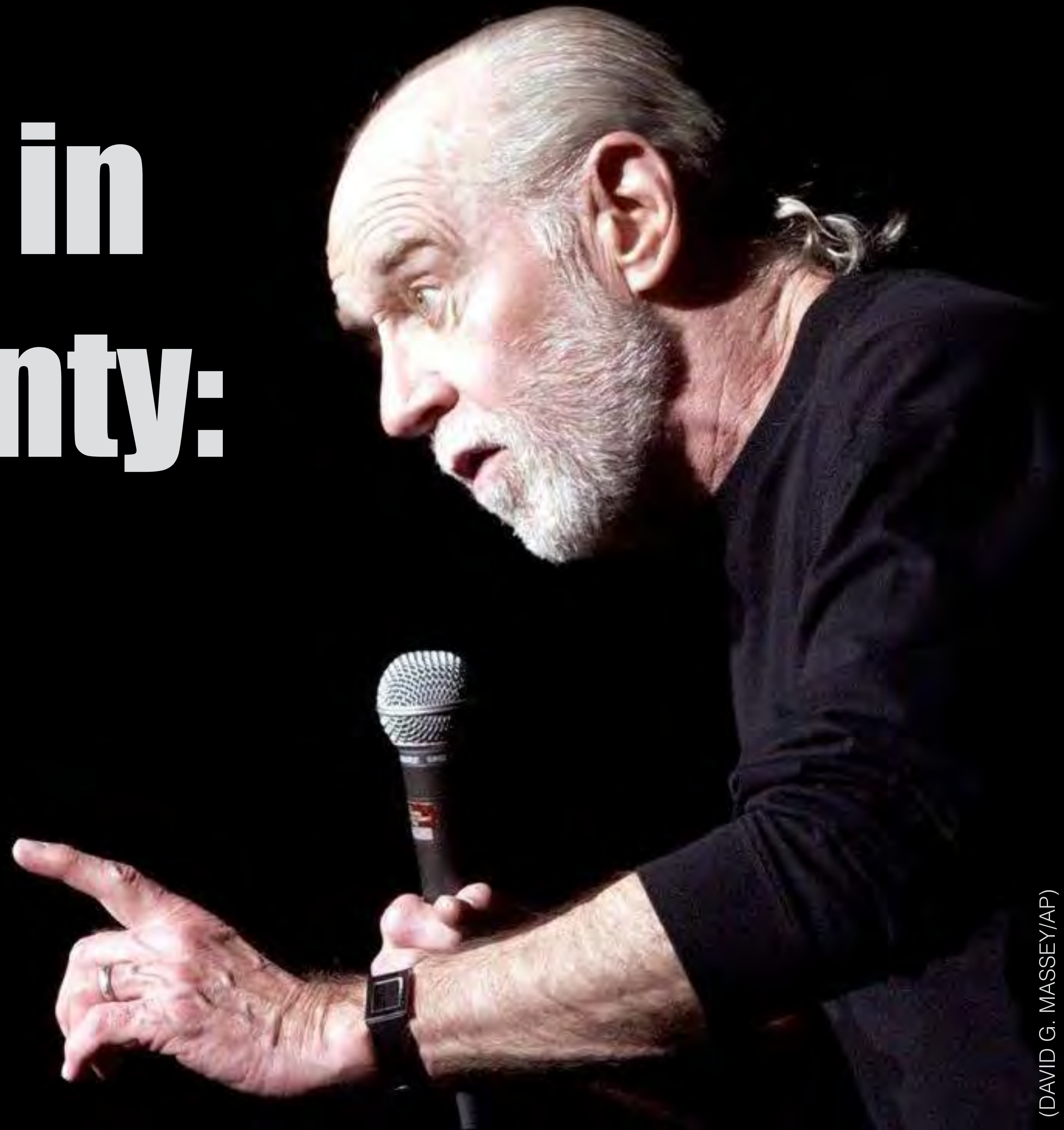
4 Dirty Words in Gwinnett County:
1. Urban
2. City
3. Town
4. Municipal
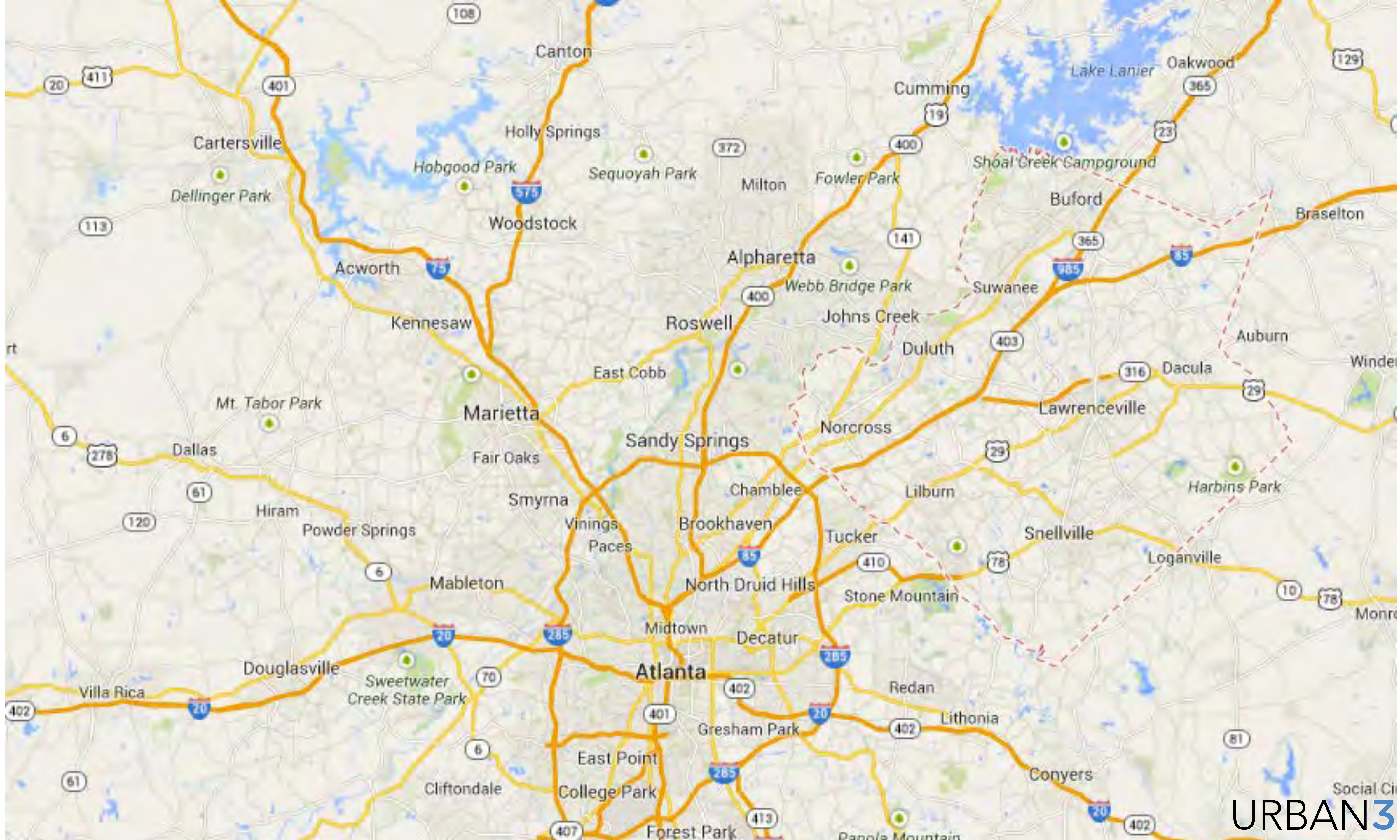
(DAVID G. MASSEY/AP)

URBAN3

URBAN3

Density - People per Square Mile
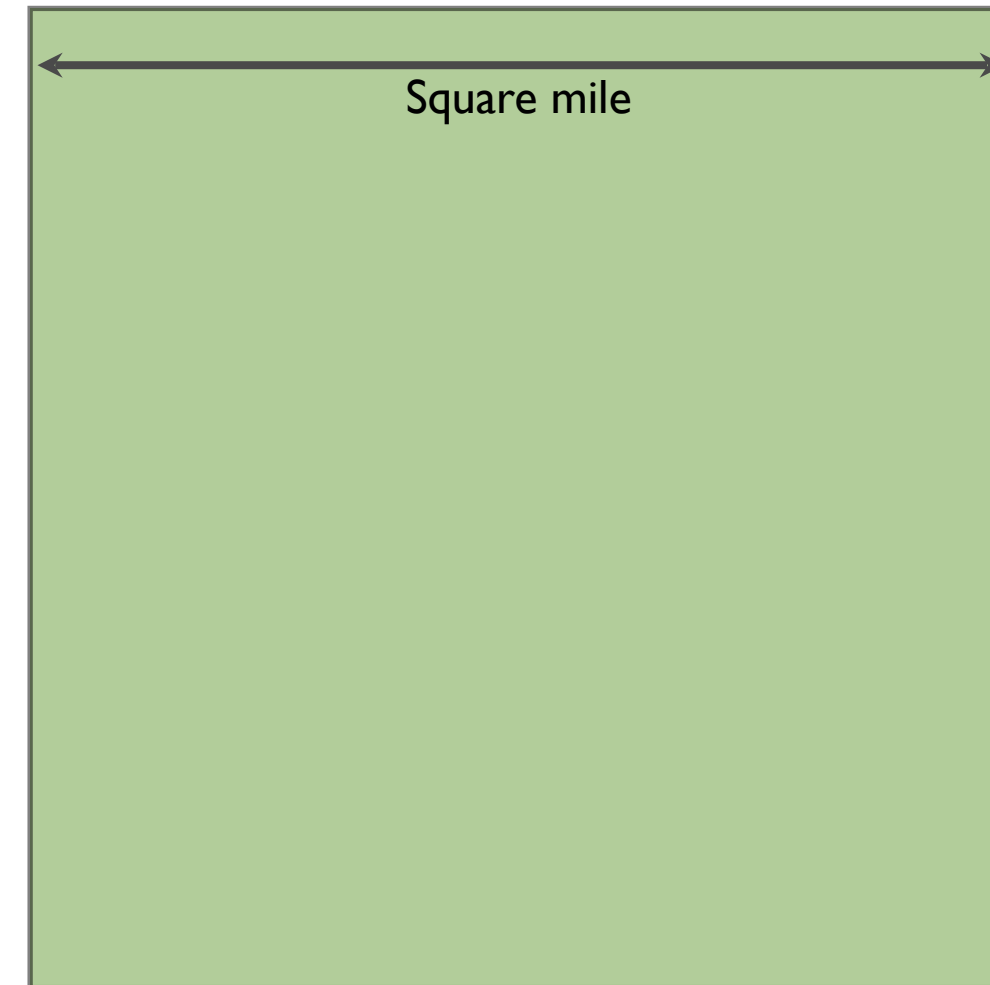
Square mile

Gwinnett, GA

1,871 people/Sq. Mi.

Density - People per Square Mile

= 100 people
Source:US Census

Square mile

Gwinnett, GA
1,871 people/Sq. Mi.

Density - People per Square Mile
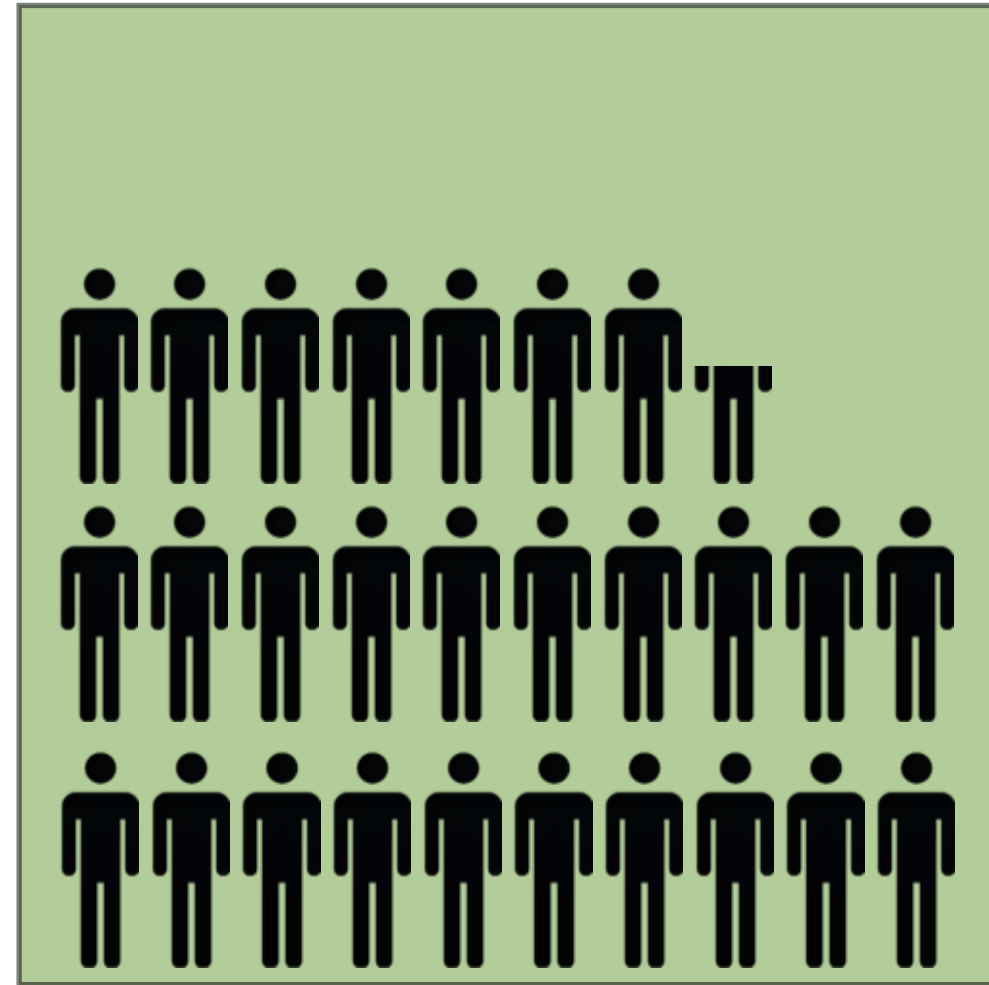
Square mile

DeKalb, GA
2,740 people/Sq. Mi.

Gwinnett, GA
1,871 people/Sq. Mi.

Density - People per Square Mile

= 100 people
Source: US Census

DeKalb, GA
2,740 people/Sq. Mi.

Square mile
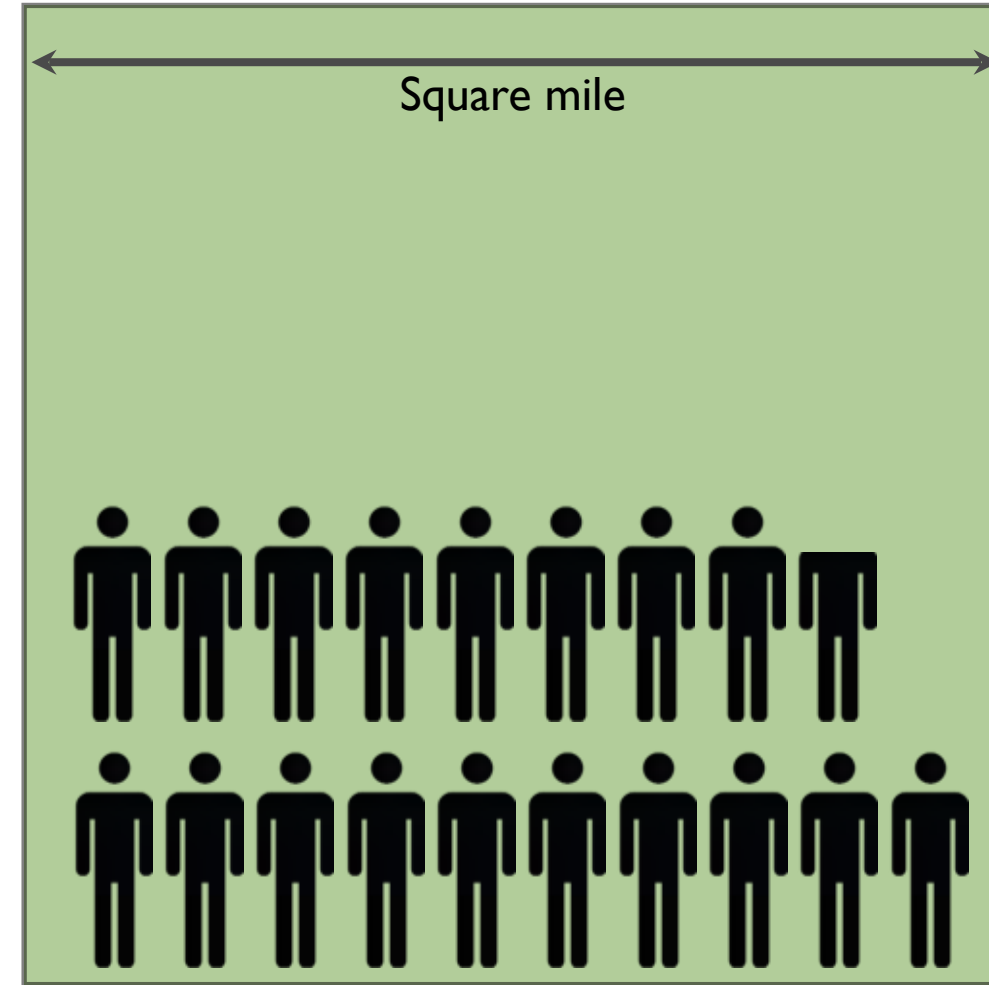
Gwinnett, GA
1,871 people/Sq. Mi.
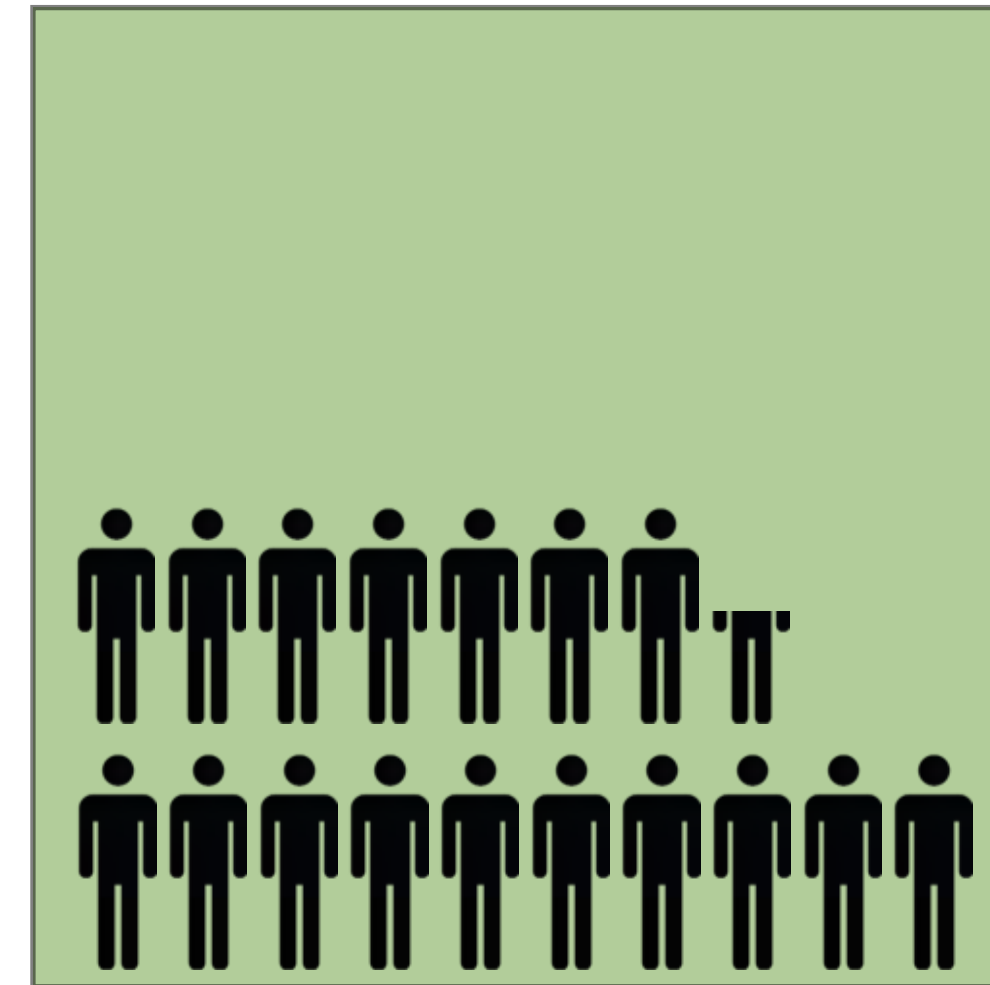
Mecklenburg, NC
1,756 people/Sq. Mi.
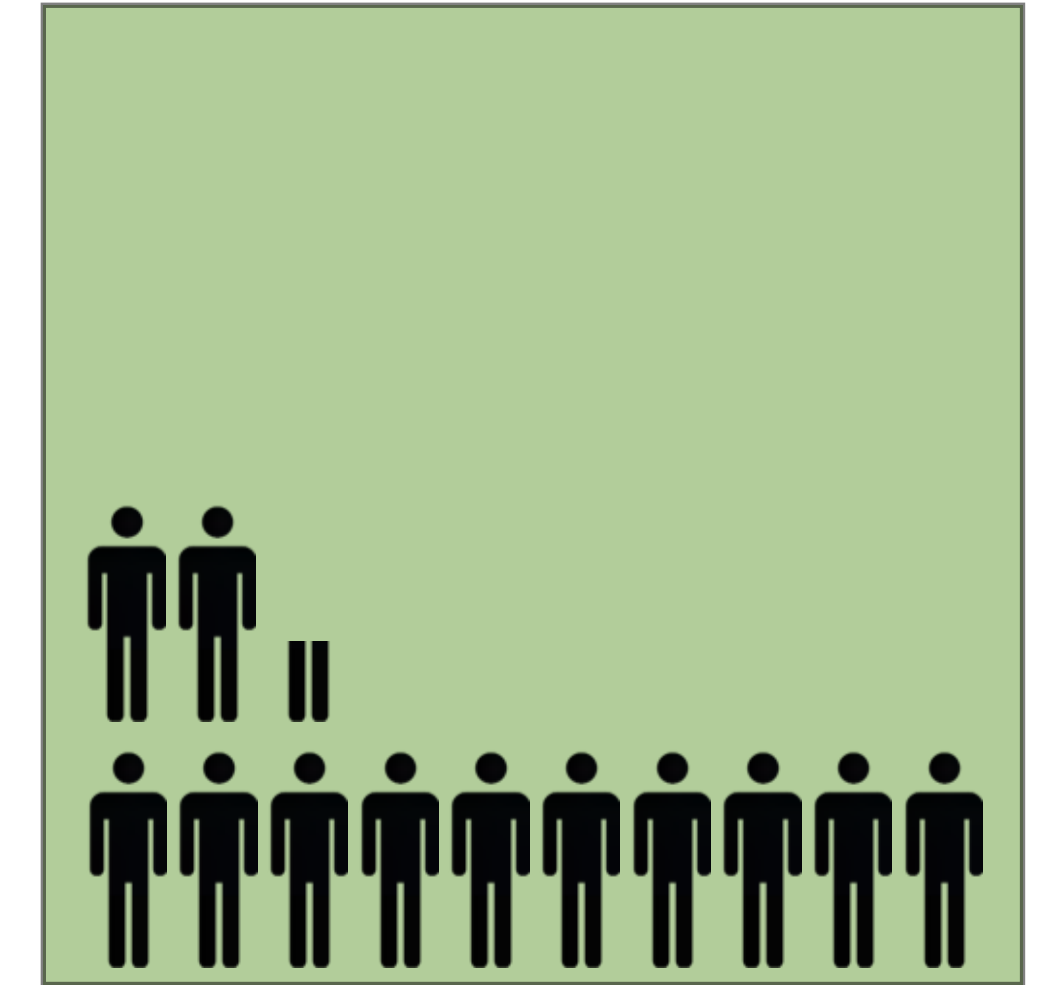
Davidson, TN
1,243 people/Sq. Mi.
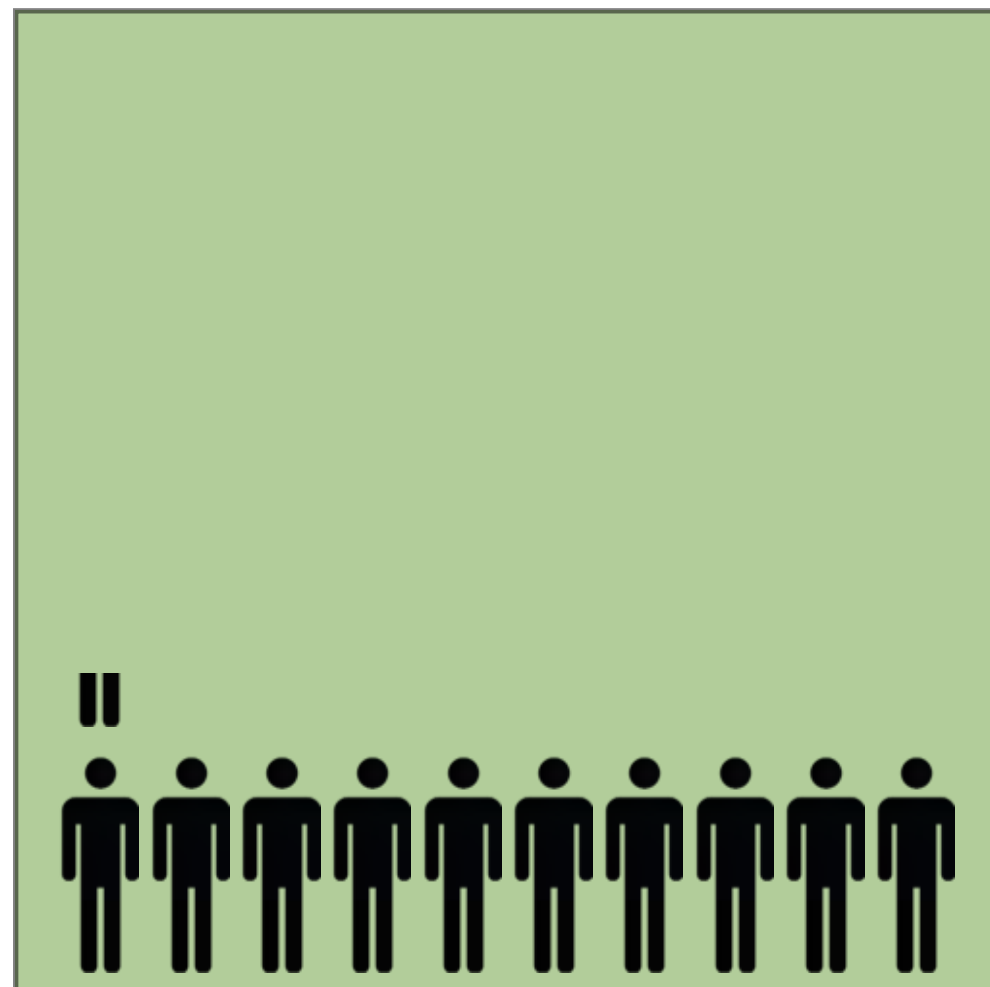
Travis, TX
1,034 people/Sq. Mi.
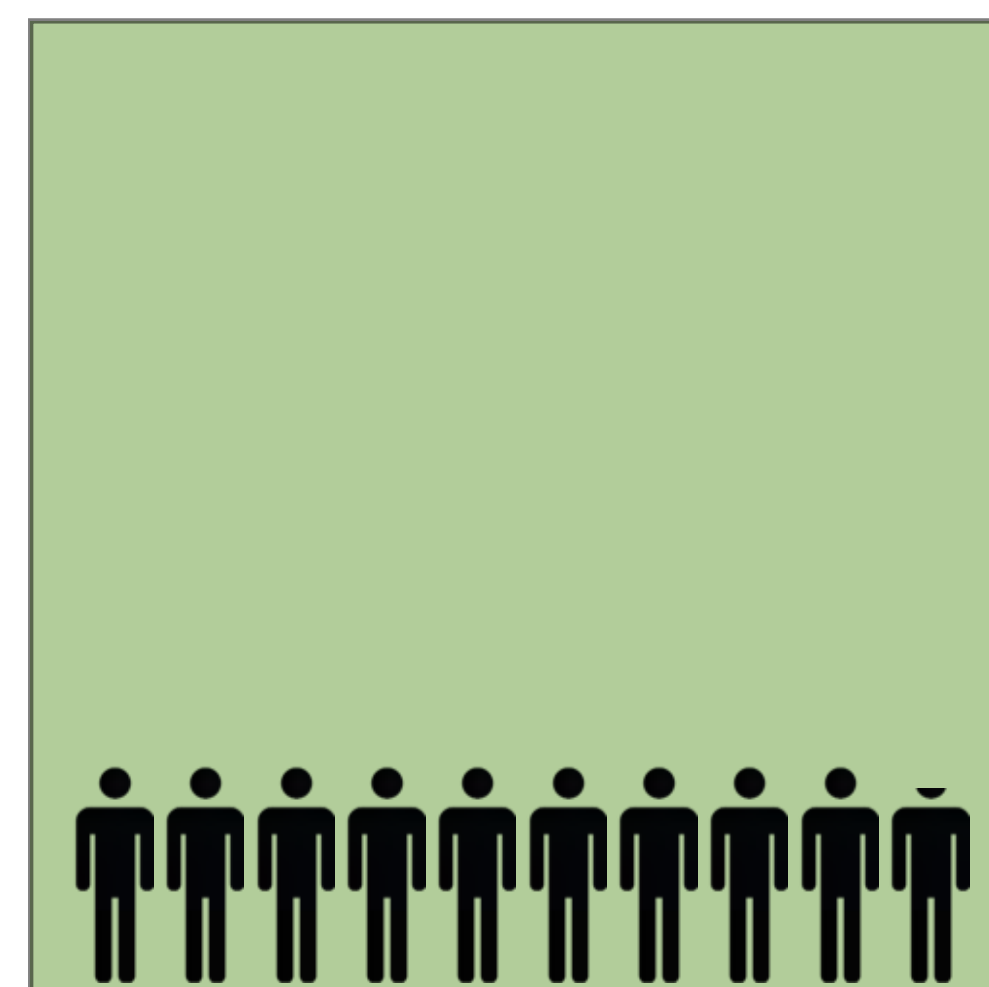
Wake, NC
992 people/Sq. Mi.
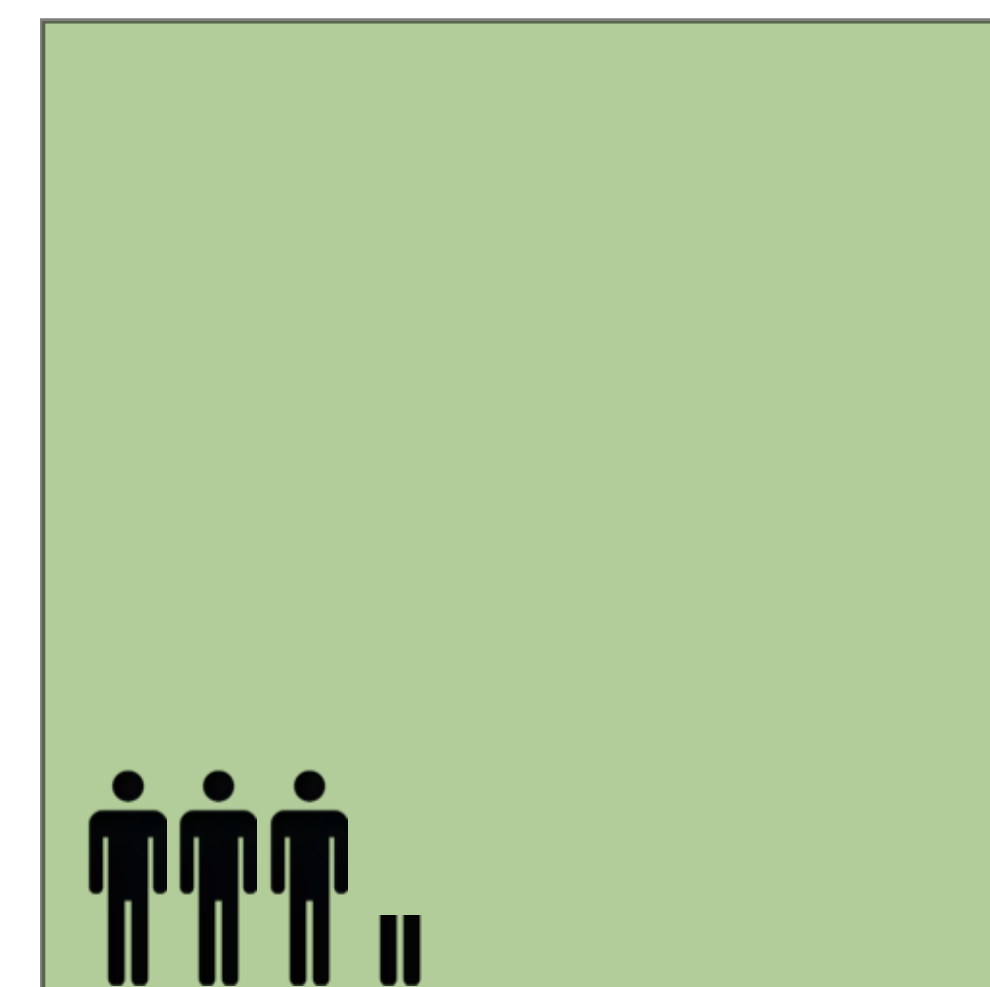
Buncombe, NC
344 people/Sq. Mi.
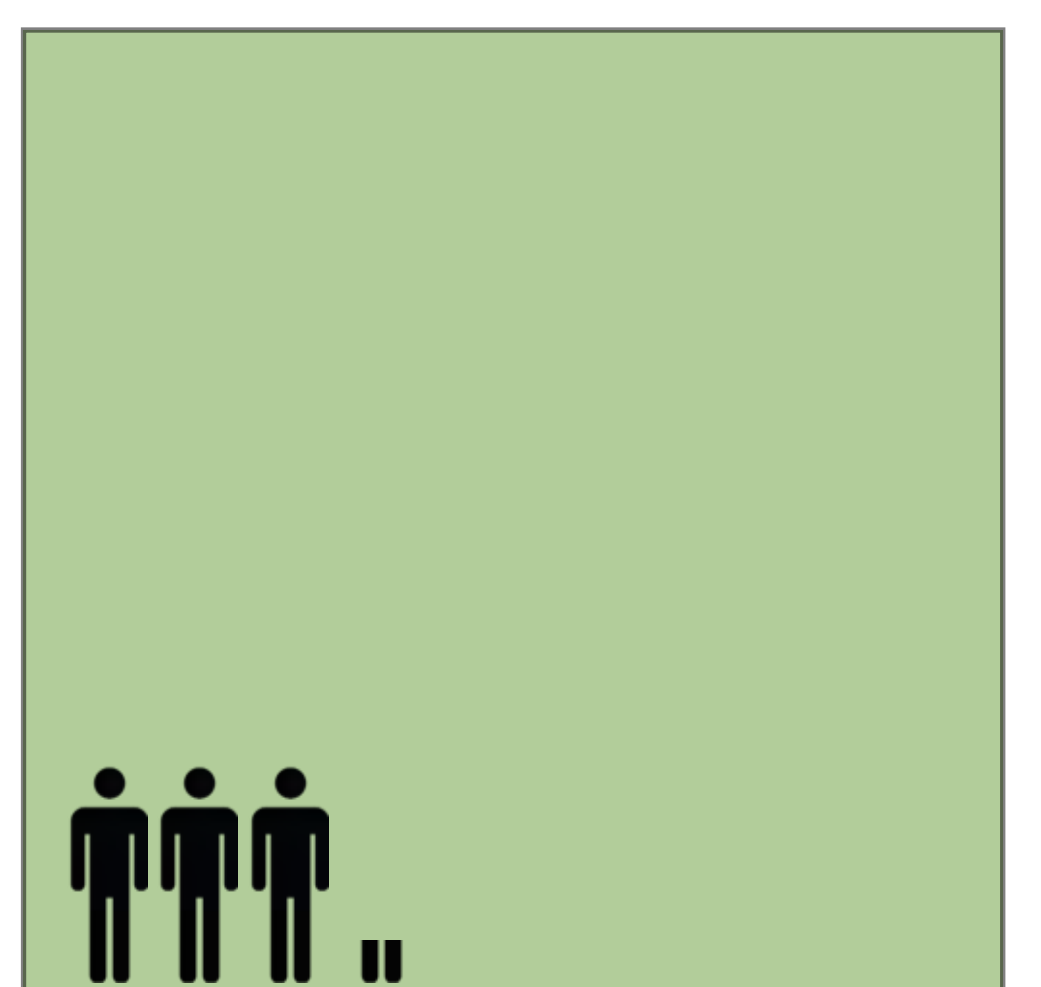
Orange, NC
313 people/Sq. Mi.

