



Las Vegas x 3 @2030

Part II

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Where Does It Grow?

Market Analysts Finding Changing Preferences

**National Association of Realtors
National Association of Home Builders
Nationally Recognized Market Analysts
Urban Land Institute
PriceWaterhouseCoopers
Harvard Joint Center for Housing Policy
*Golfing Buddies and Taxi Drivers***

What is the Market Saying?

- ▶ ***RESALE*** prices of condominiums approaching resale prices of single-family homes
- ▶ ***APPRECIATION*** of condominiums is higher than single-family homes nationally and most regions

Resale Price Evidence

Trends 2ndQ'06 to 2ndQ'07

Region	SF+TH%	Condo%
<i>US</i>	<i>0.2%</i>	<i>2.0%</i>
NE	1.3%	5.1%
MW	-1.6%	3.7%
S	0.9%	-2.5%
<i>W</i>	<i>-0.4%</i>	<i>0.3%</i>

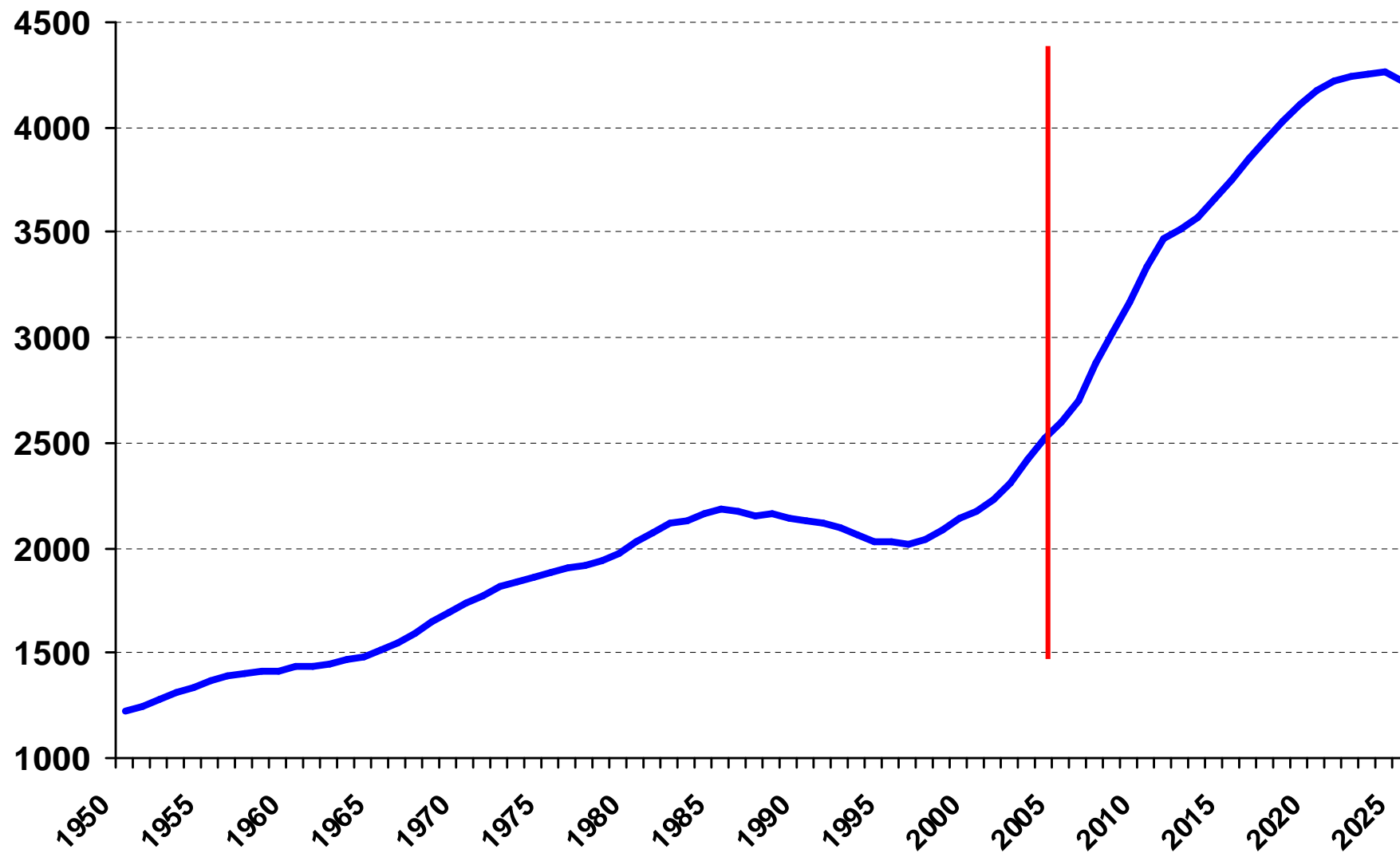
Source: Adapted from National Association of Realtors, August 2007.

