



Baldy View Chapter

High Desert **LUNCHEON**

Market Forecast & Networking Lunch



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group



"Developing Your Future"

Michael Baker
INTERNATIONAL



DAVID EVANS
AND ASSOCIATES INC.



The
B RADCO
Companies
a commercial real estate group

 **COLDWELL
BANKER
COMMERCIAL**
REAL ESTATE SOLUTIONS

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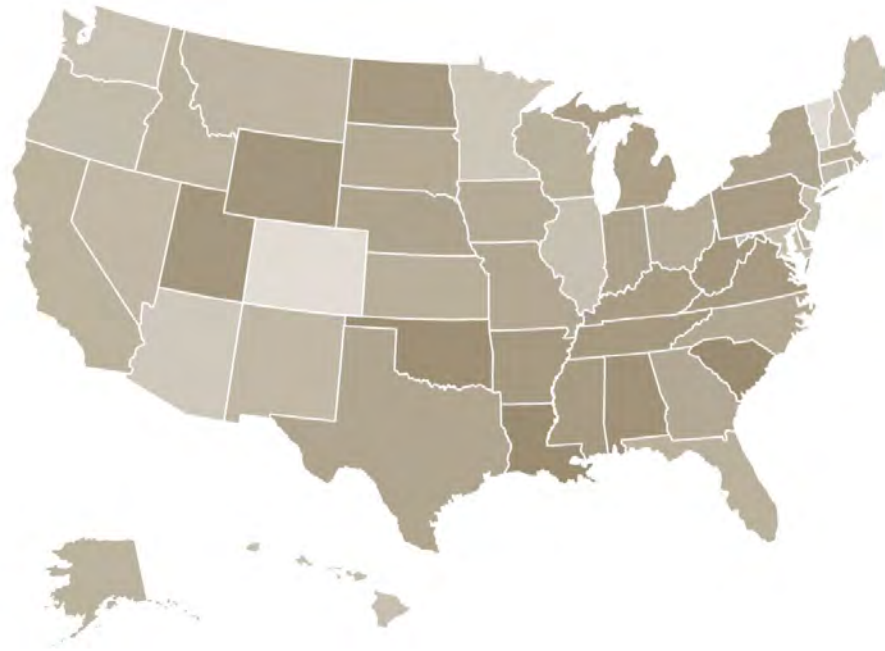
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Elected Officials Recognition





Welcome Remarks

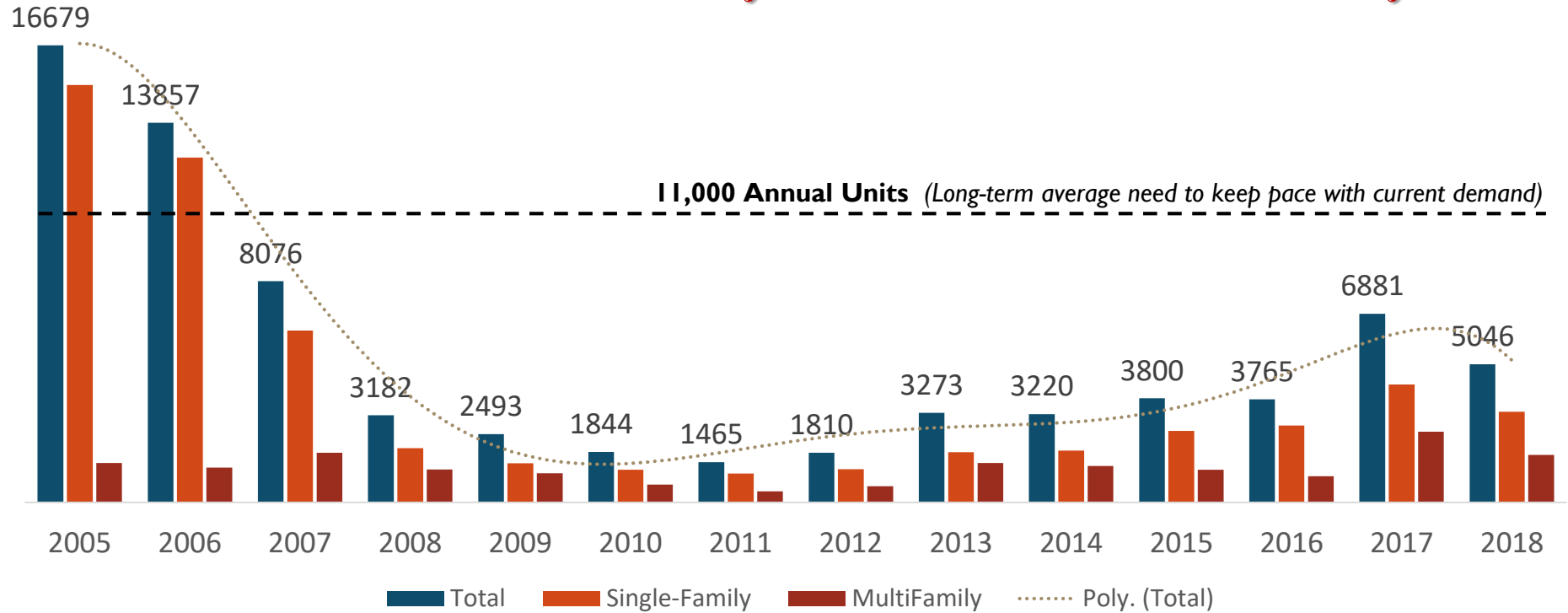


Robert Lovingood,
Supervisor, District 1
San Bernardino County



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San Bernardino County Residential Permit History