URBAN3
2014

Gwinnett County, GA
Total Value Per Acre

Total Value Per Acre

- 0
- 1 - 50,000
- 50,001 - 250,000
- 250,001 - 500,000
- 500,001 - 750,000
- 750,001 - 1,000,000
- 1,000,001 - 1,500,000
- 1,500,001 - 2,000,000
- 2,000,001 - 3,000,000
- 3,000,001 - 4,000,000
- 4,000,001 - 8,000,000

POWERED BY
esri

Source: Gwinnett County Assessor

URBAN3

2014

Gwinnett County, GA
Total Value Per Acre

N

Total Value Per Acre

- 0
- 1 - 50,000
- 50,001 - 250,000
- 250,001 - 500,000
- 500,001 - 750,000
- 750,001 - 1,000,000
- 1,000,001 - 1,500,000
- 1,500,001 - 2,000,000
- 2,000,001 - 3,000,000
- 3,000,001 - 4,000,000
- 4,000,001 - 8,000,000

POWERED BY
esri

Source: Gwinnett County Assessor

URBAN3

2014

Gwinnett County, GA
Total Value Per Acre

N

Total Value Per Acre

- 0
- 1 - 50,000
- 50,001 - 250,000
- 250,001 - 500,000
- 500,001 - 750,000
- 750,001 - 1,000,000
- 1,000,001 - 1,500,000
- 1,500,001 - 2,000,000
- 2,000,001 - 3,000,000
- 3,000,001 - 4,000,000
- 4,000,001 - 8,000,000

POWERED BY
esri

Source: Gwinnett County Assessor

Gwinnett County, GA
Total Value Per Acre (elevation)

URBAN3

2014

Total Value Per Acre

- 0
- 1 - 50,000
- 50,001 - 250,000
- 250,001 - 500,000
- 500,001 - 750,000
- 750,001 - 1,000,000
- 1,000,001 - 1,500,000
- 1,500,001 - 2,000,000
- 2,000,001 - 3,000,000
- 3,000,001 - 4,000,000
- 4,000,001 - 8,000,000

URBAN3
2014

Orange County, NC
Total Value Per Acre

POWERED BY
esri

Source: Orange County Assessor
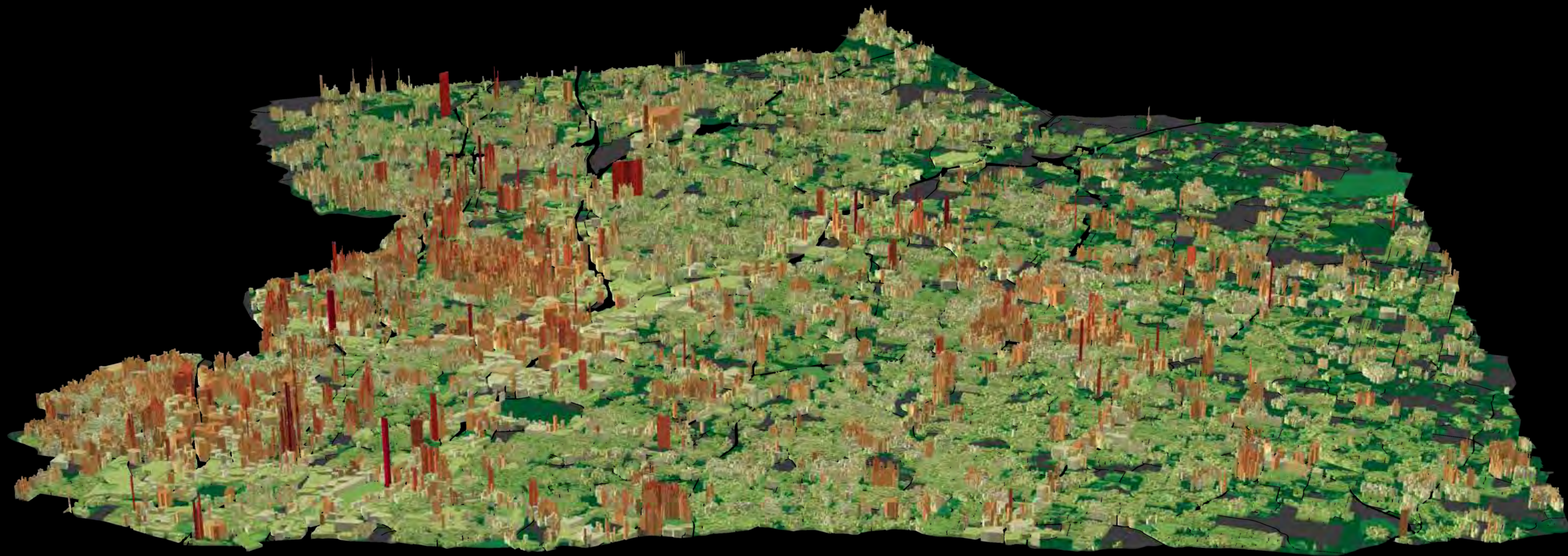
Orange County, NC
Total Value Per Acre

Chapel Hill

POWERED BY
esri

Source: Orange County Assessor

URBAN3

2014

Orange County, NC
Total Value Per Acre

Carrboro

Chapel Hill

POWERED BY
esri

Source: Orange County Assessor
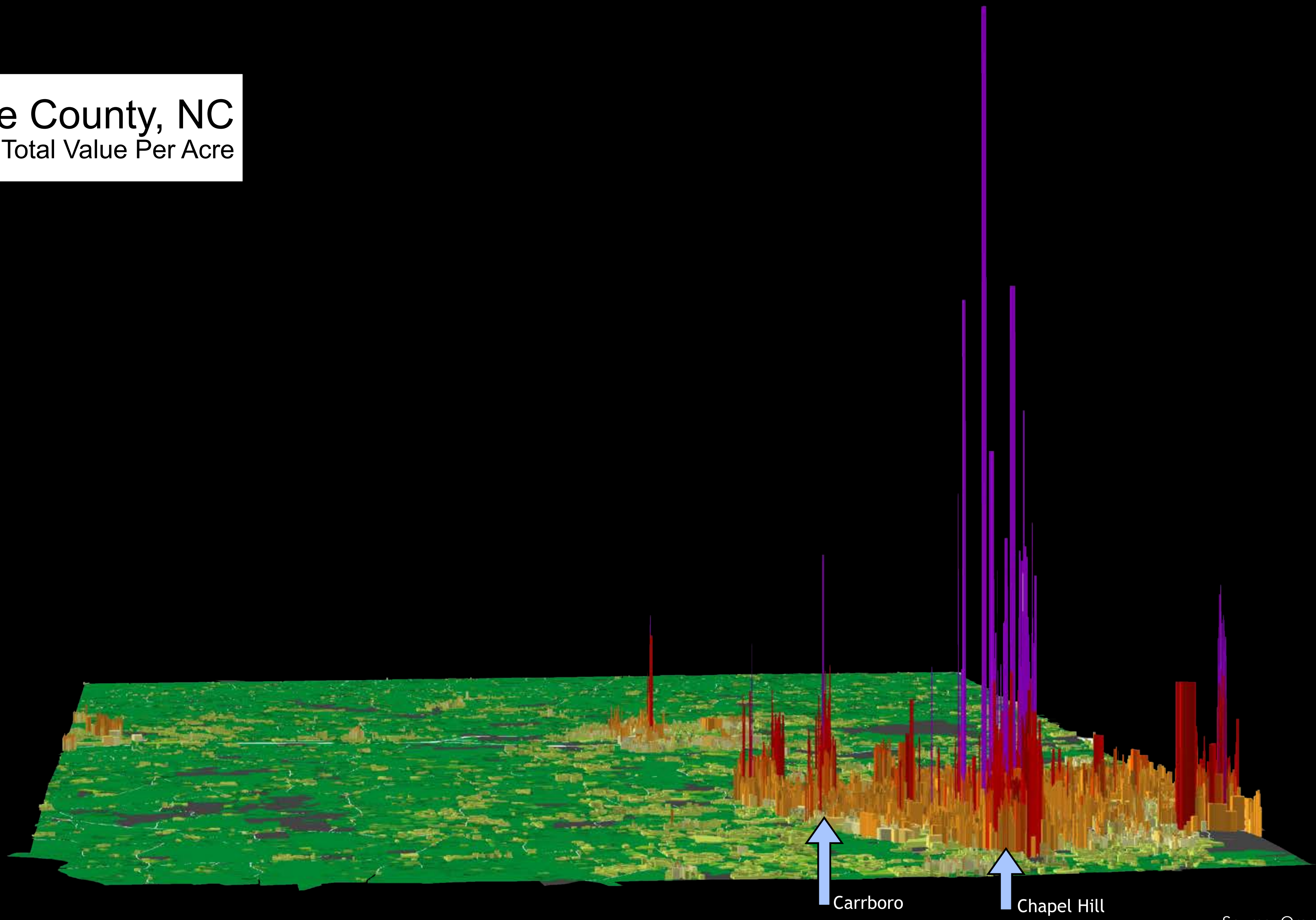
URBAN3
2014

Orange County, NC
Total Value Per Acre
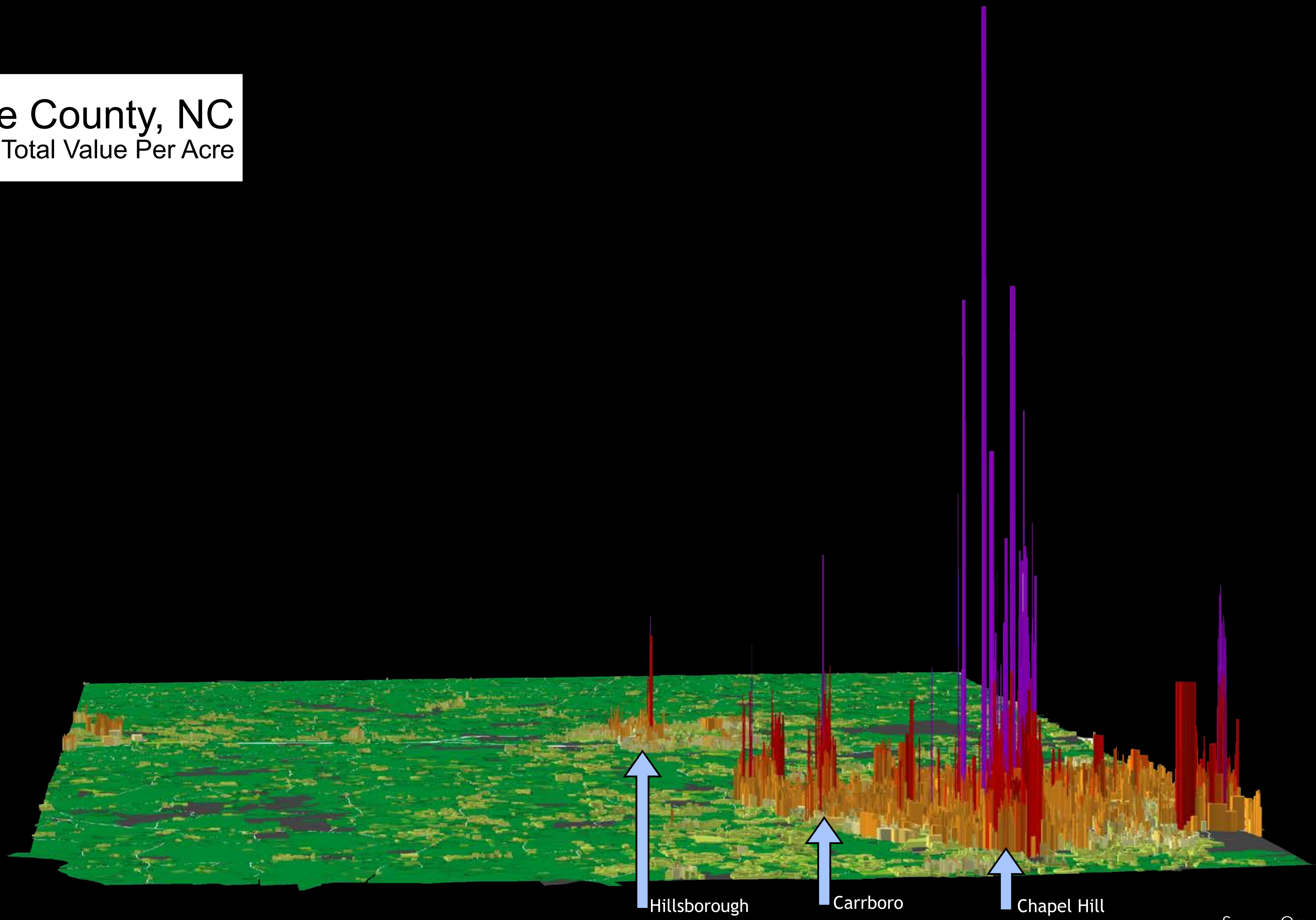
Hillsborough
Carrboro
Chapel Hill

POWERED BY
esri

Source: Orange County Assessor

URBAN3
2014

Gwinnett County, GA
Total Value Per Acre (elevation)

Total Value Per Acre

- 0
- 1 - 50,000
- 50,001 - 250,000
- 250,001 - 500,000
- 500,001 - 750,000
- 750,001 - 1,000,000
- 1,000,001 - 1,500,000
- 1,500,001 - 2,000,000
- 2,000,001 - 3,000,000
- 3,000,001 - 4,000,000
- 4,000,001 - 8,000,000

POWERED BY esri

Source: Gwinnett County Assessor
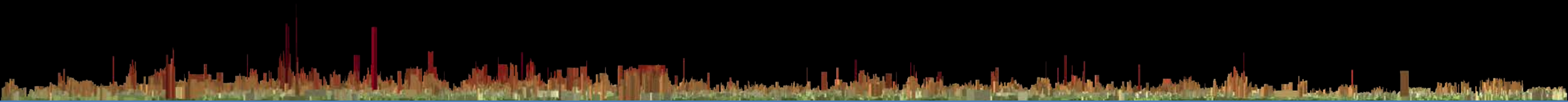
Downtown Row (Assessed)

URBAN3

Bank of Buford
Assessed
$ 7,771,429/acre

Highest Value of in Each Community

(Value/acre of individual parcel)
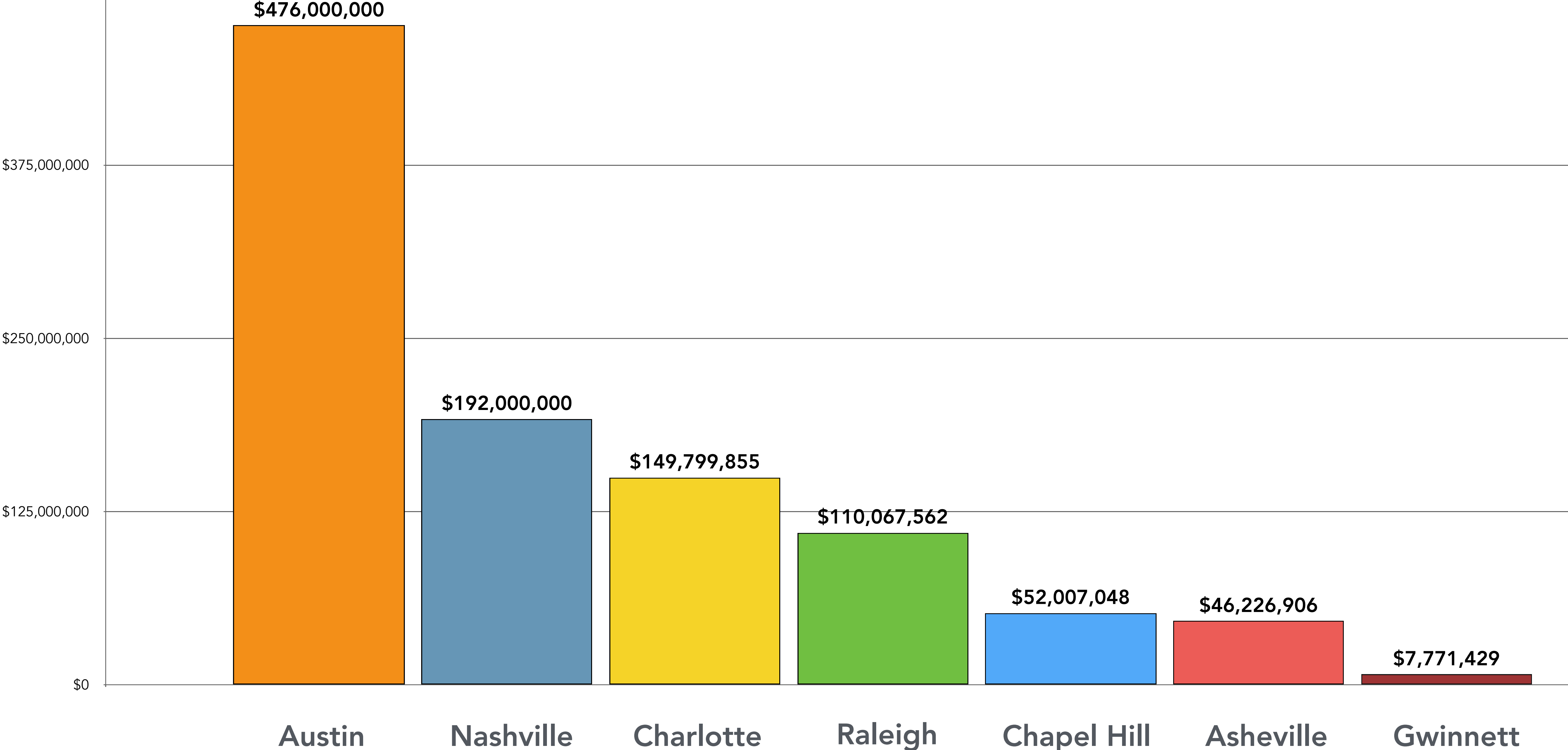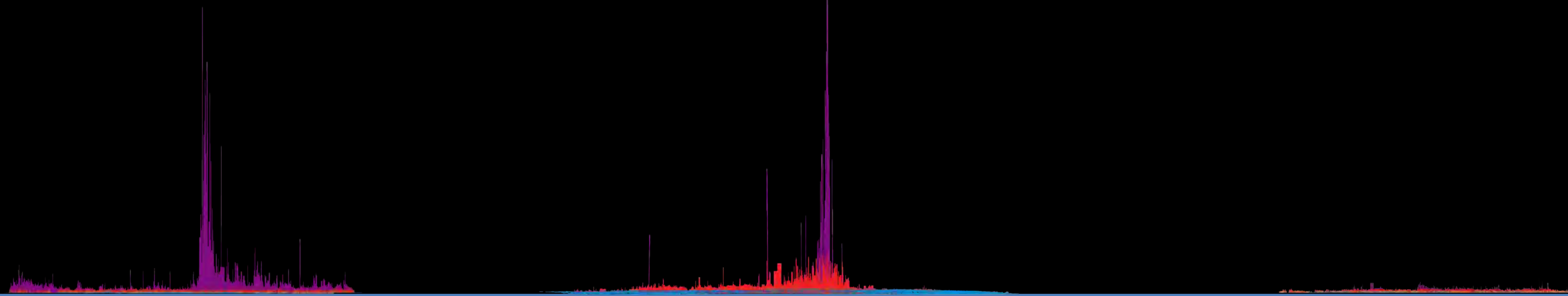
URBAN3

- Austin: $476,000,000
- Nashville: $192,000,000
- Charlotte: $149,799,855
- Raleigh: $110,067,562
- Chapel Hill: $52,007,048
- Asheville: $46,226,906
- Gwinnett: $7,771,429

County Comparisons
Total Value Per Acre

POWERED BY esri

URBAN3
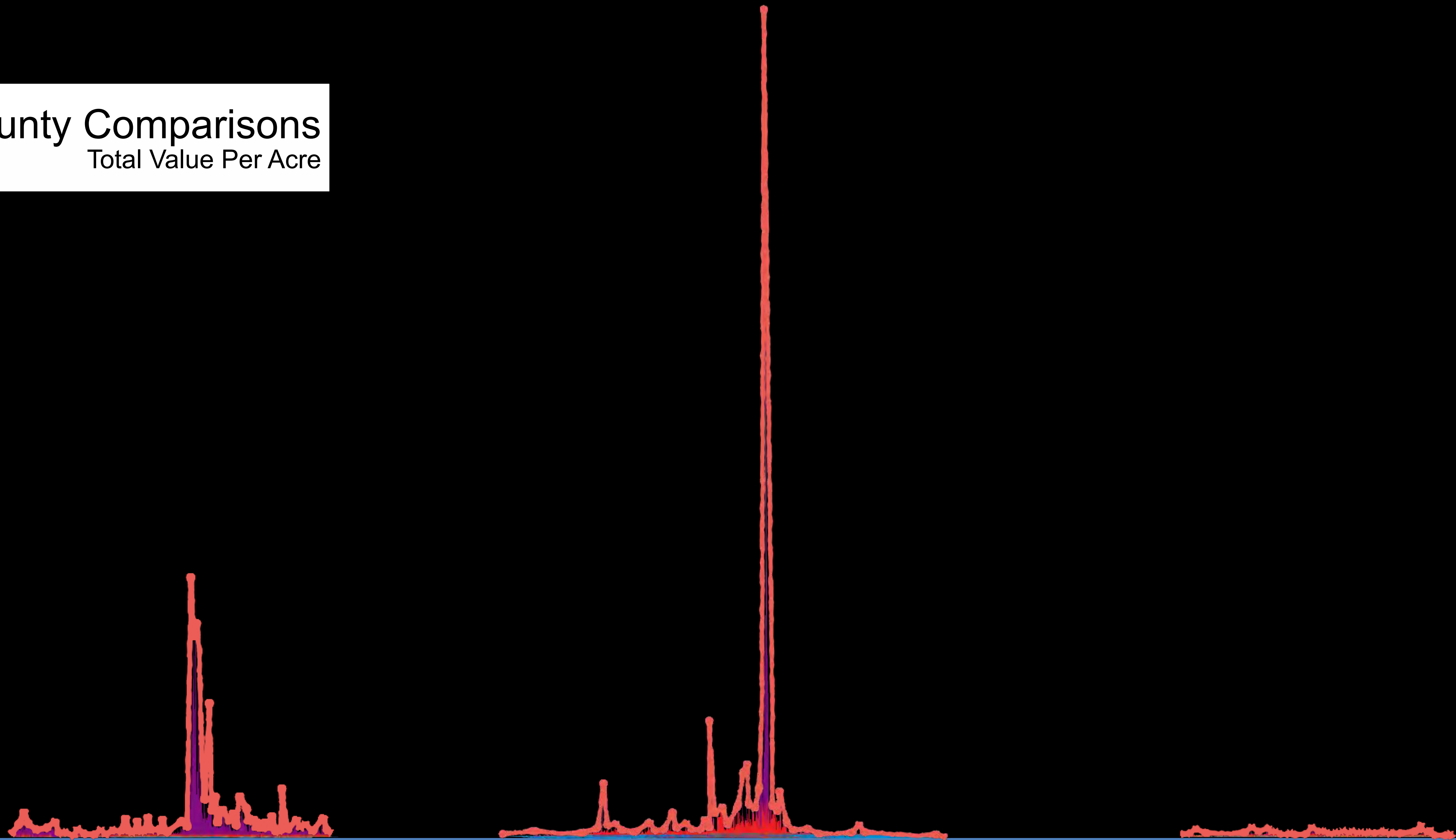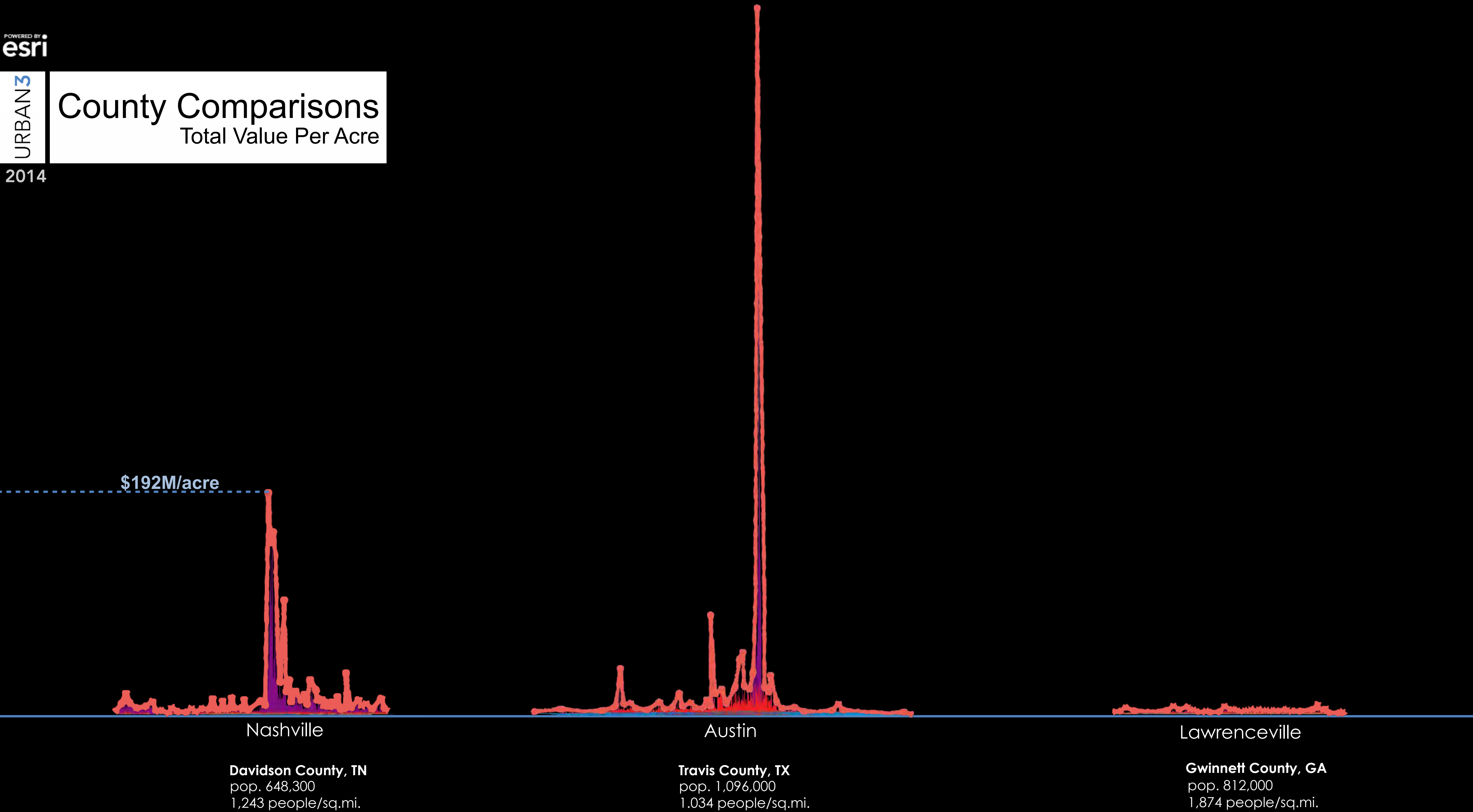
2014

Nashville

Davidson County, TN
pop. 648,300
1,243 people/sq.mi.

Austin

Travis County, TX
pop. 1,096,000
1.034 people/sq.mi.

Lawrenceville

Gwinnett County, GA
pop. 812,000
1,874 people/sq.mi.

POWERED BY esri

URBAN3

2014

County Comparisons
Total Value Per Acre

Nashville

Austin

Lawrenceville

Davidson County, TN
pop. 648,300
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County Comparisons
Total Value Per Acre

URBAN3

POWERED BY esri

2014

$192M/acre

Nashville

Austin

Lawrenceville

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POWERED BY esri

URBAN3

2014

County Comparisons
Total Value Per Acre

$476M/acre

$192M/acre

Nashville

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Lawrenceville

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County Comparisons
Total Value Per Acre

POWERED BY esri

URBAN3
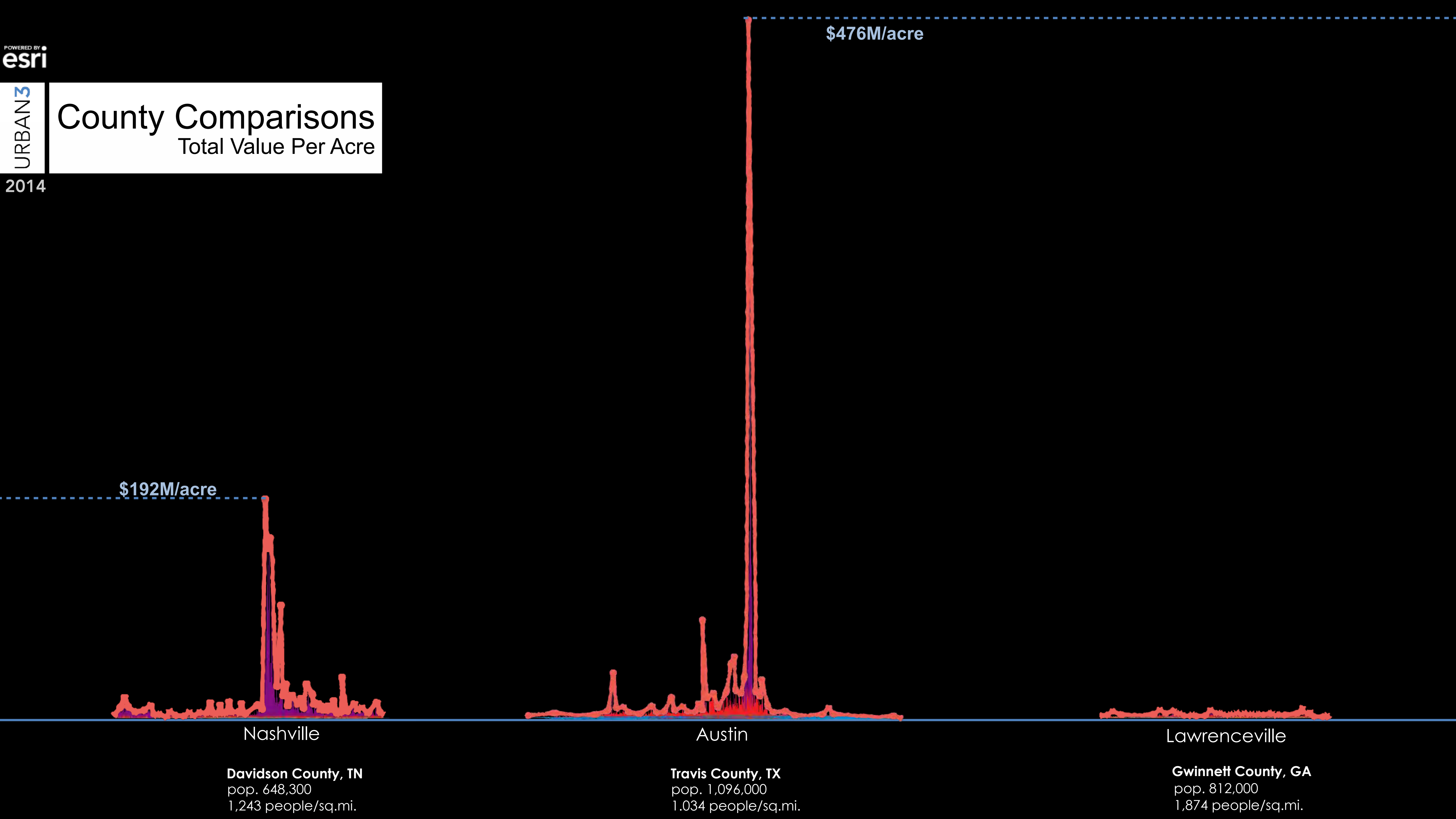
2014

$476M/acre

$192M/acre

$8M/acre

Nashville

Austin

Lawrenceville
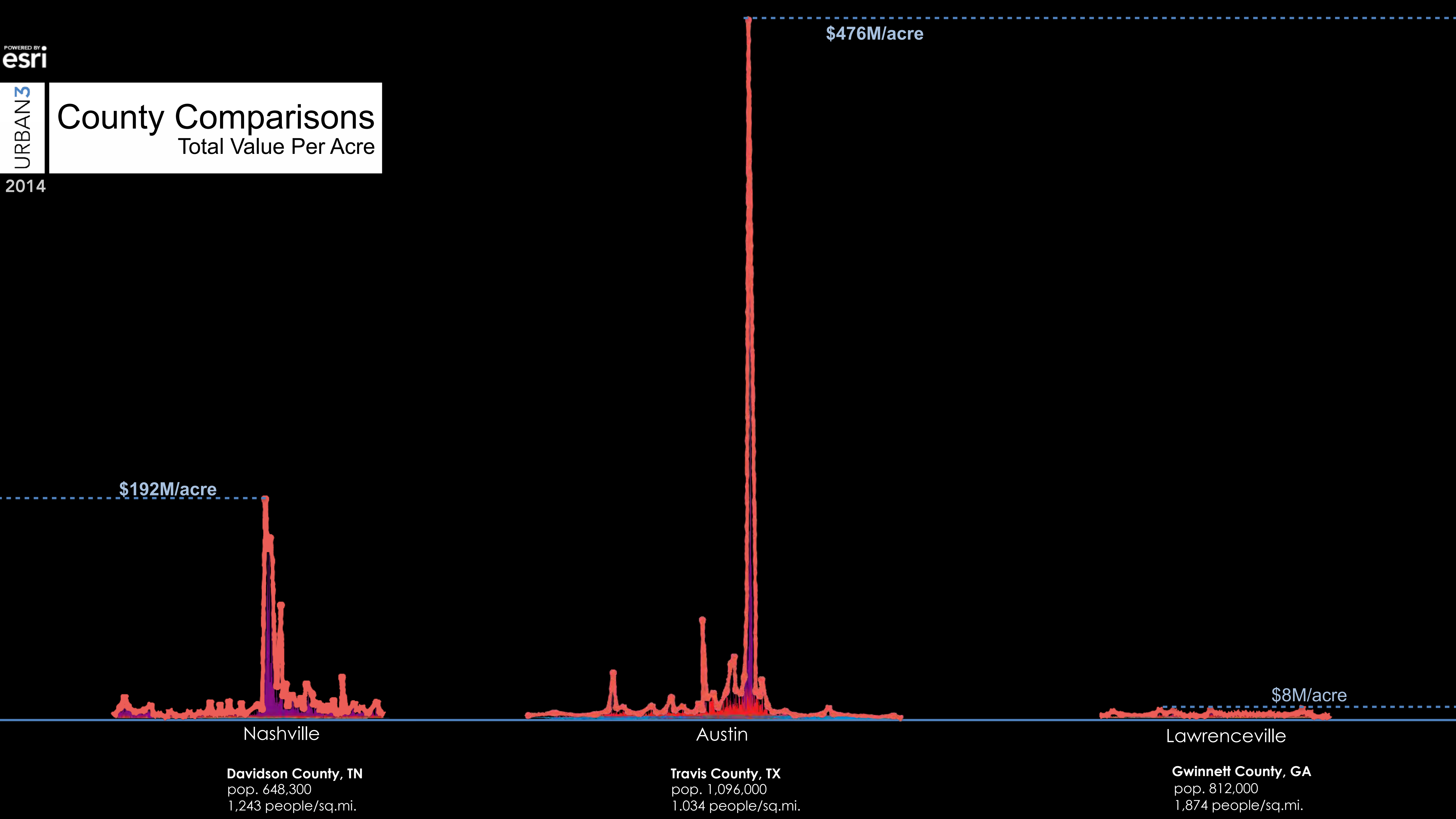
Davidson County, TN
pop. 648,300
1,243 people/sq.mi.

Travis County, TX
pop. 1,096,000
1.034 people/sq.mi.

Gwinnett County, GA
pop. 812,000
1,874 people/sq.mi.

Question:
———

But what about retail?

URBAN**3**

Case Study: Economic MRI®
2015

———————

Durango, Colorado

URBAN3

Property Tax per Acre
Downtown Durango, CO

Urban3
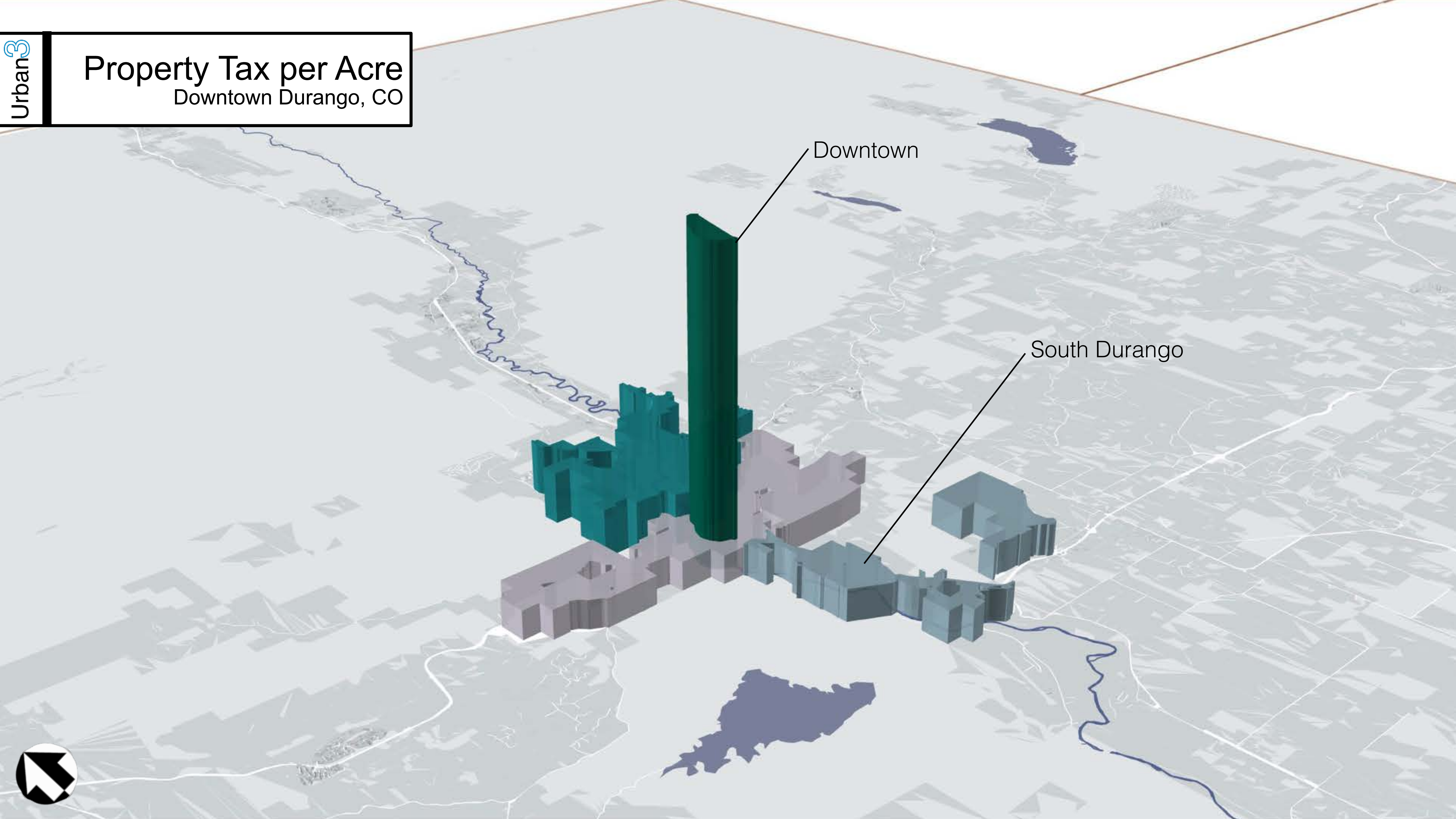
Downtown

South Durango

Retail Tax per Acre
Downtown Durango, CO

Downtown

South Durango

Urban3
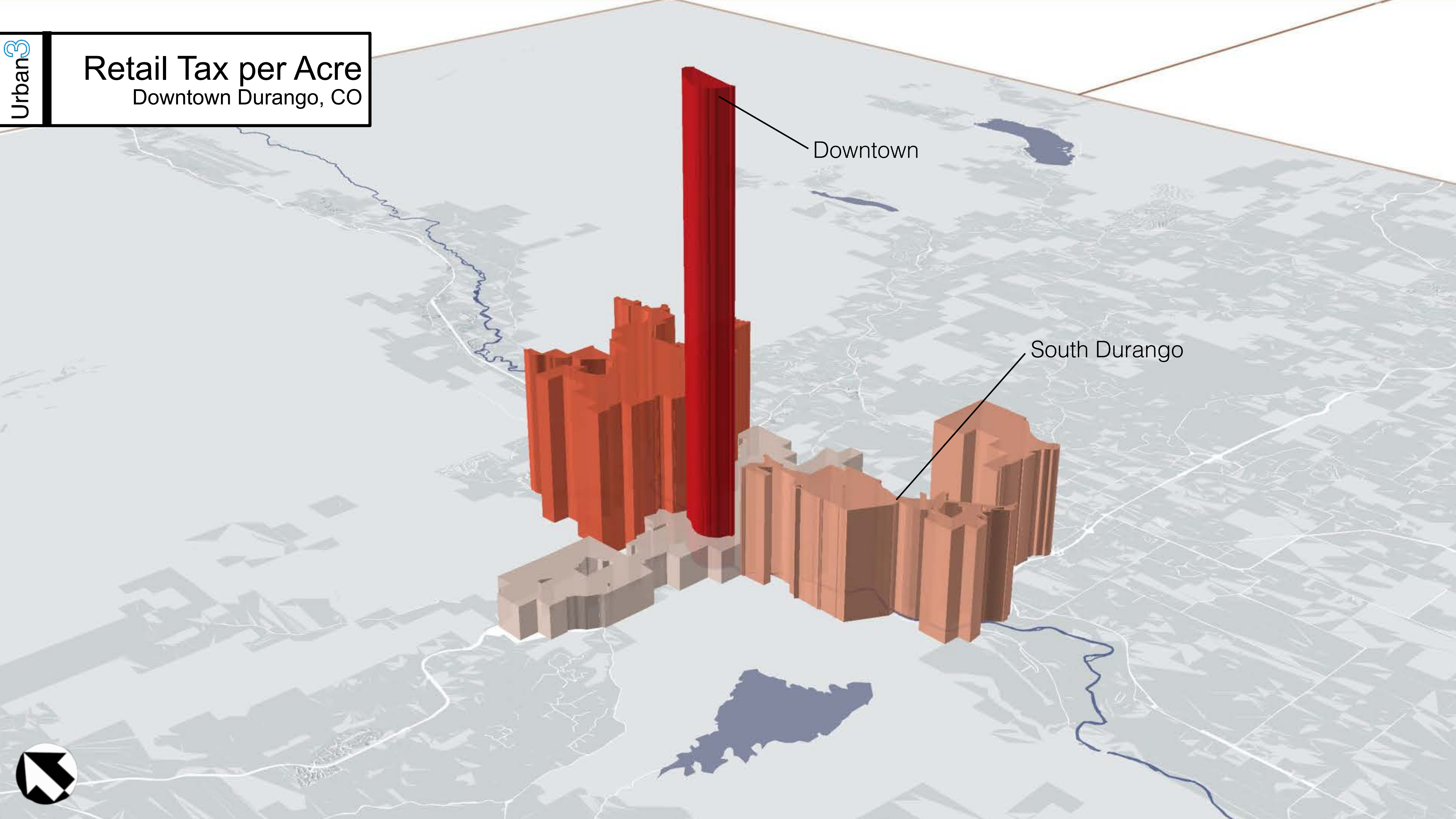
Total Productivity Model
Downtown Durango, CO