“Traditional” Households on the Wane

HH Type	1960	2000	2030
Without Children	52%	67%	73%
Single-Person	13%	26%	30%

*Source: Analysis adapted from Martha Farnsworth Riche, *How Changes in the Nation's Age and Household Structure Will Reshape Housing Demand in the 21st Century*, HUD (2003), by Arthur C. Nelson, Metropolitan Institute at Virginia Tech.*

People Turning 65 *Each Year*



Source: US Census Bureau – *65+ in the United States: 2005*; Wan He, Manisha Sengupta, Victoria A. Velkoff, & Kimberly A DeBarros. December 2005.

National Share of Growth 2000-2030

<u>HH Type</u>	<u>Percent Share</u>
With children	13%
Without children	87%
Single-person	38%

Figures in millions of households.

Source: Adapted and extrapolated from Martha Farnsworth Riche, How Changes in the Nation's Age and Household Structure Will Reshape Housing Demand in the 21st Century, HUD (2003).

What Futurists Tell Us

Bio-medical advances will extend lifetimes.

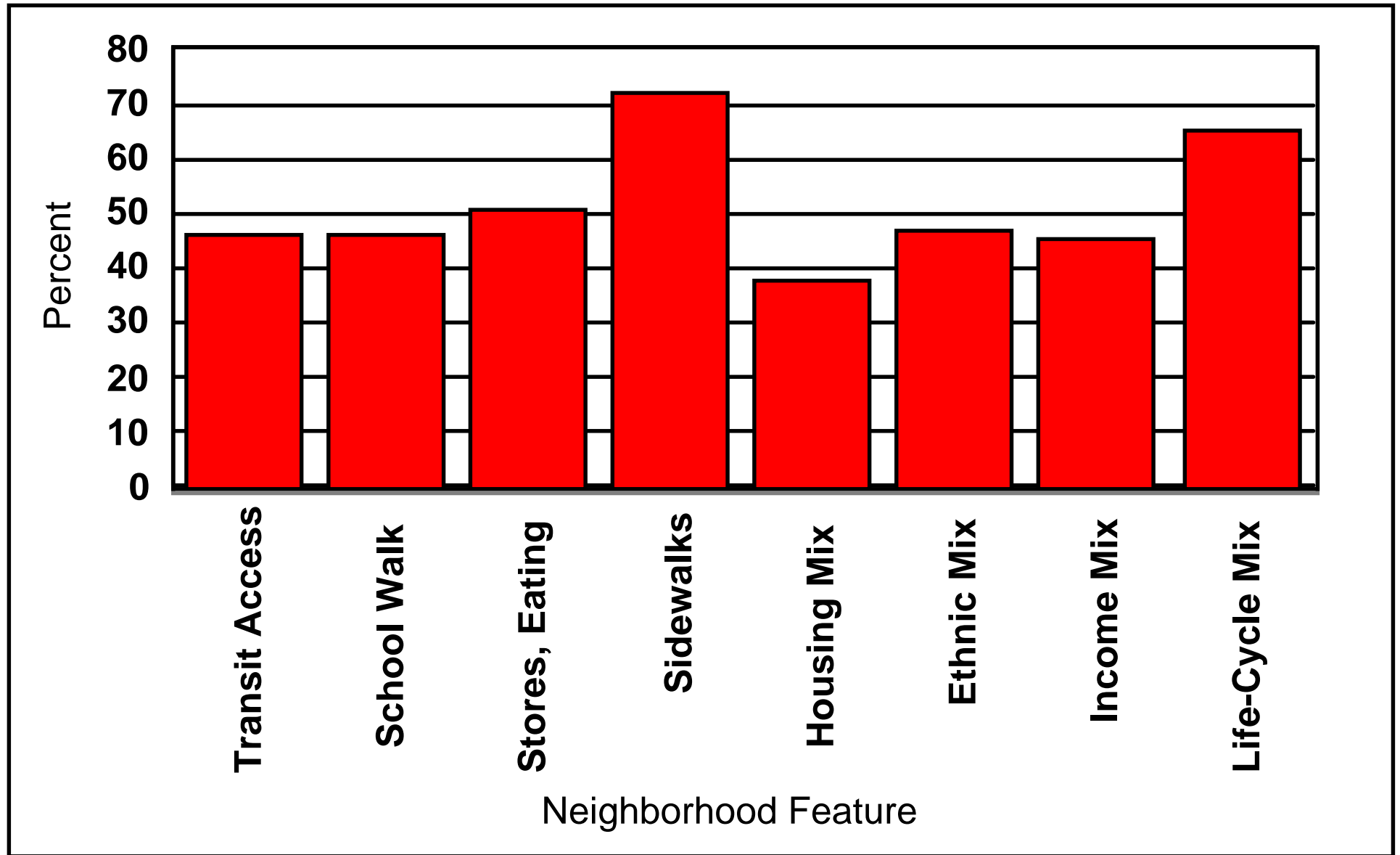
Insurance actuarial tables extend to 120.

Another 20 years added – minimum.

Adulthood now 75%+ non child-rearing.

