

Update Material for Presentation to  
City Council on  
November 24, 2014

Addendum to original Presentation to  
City Council on November 10, 2014

Includes:

- Relocation History
- Update of American Household Net Worth
- NAR Median Sales Price of Existing Single Family Homes (quarter ending 9.30.14)
- *Forbes*' 11.14 "Best States for Business"

**"Ways C4C Can Raise Public Support by Showing Benefits for Homeowners and Potential Homeowners"**

Presented by Harry A. Salzman, Broker/Owner

Salzman Real Estate Services, LTD

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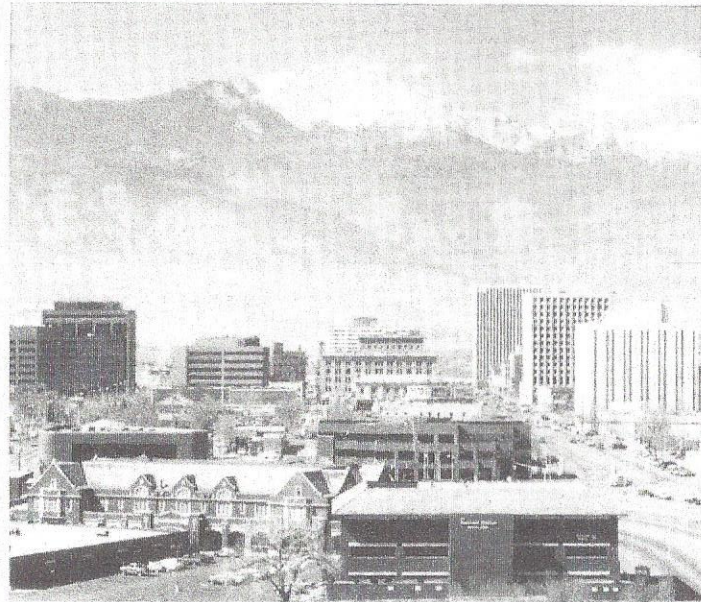
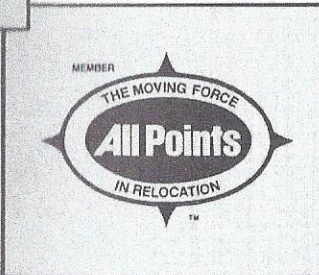
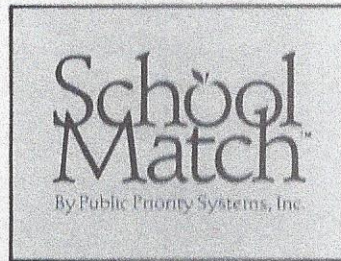
719.598.3200

## RELOCATION POLICIES AND TRENDS

Companies need relocation policies but many times policies need to be localized or regionalized. With the ever-changing economy and marketplace, corporate policies may need to be updated to respond to these changes. We keep abreast of new trends and concerns within the relocation process. We are here to assist in evaluating your current relocation policy as well as develop and implement a relocation policy and employee reimbursement benefit that serves your needs.

## EMPLOYEE PRODUCTIVITY

Employee productivity affects the bottom line of the corporation. Relocation of employees creates a great deal of stress. Initially there is excitement which soon turns to nervousness and confusion interfering with your employees productivity. RELOCATION REALTRONICS, INC. is here to assist your employees from the onset of relocation through adaptation to their new surroundings. Our members have made a commitment to insure each move is hassle-free.



## ECONOMIC DEVELOPMENT IN COLORADO SPRINGS

The president of RELOCATION REALTRONICS, INC., Harry Salzman, co-authored the original presentation for the Colorado Springs Economic Development Council. The Economic Development Council was created in 1972 to diversify our economic base, increase average income and insure future opportunities for our children.

With quality of life foremost in mind the EDC continues to work to improve the infrastructure of Colorado Springs including the airport, roads and utilities, and offer it's support of technical education as well as the State's economic development plan. The EDC, as well as RELOCATION REALTRONICS, INC., understands the difference your business will make in the economy of our city and the future importance of having you here. That is why we are dedicated to facilitating your relocation financially.