Urban3
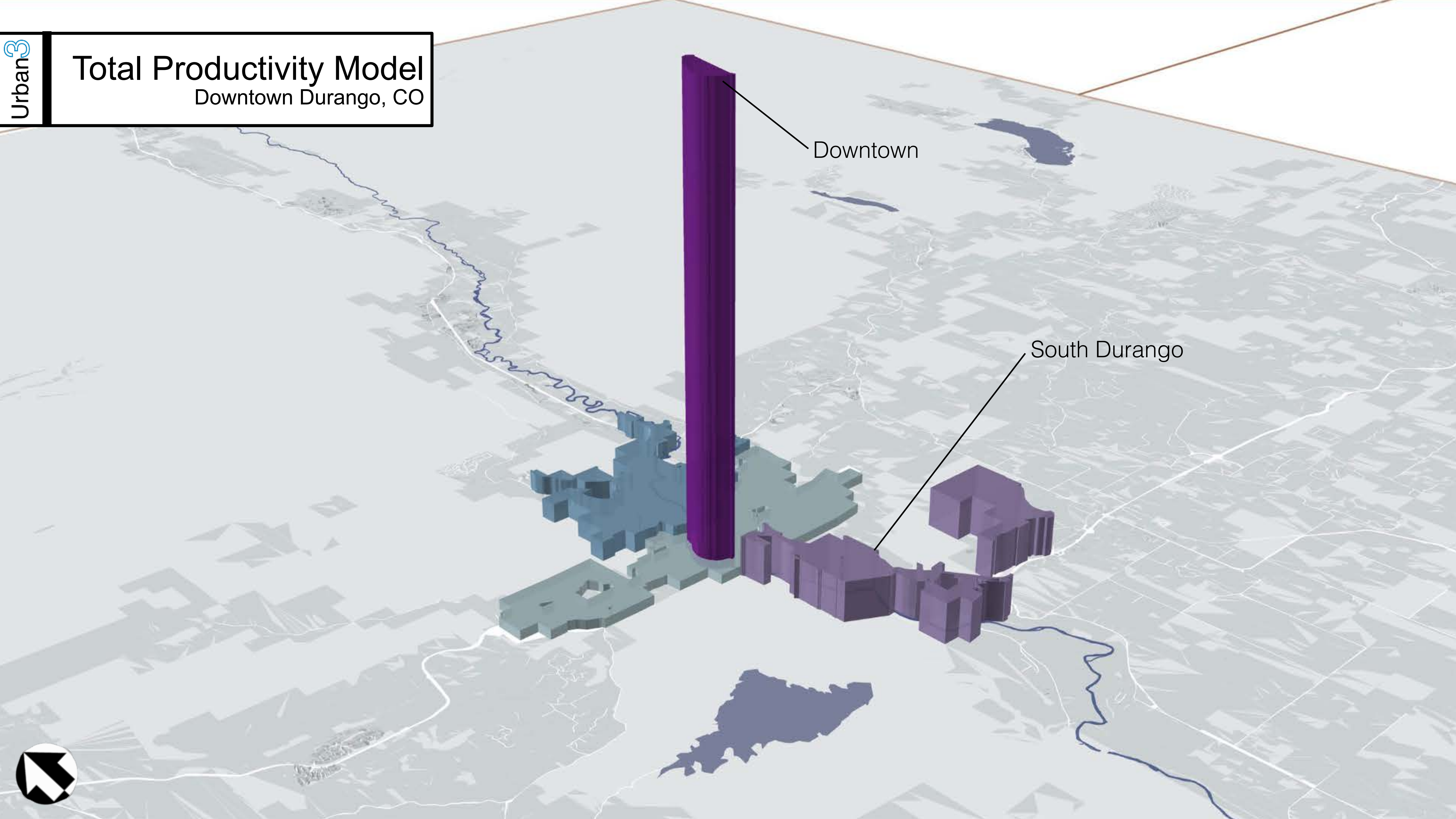
Downtown

South Durango

Jobs per Acre
Downtown Durango, CO

Urban3

Downtown

South Durango

URBAN3
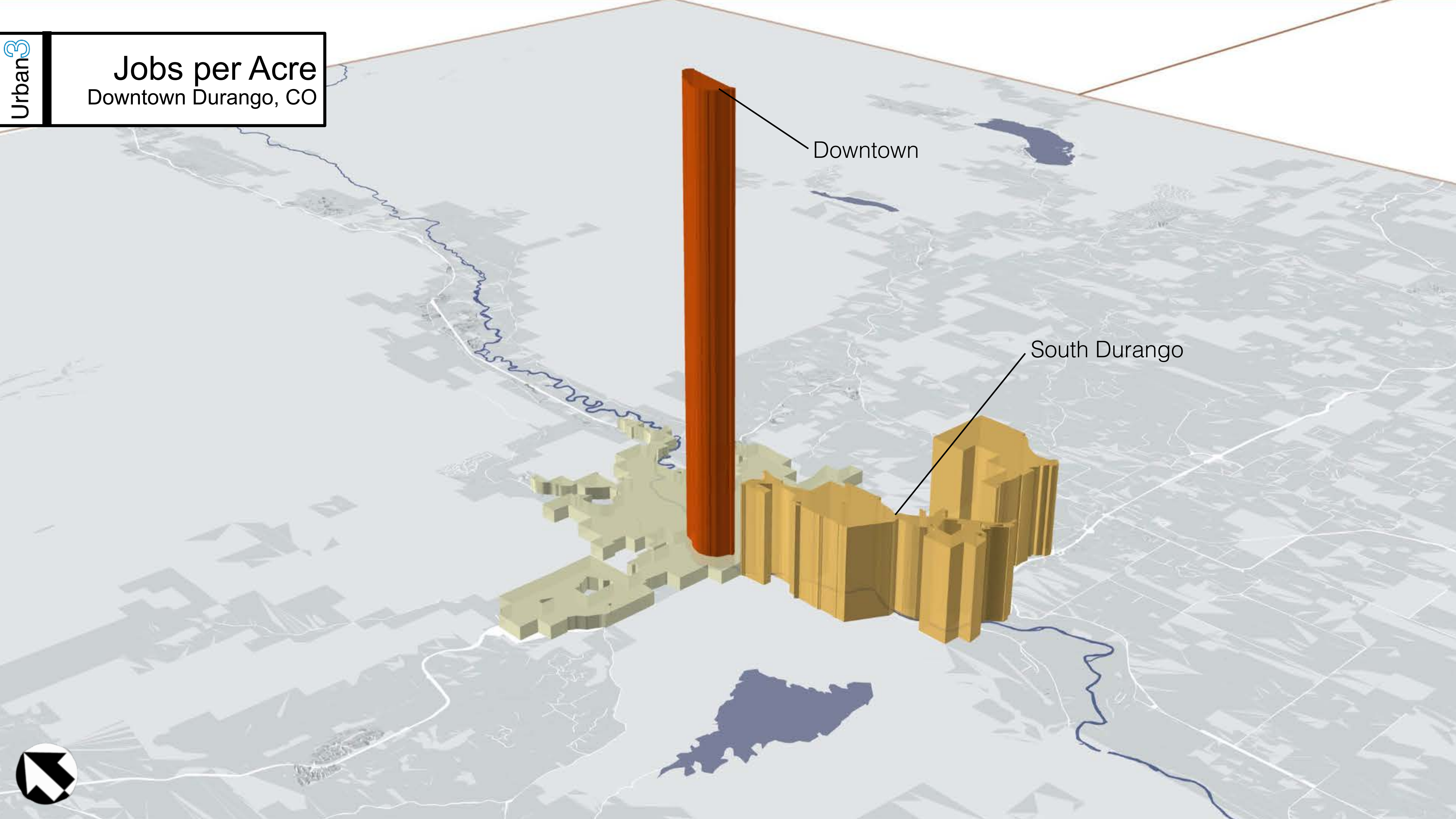
Apples to Apples
Comparing land use types

Peter Schertz   Tim Wheeler

Apples to Apples
Comparing land use types

land consumed (acres)

13.4 | 0.15

Apples to Apples
Comparing land use types

land consumed (acres)
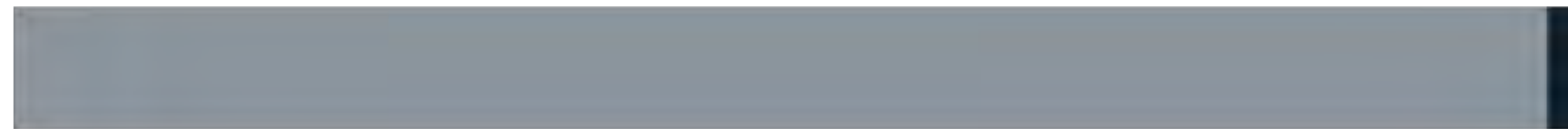
13.4   0.15

county property taxes / acre

$1.8K $22.7K

Apples to Apples
Comparing land use types

URBAN3
2015

land consumed (acres)

13.4 — 0.15

county property taxes / acre

$1.8K — $22.7K

city retail taxes / acre

$152K — $556K

Apples to Apples
Comparing land use types

URBAN3
2015

land consumed (acres)
13.4 | 0.15

county property taxes / acre
$1.8K | $22.7K

city retail taxes / acre
$152K | $556K

jobs / acre
15 | 233

>
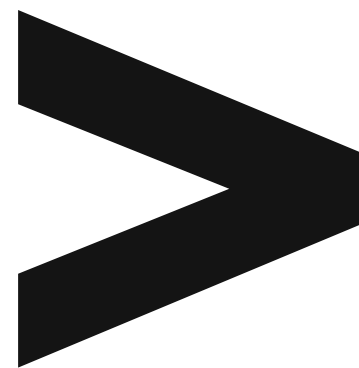
Greenway

Art Teacher

Dancing Traffic Cop

_____

But we're growing, and we have plenty of income!

URBAN3

URBAN3
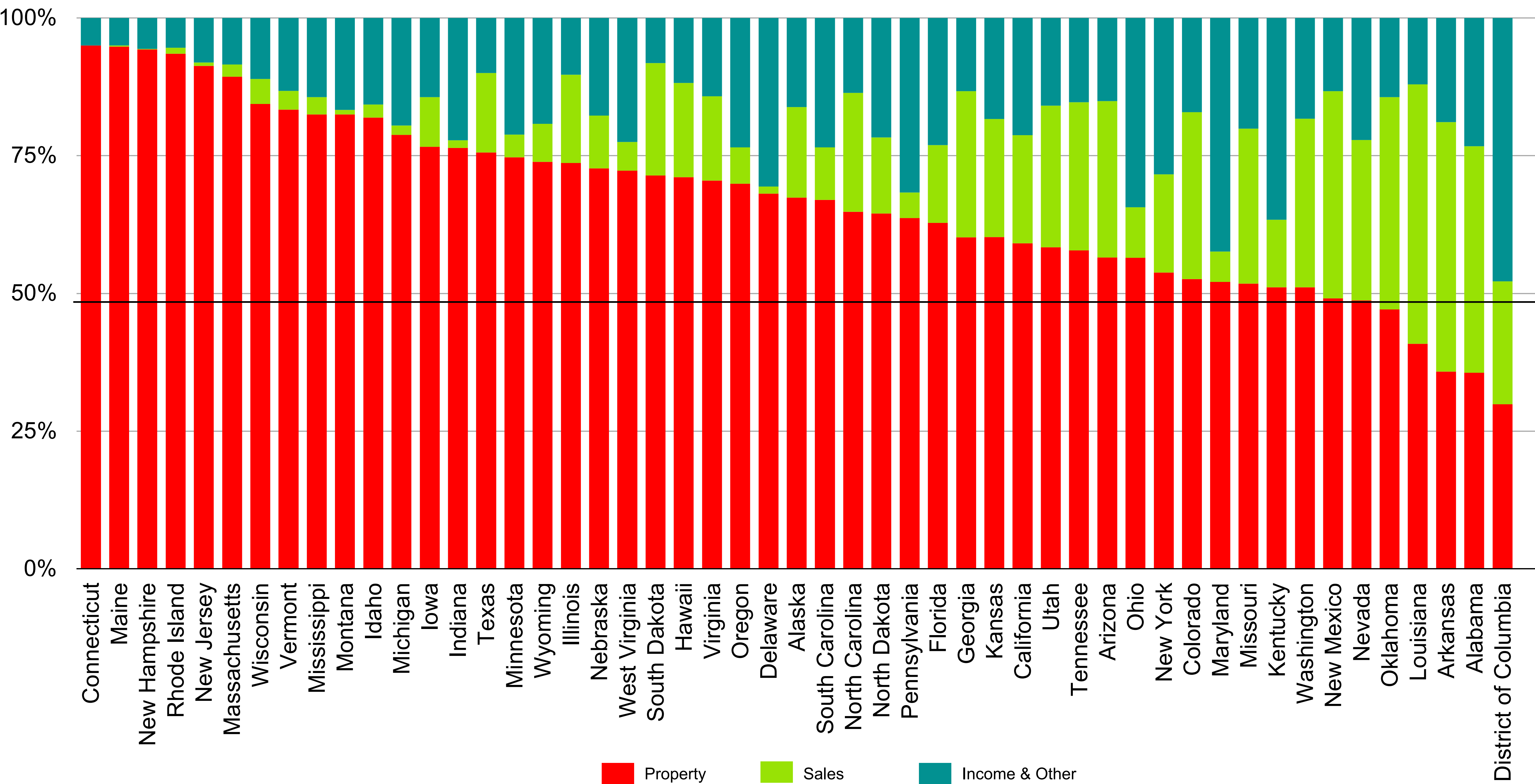
	Property	Sales	Income & Other
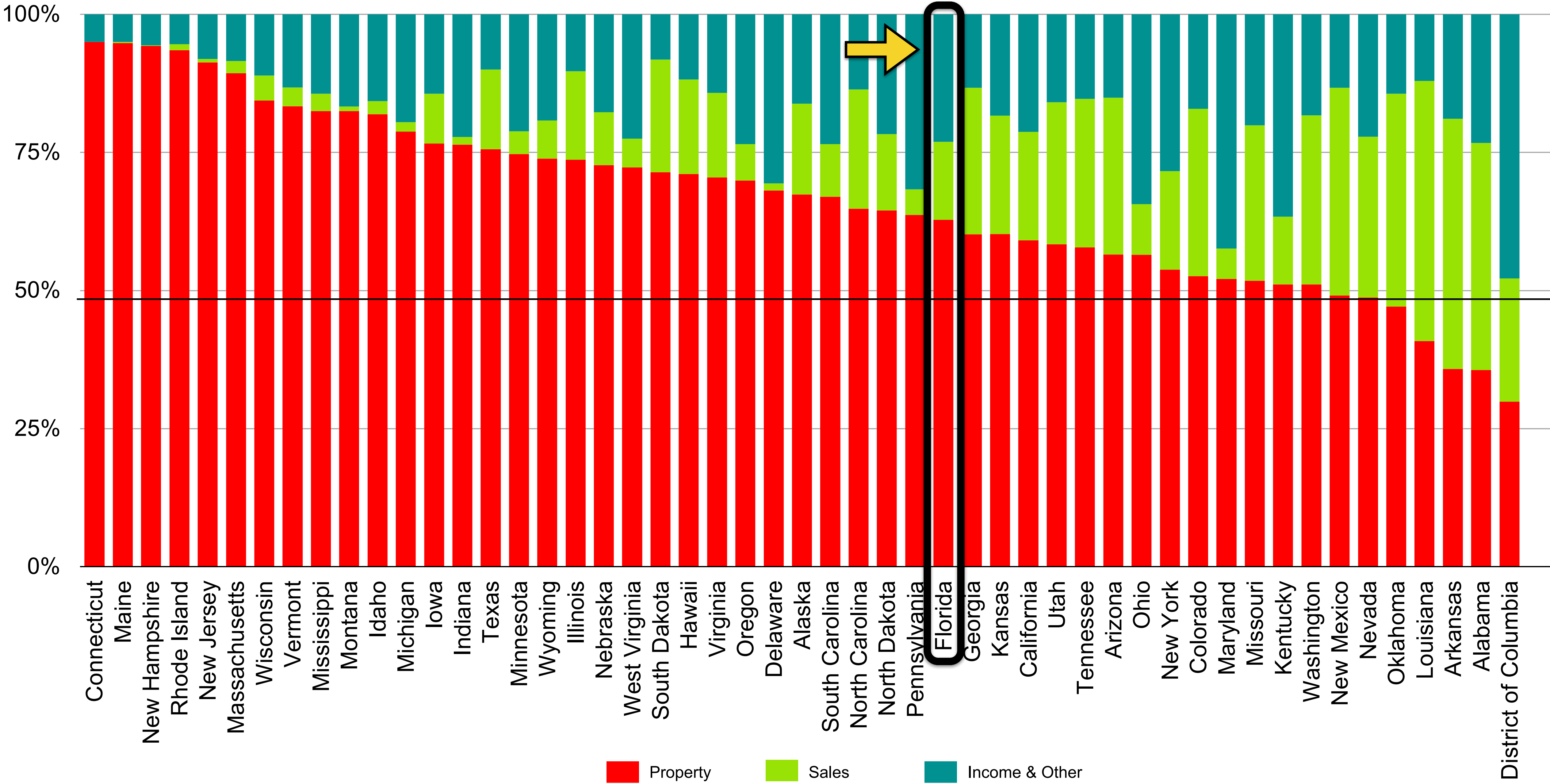
Florida Property Taxes SUMMARIZED

A Reference for North Carolinians!

Wait!
There's more!

Save Our Homes Amendment
Brevard County, FL

URBAN3

Save Our Homes Amendment
Brevard County, FL

2006 Disparity: $14b

Market Valuation

Assessed Valuation

$35 b
$30 b
$25 b
$20 b
$15 b

2004   2006   2008   2010   2012   2014   2017

URBAN3

Save Our Homes Amendment
Brevard County, FL

2006 Disparity: $14b

URBAN3

Save Our Homes Amendment
Brevard County, FL

2006 Disparity: $14b

Market Valuation

Assessed Valuation

URBAN3

Save Our Homes Amendment
Brevard County, FL

Save Our Homes Annual Increase

YEAR	CPI	CAP
2021	**1.4%**	**1.4%**
2020	2.3%	2.3%
2019	1.9%	1.9%
2018	2.1%	2.1%
2017	2.1%	2.1%
2016	0.7%	0.7%
2015	0.8%	0.8%
2014	1.5%	1.5%
2013	1.7%	1.7%
2012	3.0%	3.0%
2011	1.5%	1.5%
2010	2.7%	2.7%
2009	0.10%	0.10%
2008	4.1%	3.0%
2007	2.5%	2.5%
2006	3.4%	3.0%
2005	3.3%	3.0%
2004	1.9%	1.9%
2003	2.4%	2.4%
2002	1.6%	1.6%
2001	3.4%	3.0%
2000	2.7%	2.7%
1999	1.6%	1.6%
1998	1.7%	1.7%
1997	3.3%	3.0%
1996	2.5%	2.5%
1995	2.7%	2.7%

2006 Disparity: $14b

$35 b
$30 b
$25 b
$20 b
$15 b

Market Valuation

Assessed Valuation

2004   2006   2008   2010   2012   2014   2017

URBAN3

Save Our Homes Amendment
Brevard County, FL

Save Our Homes Annual Increase

YEAR	CPI	CAP
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2012	3.0%	3.0%
2011	1.5%	1.5%
2010	2.7%	2.7%
2009	0.10%	0.10%
2008	4.1%	3.0%
2007	2.5%	2.5%
2006	3.4%	3.0%
2005	3.3%	3.0%
2004	1.9%	1.9%
2003	2.4%	2.4%
2002	1.6%	1.6%
2001	3.4%	3.0%
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1999	1.6%	1.6%
1998	1.7%	1.7%
1997	3.3%	3.0%
1996	2.5%	2.5%
1995	2.7%	2.7%

2006 Disparity: $14b

Market Valuation

Assessed Valuation

URBAN3

Growth in Infrastructure Costs

Asphalt
Statewide

FDOT analysis for asphalt demonstrates (left) just the cost of asphalt is growing at **3% per year**. Meanwhile, CPI growth is a **1.4%** cap.

FDOT: 10 Year Cost Trend Report. https://fdotwww.blob.core.windows.net/ sitefinity/docs/default-source/programmanagement/estimates/trends/files/ statewide-10-fiscal-year-2020-06-09.pdf?sfvrsn=7fa7a226_2

URBAN3

Growth in Infrastructure Costs

Average = **3%** /year.

FDOT analysis for asphalt demonstrates (left) just the cost of asphalt is growing at **3% per year**. Meanwhile, CPI growth is a **1.4%** cap.

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Growth in Infrastructure Costs

Average = **3%** /year.

Cost Trends from Monthly Extract
Extracted on 2020/06/09
Statewide
Cost Group: Asphalt

Asphalt
Statewide

Weighted Average Unit Price

75.05 · 80.89 · 84.39 · 87.40 · 92.48 · 89.25 · 98.62 · 103.46 · 109.28 · 109.30

Letting Period: 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020

Save Our Homes Annual Increase

YEAR	CPI	CAP
2021	1.4%	1.4%
2020	2.3%	2.3%
2019	1.9%	1.9%
2018	2.1%	2.1%
2017	2.1%	2.1%
2016	0.7%	0.7%
2015	0.8%	0.8%
2014	1.5%	1.5%
2013	1.7%	1.7%
2012	3.0%	3.0%
2011	1.5%	1.5%
2010	2.7%	2.7%
2009	0.10%	0.10%
2008	4.1%	3.0%
2007	2.5%	2.5%
2006	3.4%	3.0%
2005	3.3%	3.0%
2004	1.9%	1.9%
2003	2.4%	2.4%
2002	1.6%	1.6%
2001	3.4%	3.0%
2000	2.7%	2.7%
1999	1.6%	1.6%
1998	1.7%	1.7%
1997	3.3%	3.0%
1996	2.5%	2.5%
1995	2.7%	2.7%

Source: https://www.pcpao.org/SOH.html

FDOT analysis for asphalt demonstrates (left) just the cost of asphalt is growing at **3% per year**. Meanwhile, CPI growth is a **1.4%** cap.

FDOT: 10 Year Cost Trend Report. https://fdotwww.blob.core.windows.net/sitefinity/docs/default-source/programmanagement/estimates/trends/files/statewide-10-fiscal-year-2020-06-09.pdf?sfvrsn=7fa7a226_2

URBAN3

Growth in Infrastructure Costs

Average = **3%** /year.

Asphalt
Statewide

Save Our Homes Annual Increase		
YEAR	CPI	CAP
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2018	2.1%	2.1%
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2016	0.7%	0.7%
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2014	1.5%	1.5%
2013	1.7%	1.7%
2012	3.0%	3.0%
2011	1.5%	1.5%
2010	2.7%	2.7%
2009	0.10%	0.10%
2008	4.1%	3.0%
2007	2.5%	2.5%
2006	3.4%	3.0%
2005	3.3%	3.0%
2004	1.9%	1.9%
2003	2.4%	2.4%
2002	1.6%	1.6%
2001	3.4%	3.0%
2000	2.7%	2.7%
1999	1.6%	1.6%
1998	1.7%	1.7%
1997	3.3%	3.0%
1996	2.5%	2.5%
1995	2.7%	2.7%

CPI = **1.4%** /year.

Source: https://www.pcpao.org/SOH.html

FDOT analysis for asphalt demonstrates (left) just the cost of asphalt is growing at **3% per year**. Meanwhile, CPI growth is a **1.4%** cap.

FDOT: 10 Year Cost Trend Report. https://fdotwww.blob.core.windows.net/sitefinity/docs/default-source/programmanagement/estimates/trends/files/statewide-10-fiscal-year-2020-06-09.pdf?sfvrsn=7fa7a226_2

URBAN**3**

2021 = **280** index

2021 = **280** index

Producer Price Index by Industry: Asphalt Paving and Roofing Materials Manufacturing (PCU3241232412)

2022 = **360** index.

2021 = **280** index

This is a **29% increase in 2022**.

2022 = **360** index.
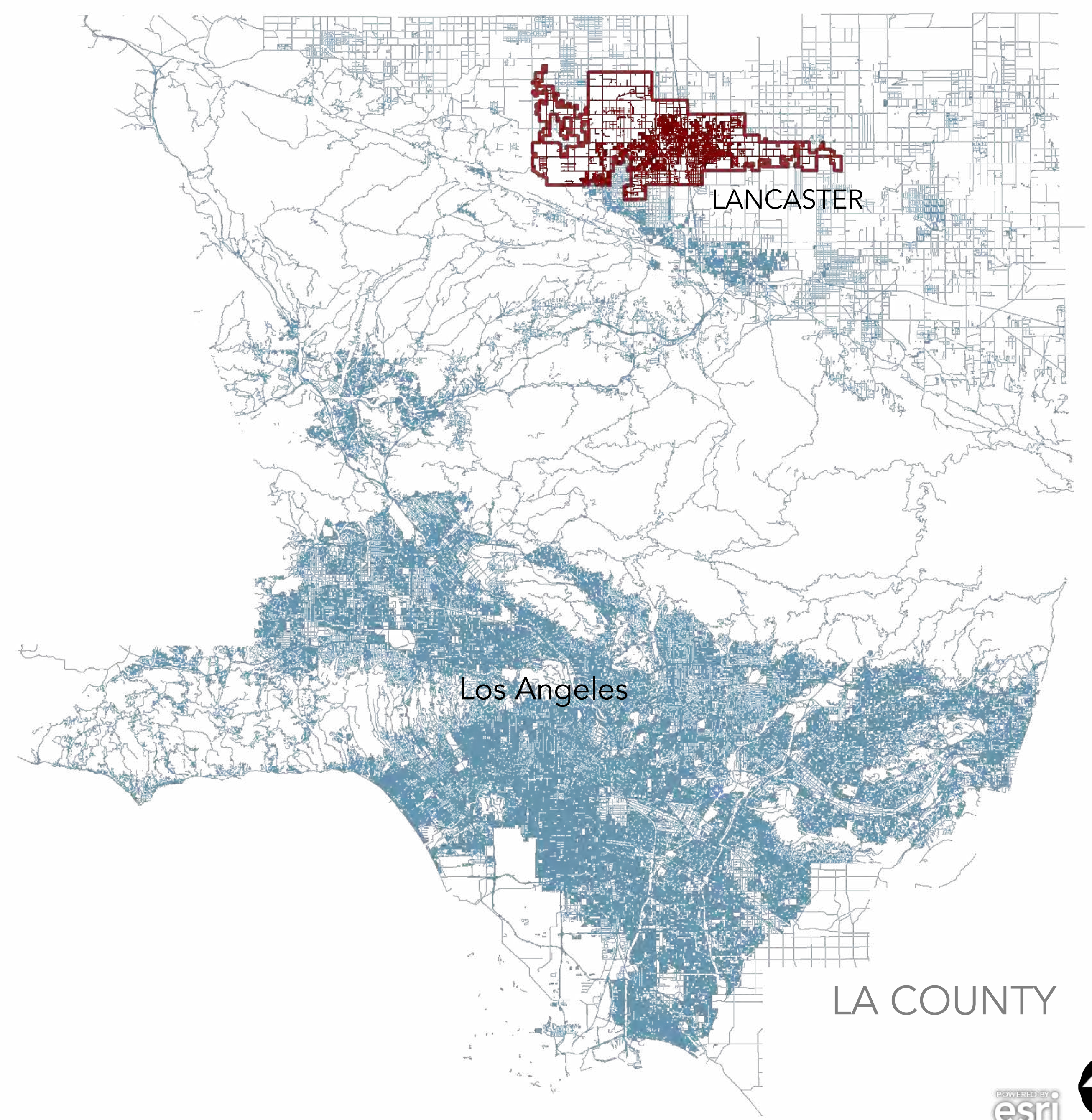
2021 = **280** index

Question:

_____

How does income connect to cost?

URBAN**3**

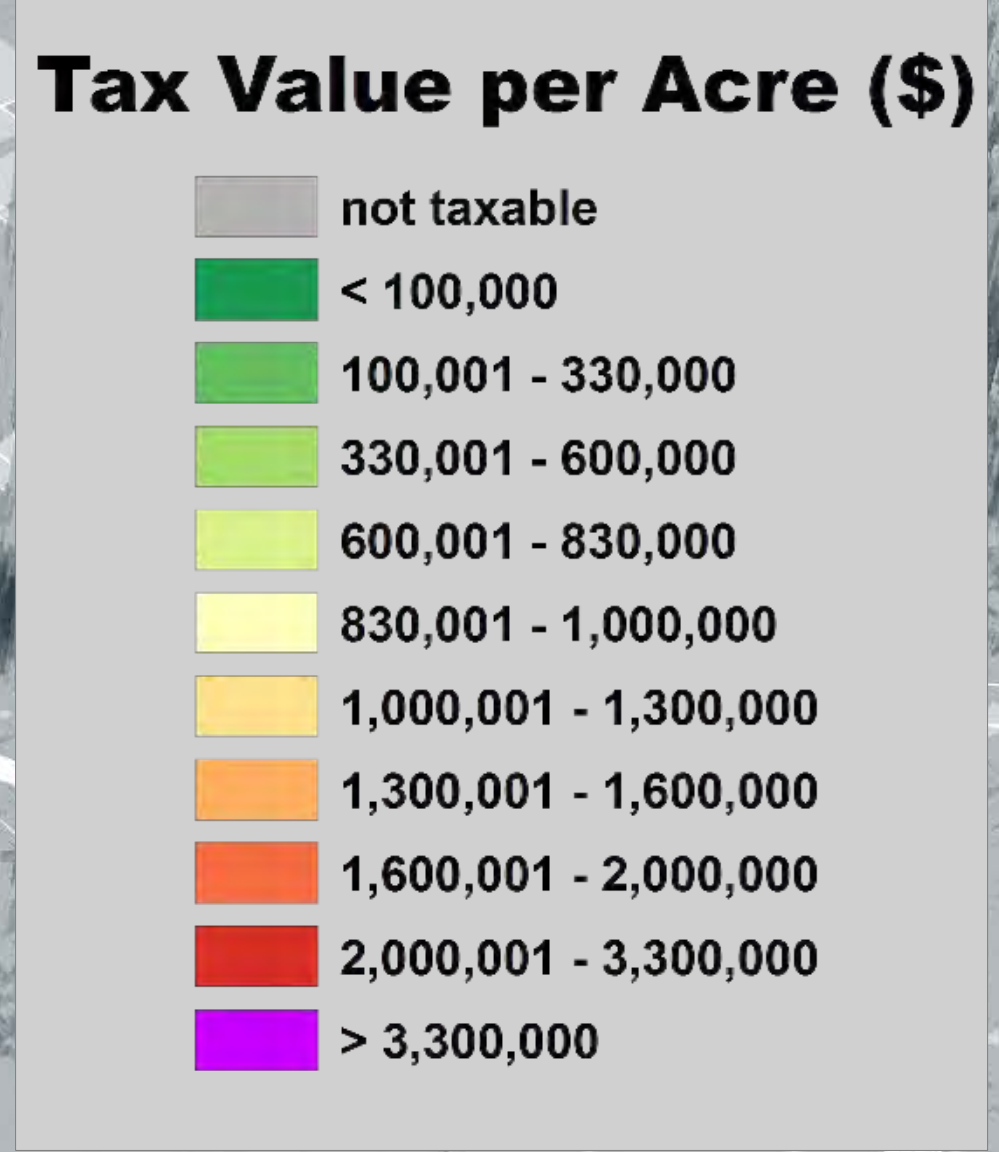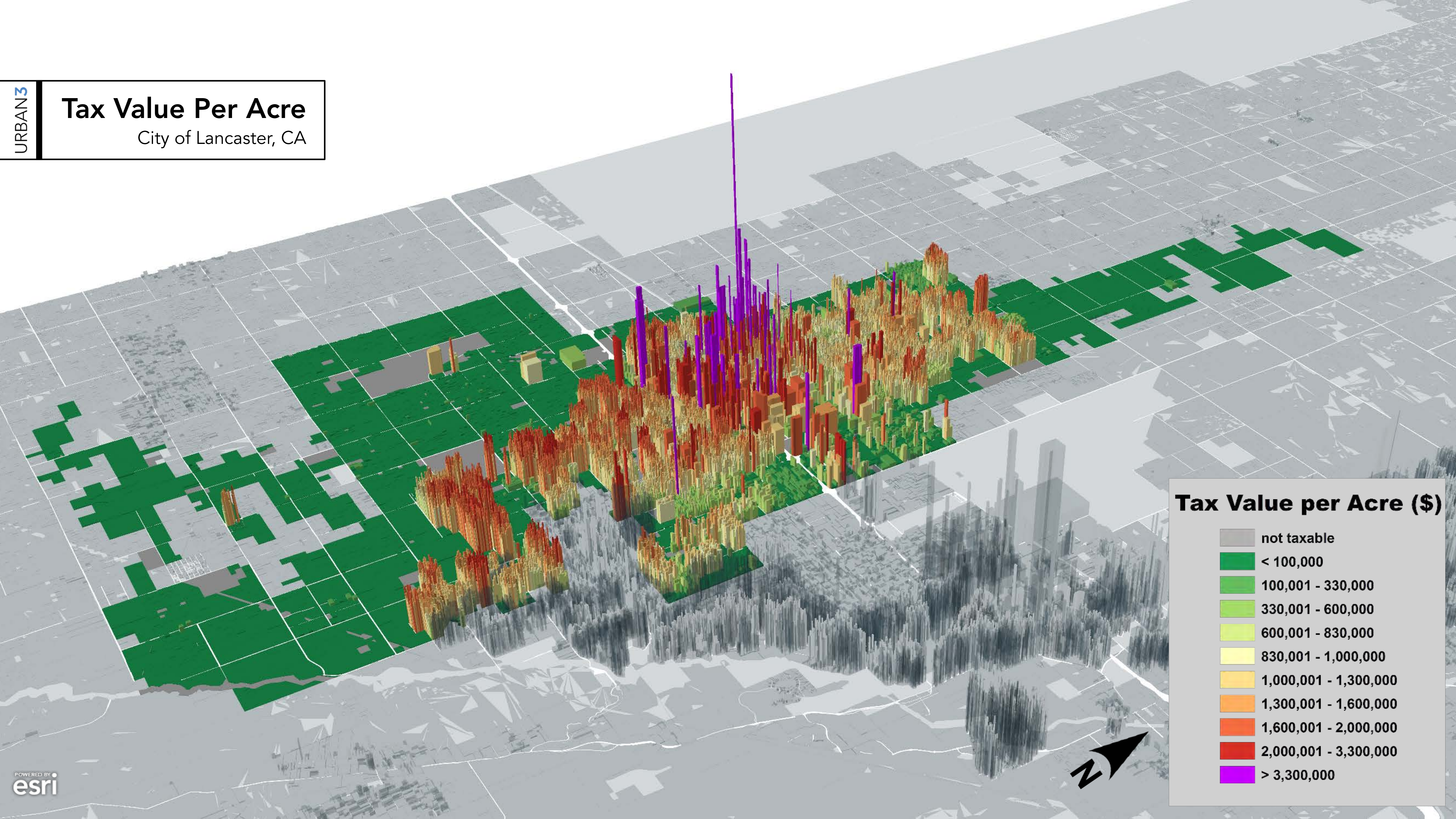Case Study: Economic MRI®, Fiscal MRI®, Policy Analytics
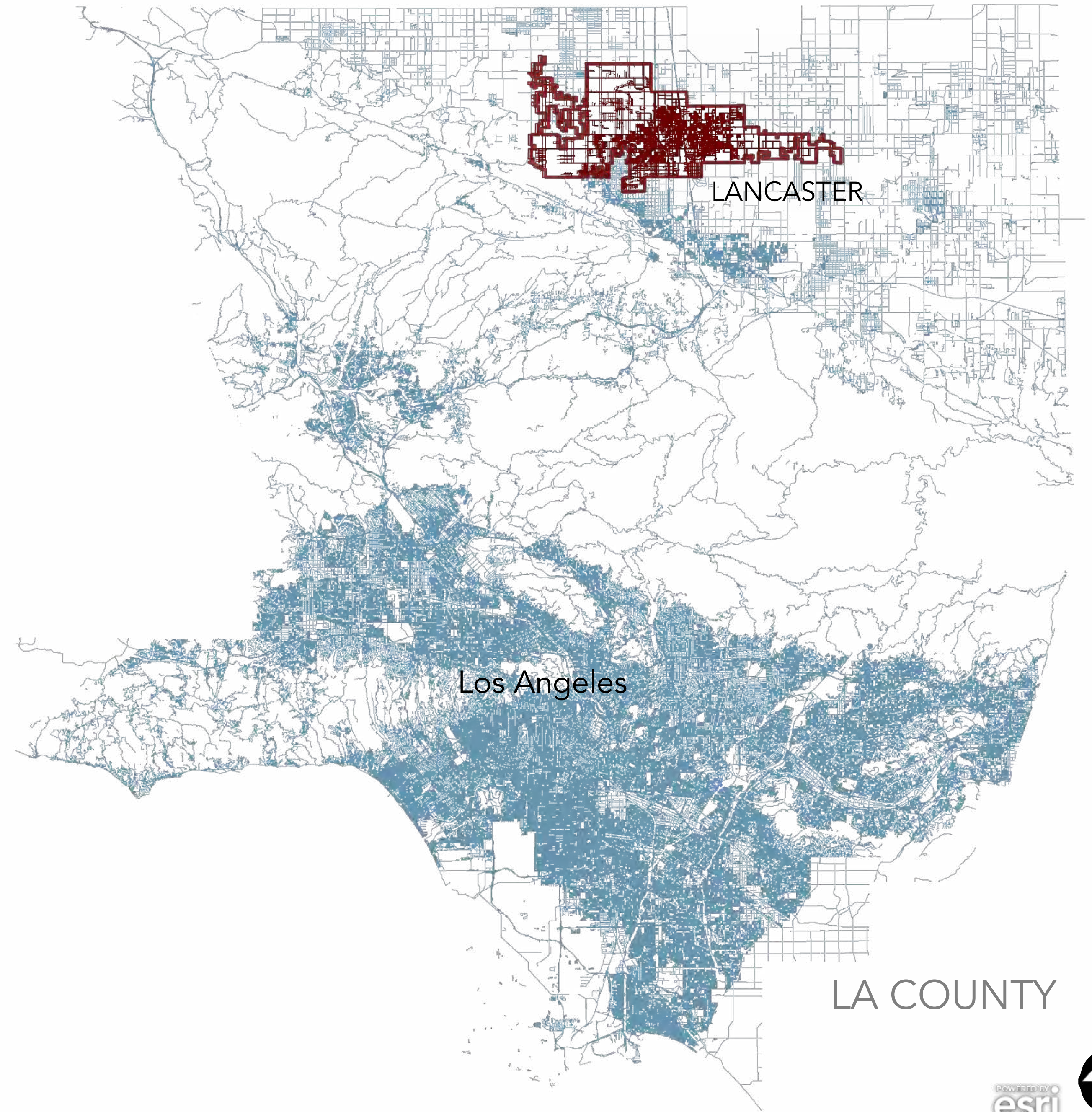2014 - 2019

_____

Lancaster, California

LANCASTER

Los Angeles

LA COUNTY

LANCASTER:

URBAN3

Tax Value Per Acre
City of Lancaster, CA

Tax Value per Acre ($)

- not taxable
- < 100,000
- 100,001 - 330,000
- 330,001 - 600,000
- 600,001 - 830,000
- 830,001 - 1,000,000
- 1,000,001 - 1,300,000
- 1,300,001 - 1,600,000
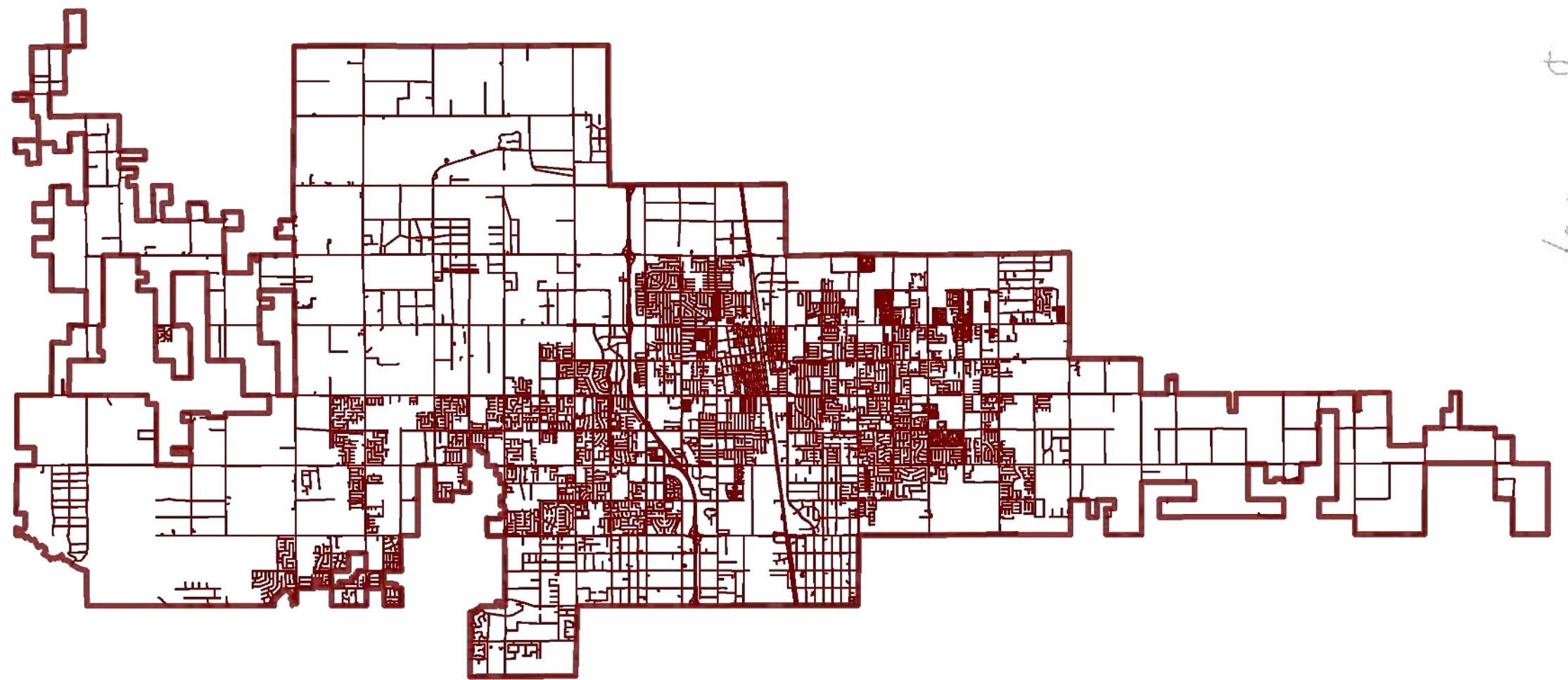- 1,600,001 - 2,000,000
- 2,000,001 - 3,300,000
- > 3,300,000