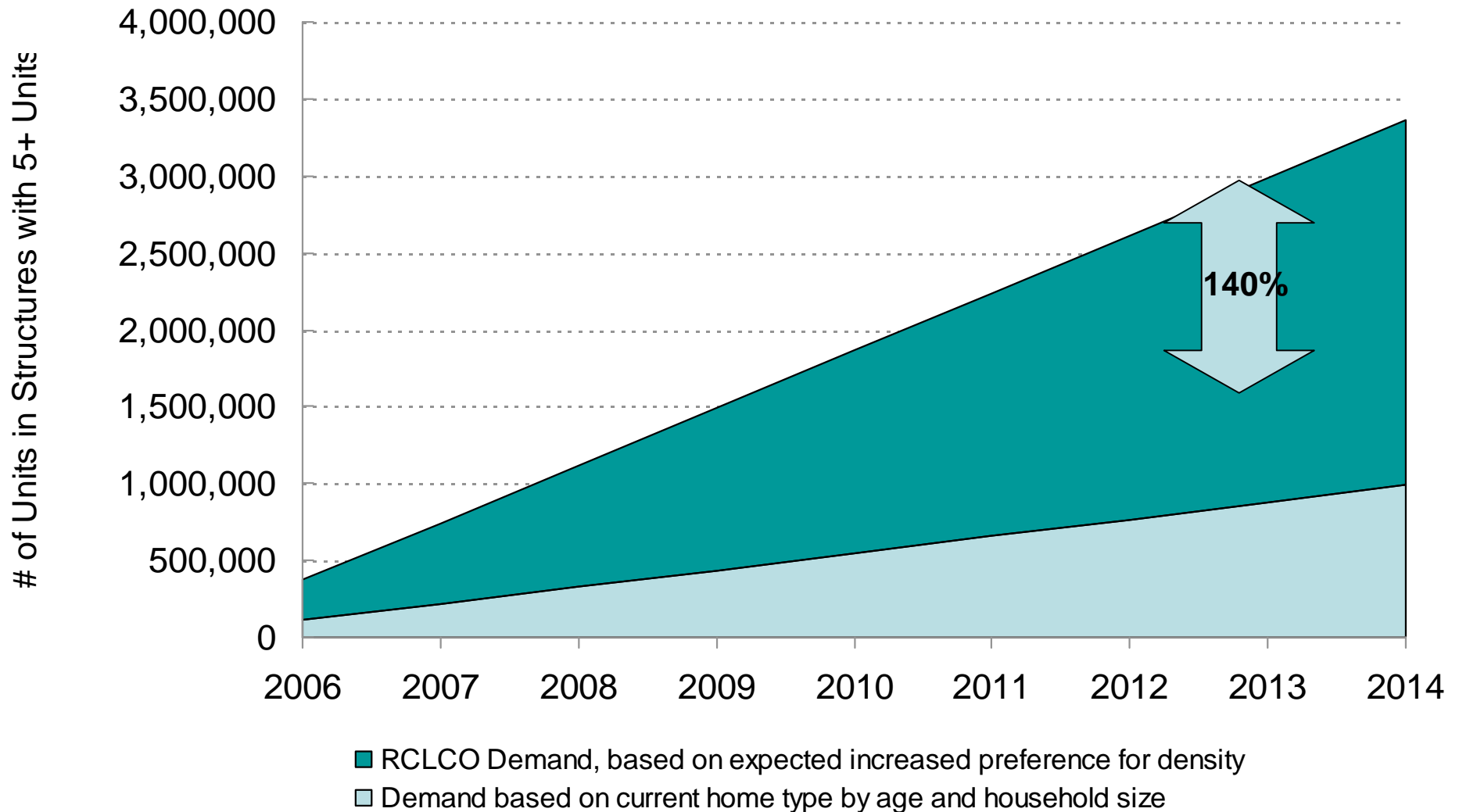
Gen-X & Gen-Y making “family” location decisions differently from prior generations.

Neighborhood Preferences



Source: National Association of Realtors & Smart Growth America, American Preference Survey 2004.

Demographic + Preference Shift = Higher Demand for Density



SOURCE: RCLCO Consumer Research

Tear Up a Parking Lot ***Rebuild Paradise***

Large, flat and well drained.

Major infrastructure in place.

4+ lane access; transit-ready right-of-ways.

Single ownership – *Kelo* problems reduced.

Committed to commercial/mixed use.

Can turn NIMBYs into YIMBYs.

Slide title phrase adapted from Joni Mitchell, *Big Yellow Taxi*, refrain: “Pave over paradise, put up a parking lot.”

Leadership in Sustainability

- 7 Billion LEED square feet built in US since 1998 = 10% of total
- About *half* of new Las Vegas downtown projects LEED certified.
- Vegas leads nation in densification in '90s:

<i>Las Vegas</i>	21.6%
Los Angeles	10.3%
Orlando	9.4%
Seattle	9.1%
Portland	8.0%
Houston	8.0%
San Francisco	8.0%
Phoenix	6.6%

Leadership in Sustainability

Las Vegas will lead the US in sustainable urban development because it:

Has the fastest rate of change in its built environment so it has the most opportunity.

Has unique economic and political dynamics facilitating innovation and leadership.

Has to.



***Vegas:
We need your
leadership.***