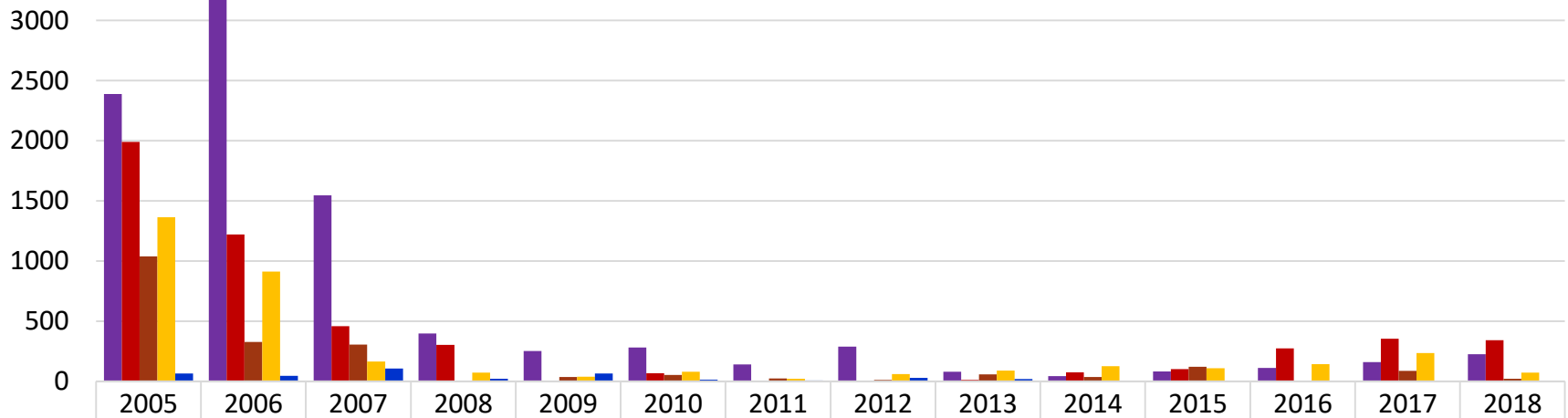


- San Bernardino County's housing SHORTAGE will grow to over **69,000** homes by **2020** (*Real Estate Economics)
- In 2018 new housing permits were down **27%** Countywide Year over Year (*Construction Industry Research Board)
- Q1 2019 Permits are up **10.29%** comparing to Q1 2018 (*Construction Industry Research Board)



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5 Cities Housing Permits



	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Victorville	2388	3286	1547	399	252	283	141	289	82	44	83	112	162	226
Hesperia	1990	1220	460	304	2	69	0	4	13	77	102	275	356	343
Adelanto	1040	329	307	1	36	54	24	14	58	36	123	5	88	23
Apple Valley	1365	914	165	74	40	80	22	62	91	126	110	144	237	73
Barstow	67	47	107	22	66	16	8	29	20	0	2	3	1	1

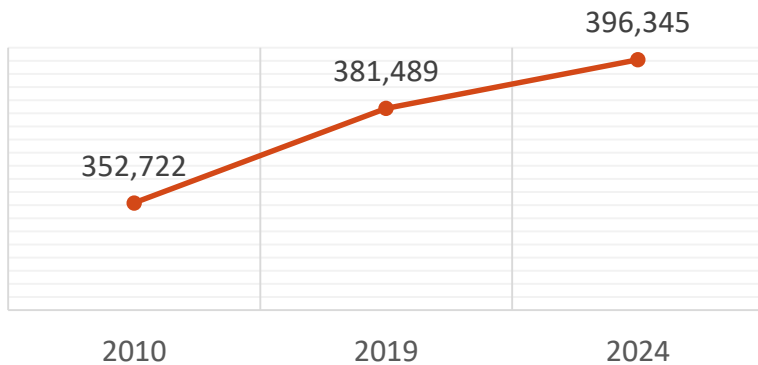
- Since 2008, the 5 Cities in Mojave River Valley average annually only 482.5 new home permits
- $107,564 \text{ Existing HD Housing Units Total} \div 482.5 \text{ units annually} = \text{Grow Rate of just } 0.0045$
- $2005 = 6,850 \text{ New Homes (7.5\% Housing Stock Growth)}$ vs. $2008-2018 = 4,825 \text{ New Homes } (< 0.5\% \text{ Annual Housing Stock Growth})$



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New Homes/Demographic Snapshot

Population Growth (5 Cities)



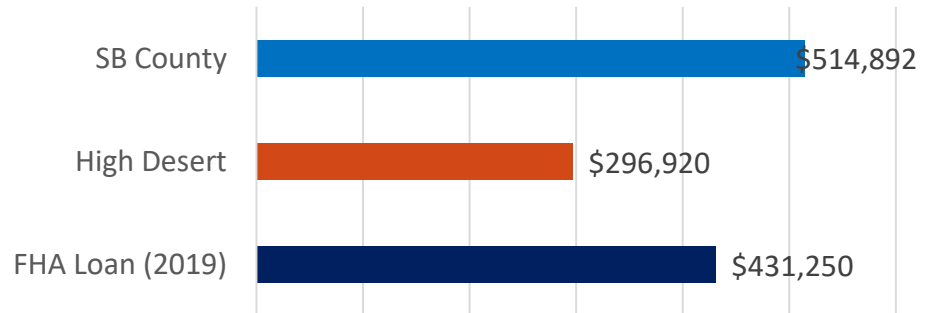
New Homes in High Desert

- Avg. New Home Cost = \$297k (\$135/sf)
- Avg. Home Size = 2,180sqft
- 35% Mortgages are FHA Loans
- 7 Jobs Created for Every 1 New Home