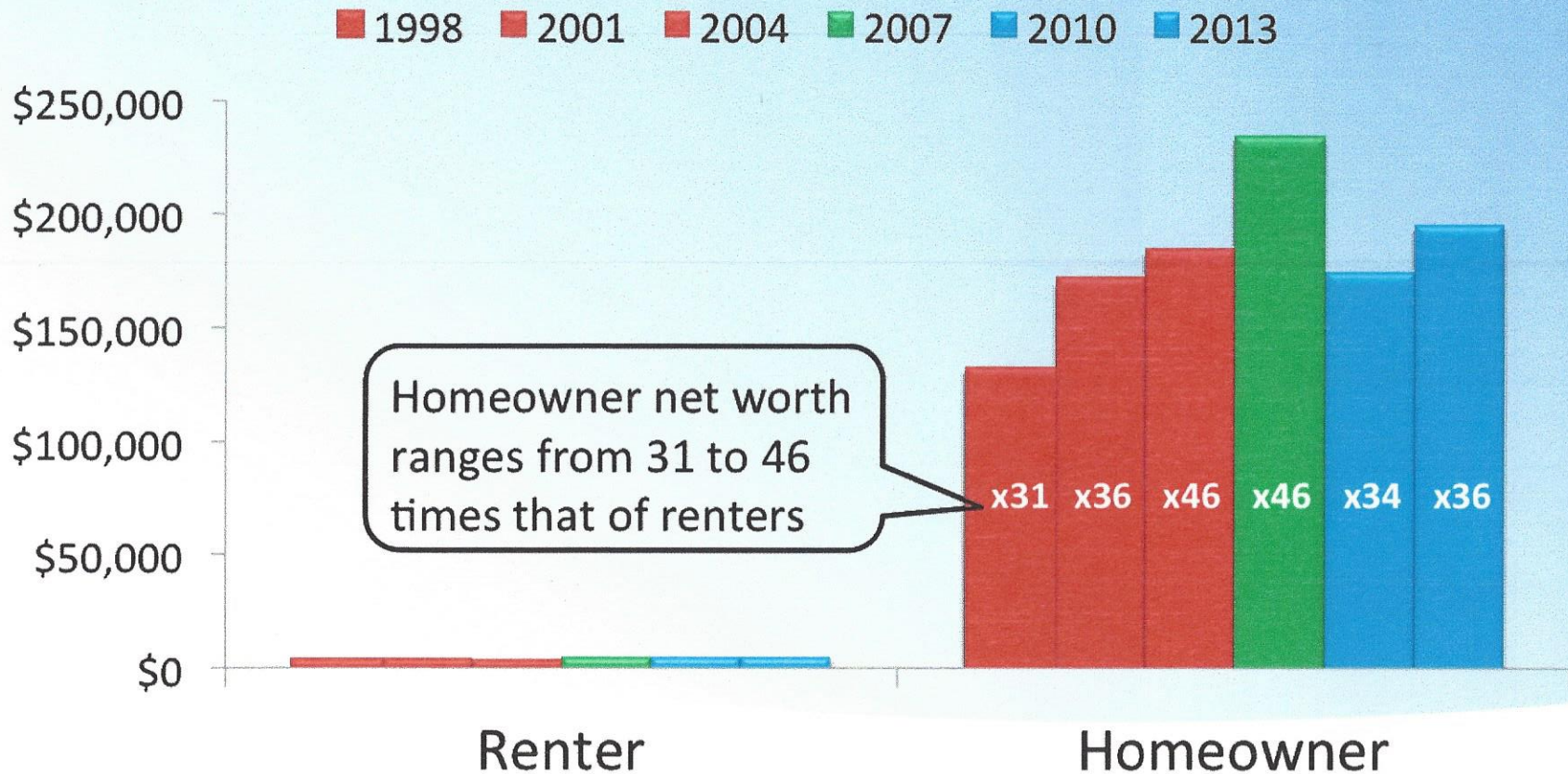
The Colorado Springs Economic Development Council and RELOCATION REALTRONICS, INC. share the same goals and philosophies to help firms relocate to Colorado Springs. We know that an economic development plan improves other community planning programs which in turn results in benefits for current residents and those relocating here.