POWERED BY
esri

Paved Roads
City of Lancaster, CA

LANCASTER
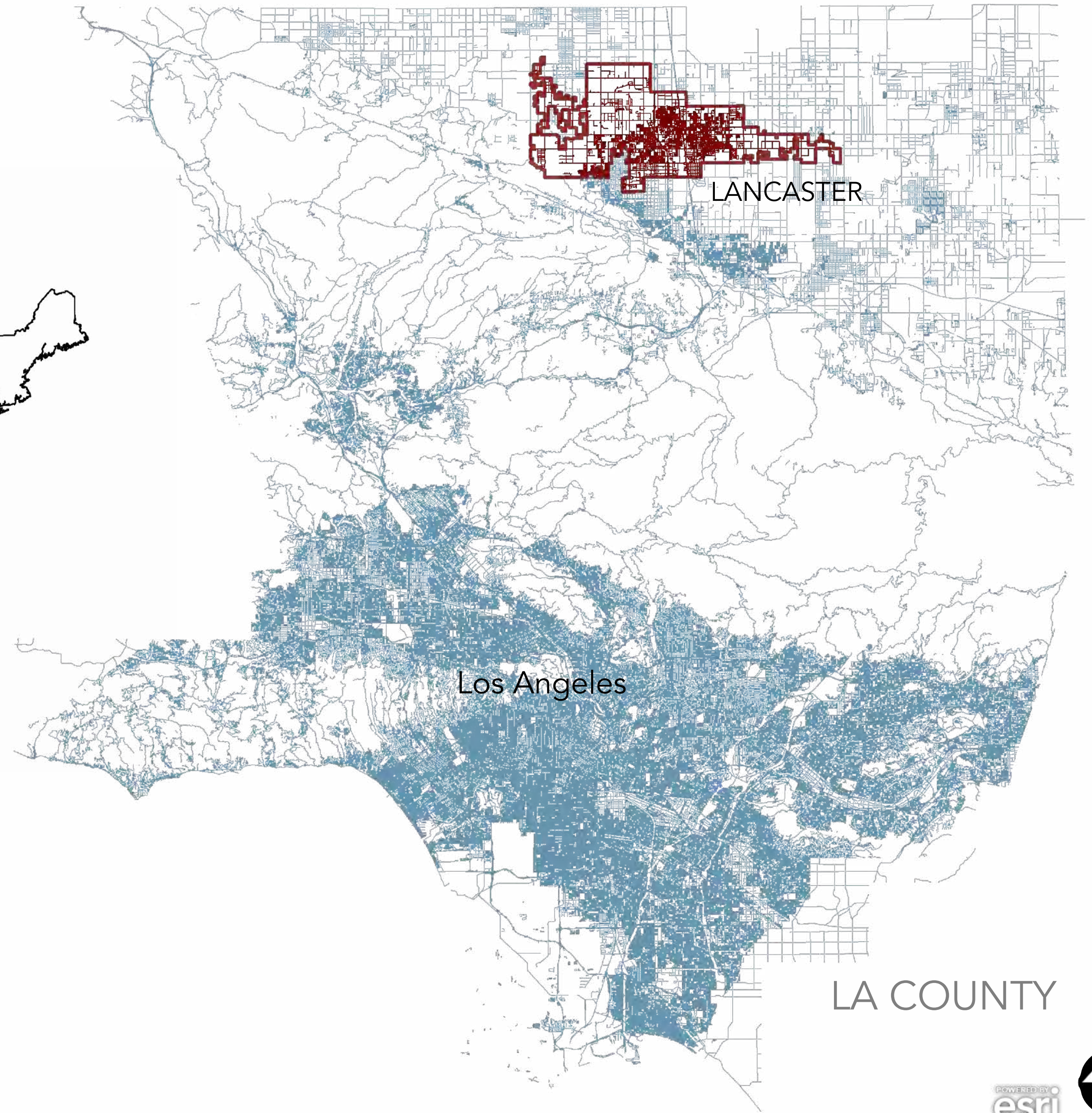
Los Angeles

LA COUNTY

LANCASTER:

LANCASTER

LANCASTER:

Los Angeles

LA COUNTY

LANCASTER

Los Angeles

LA COUNTY

LANCASTER: 953 MILES

esri

Paved Roads
City of Lancaster, CA

PORTLAND, OR

LOS ANGELES, CA

LANCASTER

Los Angeles

LA COUNTY

LANCASTER: 953 MILES

esri

Assets*

* According to the Municipal Finance Standards (CAFR)

Assets*

* According to the Municipal Finance Standards (CAFR)

Assets*

* According to the Municipal Finance Standards (CAFR)

Assets*

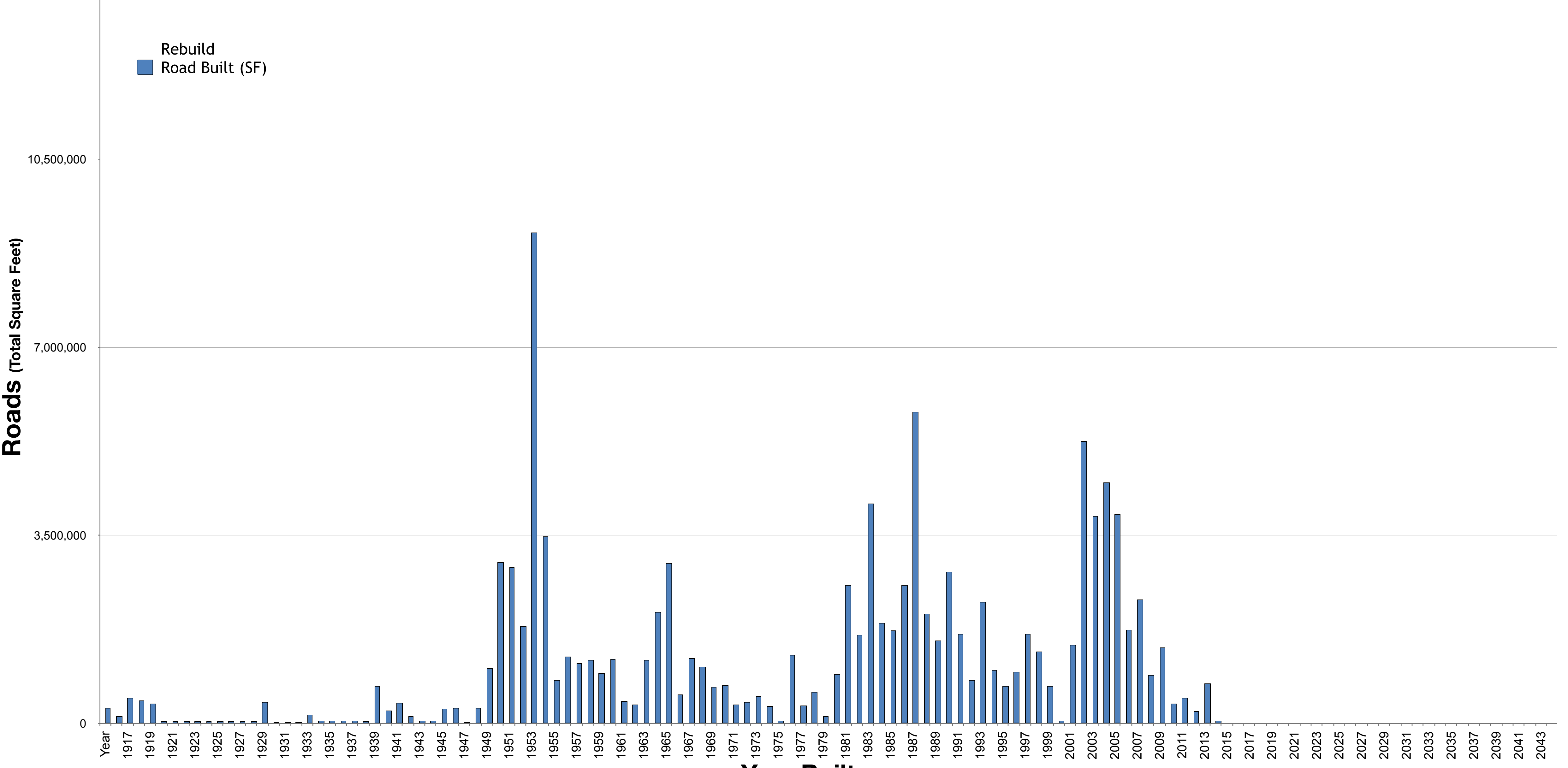* According to the Municipal Finance Standards (CAFR)

Assets*

* According to the Municipal Finance Standards (CAFR)

Road Construction and Reconstruction
Lancaster, CA

URBAN3

Rebuild
■ Road Built (SF)

Roads (Total Square Feet)

Year Built

Road Construction and Reconstruction
Lancaster, CA

URBAN3

Rebuild
Road Built (SF)

Roads (Total Square Feet)

10,500,000

7,000,000

3,500,000

0

Year Built

Road Construction and Reconstruction
Lancaster, CA

Roads (Total Square Feet)

Year Built

Rebuild
■ Road Built (SF)

URBAN3

Road Construction and Reconstruction
Lancaster, CA

URBAN3

Rebuild
Road Built (SF)

Roads (Total Square Feet)

10,500,000

7,000,000

3,500,000

0

Year Built

Road Construction and Reconstruction
Lancaster, CA

Roads (Total Square Feet)

Rebuild
Road Built (SF)

Year Built

Road Construction and Reconstruction
Lancaster, CA

URBAN3

Rebuild
Road Built (SF)

Roads (Total Square Feet)

Year Built

Road Construction and Reconstruction
Lancaster, CA

URBAN3

Legend:
- Rebuild
- Road Built (SF)

Roads (Total Square Feet)

Y-axis values: 0, 3,500,000, 7,000,000, 10,500,000

X-axis (Year Built): Year, 1917, 1919, 1921, 1923, 1925, 1927, 1929, 1931, 1933, 1935, 1937, 1939, 1941, 1943, 1945, 1947, 1949, 1951, 1953, 1955, 1957, 1959, 1961, 1963, 1965, 1967, 1969, 1971, 1973, 1975, 1977, 1979, 1981, 1983, 1985, 1987, 1989, 1991, 1993, 1995, 1997, 1999, 2001, 2003, 2005, 2007, 2009, 2011, 2013, 2015, 2017, 2019, 2021, 2023, 2025, 2027, 2029, 2031, 2033, 2035, 2037, 2039, 2041, 2043

Road Construction and Reconstruction
Lancaster, CA

URBAN3

Legend:
- Rebuild
- Road Built (SF)

Roads (Total Square Feet)

Year Built

Road Construction and Reconstruction
Lancaster, CA

URBAN3

Legend:
- Rebuild
- Road Built (SF)

Y-axis: **Roads** (Total Square Feet) — 3,500,000 / 7,000,000 / 10,500,000

X-axis: **Year Built** — Year, 1917, 1919, 1921, 1923, 1925, 1927, 1929, 1931, 1933, 1935, 1937, 1939, 1941, 1943, 1945, 1947, 1949, 1951, 1953, 1955, 1957, 1959, 1961, 1963, 1965, 1967, 1969, 1971, 1973, 1975, 1977, 1979, 1981, 1983, 1985, 1987, 1989, 1991, 1993, 1995, 1997, 1999, 2001, 2003, 2005, 2007, 2009, 2011, 2013, 2015, 2017, 2019, 2021, 2023, 2025, 2027, 2029, 2031, 2033, 2035, 2037, 2039, 2041, 2043

Road Construction and Reconstruction
Lancaster, CA

URBAN3

Rebuild
Road Built (SF)

Roads (Total Square Feet)

Year Built

Road Construction and Reconstruction
Lancaster, CA

URBAN3

Legend:
- Rebuild
- Road Built (SF)

Roads (Total Square Feet)

10,500,000

7,000,000

3,500,000

0

Year Built

Road Construction and Reconstruction
Lancaster, CA

URBAN3

Legend:
- Rebuild
- Road Built (SF)

Y-axis: **Roads** (Total Square Feet) — 3,500,000; 7,000,000; 10,500,000

X-axis: **Year Built** — Year, 1917, 1919, 1921, 1923, 1925, 1927, 1929, 1931, 1933, 1935, 1937, 1939, 1941, 1943, 1945, 1947, 1949, 1951, 1953, 1955, 1957, 1959, 1961, 1963, 1965, 1967, 1969, 1971, 1973, 1975, 1977, 1979, 1981, 1983, 1985, 1987, 1989, 1991, 1993, 1995, 1997, 1999, 2001, 2003, 2005, 2007, 2009, 2011, 2013, 2015, 2017, 2019, 2021, 2023, 2025, 2027, 2029, 2031, 2033, 2035, 2037, 2039, 2041, 2043

What Roads Can You Sustain?

Based on revenue flow, what can we afford? About half the network.

Source: City of Lancaster
*Based on 50 year useful life

Road Obligation*

$50M

(**-$25M** Shortfall)

URBAN3

esri

POWERED BY

| | Sustainable |
| | Unsustainable |

What Roads Can You Sustain?

Based on revenue flow, what can we afford? About half the network.

Unsustainable
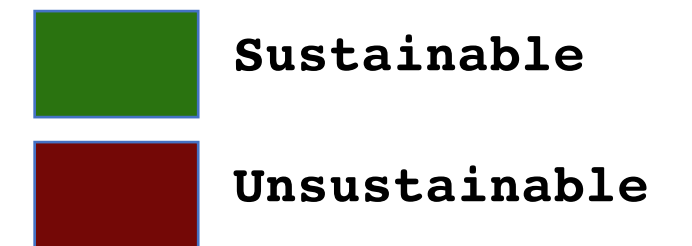50%

Sustainable
50%

Roads

Source: City of Lancaster
*Based on 50 year useful life

Road Obligation*

$50M

(-$25M Shortfall)

Sustainable

Unsustainable

URBAN3

POWERED BY
esri

Question:

_____

But this is super depressing. What's a way out?

Case Study: Fiscal MRI®
2018

——————

Eugene, Oregon

URBAN3

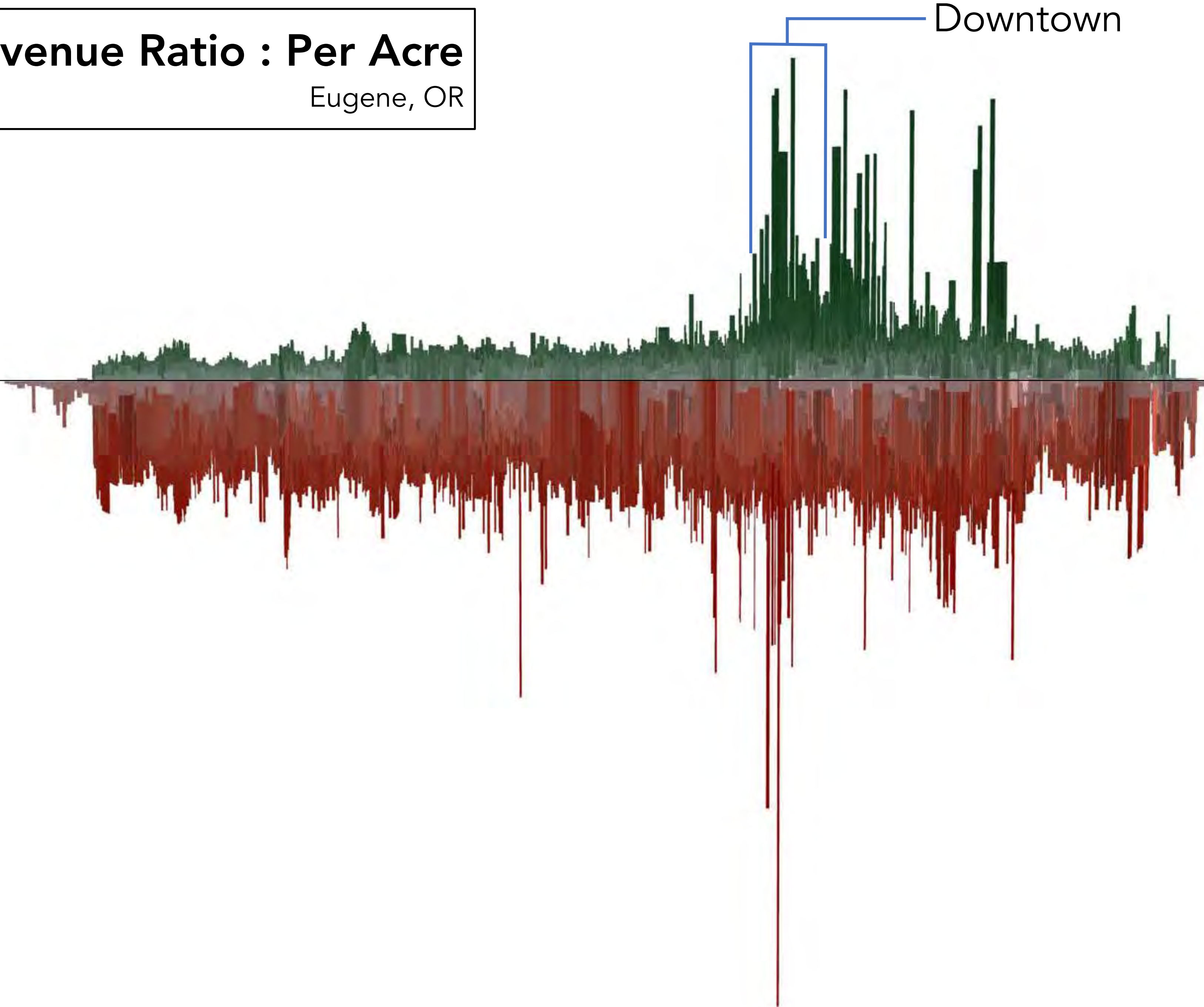# City Taxable Value Per Acre
Eugene, OR
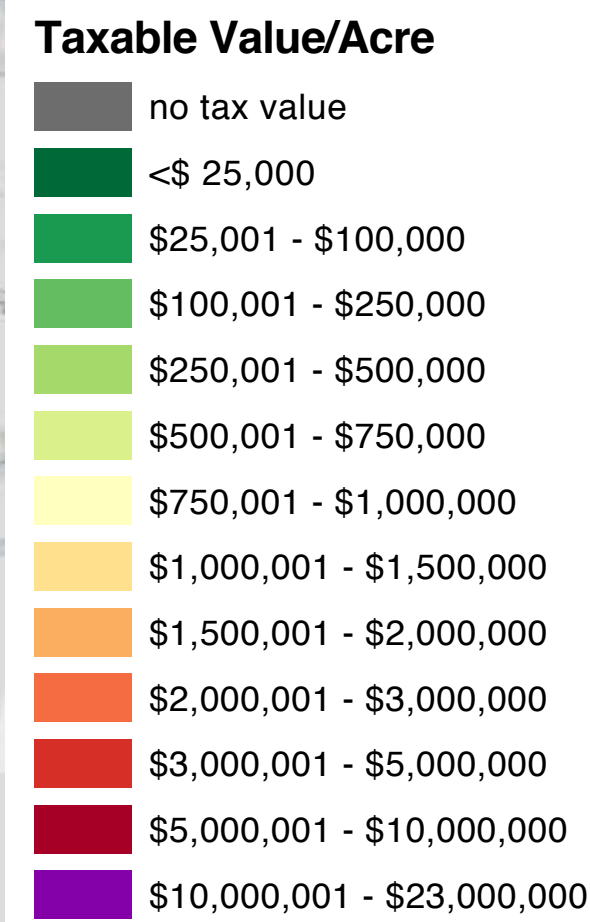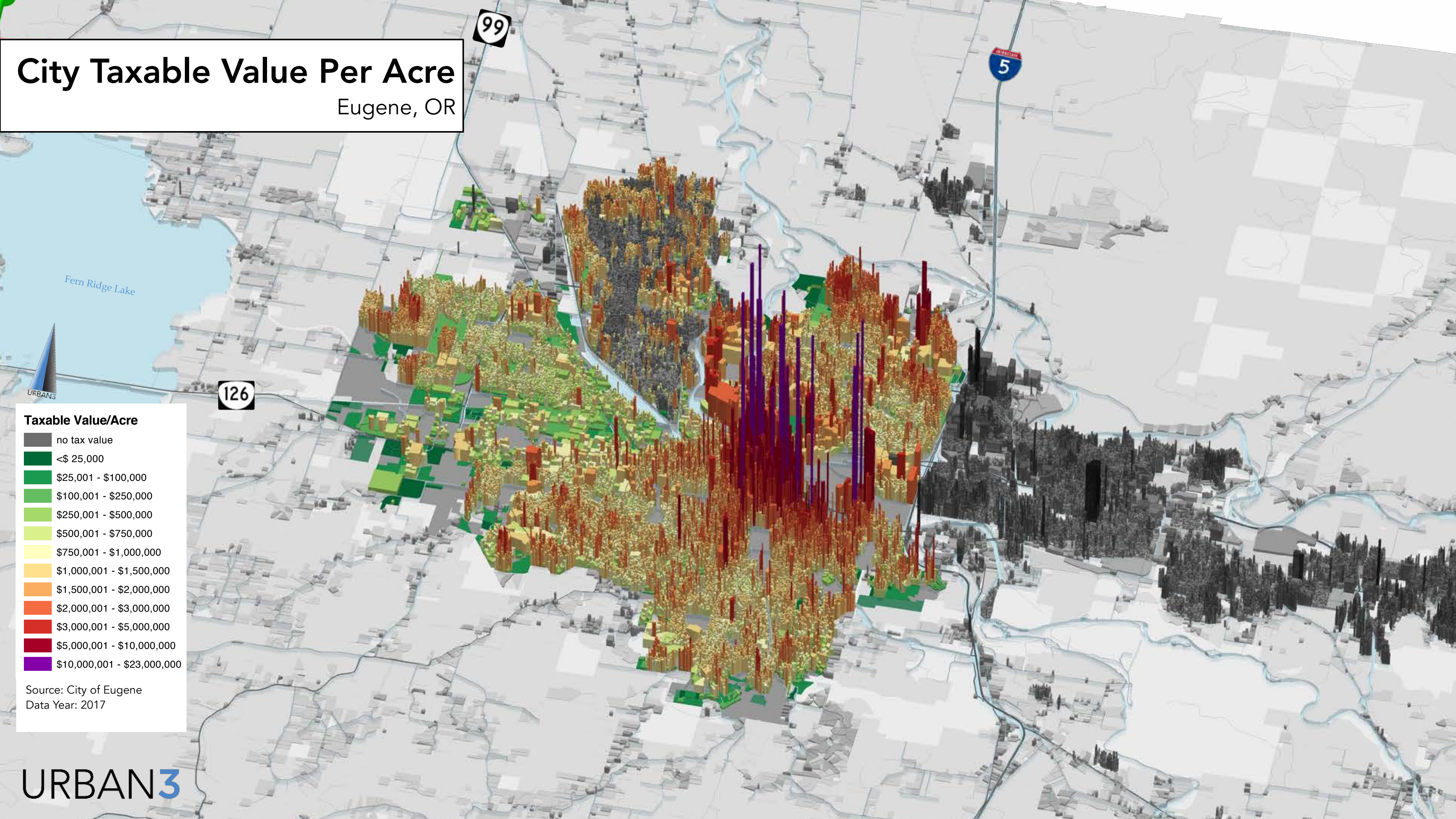
Taxable Value/Acre

- no tax value
- <$ 25,000
- $25,001 - $100,000
- $100,001 - $250,000
- $250,001 - $500,000
- $500,001 - $750,000
- $750,001 - $1,000,000
- $1,000,001 - $1,500,000
- $1,500,001 - $2,000,000
- $2,000,001 - $3,000,000
- $3,000,001 - $5,000,000
- $5,000,001 - $10,000,000
- $10,000,001 - $23,000,000

Source: City of Eugene
Data Year: 2017

Fern Ridge Lake

URBAN3

Expense and Revenue Ratio : Per Acre

Eugene, OR

Downtown

Revenues

Expenses

URBAN3

Expense and Revenue Ratio : Per Acre
Eugene, OR

Downtown

Mall

Revenues

Expenses

URBAN3

Expense and Revenue Ratio : Per Acre
Eugene, OR

Downtown

Mall

Revenues

Expenses

URBAN3

Expense and Revenue Ratio : Per Acre
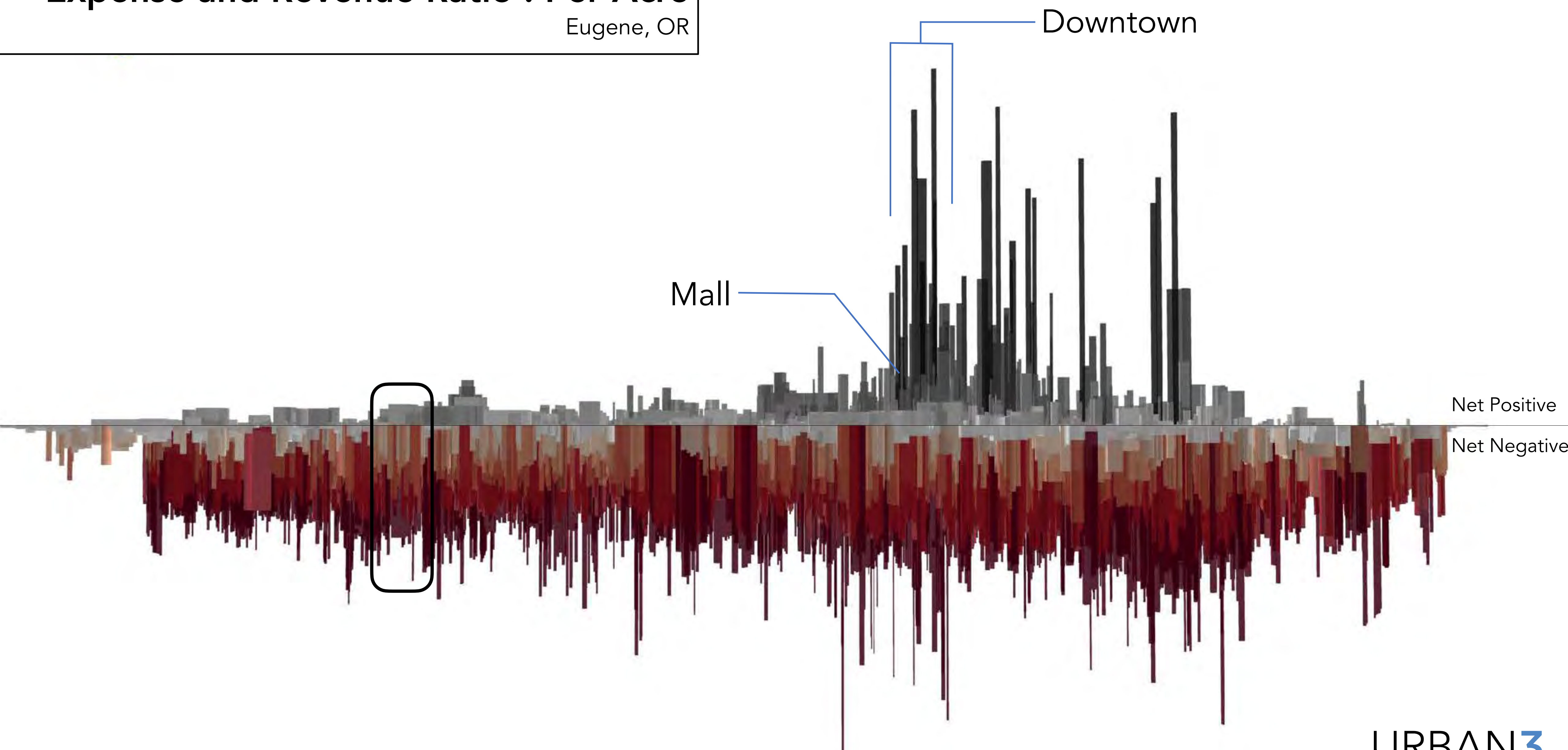
Eugene, OR

Downtown

Mall

Revenues

Expenses

URBAN3
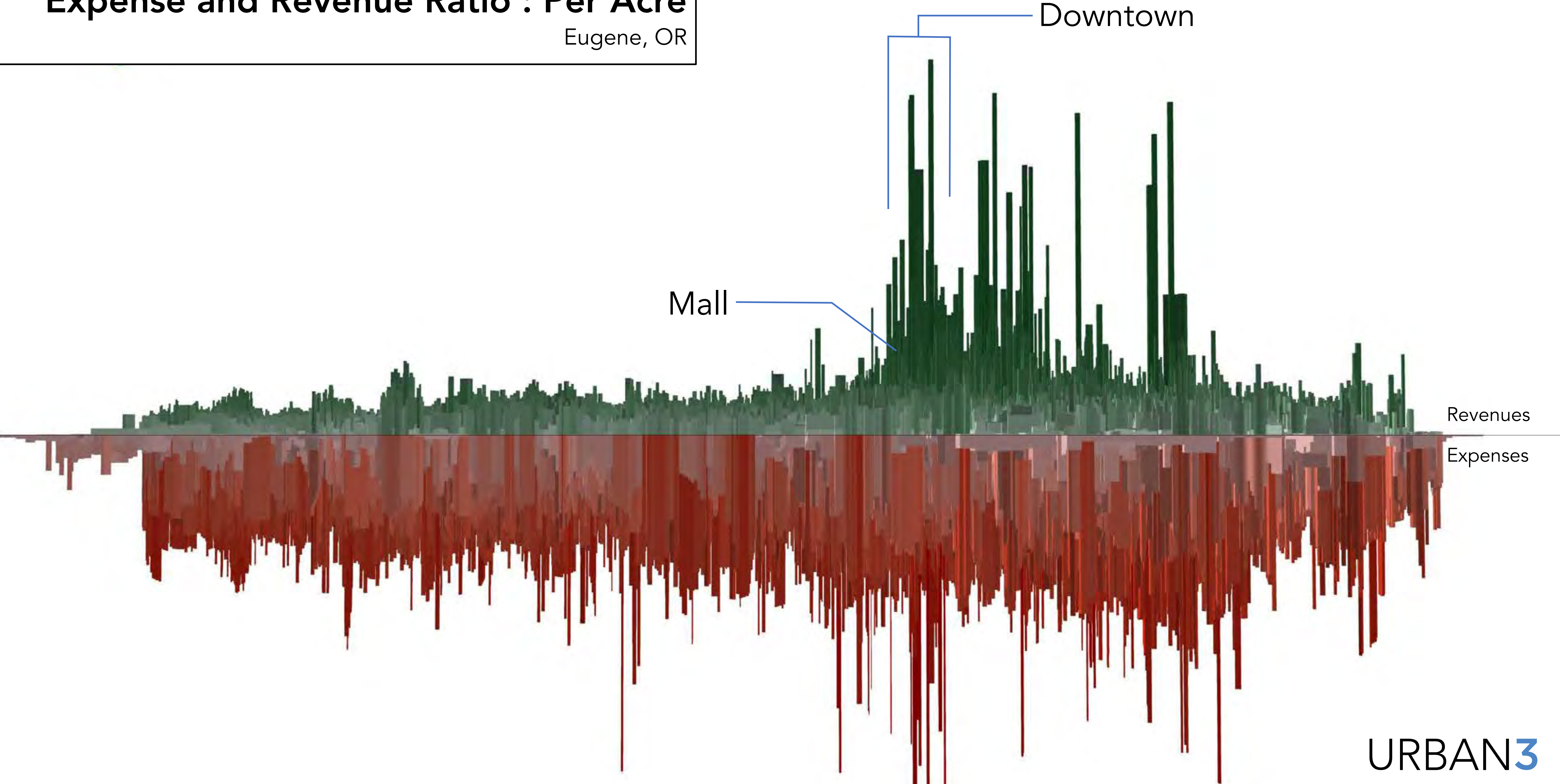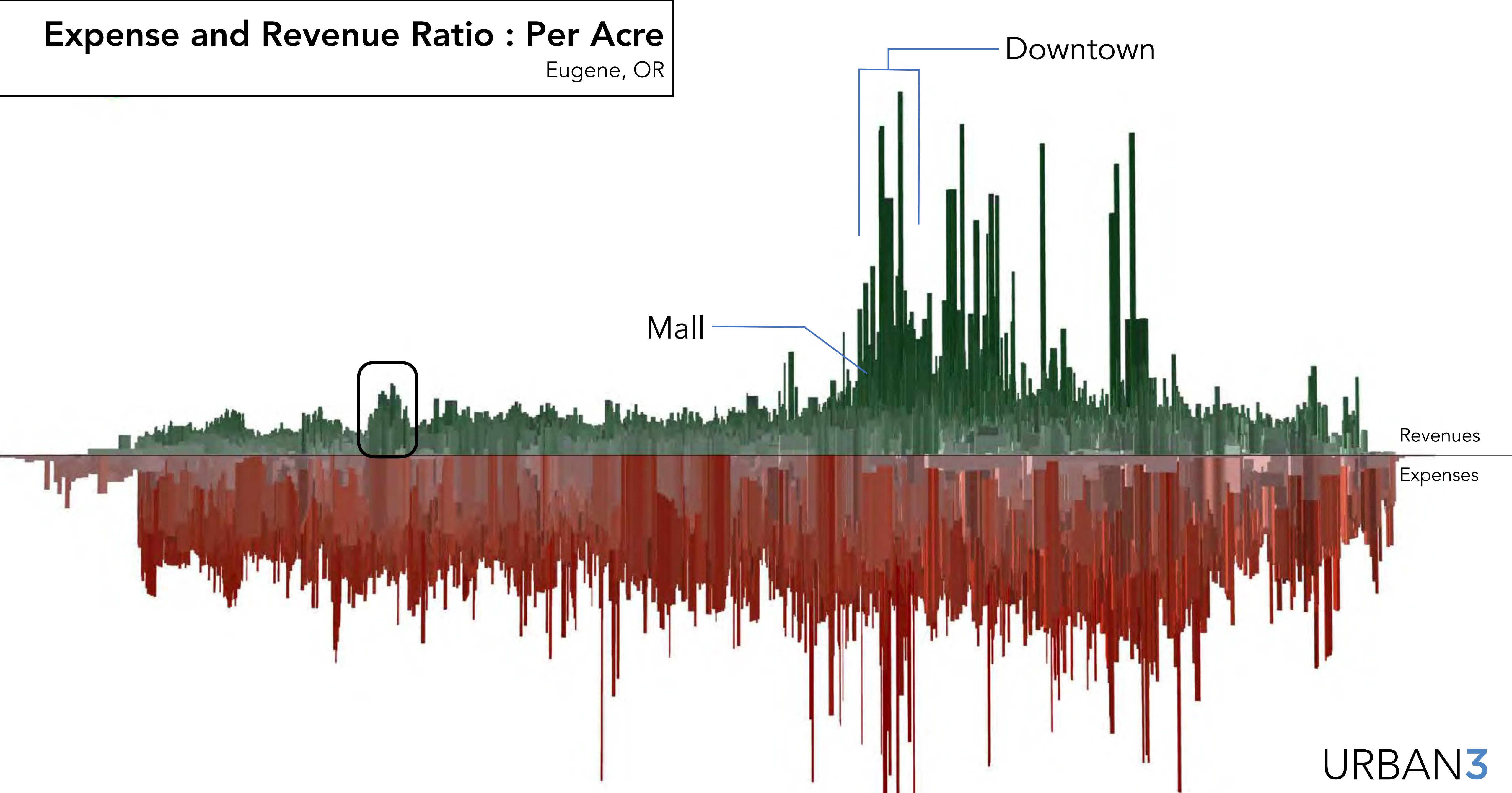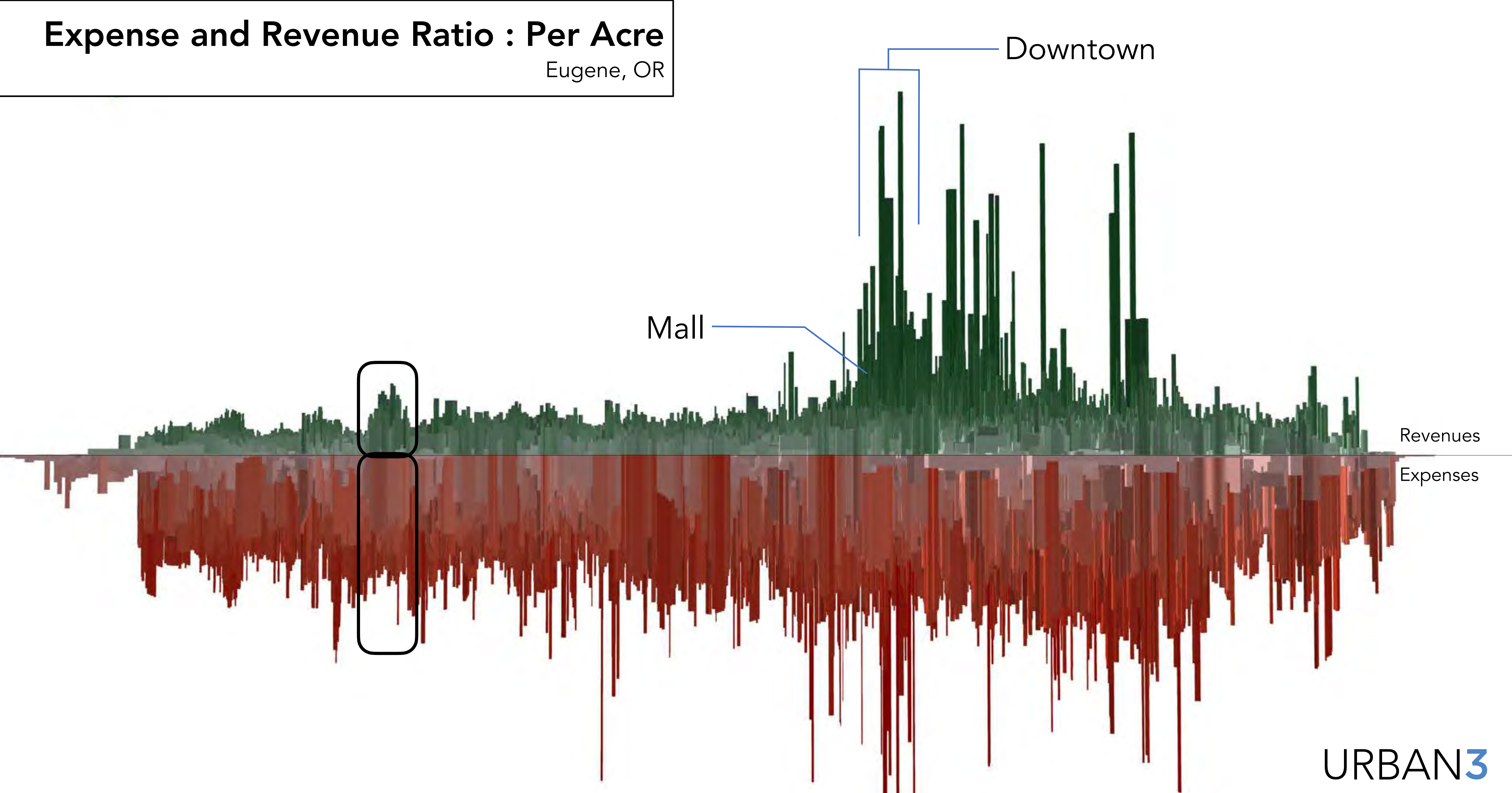
Expense and Revenue Ratio : Per Acre
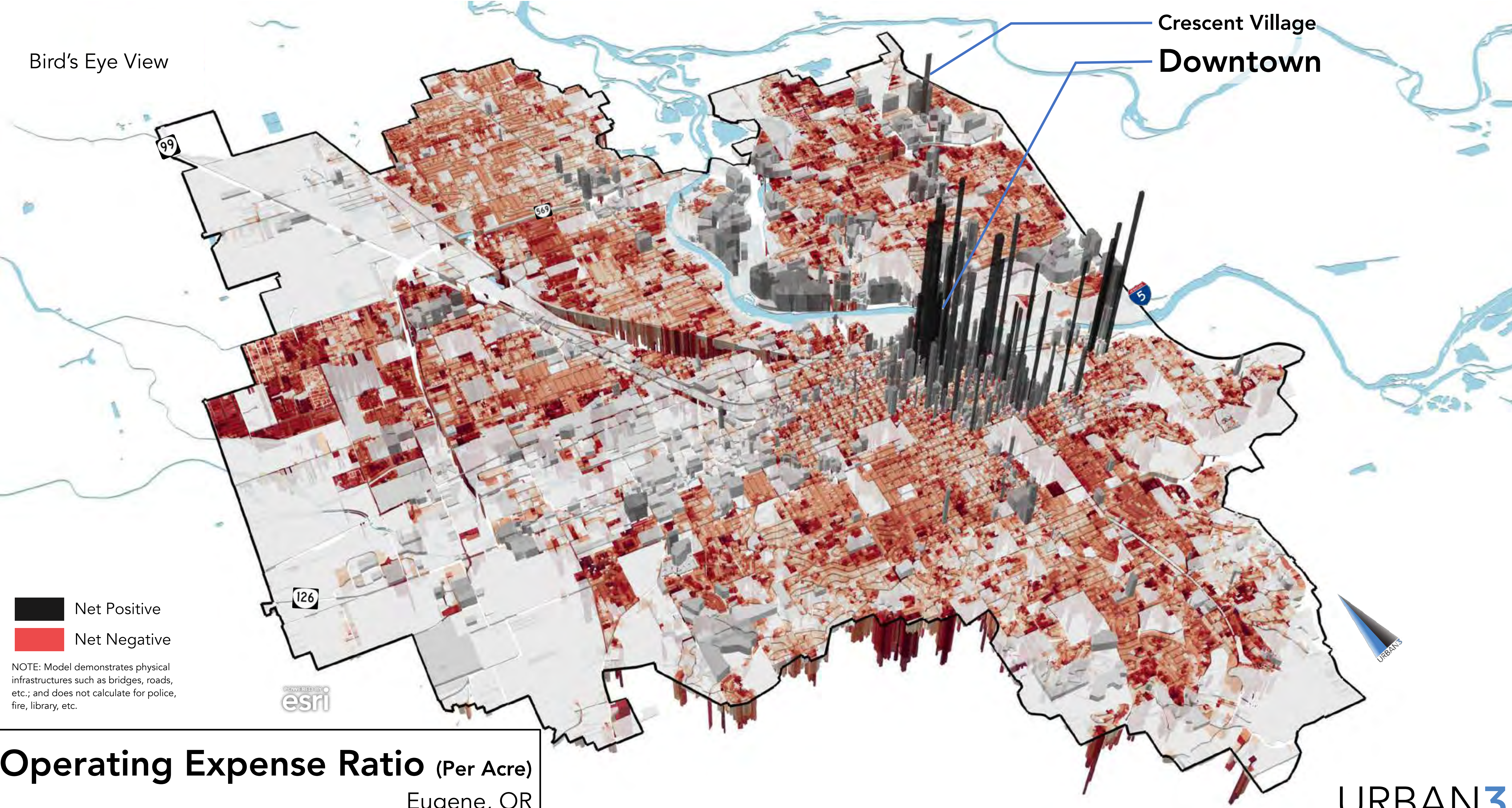Eugene, OR

Downtown

Mall

Net Positive

Net Negative

URBAN3

Bird's Eye View

Crescent Village

Downtown

Net Positive

Net Negative

NOTE: Model demonstrates physical infrastructures such as bridges, roads, etc.; and does not calculate for police, fire, library, etc.