US Census Bureau

- 7.5% Population growth since 2010 (28,767 people)
- 3.74% anticipated population growth in next 5 years (14,856 people)
- 28.6% in first time homebuyer age range (age 20-39)
- Median age: 33 years (13% younger than National Avg.)
- 12.4% of population are Seniors (ages 65-85+)

Average Home Price (2018)





Builder Panel

The Future of Homebuilding in the Mojave River Valley



NICOLLETTE CHAPMAN
AmeriFirst Financial, Inc. National
Director, Builder Relations



PHIL BURUM
DR Horton, VP of Land
BIA Baldy View President



JOHN OHANIAN
Terra Verde Group LLC
Director of Development



BARRY DLUZEN
Walton Group of Companies
Senior VP of Land - West USA



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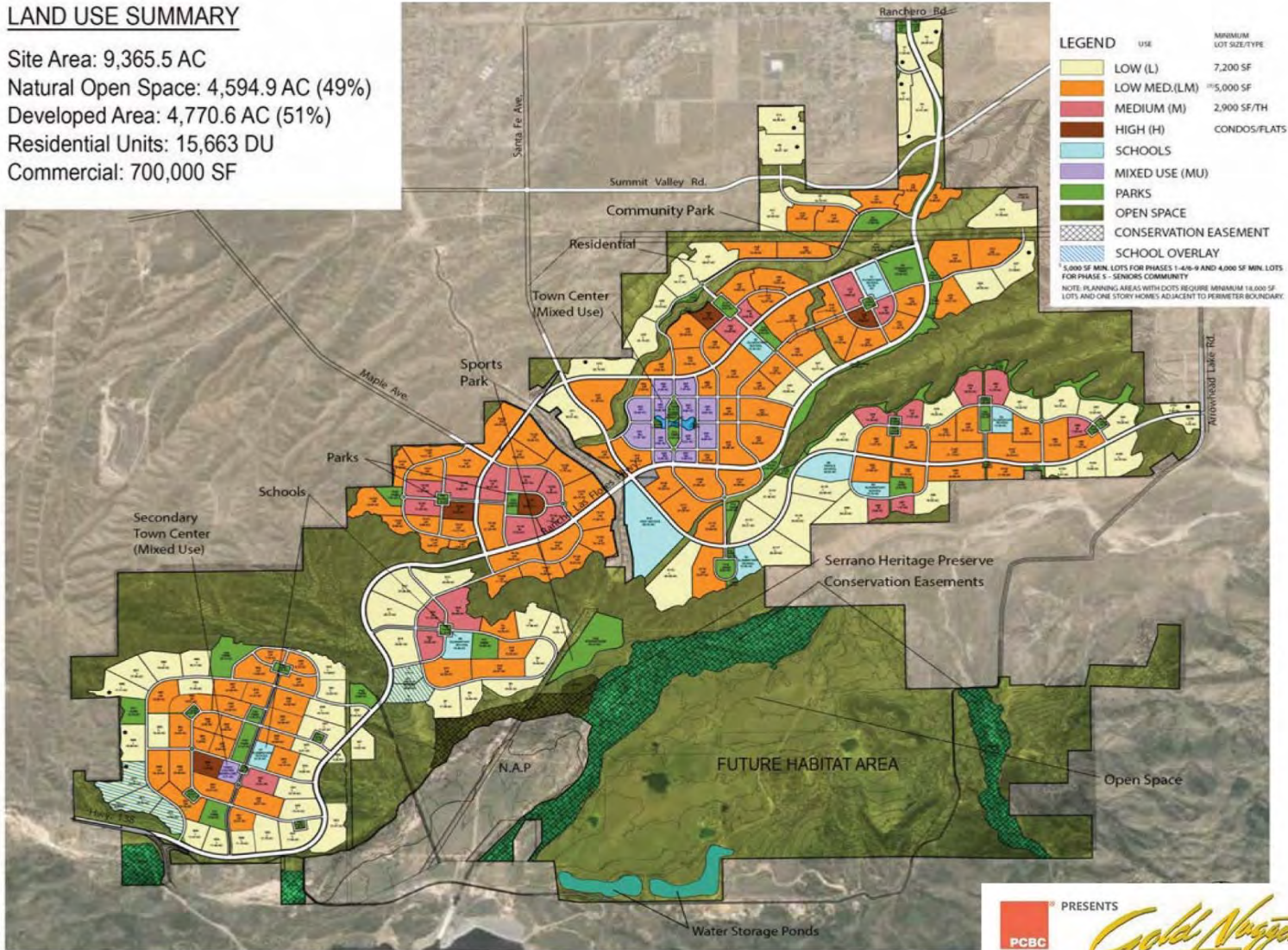
COMMUNITY DESIGN ELEMENTS

- ❑ LAND USE FRAMEWORK
- ❑ WALKABILITY
- ❑ OPEN SPACE NETWORK
- ❑ STREETScape
- ❑ TOWN CENTER
- ❑ SUSTAINABILITY
- ❑ NEIGHBORHOOD STRUCTURE
- ❑ AMENITIES
- ❑ ARCHITECTURAL DIVERSITY
- ❑ FLEXIBLE DESIGN STANDARDS
- ❑ SMALL LOT DETACHED

MASTER PLAN

LAND USE SUMMARY

Site Area: 9,365.5 AC
 Natural Open Space: 4,594.9 AC (49%)
 Developed Area: 4,770.6 AC (51%)
 Residential Units: 15,663 DU
 Commercial: 700,000 SF