COLORADO SPRINGS  
ECONOMIC DEVELOPMENT COUNCIL

← Taken from original Relocation Brochure titled "The Employee Resource for moving" by Harry A. Salzman © 1988

# Household Net Worth (\$5,500 vs. \$195,500)



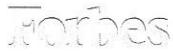
Source: Federal Reserve Survey of Consumer Finances



Metropolitan Area		2011	2012	2013	2013.III	2013.IV	2014.I	2014.II r	2014.III p	%Chya
(Not Seasonally Adjusted, 000s)										
24020	Glens Falls, NY	156.2	164.4	160.6	162.4	161.8	155.3	159.6	171.1	5.4%
24340	Grand Rapids, MI	99.5	112.3	128.4	135.7	126.2	122.6	142.0	145.5	7.2%
24580	Green Bay, WI	134.8	134.7	134.7	138.4	130.6	140.7	147.9	153.1	10.6%
24660	Greensboro-High Point, NC	123.8	124.8	131.0	136.1	126.9	121.1	137.4	142.5	4.7%
24860	Greenville, SC	144.5	152.0	159.2	165.5	159.5	156.8	165.2	169.8	2.6%
25060	Gulfport-Biloxi, MS	104.8	101.0	107.8	116.8	108.7	101.2	113.0	126.7	8.5%
25180	Hagerstown-Martinsburg, MD-WV	131.3	134.7	147.8	158.7	146.1	141.6	152.9	156.9	-1.1%
25540	Hartford-West Hartford-East Hartford, CT	227.6	222.8	227.0	238.5	220.5	209.3	225.9	233.8	-2.0%
26180	Honolulu, HI	597.0	628.8	661.5	679.8	670.8	672.3	678.5	677.6	-0.3%
26420	Houston-Baytown-Sugar Land, TX	155.7	164.8	181.3	186.6	182.3	184.6	204.0	202.5	8.5%
26620	Huntsville, AL	172.8	173.6	171.6	178.5	171.8	161.0	179.0	171.6	-3.9%
26900	Indianapolis, IN	123.9	129.6	136.7	143.5	136.3	132.9	148.7	149.8	4.4%
27140	Jackson, MS	135.9	143.7	148.2	153.3	143.7	142.3	157.8	161.8	5.5%
27260	Jacksonville, FL	123.6	128.2	160.8	185.0	159.0	165.0	185.0	186.5	0.8%
28100	Kankakee-Bradley, IL	118.4	119.3	111.5	115.2	114.3	95.3	126.7	115.9	0.6%
28140	Kansas City, MO-KS	133.2	142.6	154.8	162.3	154.2	140.8	164.3	165.4	1.9%
28420	Kennewick-Richland-Pasco, WA	176.5	183.3	186.6	189.6	186.9	178.8	185.8	192.9	1.7%
28740	Kingston, NY	201.2	190.2	207.9	220.7	197.8	181.5	209.2	205.9	-6.7%
28940	Knoxville, TN	141.0	141.3	146.7	152.9	144.7	136.6	152.0	155.6	1.8%
29460	Lakeland-Winter Haven, FL	N/A	101.5	117.3	129.0	122.4	125.0	130.0	140.2	8.7%
29620	Lansing-E.Lansing, MI	77.5	87.2	102.2	112.7	108.5	100.6	121.7	126.0	11.8%
29820	Las Vegas-Paradise, NV	124.7	134.1	173.8	181.9	185.3	191.6	196.2	203.0	11.6%
30460	Lexington-Fayette, KY	138.6	143.2	143.8	147.0	138.7	134.7	148.5	147.3	0.2%
30700	Lincoln, NE	133.0	139.6	143.3	144.9	143.2	134.8	145.7	145.7	0.6%
30780	Little Rock-N. Little Rock, AR	129.8	138.2	137.0	138.7	131.6	124.3	135.6	135.6	-2.2%
31100	Los Angeles-Long Beach-Santa Ana, CA	307.7	327.5	405.6	448.9	423.1	406.2	420.3	481.9	7.3%