Operating Expense Ratio (Per Acre)
Eugene, OR

URBAN3

Worm's Eye View

Downtown

Crescent Village

Net Positive

Net Negative

NOTE: Model demonstrates physical
infrastructures such as bridges, roads,
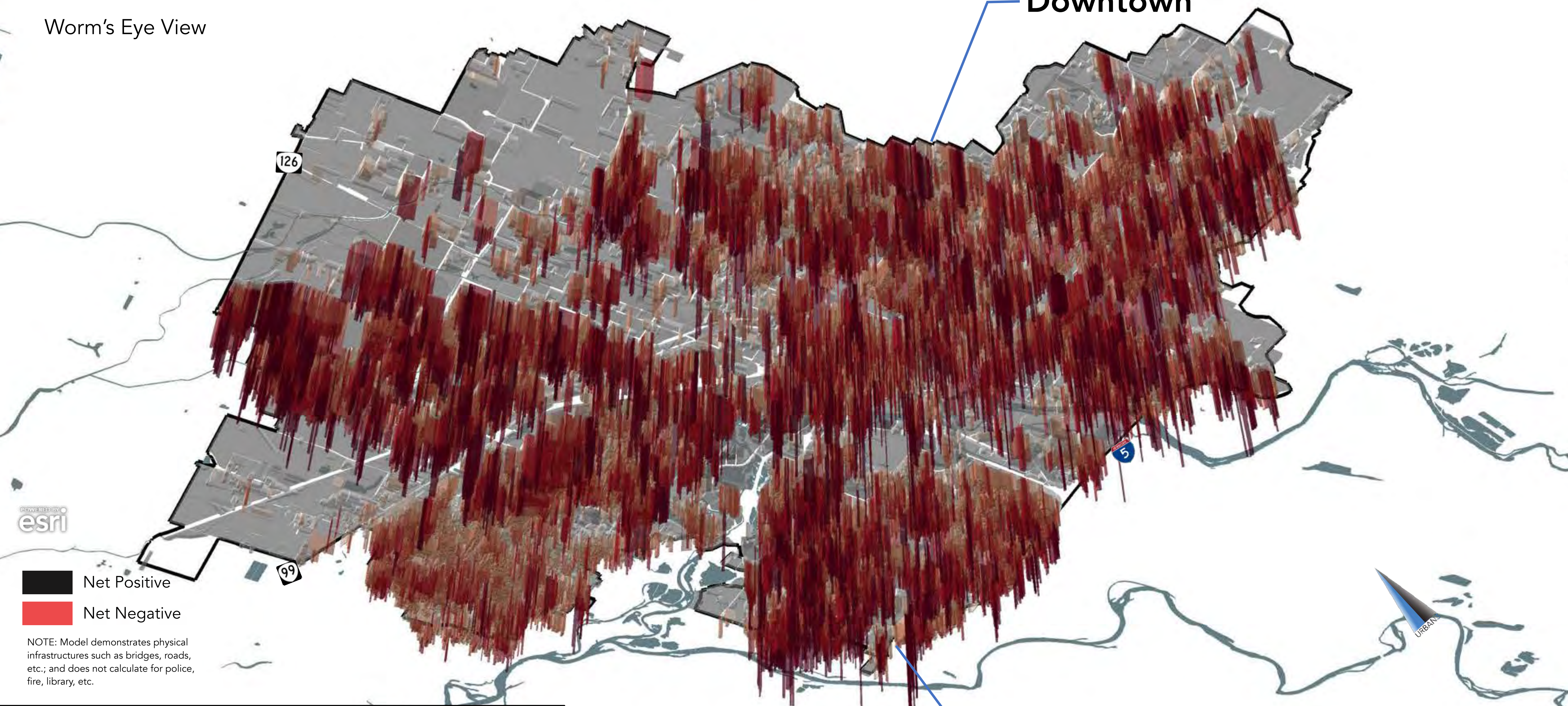etc.; and does not calculate for police,
fire, library, etc.

Operating Expense Ratio (Per Acre)

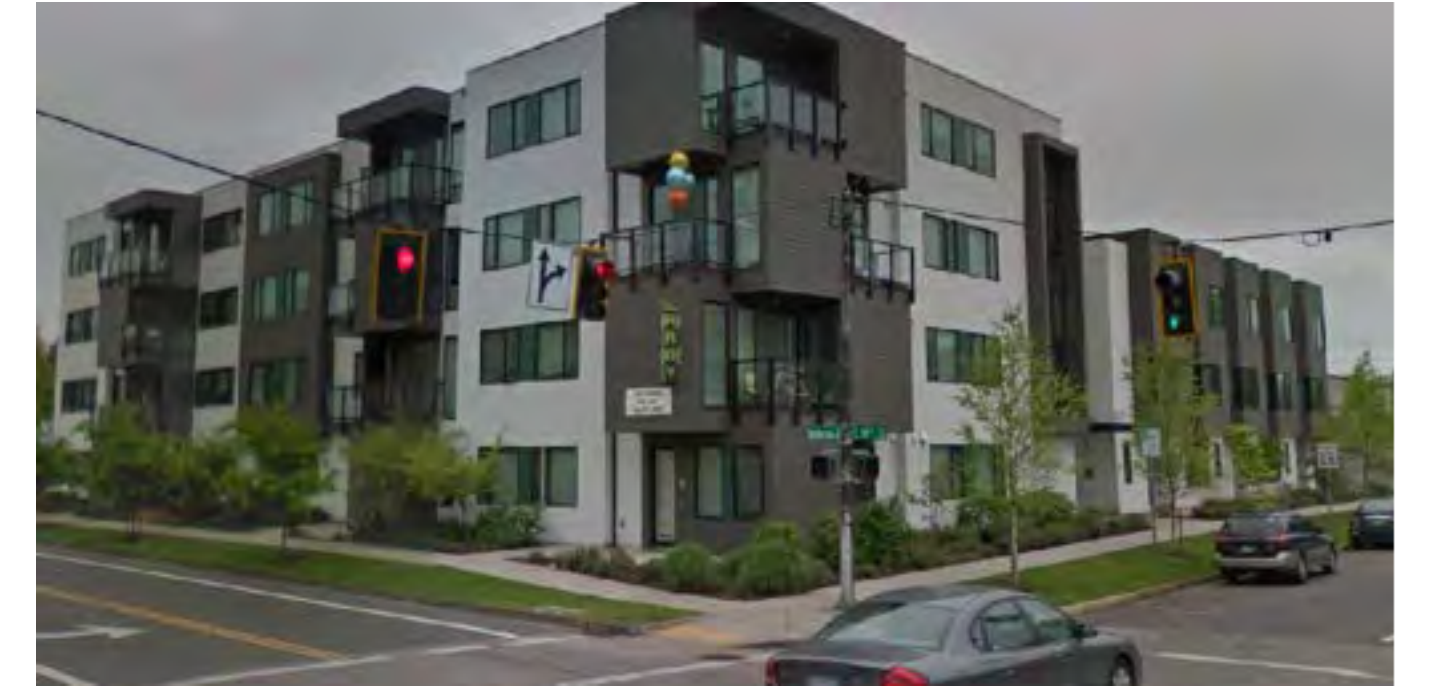Eugene, OR

URBAN3

Breakdown of Revenue by Building Type

URBAN3
Study Year: 2019
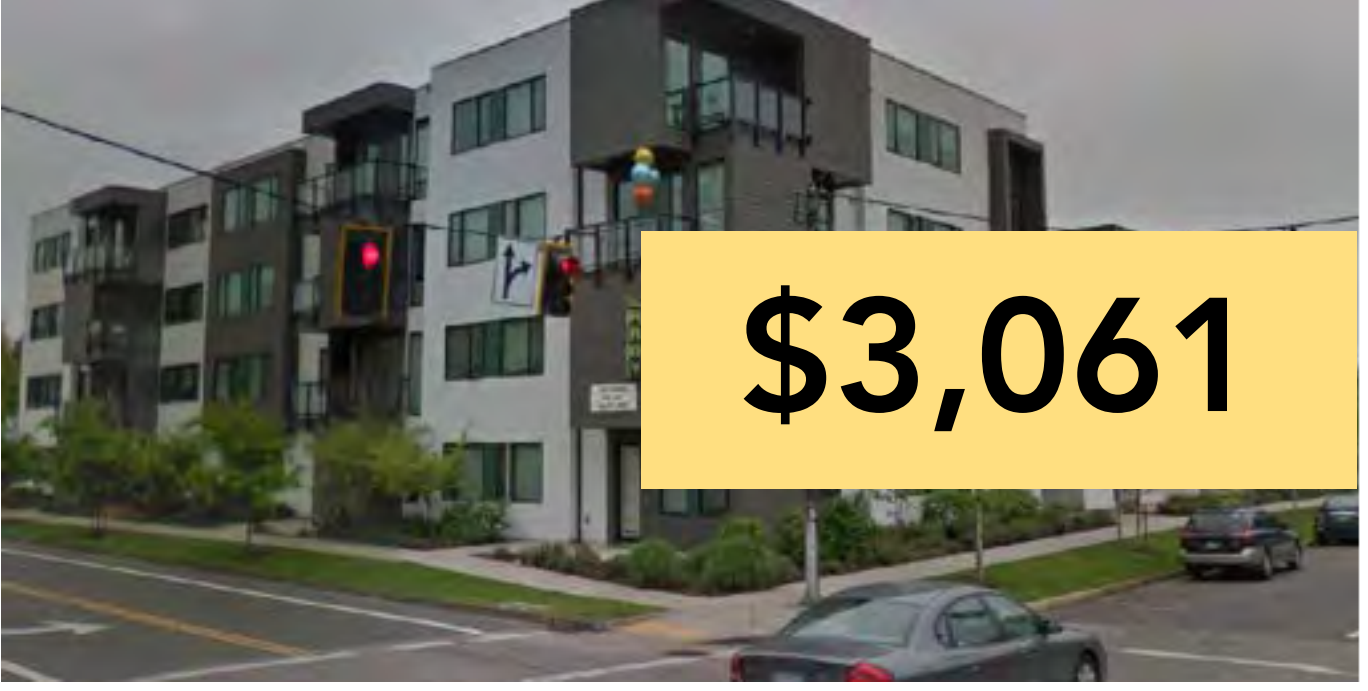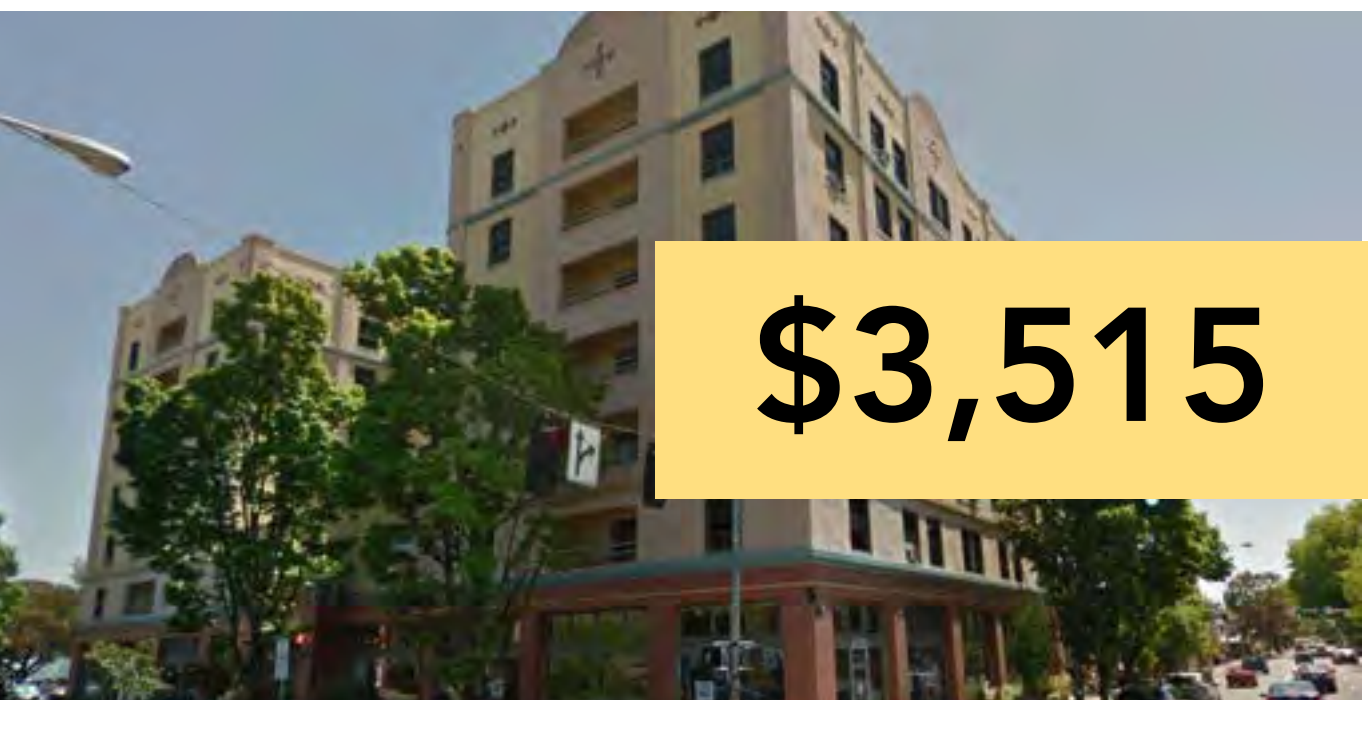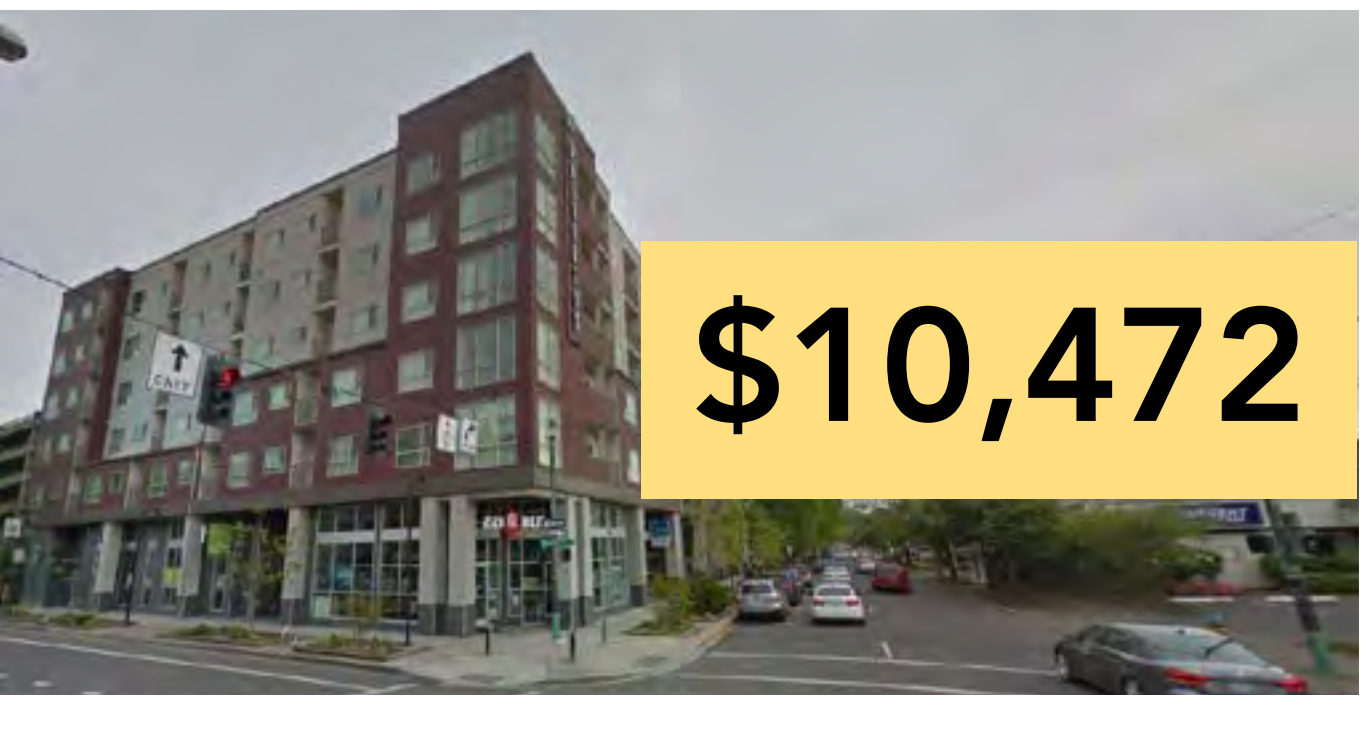
	LOW DENSITY	MEDIUM DENSITY	HIGH DENSITY
RESIDENTIAL			
MIXED-USE			
COMMERCIAL			
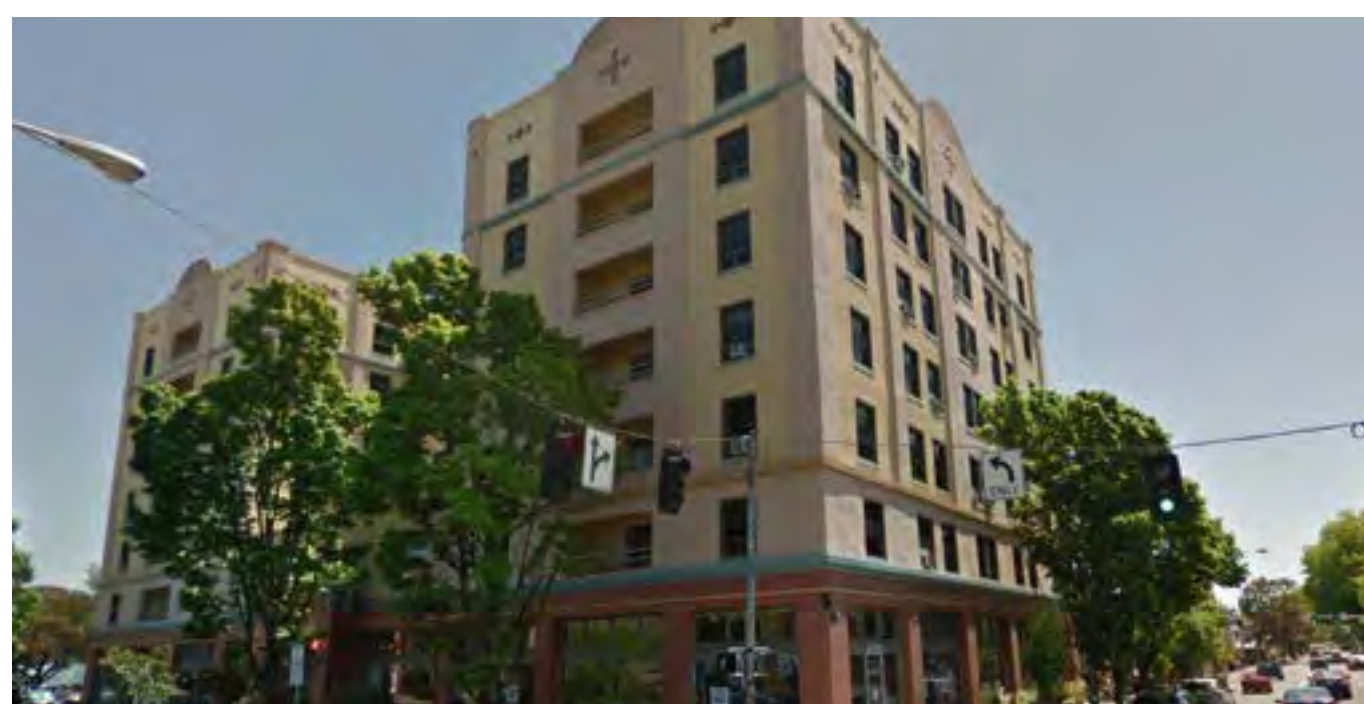
Breakdown of Revenue by Building Type

URBAN3
Study Year: 2019

	LOW DENSITY	MEDIUM DENSITY	HIGH DENSITY
RESIDENTIAL	-$1,381	$1,498	$3,061
MIXED-USE	$2,540	$3,515	$10,472
COMMERCIAL	$551	$9,614	$12,051

Question:

_____

But, I want a House

URBAN3

Single Family Land Use Analysis
Eugene, OR

URBAN3

Land Use

Single Family
81%

Other
19%
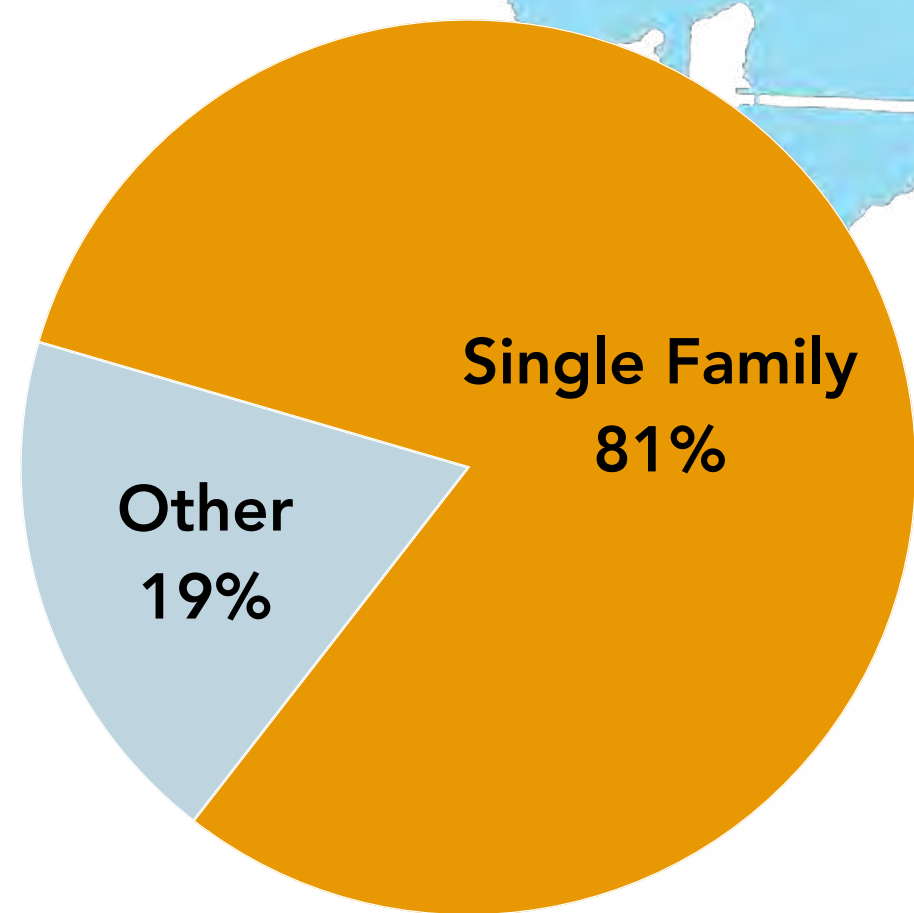
Approximately 81% of properties
are Single Family (40k/50k)

Single Family
Not Single Family

URBAN3

POWERED BY
esri

Source: City of Eugene
Data Year: 2018
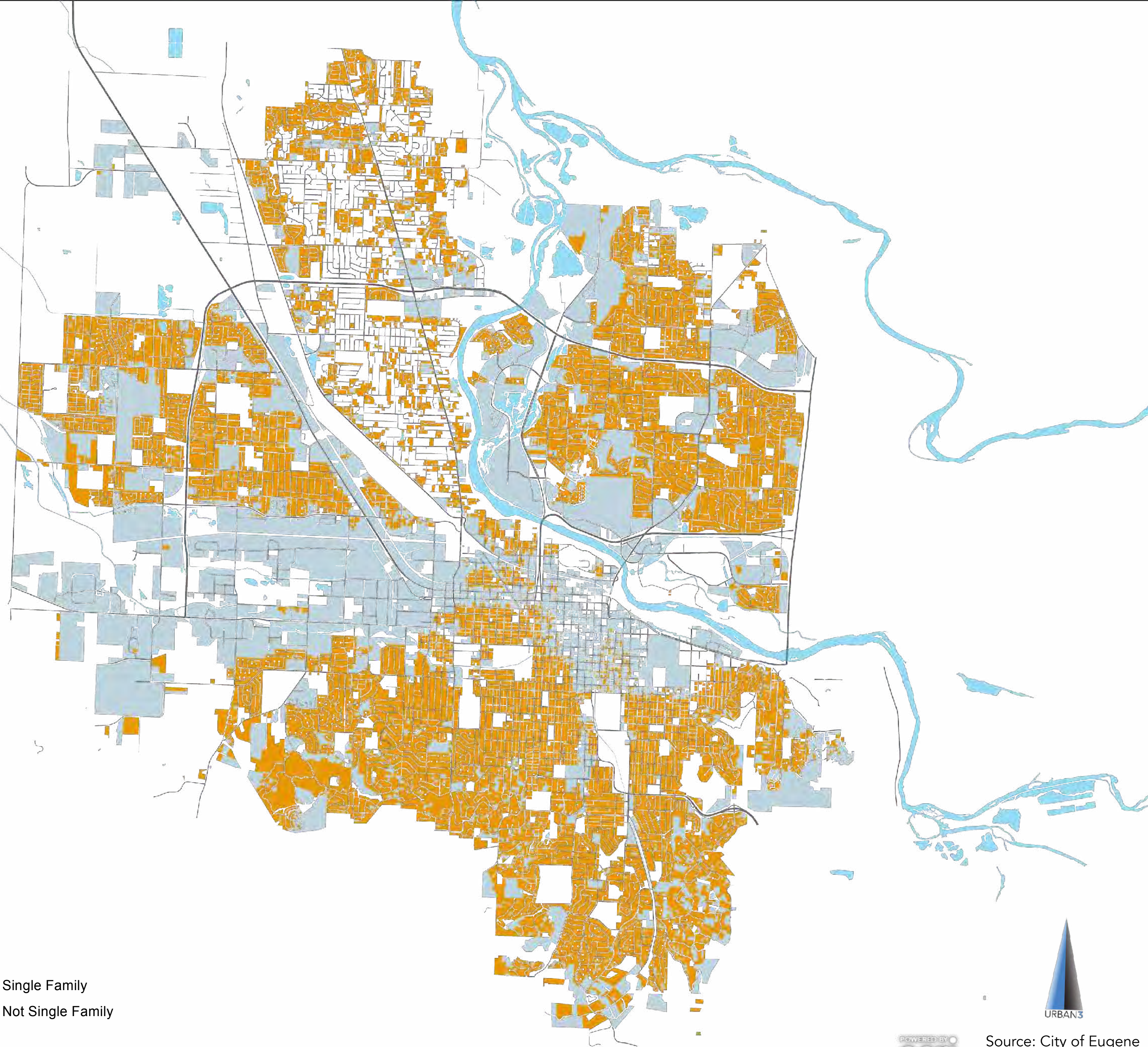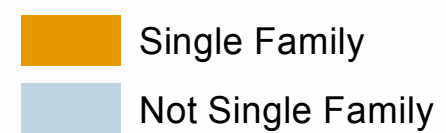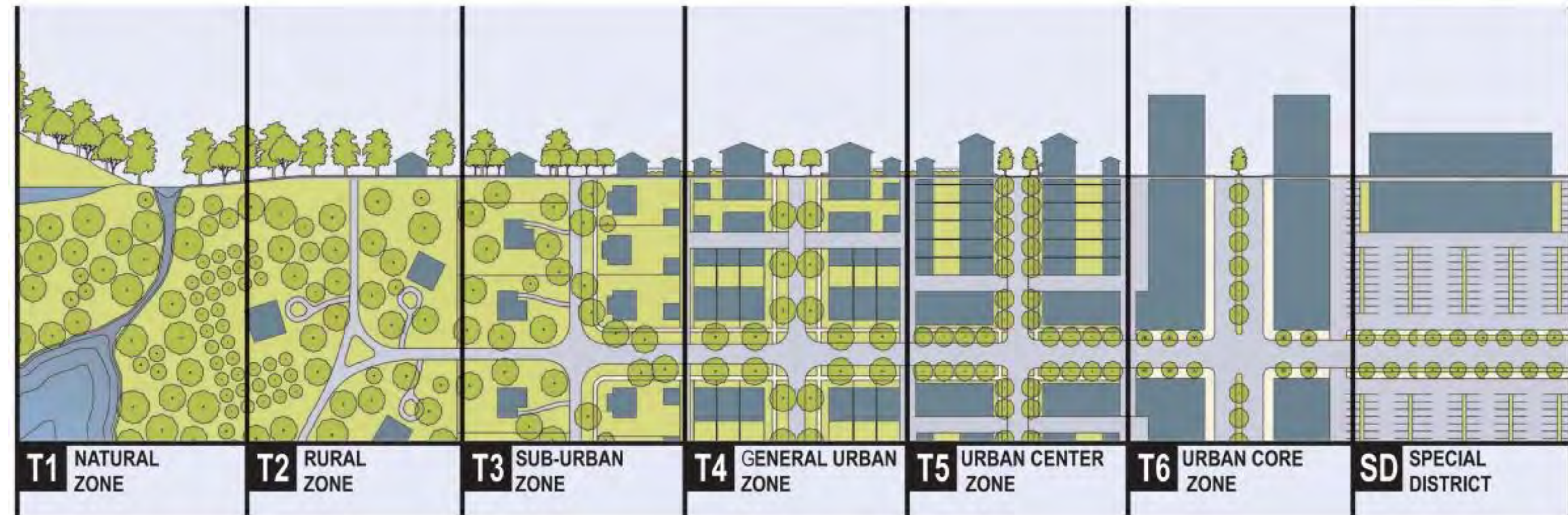
The Transect

By Duany Plater-Zyberk

The Transect

BALANCE

| T1 NATURAL ZONE | T2 RURAL ZONE | T3 SUB-URBAN ZONE | T4 GENERAL URBAN ZONE | T5 URBAN CENTER ZONE | T6 URBAN CORE ZONE | SD SPECIAL DISTRICT |
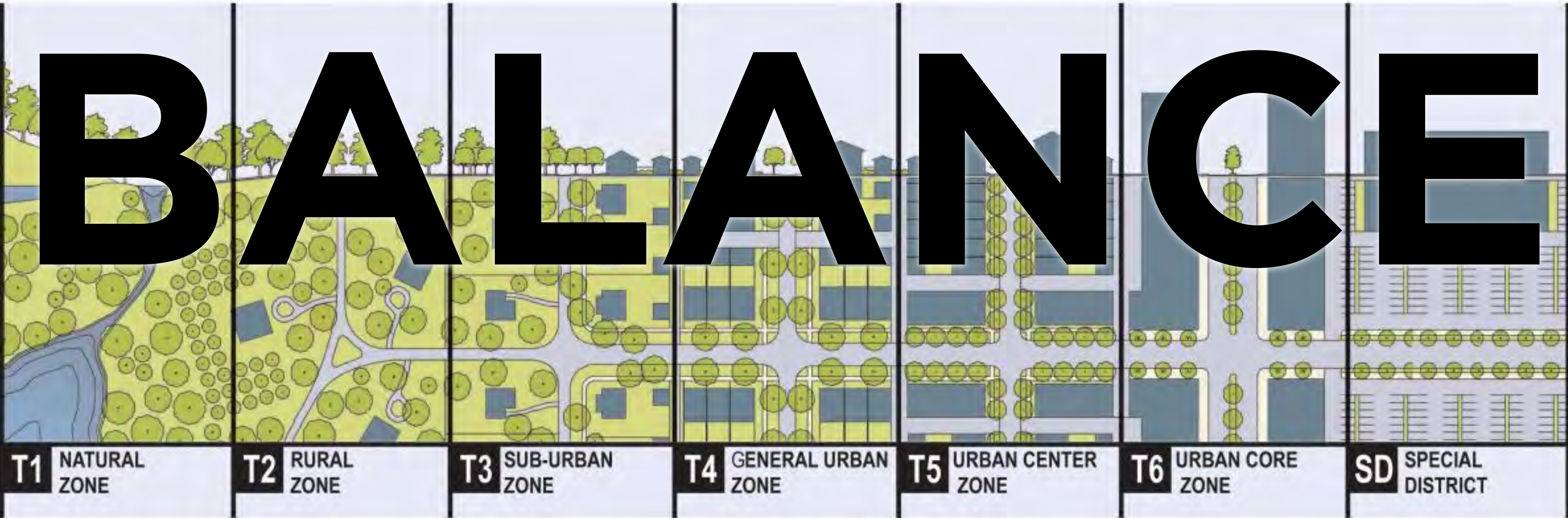
By Duany Plater-Zyberk

Percentage Distribution of Uses. Probably no city has been zoned completely in accordance with a preconceived pattern of use distribution. In University City, Mo., large areas were developed in conformity with a zoning plan,[1] but as a rule zoning has been applied almost entirely as a corrective measure to prevent undesirable changes and not as an agency in creative design. The same is also true to some extent where completely new cities have been developed, although the designs of such modern communities as Radburn in this country and Letchworth and Welwyn in England, have been based on predetermined use patterns and on principles affecting uses and densities of building.[2]

No definite standards of use allocation and distribution can be taken as a guide for all cities; but it will be of interest to set forth a rough approximation, based on study of conditions in existing communities, of what are reasonable percentages to allow in the zoning pattern of a predominantly residential community. The accompanying diagram (Fig. 15) takes a square mile of area and indicates proportions allotted to different uses as follows:

BUILDABLE AREAS	PERCENTAGE OF TOTAL AREA
Residential	42.5
Civic center and business districts	2.5
Light industrial and railroad property	5.0
Total	50.0

OPEN AREAS	
Local streets and places, and commercial open areas	25.0
Park and playground system	15.0
Main highways	10.0
Total	50.0

Any pattern based on these proportions would probably give a satisfactory result for a complete community; but as every town differs in its requirements, neither that which is theoretically ideal nor that which has proved to be practically sound in any one case can be taken as an unalterable basis for constructive zoning regulation. At the same time, such studies and speculations have their value for guidance in design.

A Skeleton Diagram. What is meant by a skeleton plan for a town is shown on the accompanying diagram (Fig. 16). This illustrates the four main elements to be considered in such a plan: the main distribution center, the general thoroughfare system, the general park

[1] See Harland Bartholomew's *Urban Land Uses*, frontispiece.   [2] See pp. 248, 252-254.

DIAGRAM OF IDEAL TOWN PATTERN OF NEIGHBORHOOD UNITS

FIGURE 16

system, and the principal community center and sub-centers. The sub-centers are located at the focal points of residential sections or neighborhoods. Seven diagonal thoroughfares connect the town center with the environs, and a broad avenue connects the transportation with the civic center, around which the main business district is developed.

Connecting roads are designed to cross the radial thoroughfares at right angles and make adequate provision for intercommunication between districts and by-passes for diversion of through traffic. The sectional areas between these main thoroughfares should comprise from 160 to 200 acres and be planned in detail, with secondary and minor streets carefully adjusted to topography and so designed as to discourage through traffic from using them.