PRESENTS

Gold Nugget[®]
 AWARDS

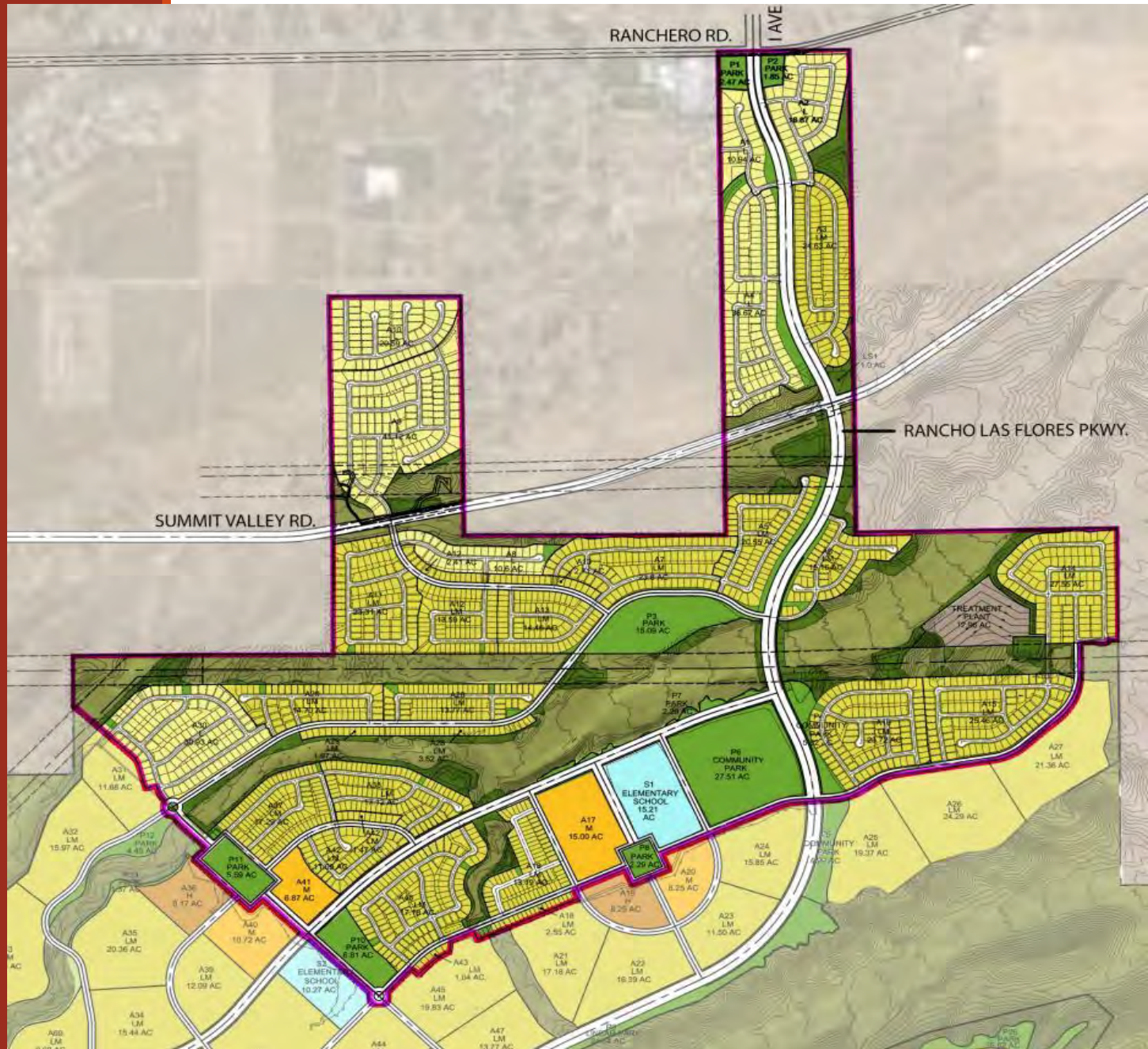
AGORA
 PLANNING + DESIGN

**2018 MERIT AWARD
 BEST ON THE BOARDS SITE PLAN**



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Phase 1 Site Plan



SUSTAINABLE COMMUNITIES



SOLAR ENERGY



WATER RECYCLING

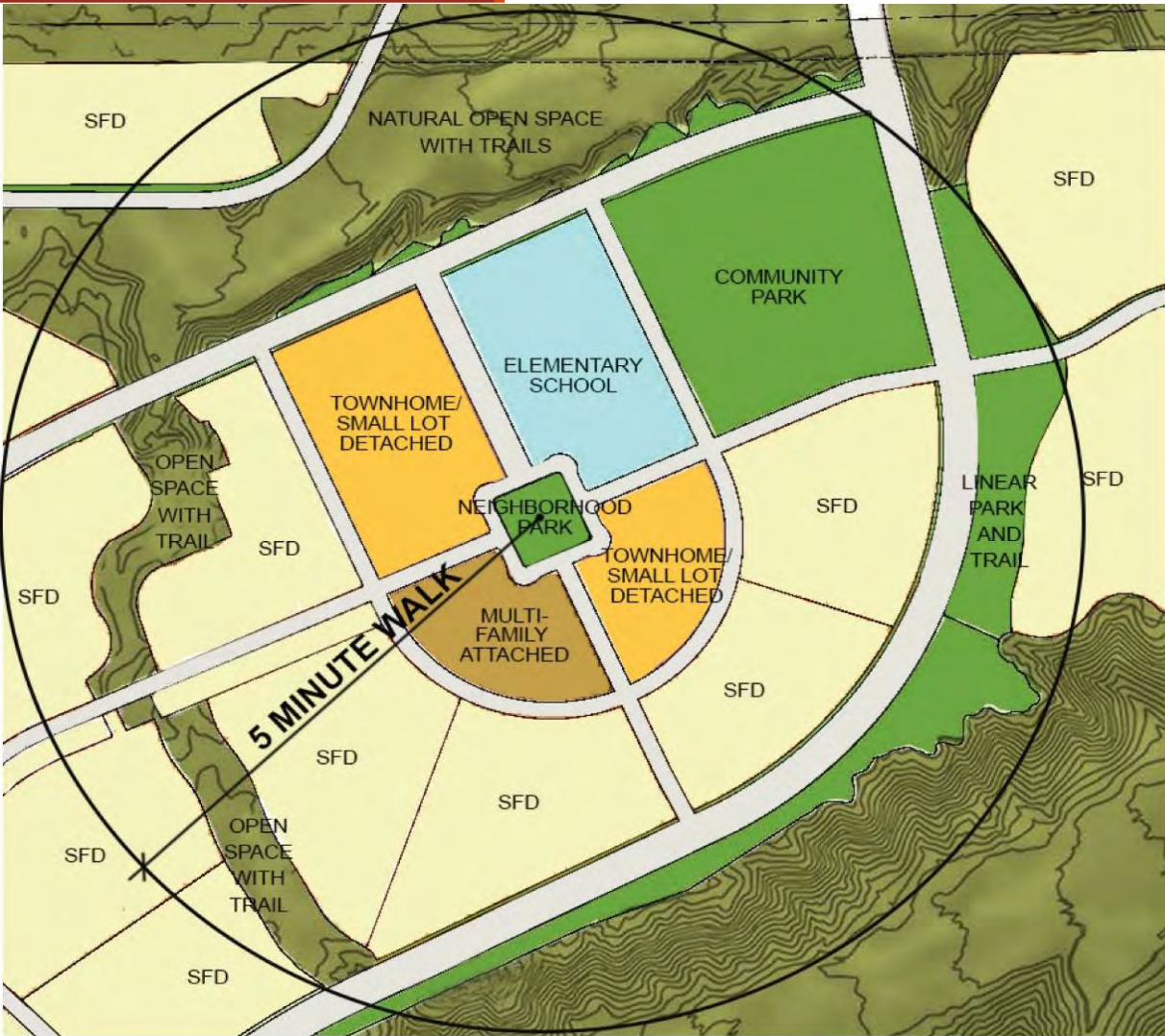


XERISCAPE

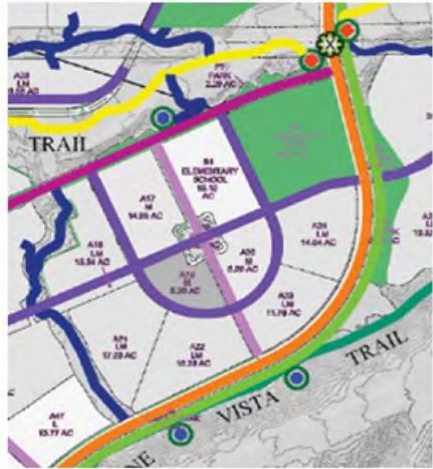


