

October 27, 2017

TO: Mayor John Suthers, Jeff Greene, Deborah Howes, George Nehme, Clarissa Arellano, Amy Reid, and Plan COS Steering Committee Members

From: Harry A. Salzman, acting as spokesperson for Pikes Peak Area Realtors (PPAR)

Re: Plan COS "Chapter 2: Vibrant Neighborhoods Working Draft"

(Excerpt of letter)

The information I am sharing here is to demonstrate why we feel it **is necessary for the Plan COS Steering Committee and Consultants to consider the opinions and homeownership data from PPAR when it comes to "Vibrant Neighborhoods."**

From the calendar year 2012 up through November 2017 there have been 74,833 sales of single family/patio homes through the Pikes Peak MLS system.

As of October 20, 2017, the El Paso County Assessor shows the total of single family detached and patio homes to be 114,890 in the city proper and a total of 181,281 in El Paso County. Therefore, 63.3% of the total homes in the County are located within the City of Colorado Springs.

From that we can realistically assume that 63.3% of the total closings from 2012 through November 2017 referenced above were homes within the City.

Bottom Line? In just the last 5 11/12 years local Realtors have served 65.1% of the City's Single-Family Homeownership (74,833 divided by 114,890). **Having played an instrumental role in finding out the needs and wants of these families, we have the pulse on what they want in their neighborhoods and a high level of insight into what they expect from the City, both at present and for the future.**

PPAR will always be the source of "actual facts", not suppositions that are being made for twenty years out.

(end excerpt)