31140	Louisville, KY-IN	130.4	137.1	139.5	145.1	135.2	131.1	143.3	151.2	4.2%
31540	Madison, WI	213.2	210.6	221.5	229.2	218.5	210.0	224.7	239.4	4.5%
31700	Manchester-Nashua, NH	213.5	212.8	229.2	241.8	221.9	212.9	237.4	240.3	-0.6%
32820	Memphis, TN-MS-AR	112.3	117.2	129.4	137.5	126.7	125.9	142.1	148.1	7.7%
33100	Miami-Fort Lauderdale-Miami Beach, FL	181.1	203.1	246.0	260.1	254.9	259.0	270.0	270.0	3.8%
33340	Milwaukee-Waukesha-West Allis, WI	185.2	187.4	200.7	211.8	191.3	186.0	207.7	219.5	3.6%
33460	Minneapolis-St. Paul-Bloomington, MN-WI	154.7	171.8	196.2	208.0	197.1	188.2	212.9	219.1	5.3%
33660	Mobile, AL	103.2	105.0	108.4	114.8	104.7	104.9	122.1	119.6	4.2%
33860	Montgomery, AL	128.2	128.3	133.4	141.6	129.5	129.1	136.9	142.9	0.9%
34820	Myrtle Beach-Conway-North Myrtle Beach, SC-NC	171.0	167.5	176.9	180.0	182.4	174.2	177.1	178.9	-0.6%
34940	Naples-Marco Island, FL	N/A	253.5	312.7	295.5	310.9	379.9	405.0	342.5	15.9%
34980	Nashville-Davidson--Murfreesboro, TN	151.9	160.6	176.4	177.3	172.0	168.0	184.9	191.8	8.2%
35300	New Haven-Milford, CT	223.1	220.6	226.5	247.8	218.5	199.7	229.6	255.0	2.9%
35380	New Orleans-Metairie-Kenner, LA	153.0	156.2	164.7	162.5	160.4	157.6	168.9	167.1	2.8%
35620	New York-Northern New Jersey-Long Island, NY-NJ-PA	378.7	379.3	391.8	406.4	386.3	381.3	396.7	410.8	1.1%
35620.1	New York-Wayne-White Plains, NY-NJ	442.6	444.9	465.7	483.3	462.0	455.2	466.2	489.9	1.4%
35620.2	NY: Edison, NJ	313.9	298.2	302.1	324.6	308.4	292.1	308.7	325.4	0.2%
35620.3	NY: Nassau-Suffolk, NY	375.9	382.7	396.8	401.1	393.4	387.8	412.9	409.7	2.1%
35620.4	NY: Newark-Union, NJ-PA	370.5	369.7	381.3	411.2	357.0	350.9	387.5	409.1	-0.5%
35980	Norwich-New London, CT	184.1	186.9	186.6	215.3	179.6	163.4	184.3	191.2	-11.2%
36100	Ocala, FL	80.9	90.7	100.9	103.6	101.2	95.0	105.0	108.0	4.2%
36420	Oklahoma City, OK	141.6	145.0	153.1	161.1	149.2	152.4	146.1	151.2	-6.1%
36540	Omaha, NE-IA	135.7	139.2	145.7	149.5	142.2	138.5	150.8	155.4	3.9%
36740	Orlando, FL	124.9	134.0	160.4	172.0	165.8	178.0	182.0	180.0	4.6%
36780	Oshkosh-Neenah, WI	114.8	117.7	125.6	120.9	129.7	108.3	121.9	131.5	8.8%
37340	Palm Bay-Melbourne-Titusville, FL	108.5	116.5	126.2	125.8	130.9	129.4	137.0	145.0	15.3%
37380	Palm Coast, FL	N/A	122.7	143.7	151.1	148.8	146.0	159.0	157.5	4.2%
37460	Panama City-Lynn Haven-Panama City Beach, FL	N/A	139.9	153.3	179.7	155.3	162.0	169.0	178.5	-0.7%
37860	Pensacola-Ferry Pass-Brent, FL	134.6	135.9	152.4	159.8	149.4	139.9	156.3	155.0	-3.0%