WALKABLE NEIGHBORHOODS

NEIGHBORHOOD STRUCTURE



COMFORTABLE/SAFE PATHS



TRAIL PLAN FOR TYPICAL NEIGHBORHOOD NODE



SMALL LOT DETACHED



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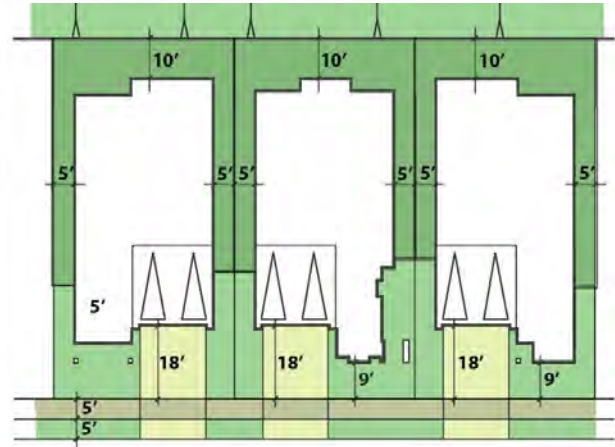
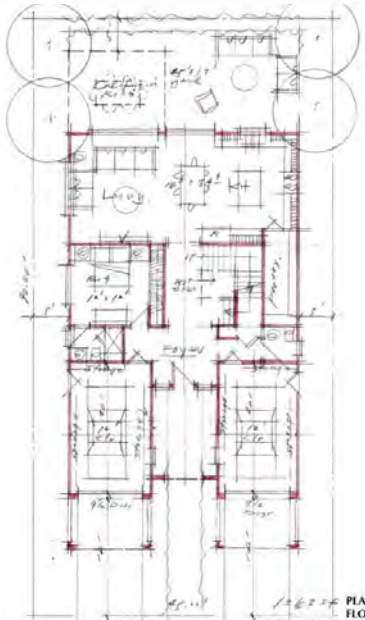
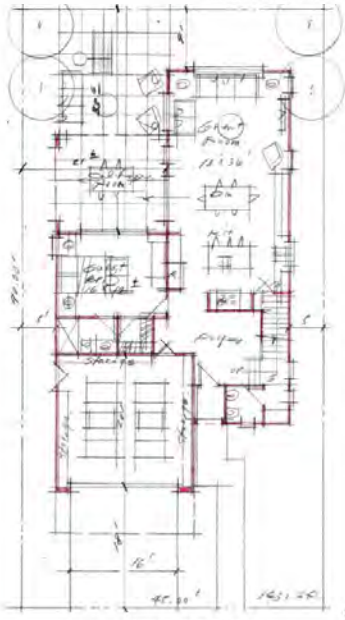
45 X 90 SMALL LOT DETACHED