The residential and main business parts of the town are shown on one side of the railroad and the industrial district on the other. Part of the
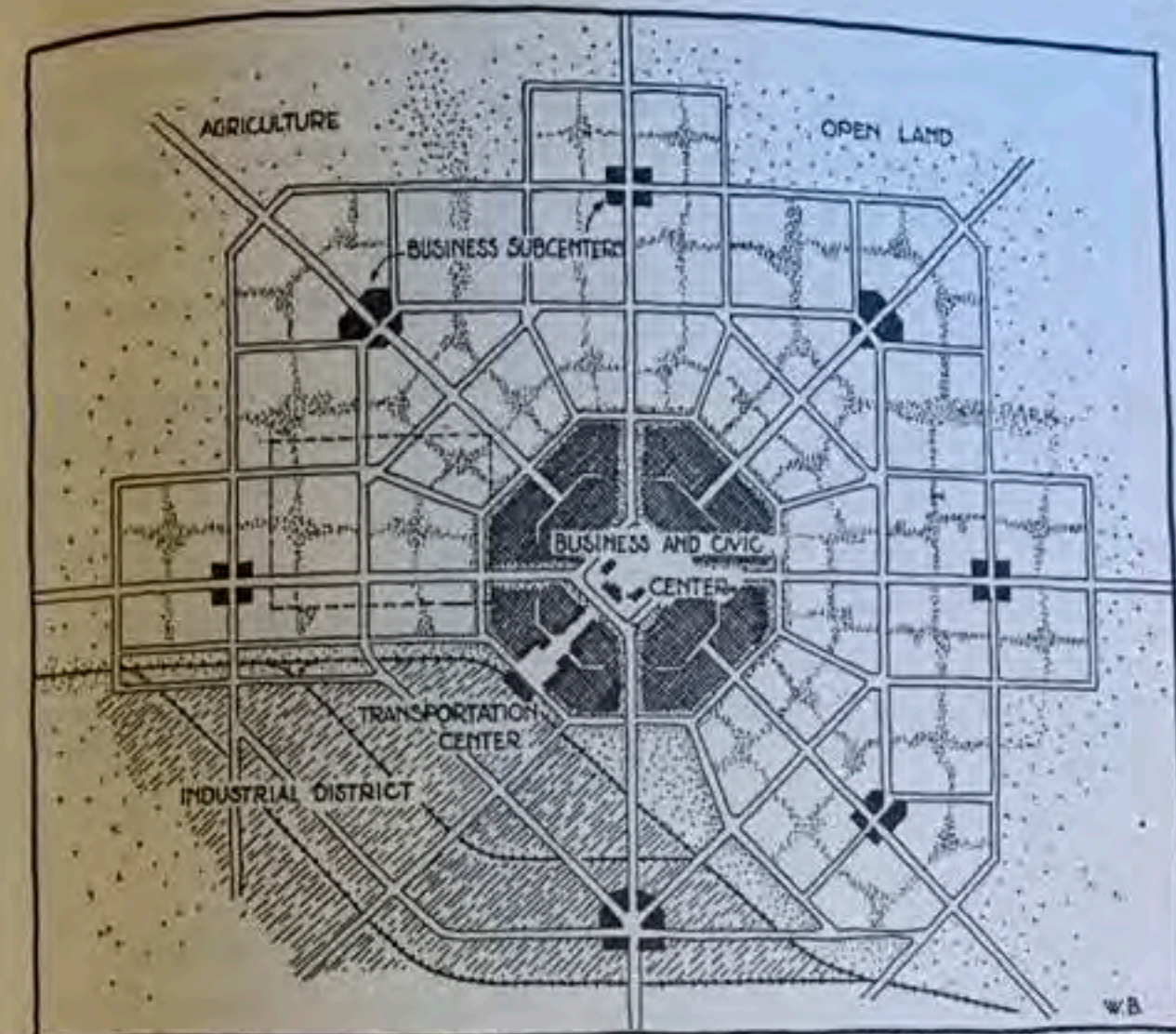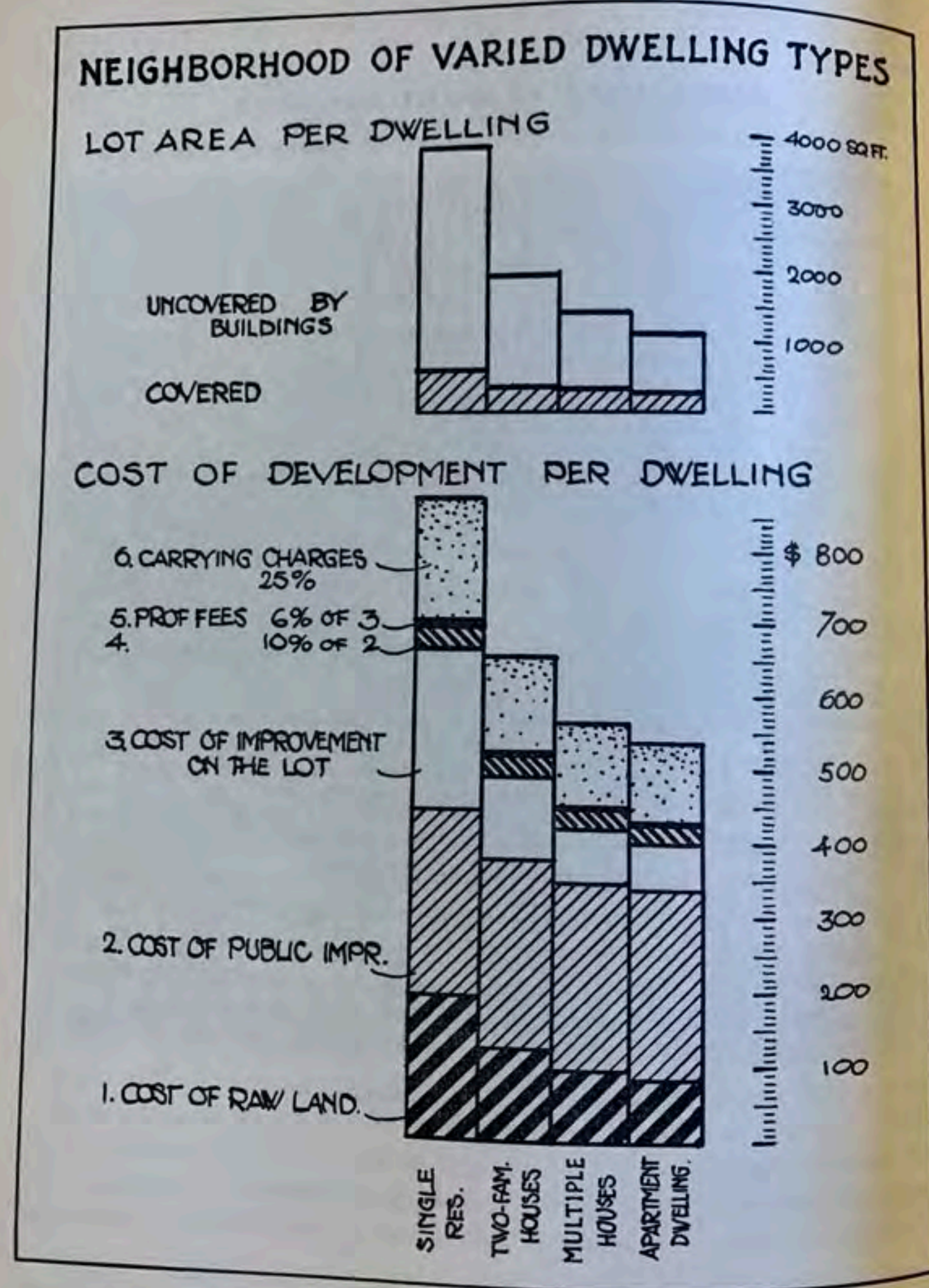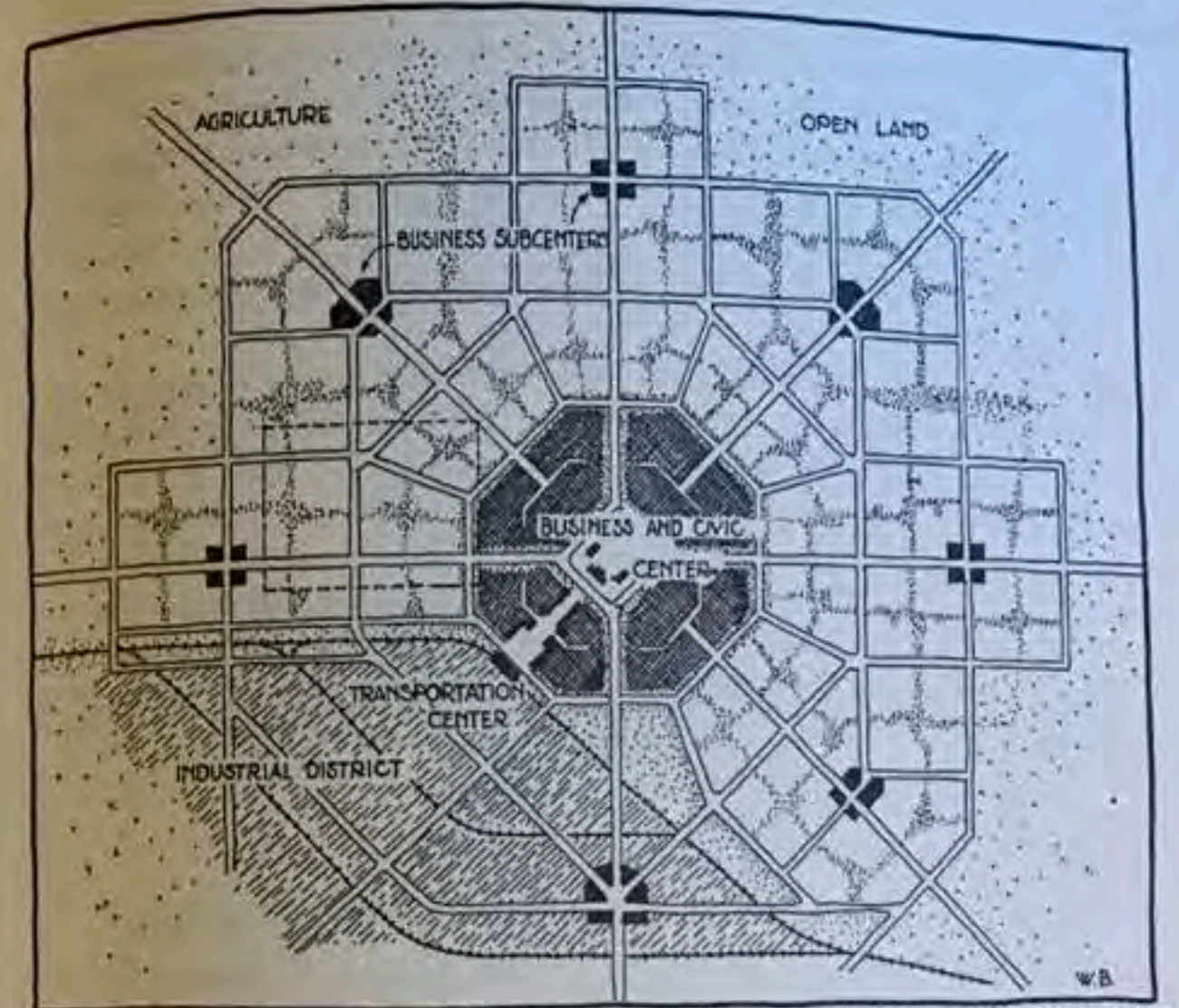
FIGURE 48

DIAGRAM OF IDEAL TOWN PATTERN OF NEIGHBORHOOD UNITS

FIGURE 16

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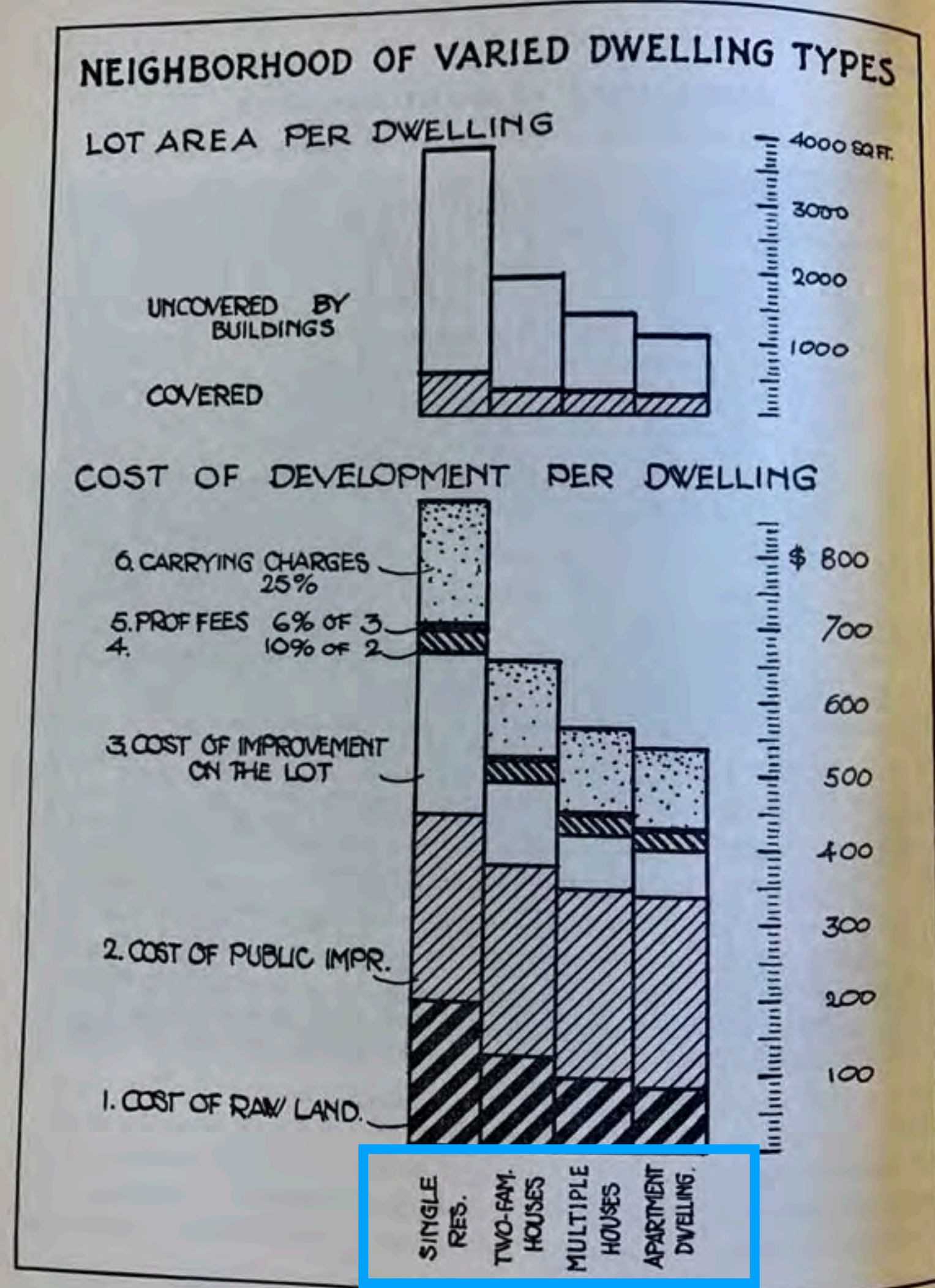
NEIGHBORHOOD OF VARIED DWELLING TYPES

LOT AREA PER DWELLING

UNCOVERED BY BUILDINGS

COVERED

COST OF DEVELOPMENT PER DWELLING

6. CARRYING CHARGES 25%
5. PROF FEES 6% OF 3.
4. 10% OF 2.
3. COST OF IMPROVEMENT ON THE LOT
2. COST OF PUBLIC IMPR.
1. COST OF RAW LAND.

SINGLE RES. | TWO-FAM. HOUSES | MULTIPLE HOUSES | APARTMENT DWELLING.
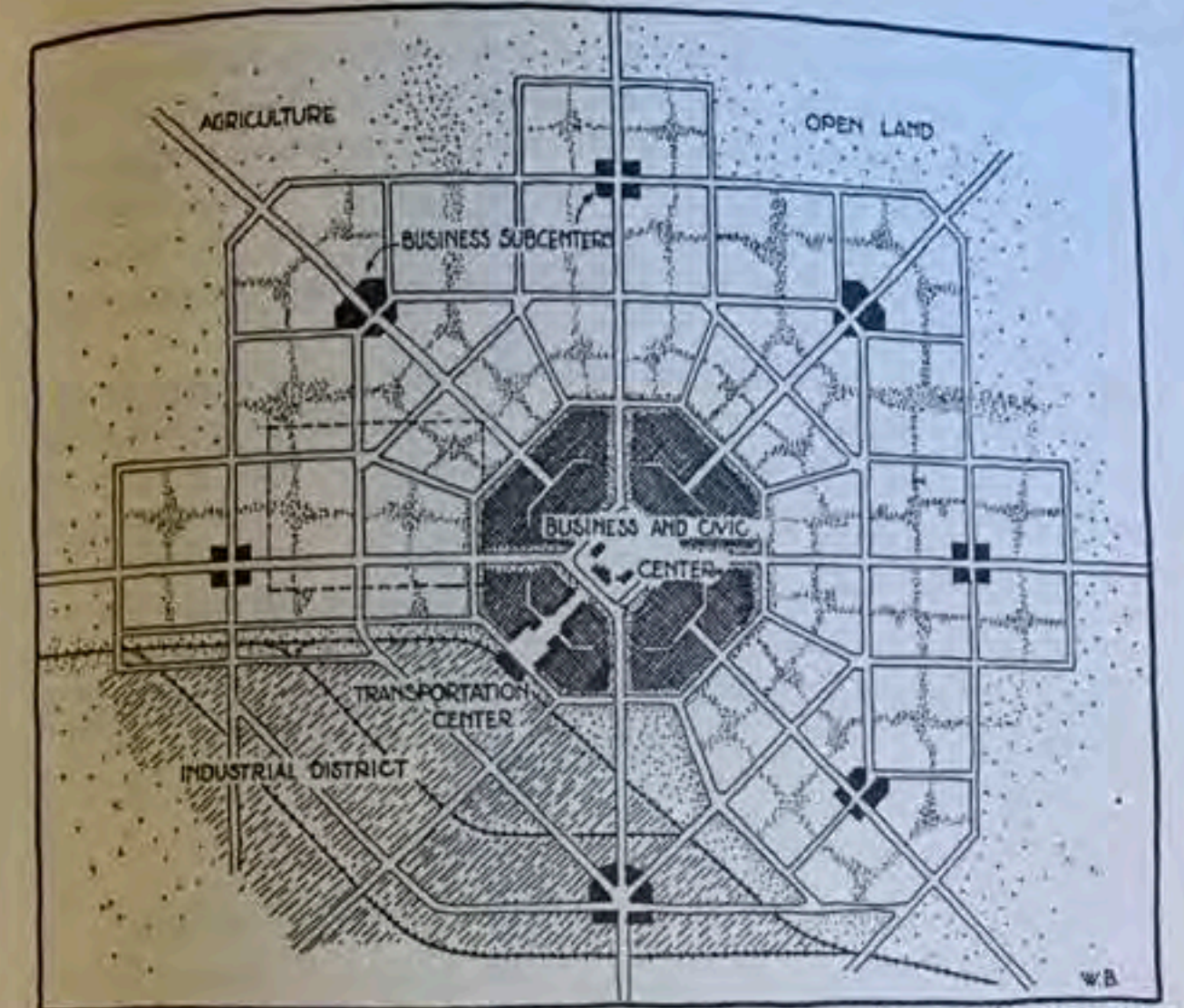
FIGURE 48

DIAGRAM OF IDEAL TOWN PATTERN OF NEIGHBORHOOD UNITS

FIGURE 16

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The residential and main business parts of the town are shown on one side of the railroad and the industrial district on the other. Part of the
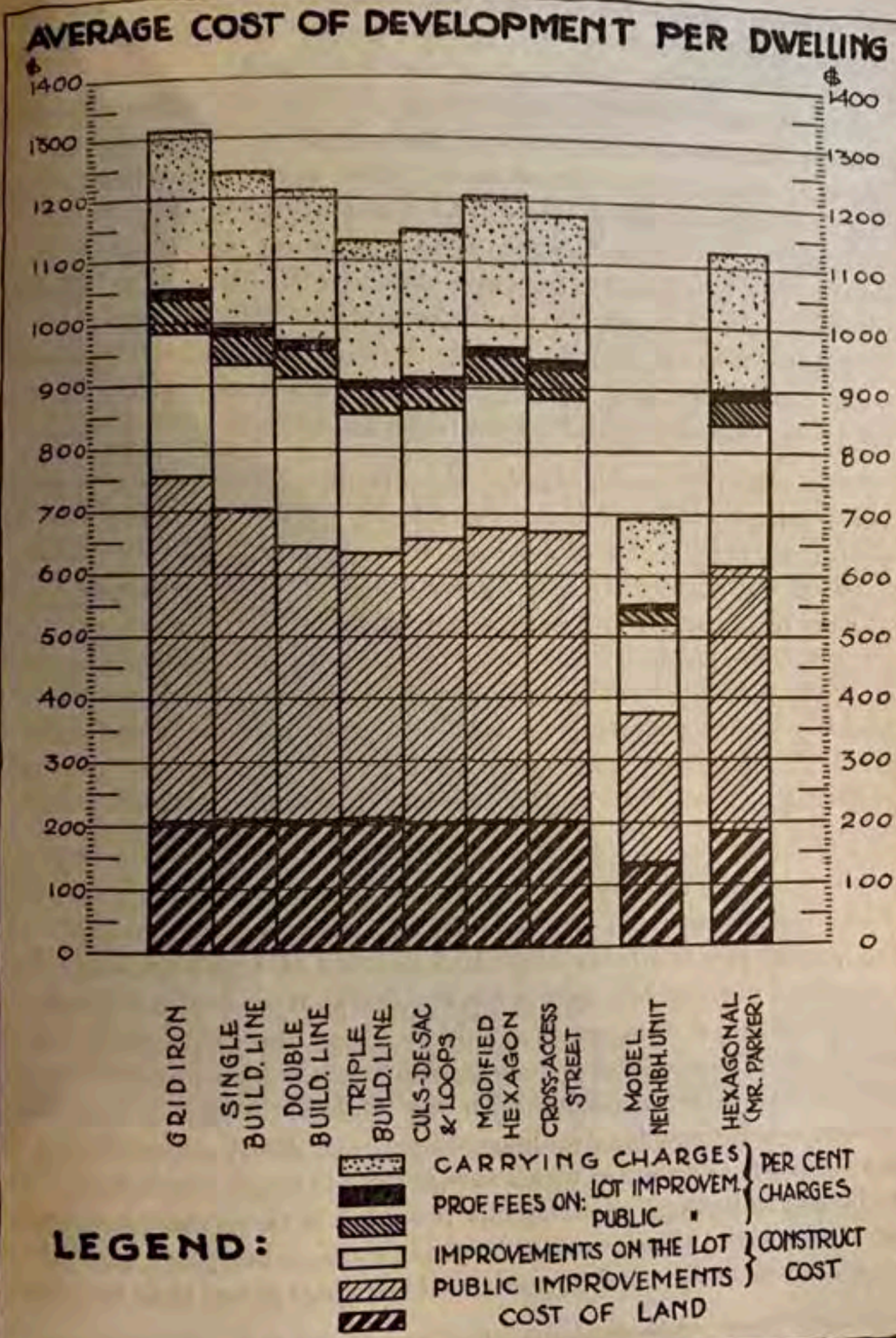
AVERAGE COST OF DEVELOPMENT PER DWELLING

GRID IRON · SINGLE BUILD. LINE · DOUBLE BUILD. LINE · TRIPLE BUILD. LINE · CULS-DE-SAC & LOOPS · MODIFIED HEXAGON · CROSS-ACCESS STREET · MODEL NEIGHBH. UNIT · HEXAGONAL (MR. PARKER)

LEGEND:
- CARRYING CHARGES } PER CENT
- PROF FEES ON: LOT IMPROVEM. PUBLIC " } CHARGES
- IMPROVEMENTS ON THE LOT } CONSTRUCT
- PUBLIC IMPROVEMENTS } COST
- COST OF LAND

Figure 46

NEIGHBORHOOD OF VARIED DWELLING TYPES

LOT AREA PER DWELLING

UNCOVERED BY BUILDINGS

COVERED

COST OF DEVELOPMENT PER DWELLING

6. CARRYING CHARGES 25%
5. PROF FEES 6% OF 3
4. 10% OF 2
3. COST OF IMPROVEMENT ON THE LOT
2. COST OF PUBLIC IMPR.
1. COST OF RAW LAND.

SINGLE RES. · TWO-FAM. HOUSES · MULTIPLE HOUSES · APARTMENT DWELLING.

Figure 48

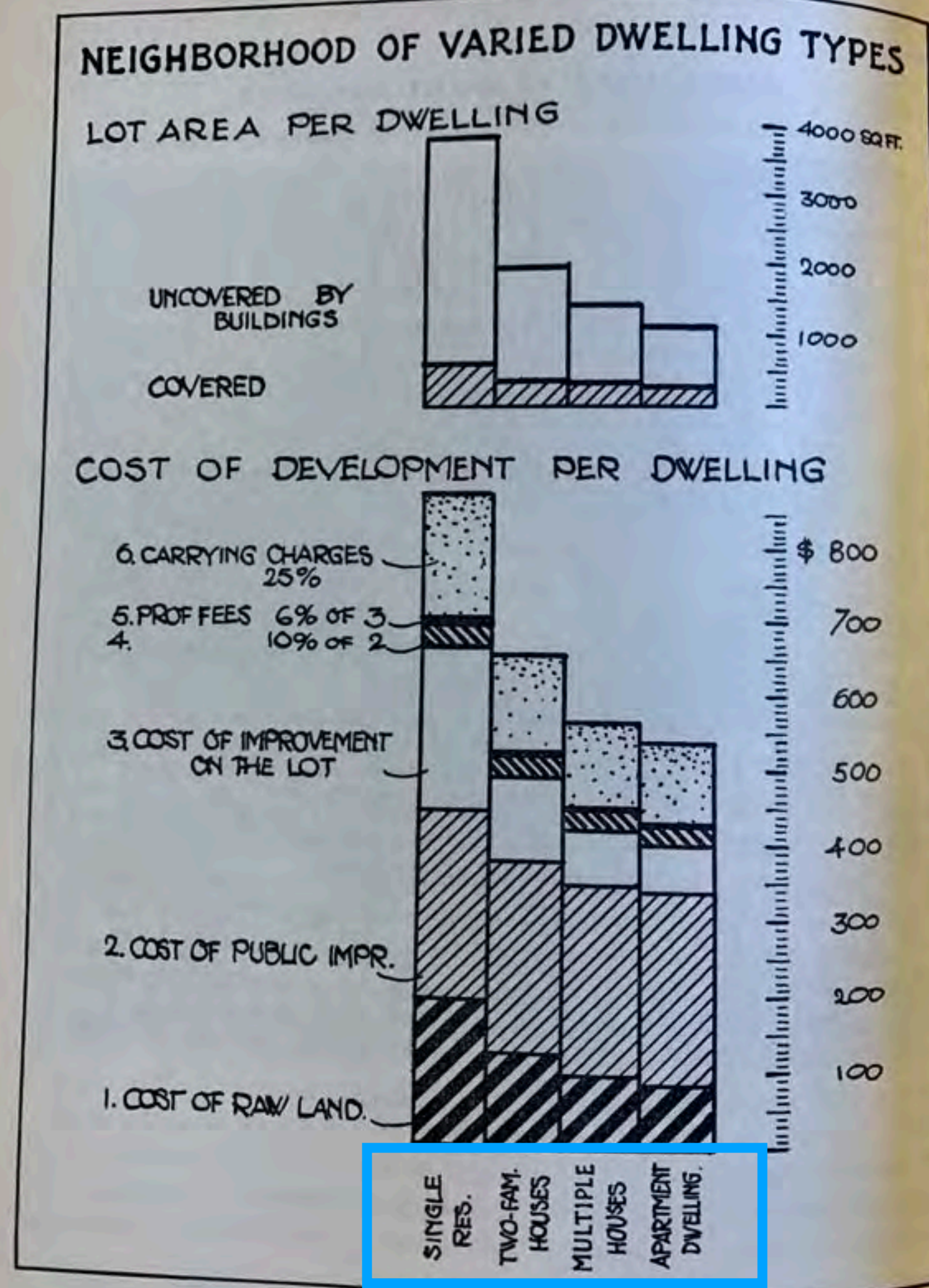AGRICULTURE · OPEN LAND · BUSINESS SUBCENTERS · BUSINESS AND CIVIC CENTER · TRANSPORTATION CENTER · INDUSTRIAL DISTRICT
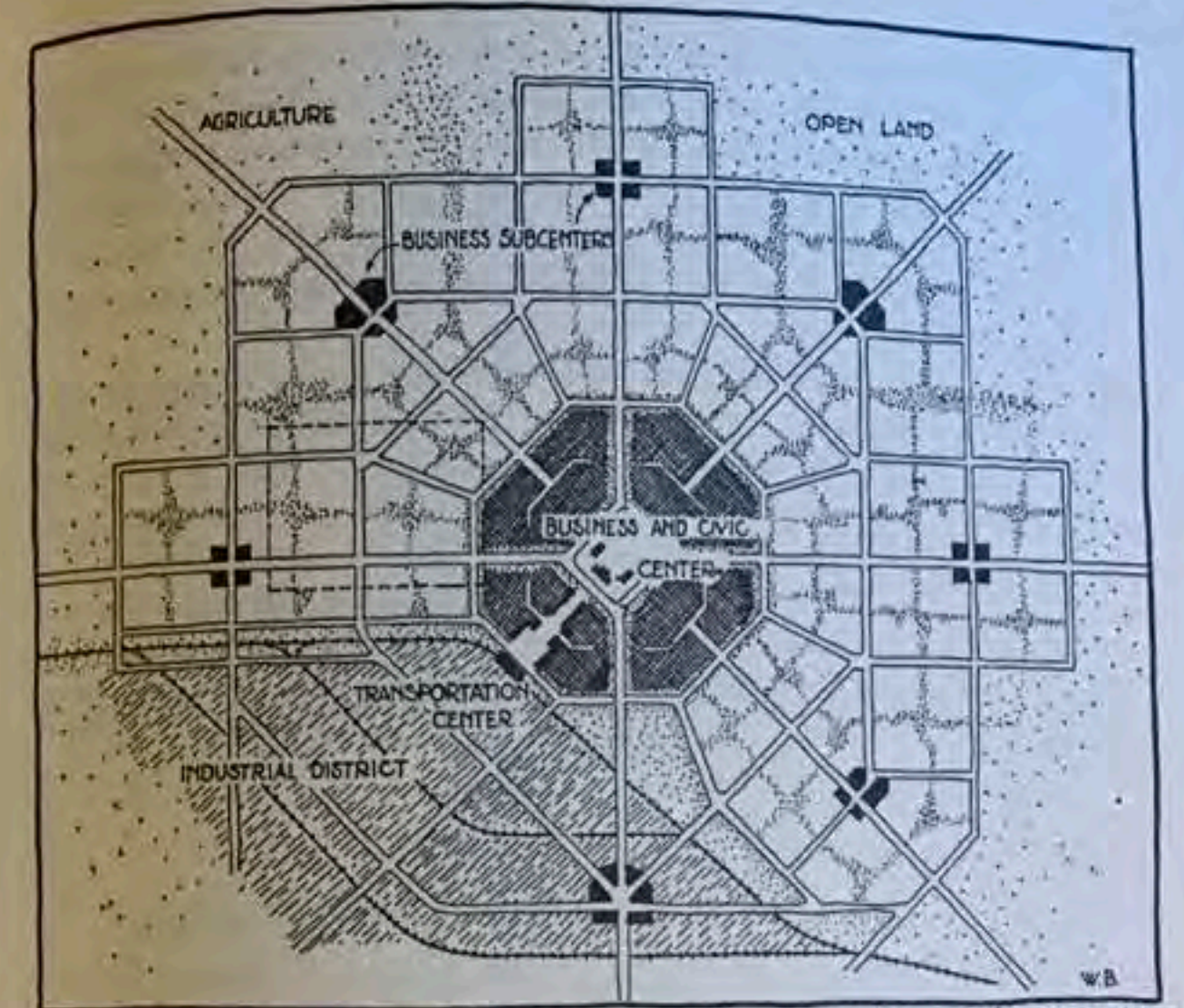
DIAGRAM OF IDEAL TOWN PATTERN OF NEIGHBORHOOD UNITS
FIGURE 16