PLAN 3
CALIFORNIA AGRARIAN

PLAN 2
CALIFORNIA RANCH

PLAN 1
ADOBE RANCH



FIRST FLOOR PLAN

FIRST FLOOR PLAN

FIRST FLOOR PLAN

PLAN 1A
FLOOR PLANS
2,700 SF
4 BED, 3 BA, BONUS

PLAN 3A
FLOOR PLANS
3,300 SF
4 BED, 3.5 BA, BONUS

PLAN 2A
FLOOR PLANS
3,050 SF
4 BED, 3.5 BA, BONUS
OPT BED 5 @ BONUS

ODUCT

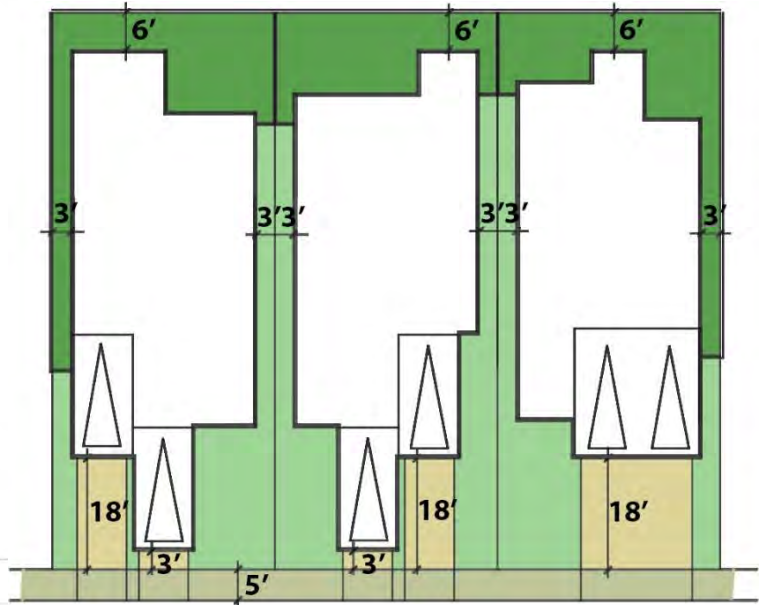
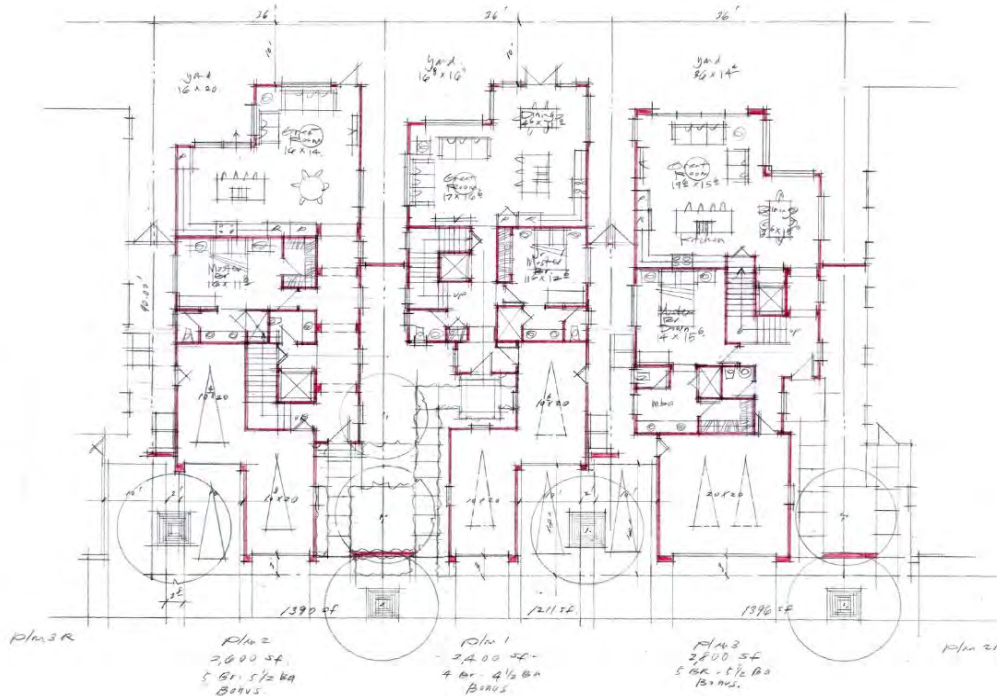
STAGGERED SMALL LOT DETACHED



PLAN 2
CALIFORNIA AGRARIAN

PLAN 1
ADOBE RANCH

PLAN 3
CALIFORNIA RANCH



CLUSTER SMALL LOT DETACHED (BEDROOM DOWN)

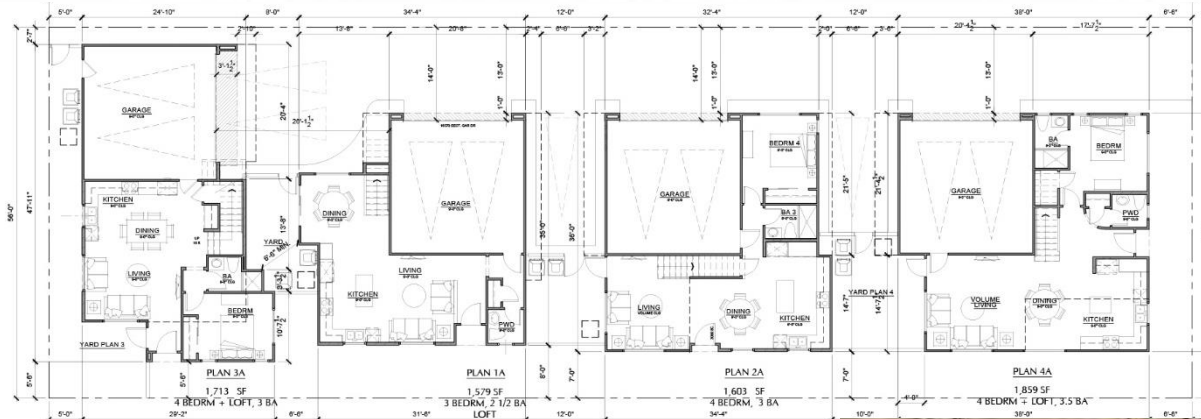
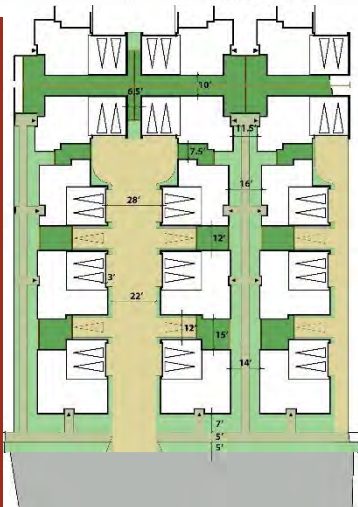


PLAN 3
ADOBE RANCH

PLAN 1
CALIFORNIA AGRARIAN

PLAN 2
CALIFORNIA RANCH

PLAN 4
ADOBE RANCH



PLAN 1:	FIRST FLOOR	622 SF
	SECOND FLOOR	954 SF
	TOTAL	1,576 SF
PLAN 2:	FIRST FLOOR	749 SF
	SECOND FLOOR	854 SF
	TOTAL	1,603 SF
PLAN 3:	FIRST FLOOR	674 SF
	SECOND FLOOR	1,039 SF
	TOTAL	1,713 SF
PLAN 4:	FIRST FLOOR	870 SF
	SECOND FLOOR	989 SF
	TOTAL	1,859 SF

CLUSTER PLAN - 8 PLEX - GROUND LEVEL



Section II: Development Standards

1. Examples of Mixed-Use and Multi-Family Product Types

a. Horizontal and Vertical Mixed-Use – Mixed-Use Designation

Mixed-Use product types can include a variety of residential, commercial or institutional building types. Combining residential and non-residential uses can be combined vertically such as residential over retail or horizontally such as residential adjacent to retail or non-residential uses. There are a broad range of configurations for Mixed-Use product types and the images below are only limited samples. Freestanding single family attached and multi-family residential buildings are also allowed in Mixed-Use areas including townhomes and small lot detached cluster product types. Front doors and stoops are encouraged to address the street.



Section II: Development Standards

c. Single Family Detached - Low Medium

The Low Medium designation includes single family detached homes typically on approximately 4,000 to 7,200 square foot lots.



d. Small Lot Detached Alley Loaded – Low Medium and Medium

Single family detached small lot products are designed in different site plan configurations. Alley loaded single family detached units have the front access and guest parking on a local street with garage access from an alley located to the rear of the house.

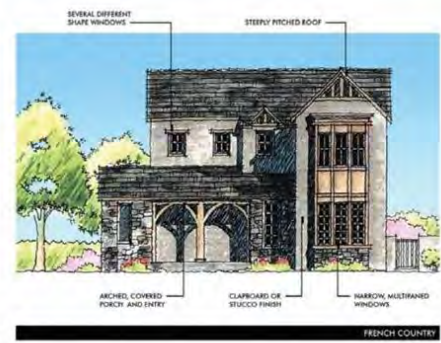
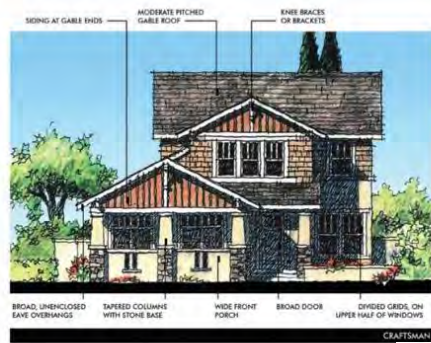
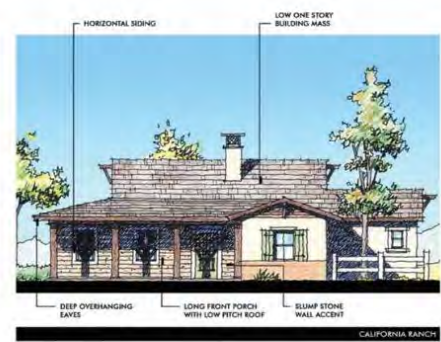
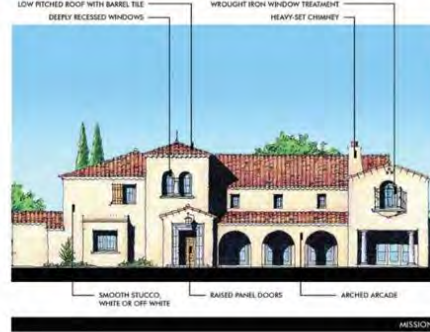


e. Small Lot Detached Cluster - Low Medium and Medium

Single Family Detached Cluster products are plotted around or on either side of an auto court or private drive. The clusters typically are grouped with four, six or eight units (four-pack, six-pack, and eight-pack). Garages are typically located on the auto court thereby allowing the connecting local street to be mostly free of garage doors. Front doors are typically located on the street.