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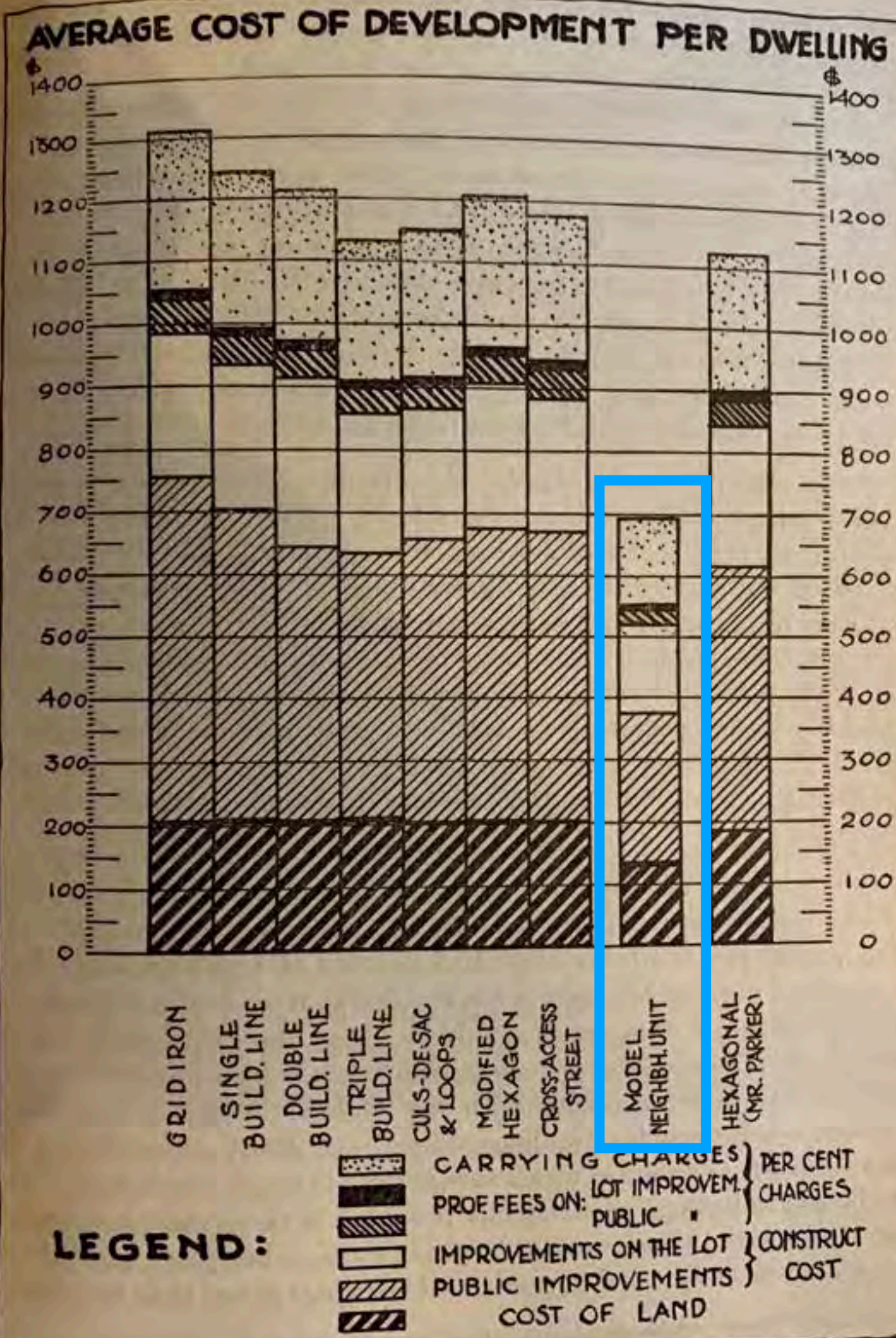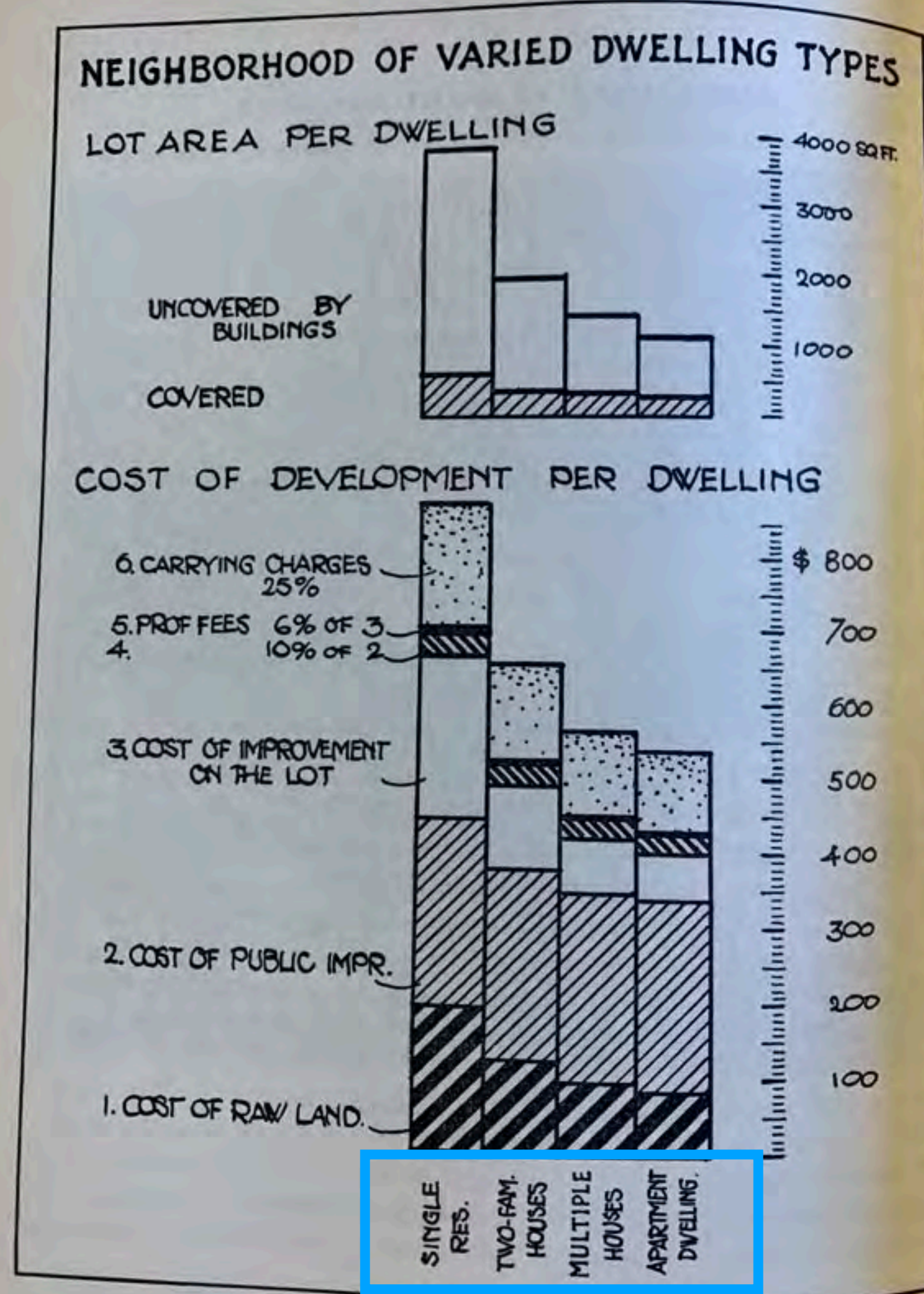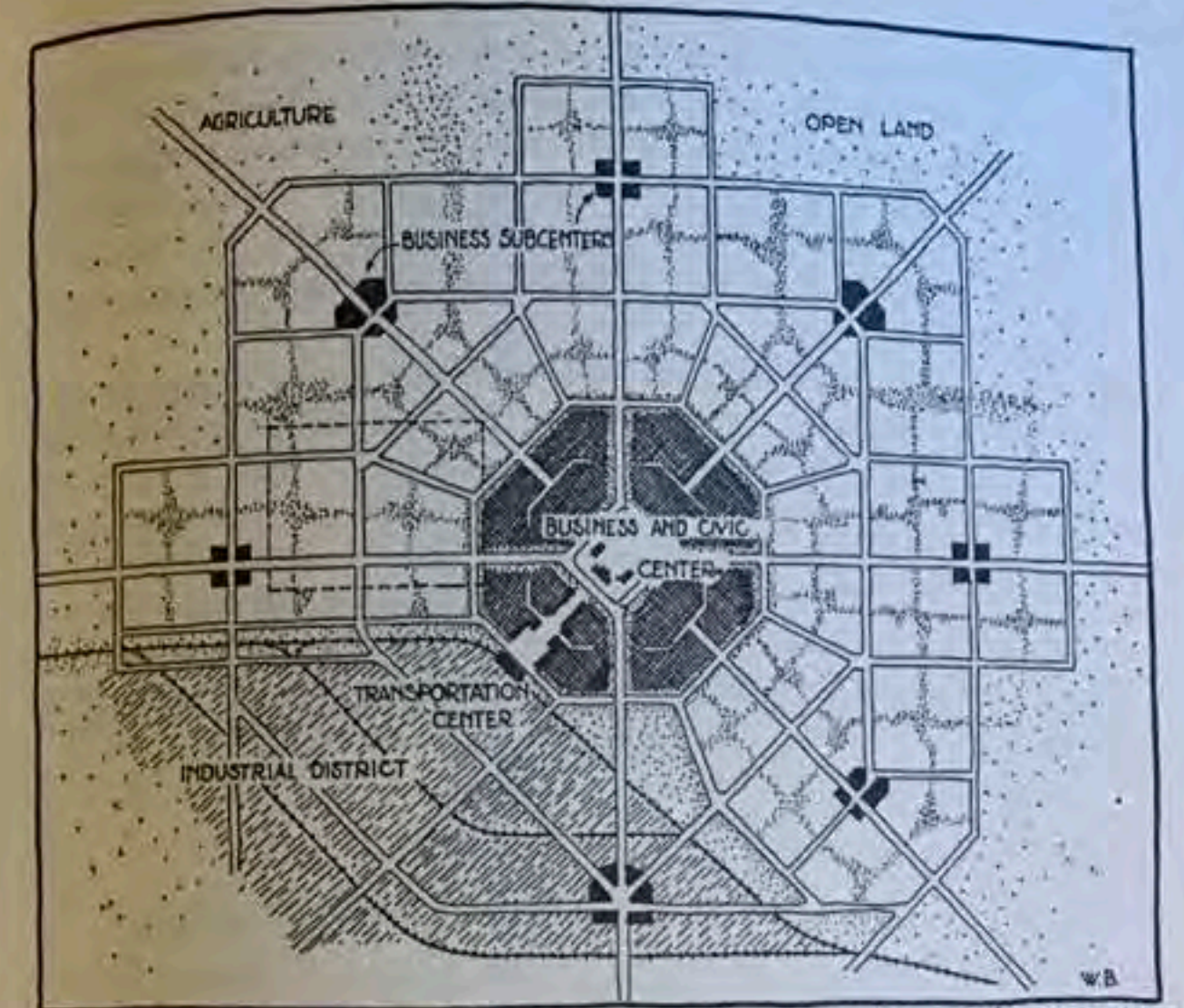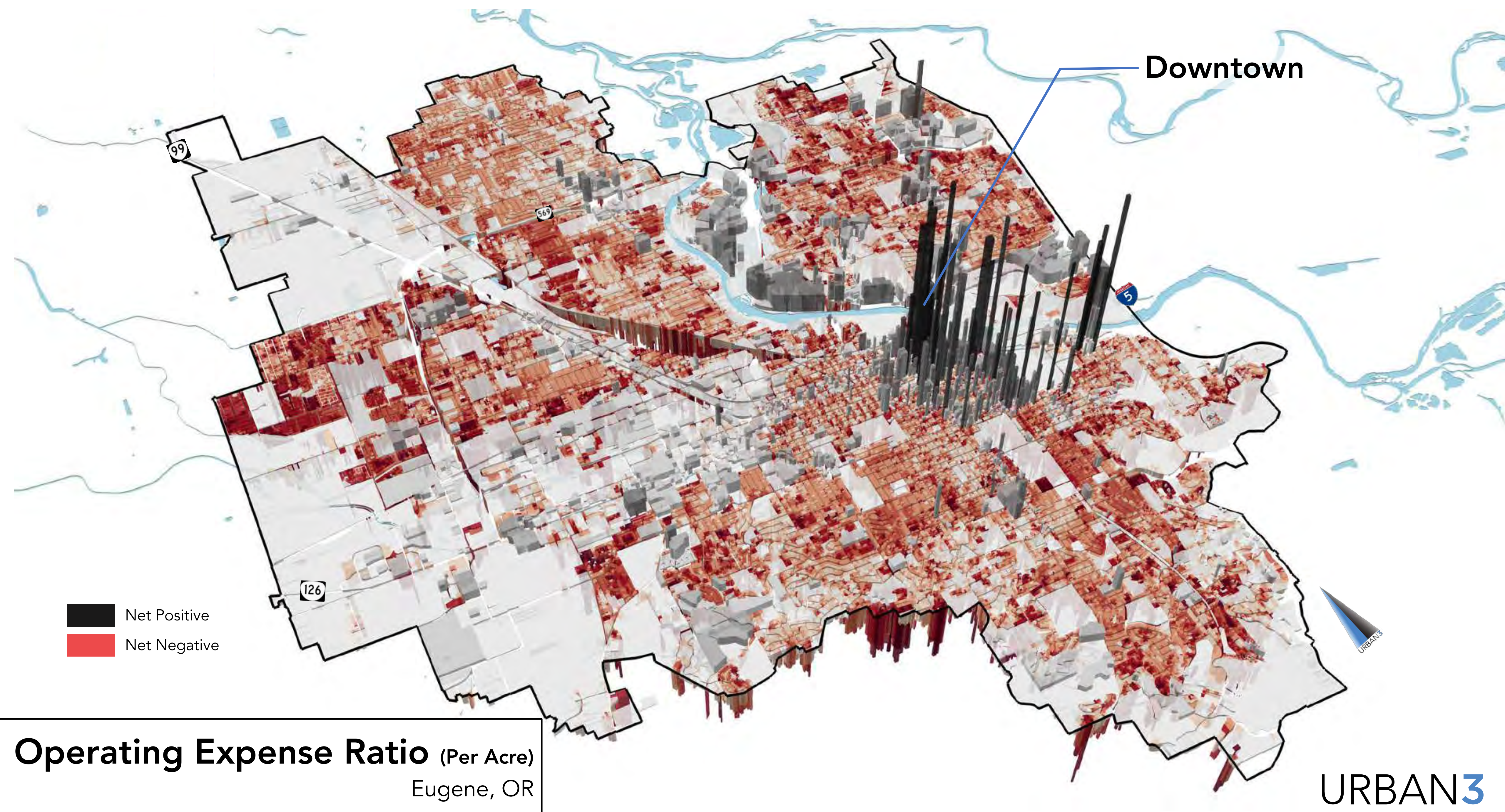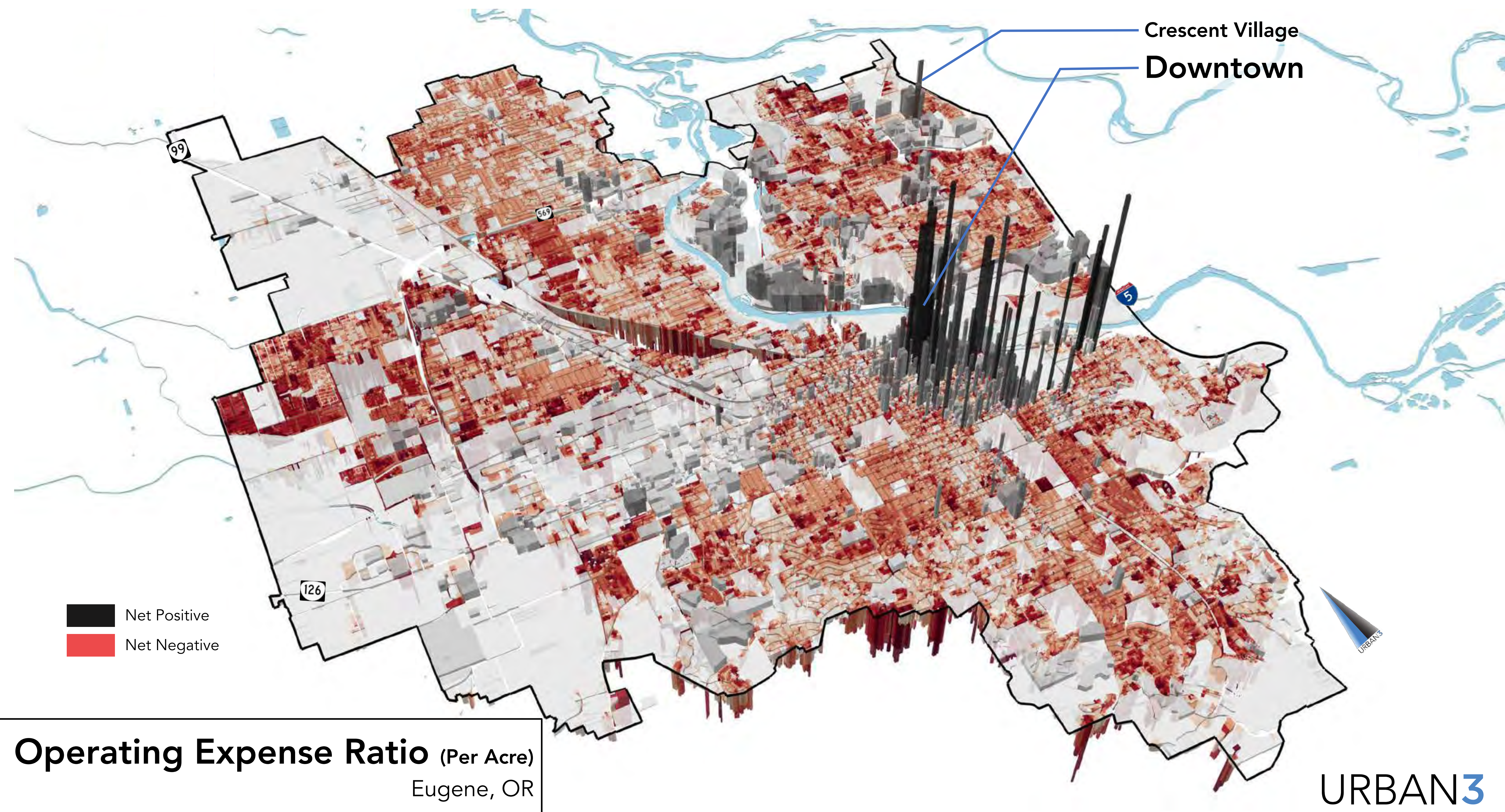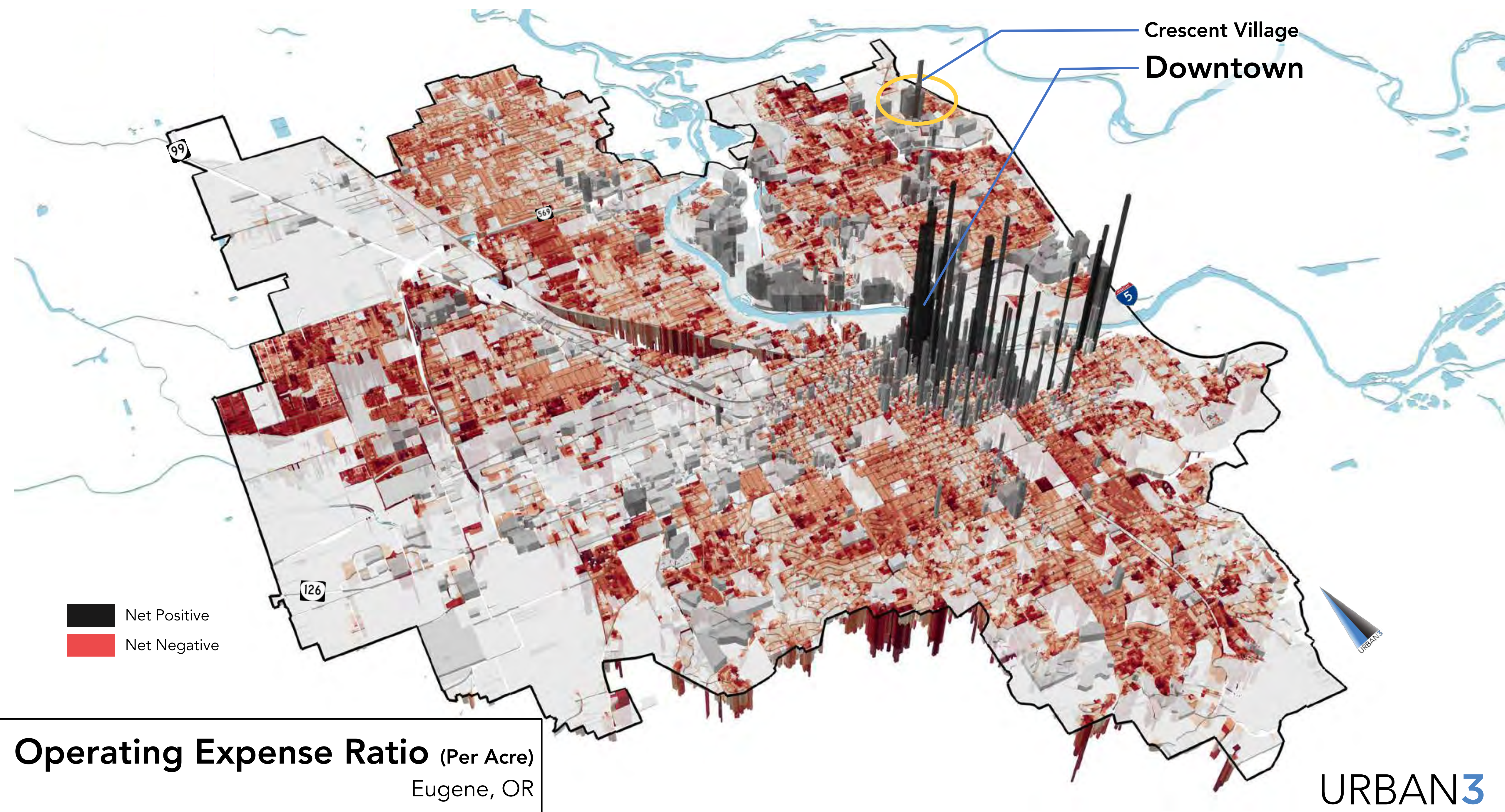
AVERAGE COST OF DEVELOPMENT PER DWELLING

GRID IRON · SINGLE BUILD. LINE · DOUBLE BUILD. LINE · TRIPLE BUILD. LINE · CULS-DE-SAC & LOOPS · MODIFIED HEXAGON · CROSS-ACCESS STREET · MODEL NEIGHBH. UNIT · HEXAGONAL (MR. PARKER)

LEGEND:
- CARRYING CHARGES } PER CENT CHARGES
- PROF FEES ON: LOT IMPROVEM. PUBLIC
- IMPROVEMENTS ON THE LOT } CONSTRUCT COST
- PUBLIC IMPROVEMENTS
- COST OF LAND

FIGURE 46

NEIGHBORHOOD OF VARIED DWELLING TYPES

LOT AREA PER DWELLING

UNCOVERED BY BUILDINGS

COVERED

COST OF DEVELOPMENT PER DWELLING

6. CARRYING CHARGES 25%
5. PROF FEES 6% OF 3
4. 10% OF 2
3. COST OF IMPROVEMENT ON THE LOT
2. COST OF PUBLIC IMPR.
1. COST OF RAW LAND.

SINGLE RES. · TWO-FAM. HOUSES · MULTIPLE HOUSES · APARTMENT DWELLING.

FIGURE 48

AGRICULTURE · OPEN LAND · BUSINESS SUBCENTERS · BUSINESS AND CIVIC CENTER · TRANSPORTATION CENTER · INDUSTRIAL DISTRICT

DIAGRAM OF IDEAL TOWN PATTERN OF NEIGHBORHOOD UNITS
FIGURE 16

system, and the principal community center and sub-centers. The sub-centers are located at the focal points of residential sections or neighborhoods. Seven diagonal thoroughfares connect the town center with the environs, and a broad avenue connects the transportation with the civic center, around which the main business district is developed.

Connecting roads are designed to cross the radial thoroughfares at right angles and make adequate provision for intercommunication between districts and by-passes for diversion of through traffic. The sectional areas between these main thoroughfares should comprise from 160 to 200 acres and be planned in detail, with secondary and minor streets carefully adjusted to topography and so designed as to discourage through traffic from using them.

The residential and main business parts of the town are shown on one side of the railroad and the industrial district on the other. Part of the

Downtown

Operating Expense Ratio (Per Acre)
Eugene, OR

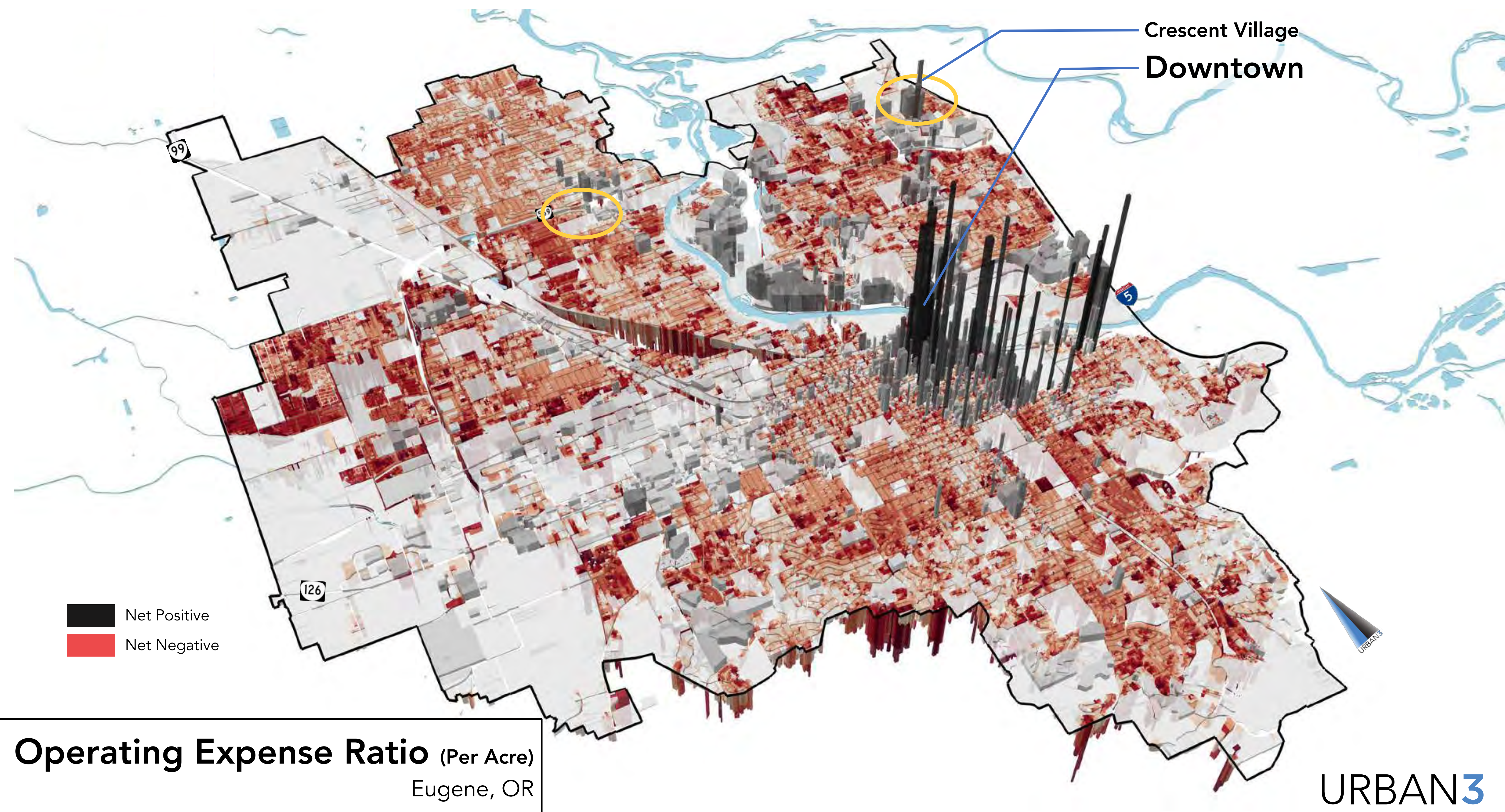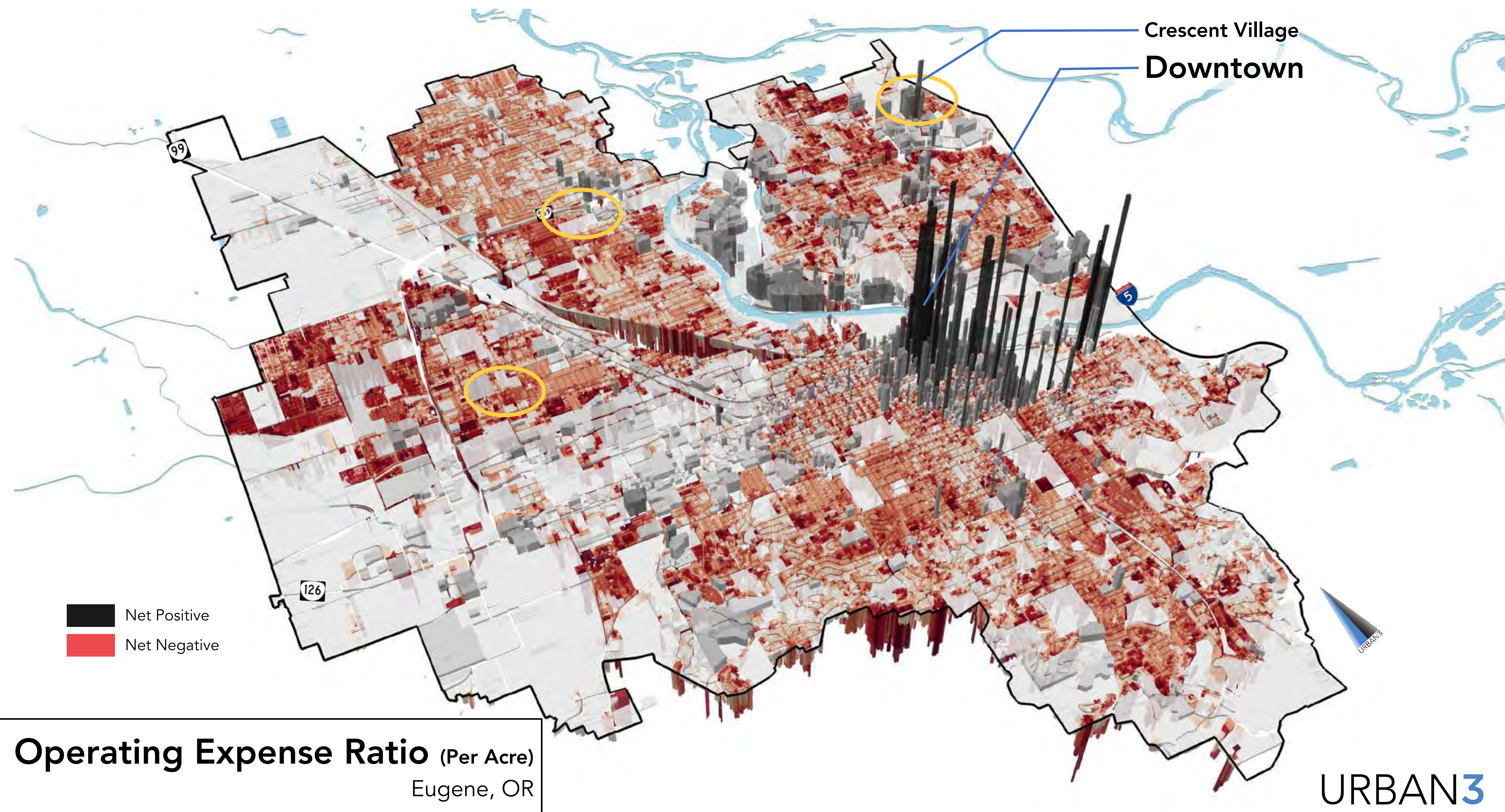Net Positive
Net Negative

URBAN3

Crescent Village

Downtown

Net Positive
Net Negative

Operating Expense Ratio (Per Acre)
Eugene, OR

URBAN3

Crescent Village

Downtown

Net Positive
Net Negative

Operating Expense Ratio (Per Acre)
Eugene, OR

URBAN3

Crescent Village

Downtown

Net Positive

Net Negative
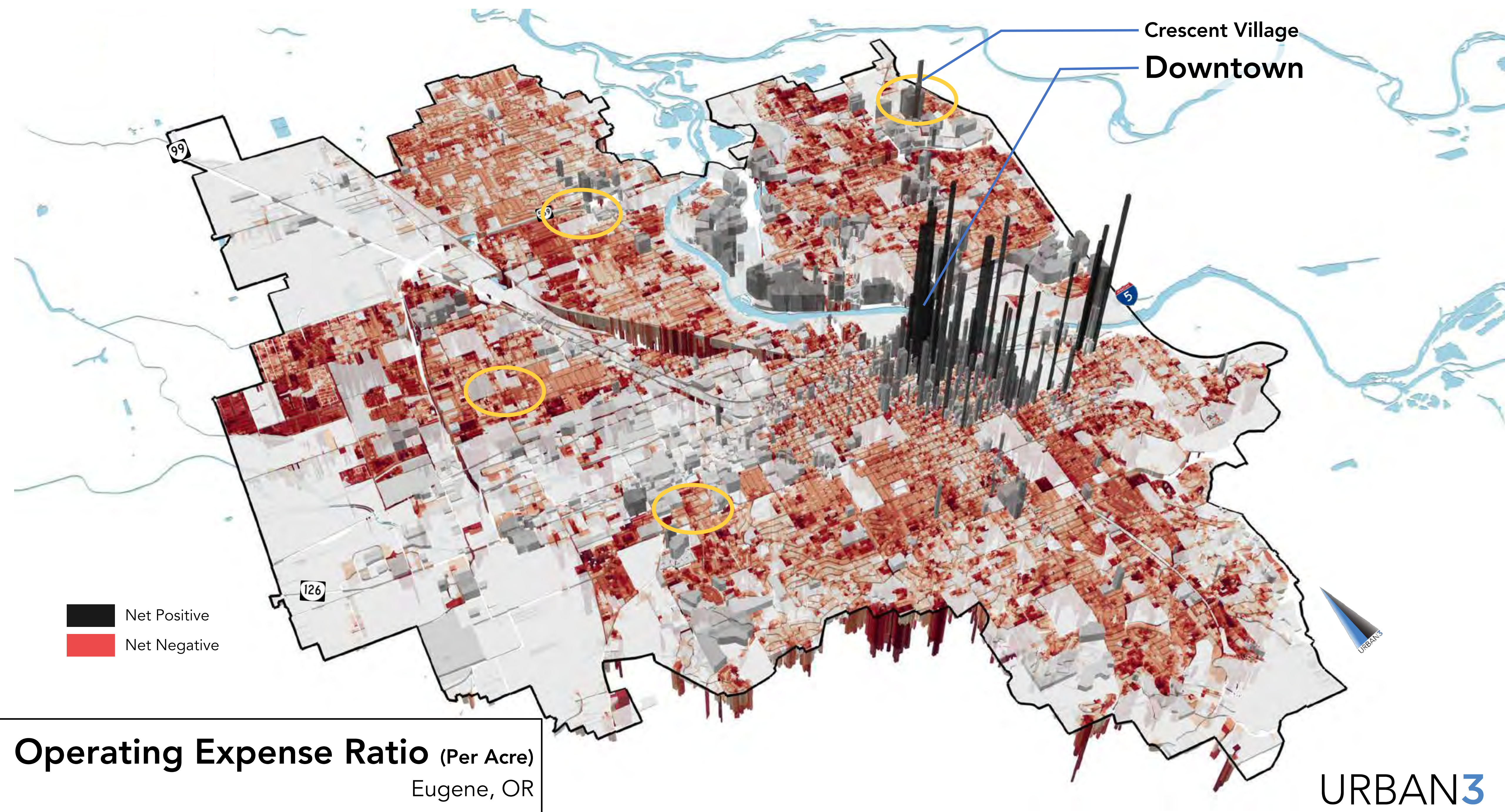
Operating Expense Ratio (Per Acre)
Eugene, OR

URBAN3

Crescent Village

Downtown

Net Positive
Net Negative

Operating Expense Ratio (Per Acre)
Eugene, OR

URBAN3

Crescent Village

Downtown

Net Positive
Net Negative

Operating Expense Ratio (Per Acre)
Eugene, OR

URBAN3

Crescent Village

Downtown

Net Positive
Net Negative

Operating Expense Ratio (Per Acre)
Eugene, OR

URBAN3

Observation:

_____

The patterns matter!

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Neighborhood Costs
South Bend, IN

Originally Built 1920s-1940s

Infrastructure

— Roads
— Water Pipe
— Combined Sewer
— Seperated Sewer
— Storm Water

Neighborhood Costs
South Bend, IN

URBAN3

Originally Built 1920s-1940s

Originally Built 1970s

Infrastructure
- Roads
- Water Pipe
- Combined Sewer
- Seperated Sewer
- Storm Water

Originally Built 1970s

Neighborhood Costs
South Bend, IN

Originally Built 1970s

Neighborhood Costs
South Bend, IN

Originally Built 1970s

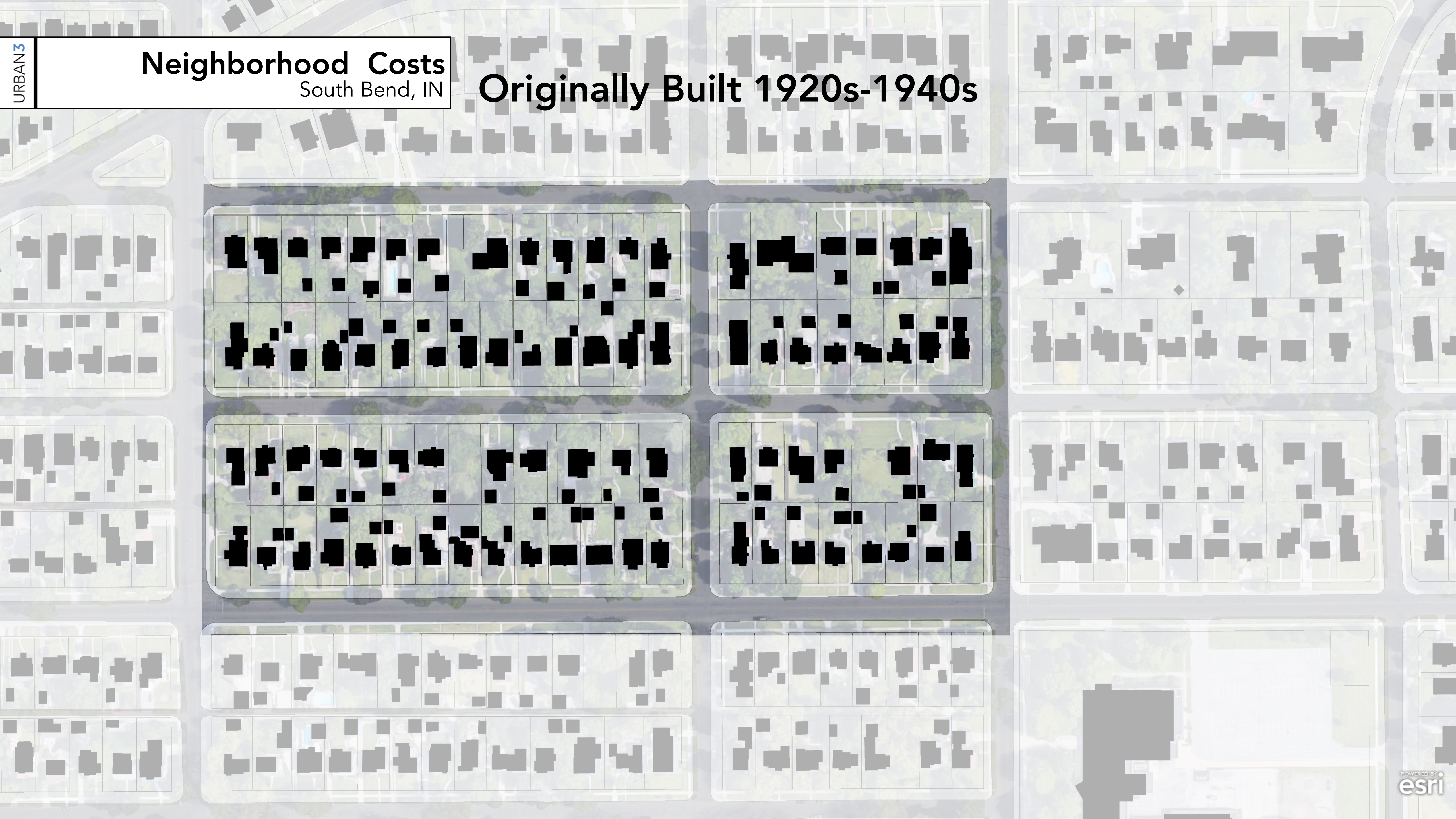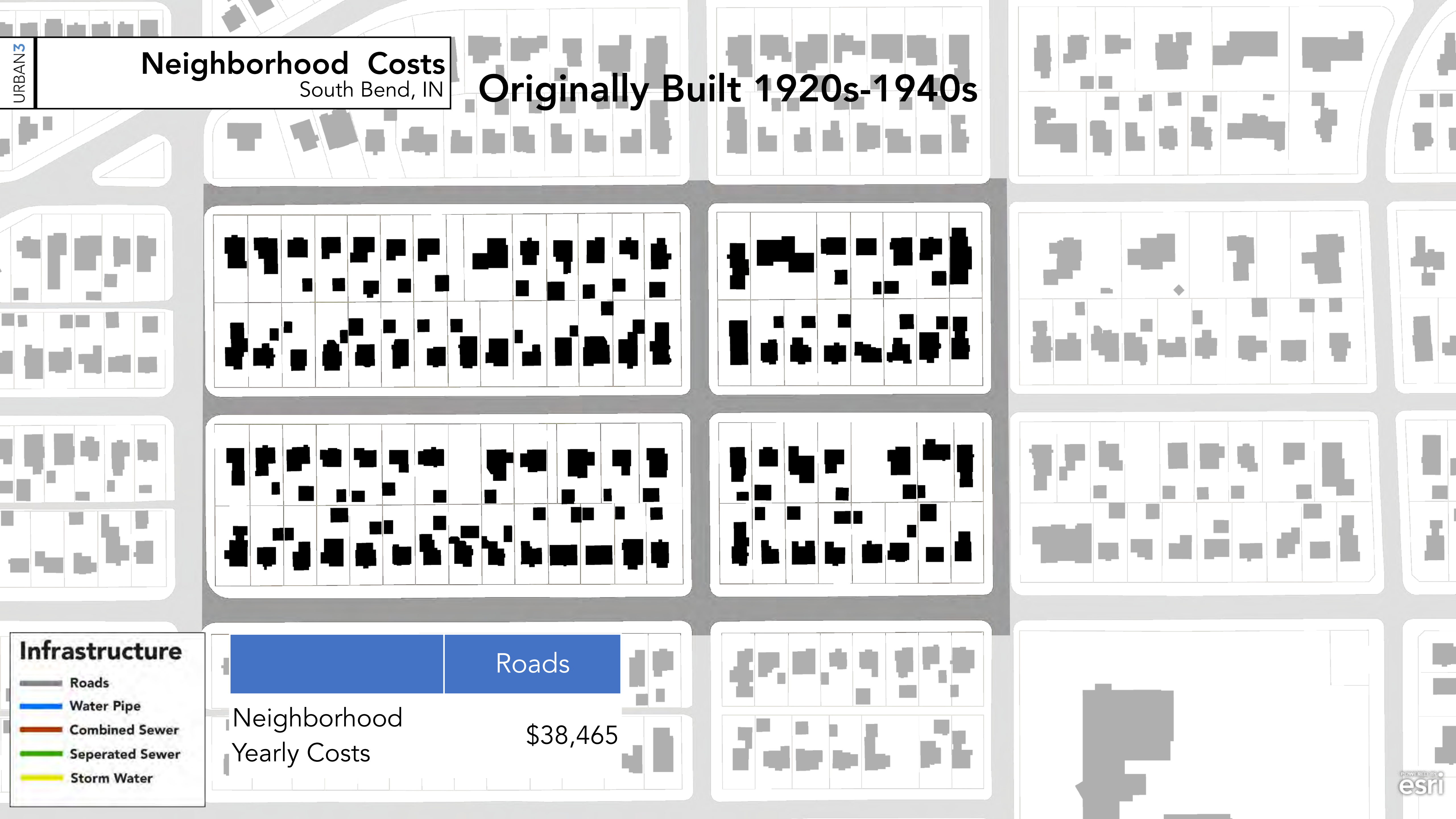**Neighborhood Costs**
South Bend, IN

Originally Built 1970s

URBAN3

Infrastructure
- Roads
- Water Pipe
- Combined Sewer
- Seperated Sewer
- Storm Water

	Roads
Neighborhood Yearly Costs	$75,161

esri

Neighborhood Costs
South Bend, IN

Originally Built 1970s

Infrastructure

- Roads
- Water Pipe
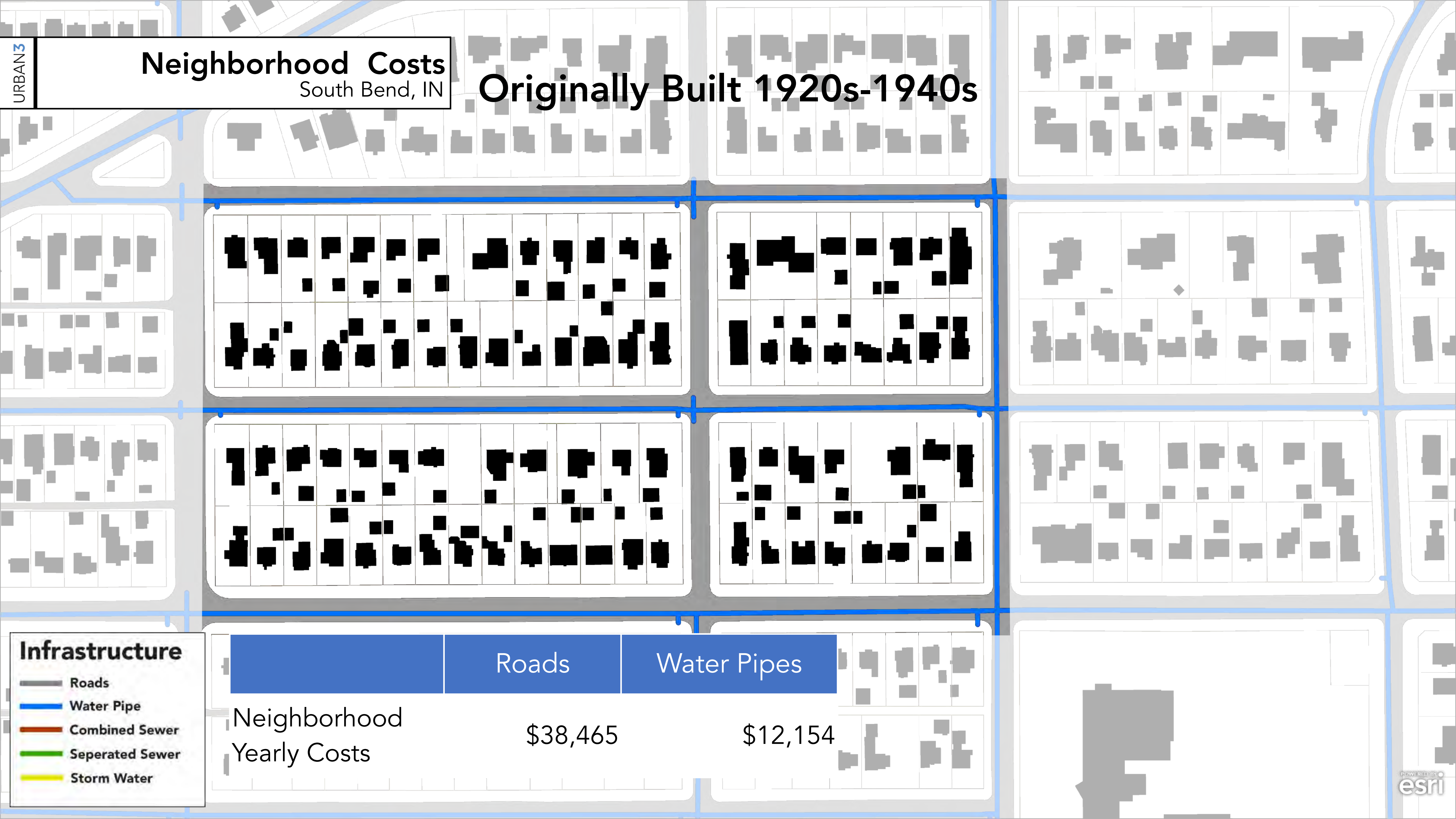- Combined Sewer
- Seperated Sewer
- Storm Water

	Roads	Water Pipes
Neighborhood Yearly Costs	$75,161	$11,675

URBAN3

Neighborhood Costs
South Bend, IN

Originally Built 1970s

Infrastructure

	Roads
▬	Roads
▬	Water Pipe
▬	Combined Sewer
▬	Seperated Sewer
▬	Storm Water

	Roads	Water Pipes	Storm & Sewer Pipes
Neighborhood Yearly Costs	$75,161	$11,675	$35,176

Powered by esri

Neighborhood Costs
South Bend, IN

URBAN3

Originally Built 1970s

Infrastructure

- Roads
- Water Pipe
- Combined Sewer
- Seperated Sewer
- Storm Water

	Roads	Water Pipes	Storm & Sewer Pipes
Neighborhood Yearly Costs	$75,161	$11,675	$35,176

Neighborhood Costs
South Bend, IN

Originally Built 1970s

Infrastructure

- Roads
- Water Pipe
- Combined Sewer
- Seperated Sewer
- Storm Water

	Roads	Water Pipes	Storm & Sewer Pipes	Annual Total
Neighborhood Yearly Costs	$75,161	$11,675	$35,176	$122,012

Neighborhood Costs
South Bend, IN

Originally Built 1970s

10% of Annual Neighborhood
Property Taxes: $21,079

Infrastructure
- Roads
- Water Pipe
- Combined Sewer
- Seperated Sewer
- Storm Water

	Roads	Water Pipes	Storm & Sewer Pipes	Annual Total
Neighborhood Yearly Costs	$75,161	$11,675	$35,176	$122,012

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Neighborhood Costs
South Bend, IN