ARCHITECTURAL DIVERSITY (ANTI-MONOTONY)





Tapestry



TERRA  VERDE

BEST SELLING PROJECTS L3M – SAN BERNARDINO

Best Selling Projects L3M

Ranking	Project	Builder	City	Product Type	Open Date	Average Price	Average Home Size (SF)	Average Price PSF	Total 2018 Contacts	Last Three Months Sales Rate
1	Persimmon Place at Avenida	D.R. Horton, Inc.	Ontario	Detached	8/18/18	\$412,740	1,431	\$288	26	8.7
2	Aster	Lennar	San Bernardino	Detached	10/1/13	\$471,033	2,305	\$204	62	6.0
3	Springtime at Harvest	KB Home	Upland	Detached	4/15/17	\$542,880	2,262	\$240	62	5.3
4	Eagle Rock at Grand Park	Lennar	Ontario	Detached	11/11/17	\$481,571	1,859	\$259	55	4.7
5	Etiwanda Ridge	Lennar	Fontana	Detached	7/7/18	\$505,940	2,306	\$219	24	4.3
6	Citrus Lane	SeaCountry Homes	Redlands	Detached	5/13/17	\$682,490	3,235	\$211	21	4.3
7	Heirloom	Richmond American Homes	Chino	Detached	7/21/17	\$426,490	1,513	\$282	54	4.0
8	Agave Pointe	D.R. Horton, Inc.	Victorville	Detached	2/24/18	\$300,490	2,009	\$150	38	4.0
9	Juniper at Silverstone	D.R. Horton, Inc.	Victorville	Detached	2/24/18	\$338,240	2,555	\$132	41	4.0
10	Monterra	PulteGroup Inc.	Fontana	Detached	3/24/18	\$533,990	2,630	\$203	81	3.7

Sources: Public Record Data, compiled by Meyers Research



CALIFORNIA HOMES

ARE THE MOST EFFICIENT
IN THE NATION

20%
TO 40% MORE
ENERGY EFFICIENT



50%
LESS INDOOR H₂O



60%
LESS IRRIGATION

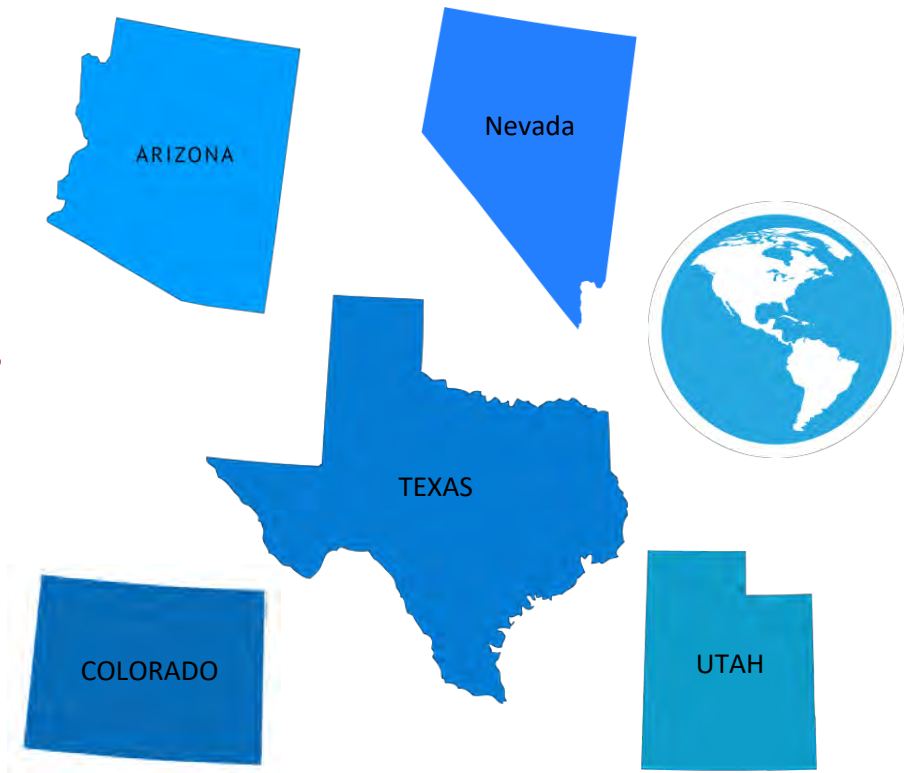


Competition

How Do We Stack Up Against Others?



VS



A young child with curly hair is sitting on a beach, looking down at their hands. The child is wearing a dark long-sleeved shirt and light-colored shoes. The background is a sandy beach with the ocean in the distance. The text is overlaid on the left side of the image.

Home Affordability

California's Housing Shortage Pushes Hundreds of Local Families Into HOMELESSNESS And POVERTY Everyday

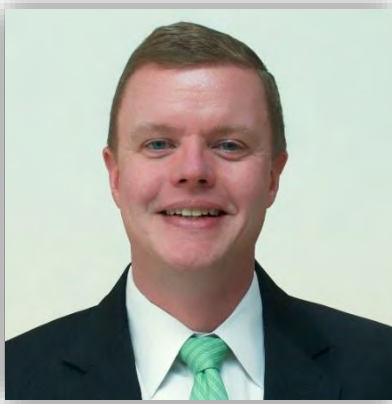
Together, We Can Fix It!

- Lack of Housing Production
- Lesson's Learned
- Infrastructure Ready
- Update/Simplify/Clarify
- Create a culture of "YES"
- Special Financing Tools:
 - Community Facilities Districts
 - Lien In Lieu of Bonding Policy
 - Enhanced Infrastructure Financing District
 - Opportunity Zones
 - Statewide Community Infrastructure Program (SCIP)
- YIMBY (Yes In My Back Yard)





Opportunity Zones



J.P. DELMORE,
National Association of Homebuilders
Assistant Vice President, Government Affairs



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