Originally Built 1920s-1940s

Neighborhood Costs
South Bend, IN

Originally Built 1920s-1940s

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Infrastructure
- Roads
- Water Pipe
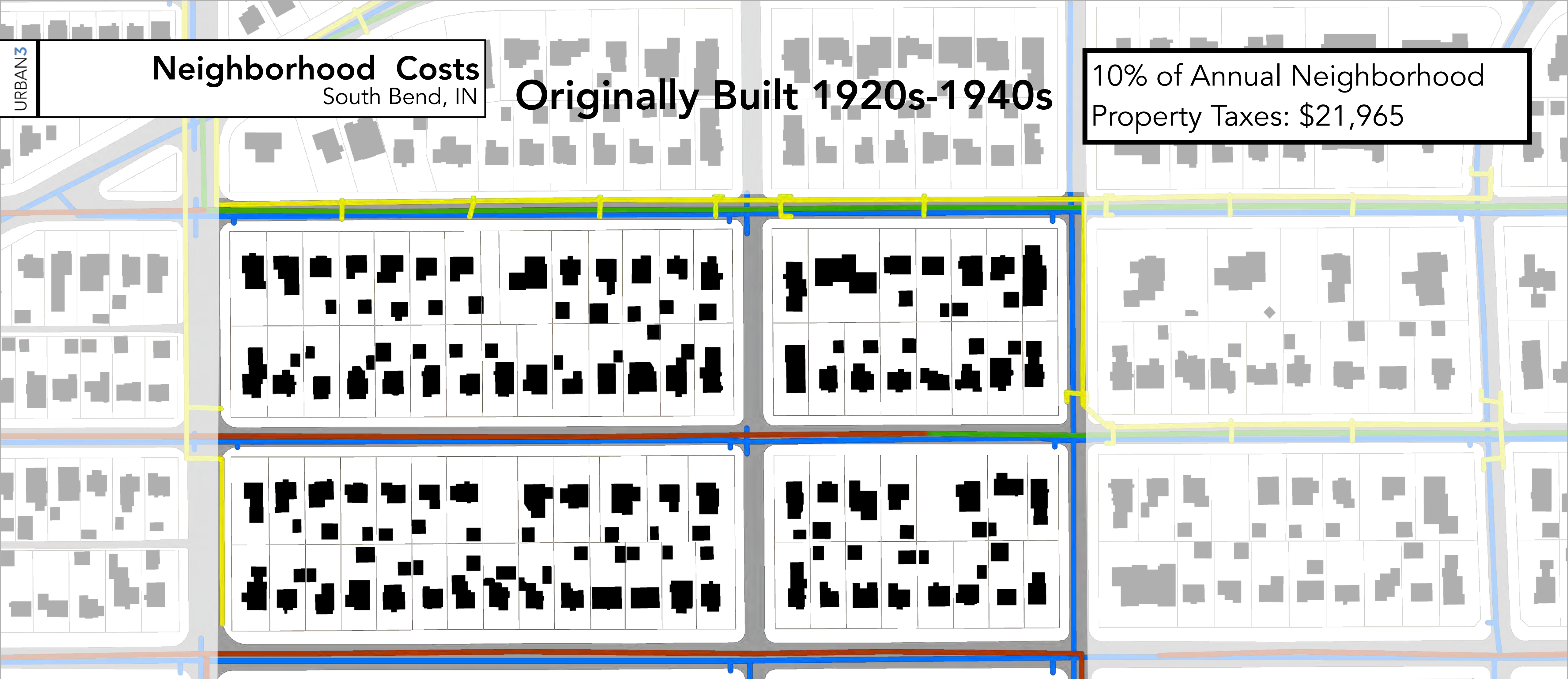- Combined Sewer
- Seperated Sewer
- Storm Water

	Roads	Water Pipes	Storm & Sewer Pipes
Neighborhood Yearly Costs	$38,465	$12,154	$28,362

esri

Neighborhood Costs
South Bend, IN

Originally Built 1920s-1940s

URBAN3

Infrastructure

	Roads	Water Pipes	Storm & Sewer Pipes
Neighborhood Yearly Costs	$38,465	$12,154	$28,362

Infrastructure legend:
- Roads
- Water Pipe
- Combined Sewer
- Seperated Sewer
- Storm Water

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Neighborhood Costs
South Bend, IN

Originally Built 1920s-1940s

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Infrastructure
— Roads
— Water Pipe
— Combined Sewer
— Seperated Sewer
— Storm Water

	Roads	Water Pipes	Storm & Sewer Pipes	Annual Total
Neighborhood Yearly Costs	$38,465	$12,154	$28,362	$78,981

Neighborhood Costs
South Bend, IN

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Originally Built 1920s-1940s

Originally Built 1970s
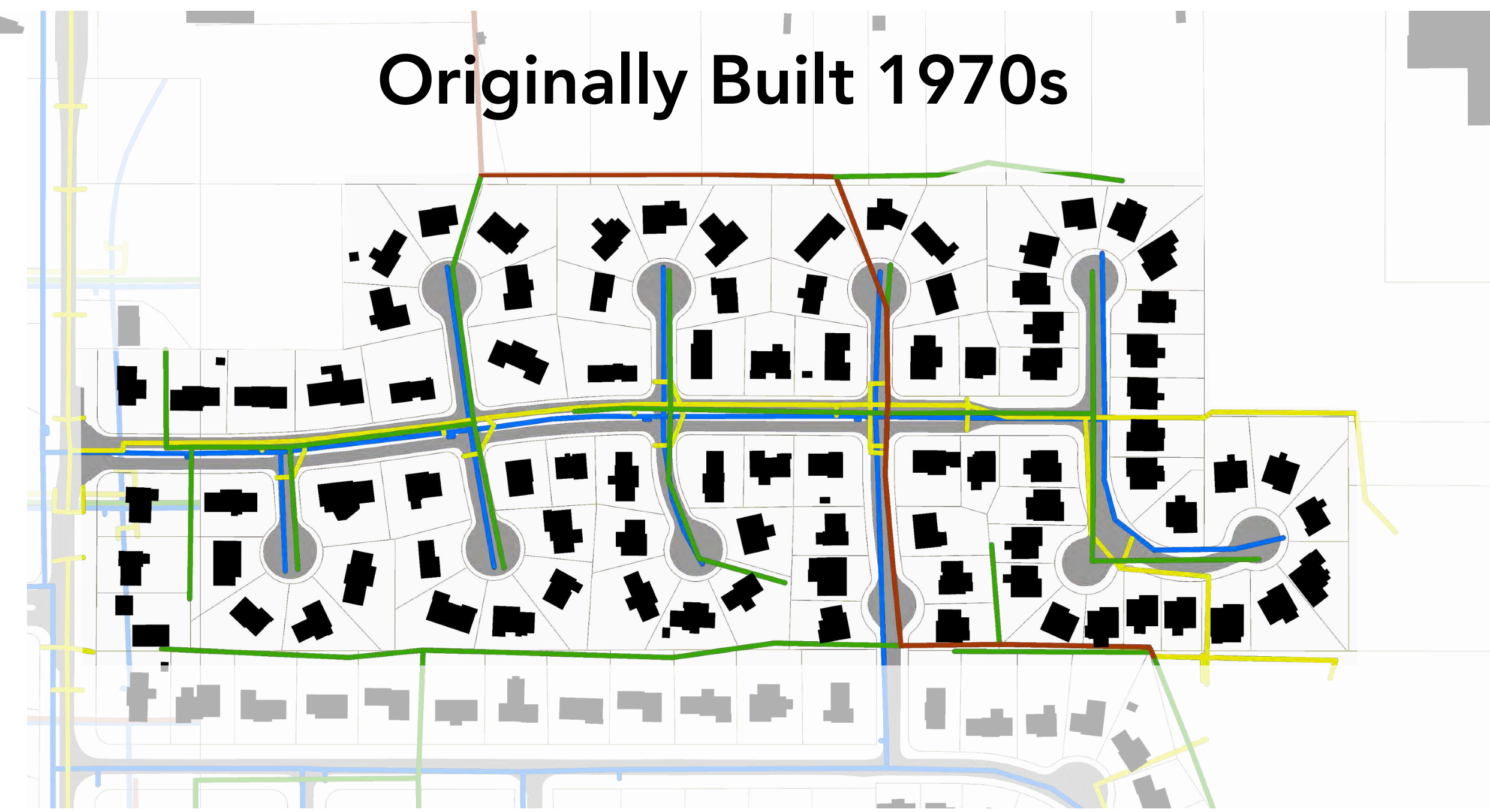
	1920-1940s	1970s	Difference
Lots	88	88	0
Road Cost	$38,465	$75,161	2x
Water Pipes	$12,154	$11,675	-0.96x
Storm & Sewer Pipes	$28,382	$35,176	1.2x
Annual Total Costs	**$78,981**	**$122,012**	**1.5x**
10% Property Taxes	$21,965	$21,079	-0.96x
Deficit	**-$57,016**	**-$100,933**	**1.8x**

Infrastructure
- Roads
- Water Pipe
- Combined Sewer
- Seperated Sewer
- Storm Water

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Question:

_____

Are you providing the wrong incentive?

URBAN3

Case Study: Economic MRI®
2019

Indianapolis, Indiana

URBAN3

Total Taxable Value per Acre
Indianapolis, IN

URBAN3
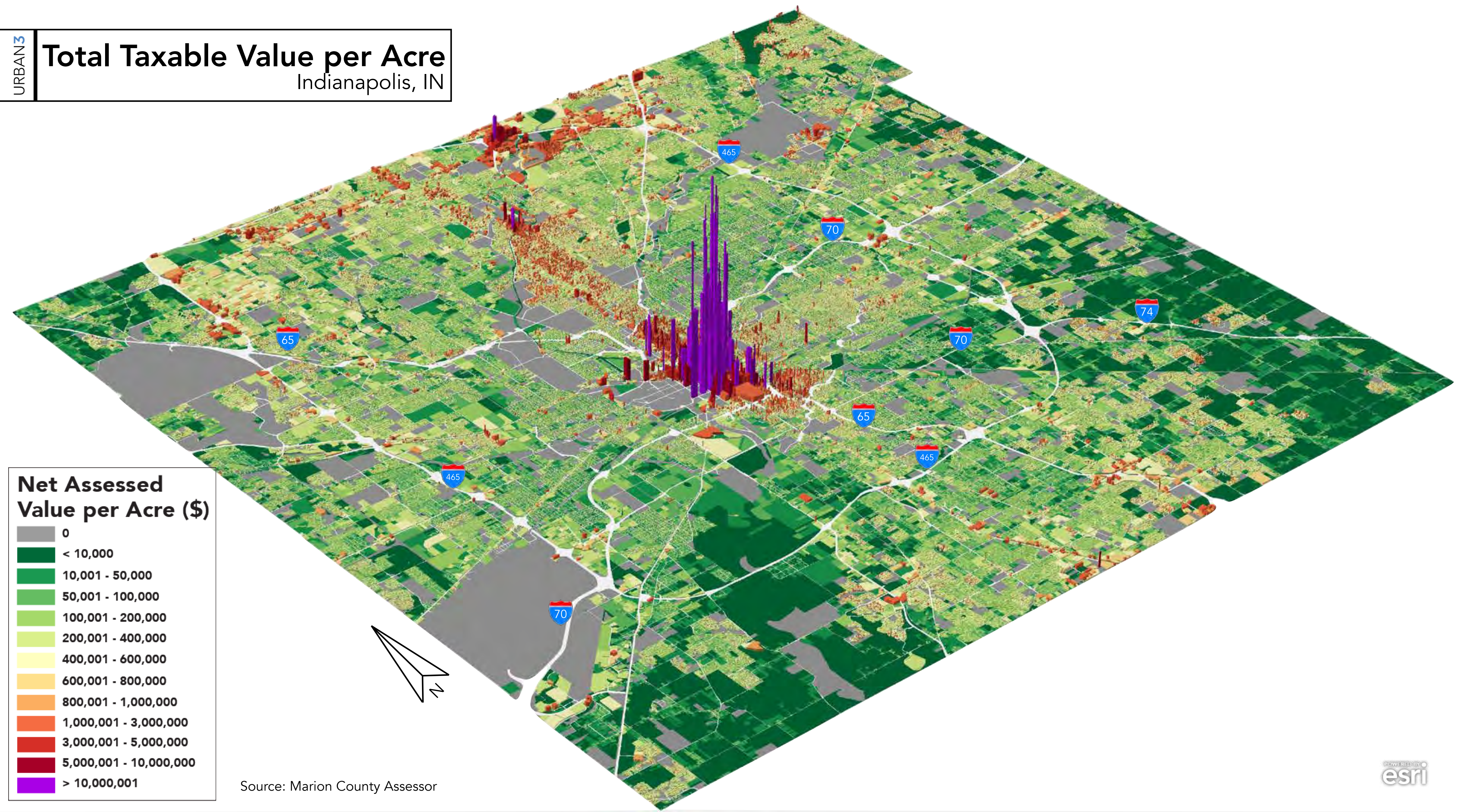
Net Assessed Value per Acre ($)

- 0
- < 10,000
- 10,001 - 50,000
- 50,001 - 100,000
- 100,001 - 200,000
- 200,001 - 400,000
- 400,001 - 600,000
- 600,001 - 800,000
- 800,001 - 1,000,000
- 1,000,001 - 3,000,000
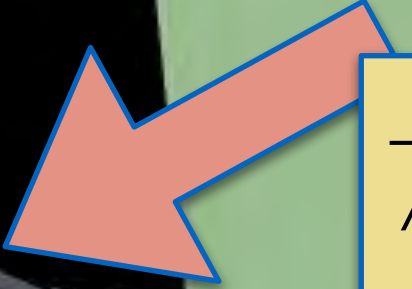- 3,000,001 - 5,000,000
- 5,000,001 - 10,000,000
- > 10,000,001
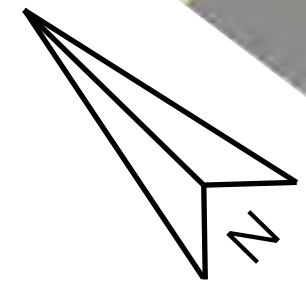
Source: Marion County Assessor

Land Use Valuation
Marion County, IN

URBAN3

1,196 SF → Buildings

759 SF ← Parking

922 SF → Roads
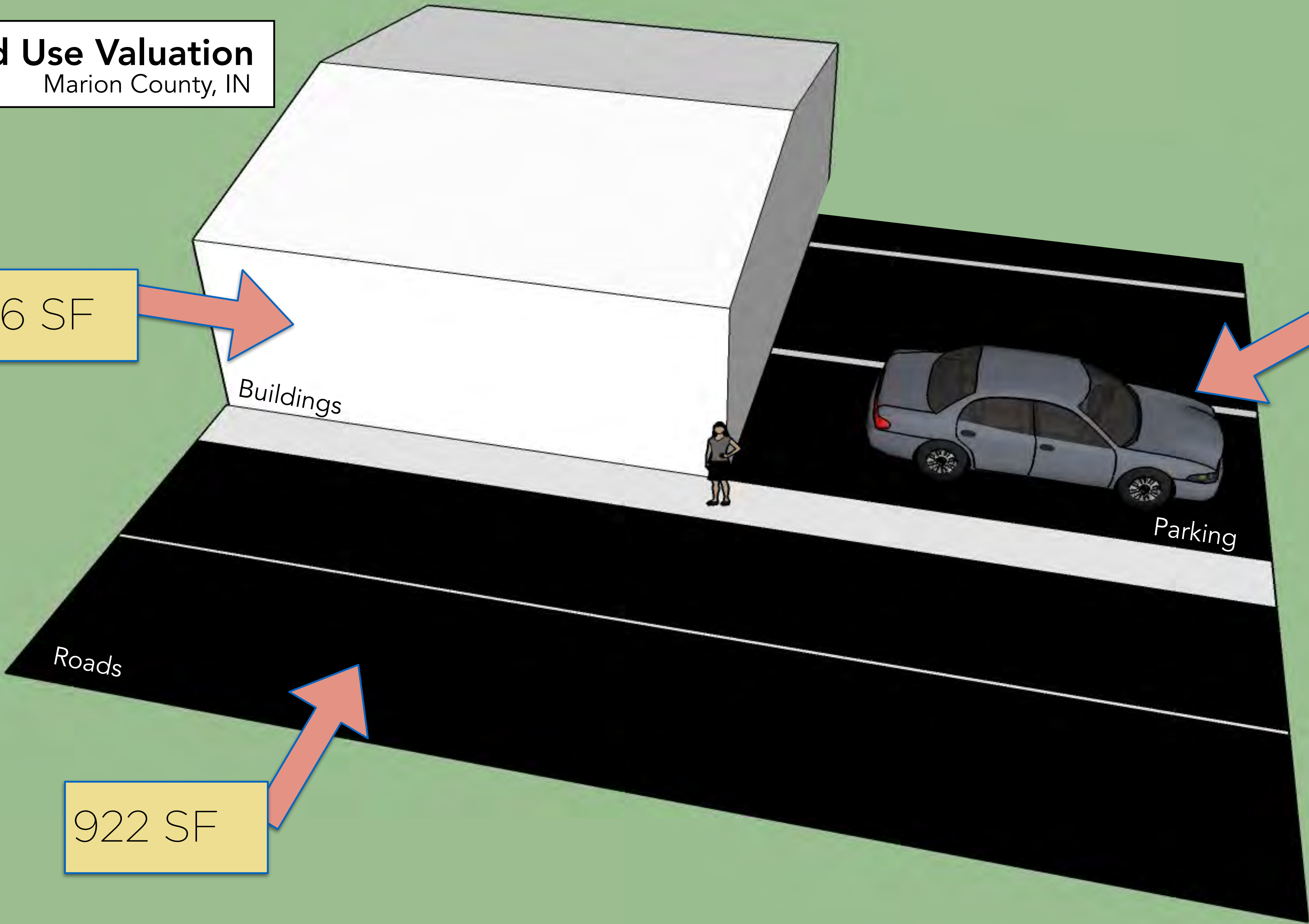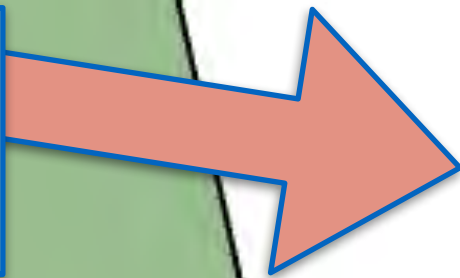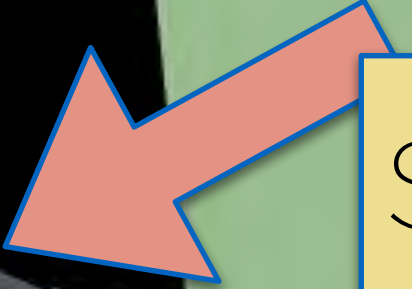
Land Use Valuation
Marion County, IN

URBAN3

$52/SF

Buildings

$.73/SF

71x Difference

Parking

Roads

$22/SF*

*Source: Urban3 Estimate

URBAN3

Land Use Valuation
Marion County, IN

$52/SF

Buildings

$.73/SF

71x Difference

Parking

$22/SF*

Roads

$22/SF*

*Source: Urban3 Estimate

URBAN3

Land Use Valuation
Marion County, IN
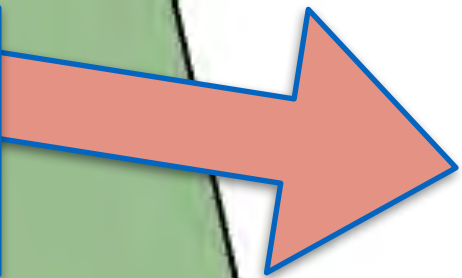
Years to recoup $22/s.f. road cost from 1% Property Taxes

$52/SF

42 years
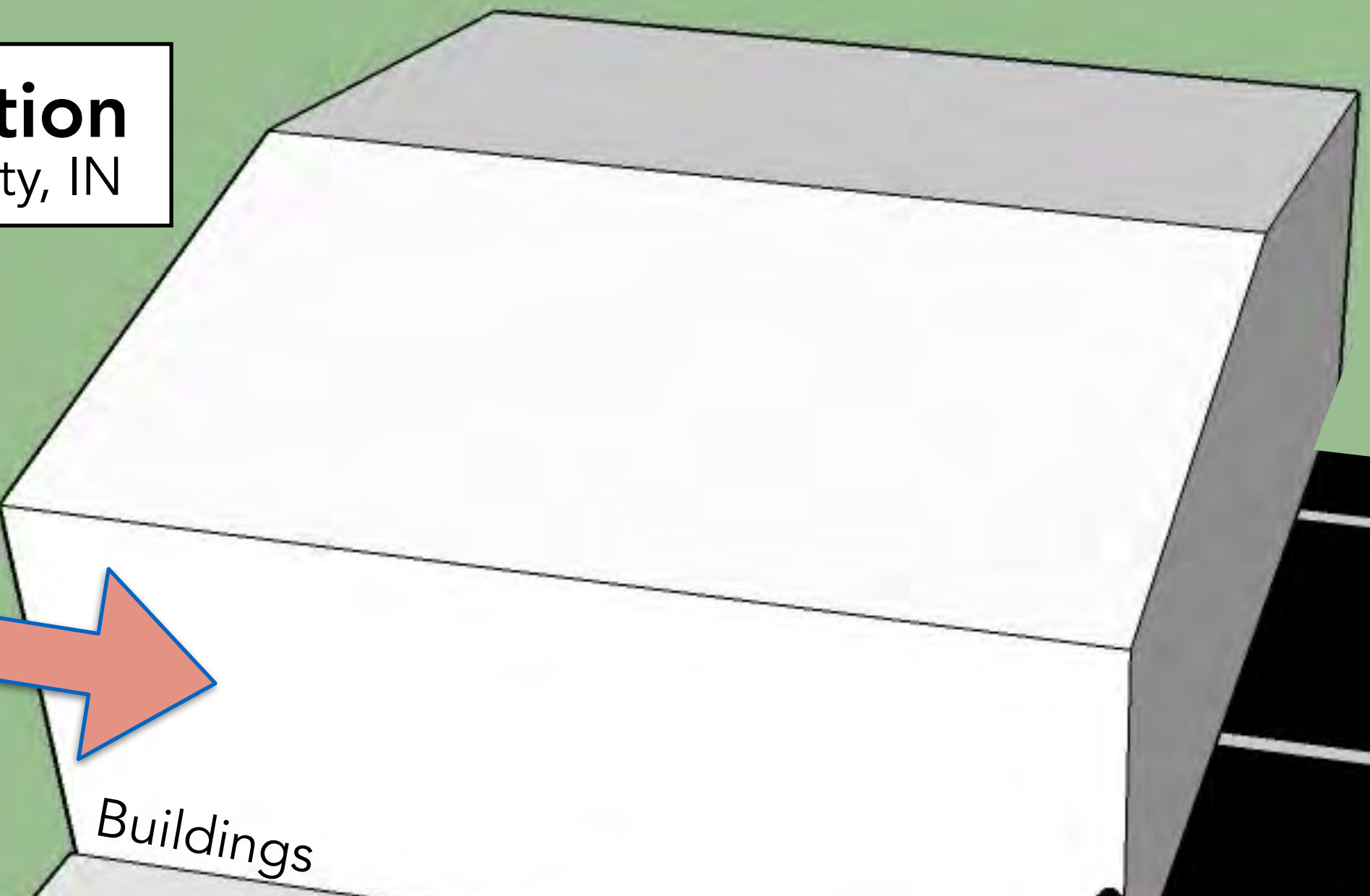
Buildings

$.73/SF

71x Difference

3,014 years

Parking

Roads

$22/SF*

$22/SF*

*Source: Urban3 Estimate

Indy Maintained Roads
Indianapolis, IN

URBAN3

Anchorage

Gulf of Alaska

Hudson Bay

CANADA

Edmonton

Two Lanes
3,950 Miles

Calgary

Vancouver

Montreal
Ottawa

Seattle

Toronto

Eau Claire, WI

Detroit

Chicago

Bost

New York

Philadelphia

UNITED STATES

Denver

San Francisco

St Louis

Indianapolis

Washington

Los Angeles

Atlanta

Dallas

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Observation:

_____

Policy applications should be questioned.
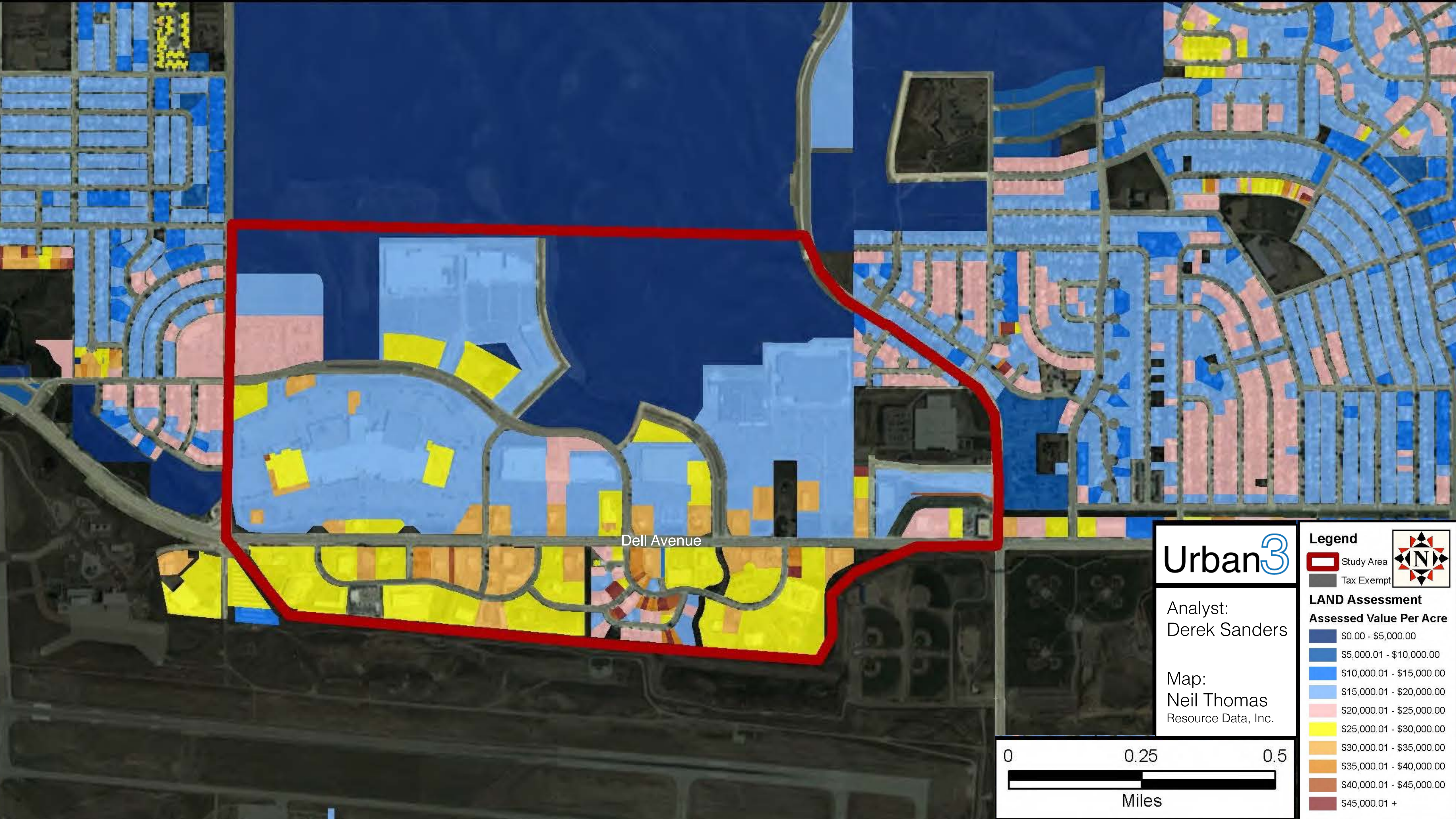
URBAN**3**

Analyst:
Derek Sanders

Map:
Neil Thomas
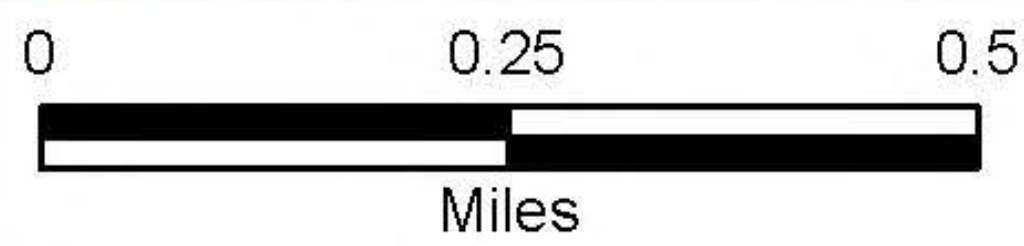Resource Data, Inc.
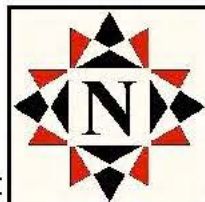
Urban3

Legend

☐ Study Area
☐ Tax Exempt

LAND Assessment
Assessed Value Per Acre

- $0.00 - $5,000.00
- $5,000.01 - $10,000.00
- $10,000.01 - $15,000.00
- $15,000.01 - $20,000.00
- $20,000.01 - $25,000.00
- $25,000.01 - $30,000.00
- $30,000.01 - $35,000.00
- $35,000.01 - $40,000.00
- $40,000.01 - $45,000.00
- $45,000.01 +

Dell Avenue

N

| 0 | 0.25 | 0.5 |

Miles

FAIR+EQUITABLE

AUGUST 2019 | VOLUME 17 | NUMBER 7

A publication of IAAO on appraisal and appraisal management, within the property assessment industry

DON'T CUT ME OFF!

USING POST-VALUATION DATE EVIDENCE IN APPRAISALS | 8

INSIDE

IAAO CONFERENCE SESSION HIGHLIGHTS
Available session topics are vast and wide for 2019. | 17

HIGHEST AND BEST USE
TEGoVA extends Highest and Best Use value to encompass Hope Value | 28

Legend

☐ Study Area
☐ Tax Exempt

LAND Assessment
Assessed Value Per Acre

■ $0.00 - $5,000.00
■ $5,000.01 - $10,000.00
■ $10,000.01 - $15,000.00
■ $15,000.01 - $20,000.00
■ $20,000.01 - $25,000.00
■ $25,000.01 - $30,000.00
■ $30,000.01 - $35,000.00
■ $35,000.01 - $40,000.00
■ $40,000.01 - $45,000.00
■ $45,000.01 +

Dell Avenue

Sanders

Thomas
ource Data, Inc.

0   0.5

Miles

MARKET FORCES

Geoaccounting™

I bought a boat

Just put your happy little numbers on a map.

Don't worry about mistakes.

URBAN3

URBAN3

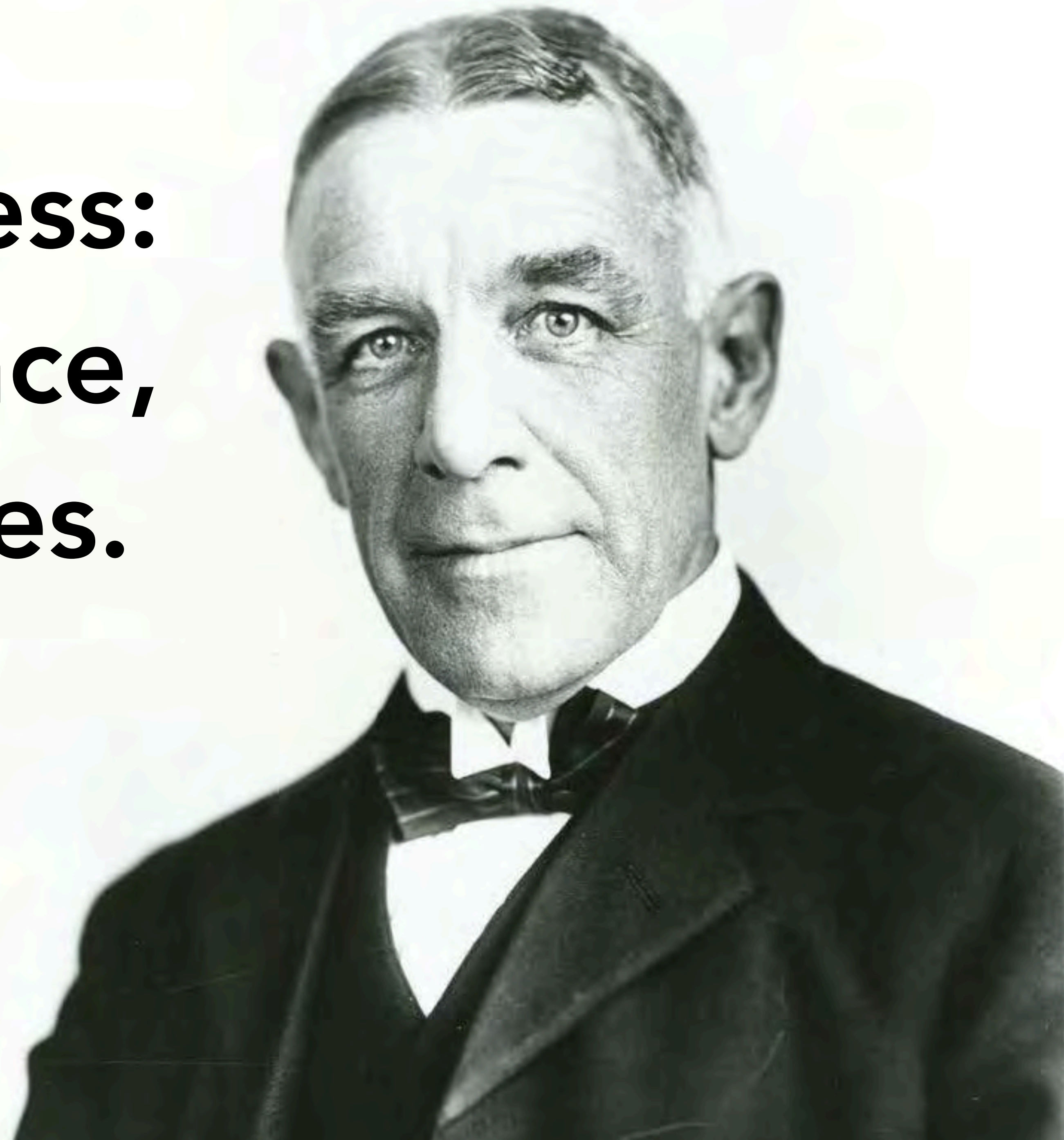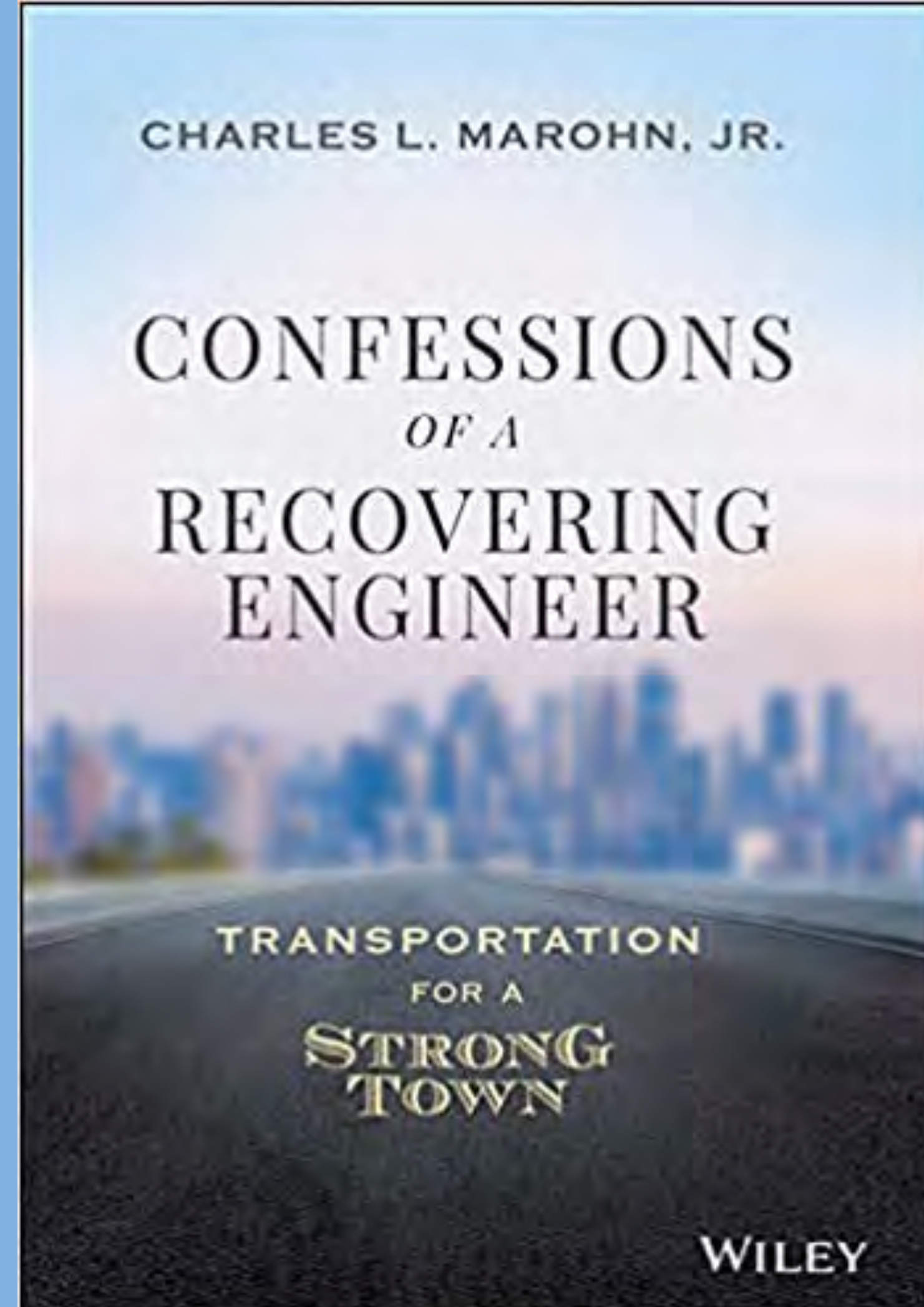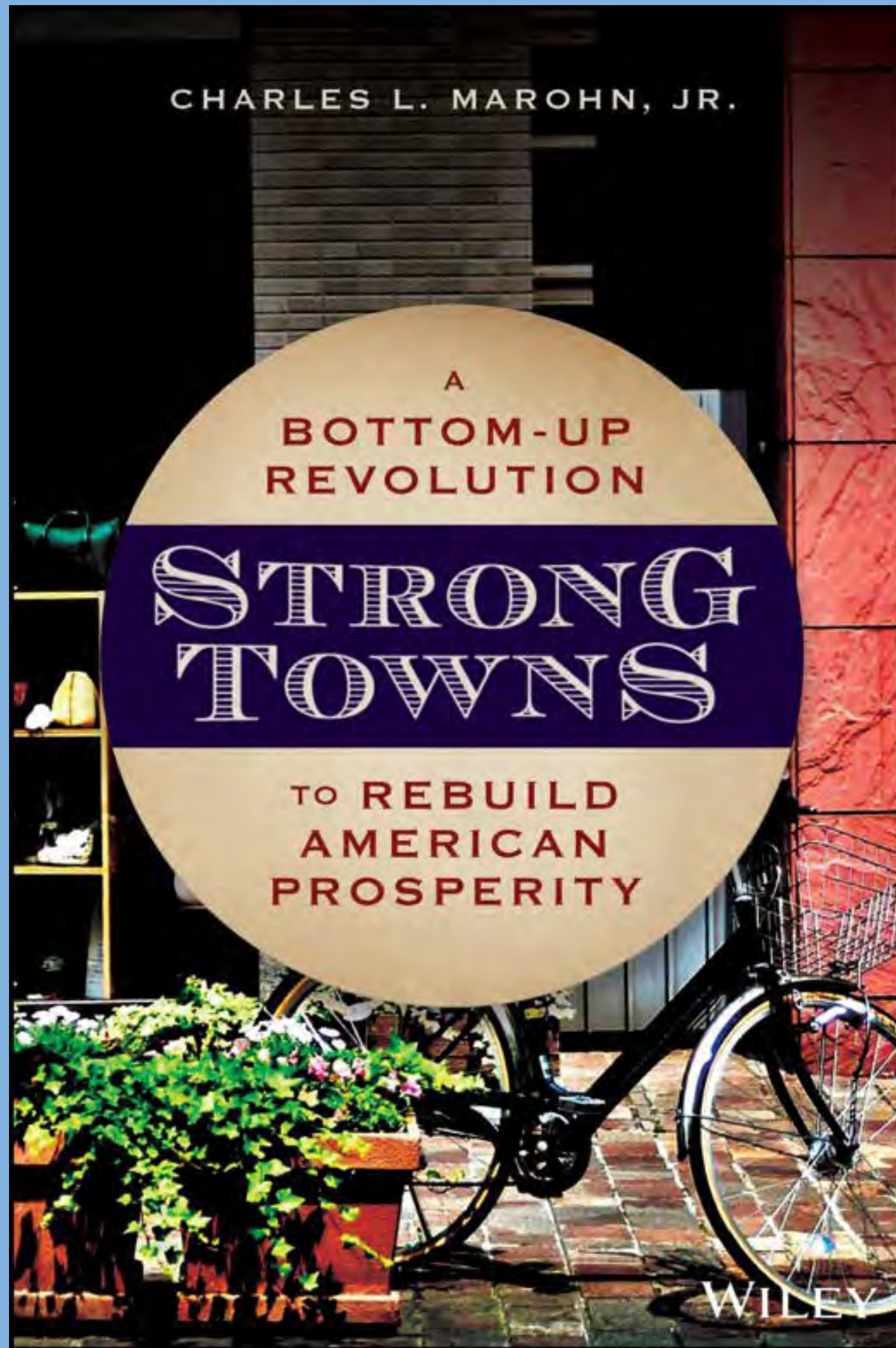**You are not fragmented, you are a common wealth!**

The price of success: hard work, patience, and a few sacrifices.

Edward Bok

DO THE MATH