37900	Peoria, IL	119.8	130.3	114.4	119.5	111.9	96.5	126.0	125.4	4.9%
37980	Philadelphia-Camden-Wilmington, PA-NJ-DE-MD	210.1	213.4	220.3	231.6	214.3	201.8	227.2	231.3	-0.1%
38060	Phoenix-Mesa-Scottsdale, AZ	115.5	147.6	183.6	191.7	192.7	194.3	198.6	200.5	4.6%
38340	Pittsfield, MA	188.3	183.1	183.4	194.2	188.6	201.9	176.0	184.0	-5.3%
38940	Port St. Lucie, FL	N/A	119.8	137.3	143.9	143.4	139.9	153.0	160.0	11.2%
38860	Portland-South Portland-Biddeford, ME	213.7	219.5	228.9	236.0	227.9	211.0	227.4	233.7	-1.0%
38900	Portland-Vancouver-Beaverton, OR-WA	219.5	232.9	265.5	276.2	267.5	271.9	286.2	291.3	5.5%
39300	Providence-New Bedford-Fall River, RI-MA	217.2	214.7	230.8	241.4	227.9	217.1	245.5	243.3	0.8%
39460	Punta Gorda, FL	N/A	114.8	138.7	147.9	136.9	139.9	153.4	142.0	-4.0%
39580	Raleigh-Cary, NC	185.2	188.5	196.9	202.7	199.8	193.2	211.6	212.5	4.8%
39740	Reading, PA	143.1	146.0	148.2	153.7	147.8	143.5	150.6	159.0	3.4%
39900	Reno-Sparks, NV	158.0	169.7	218.4	224.8	228.4	228.4	244.1	250.6	11.5%
40060	Richmond, VA	187.1	193.6	207.5	217.4	201.8	202.4	221.5	229.9	5.7%
40140	Riverside-San Bernardino-Ontario, CA	172.3	189.3	241.6	249.1	263.6	266.7	274.6	275.7	10.7%
40380	Rochester, NY	119.7	124.2	126.3	132.1	122.7	117.7	128.1	127.2	-3.7%
40420	Rockford, IL	92.0	89.2	86.6	89.2	80.9	73.1	85.3	98.1	10.0%
40900	Sacramento--Arden-Arcade--Roseville, CA	166.1	176.8	239.5	255.9	250.4	255.8	271.0	275.3	7.6%
40980	Saginaw-Saginaw Township North, MI	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
41180	Saint Louis, MO-II.	121.8	123.9	134.3	143.7	130.3	120.5	149.9	150.2	4.5%
41420	Salem, OR	146.2	147.7	168.5	184.9	184.3	168.6	200.4	192.2	3.9%
41620	Salt Lake City, UT	182.2	204.7	230.6	231.5	237.0	233.9	242.1	N/A	N/A

Metropolitan Area	2011	2012	2013	2013.III	2013.IV	2014.I	2014.II r	2014.III p	%Chya	
	(Not Seasonally Adjusted, 000s)									
41700	San Antonio, TX	152.5	159.5	171.0	175.0	171.7	169.3	184.2	186.4	6.5%
41740	San Diego-Carlsbad-San Marcos, CA	370.3	385.5	464.3	485.0	476.8	483.0	504.2	517.8	6.8%
41860	San Francisco-Oakland-Fremont, CA	483.4	543.8	679.2	695.9	682.4	679.8	769.6	744.4	7.0%
41940	San Jose-Sunnyvale-Santa Clara, CA	570.0	645.0	780.0	805.0	775.0	808.0	899.5	860.0	6.8%
42260	Sarasota-Bradenton-Venice, FL	156.2	171.9	203.9	213.5	207.8	211.7	221.3	222.0	4.0%
42660	Seattle-Tacoma-Bellevue, WA	285.0	300.4	336.3	354.7	344.4	339.9	357.4	359.9	1.5%
42680	Sebastian-Vero Beach, FL	N/A	138.6	157.0	160.3	150.8	155.0	160.0	165.0	2.9%
43340	Shreveport-Bossier City, LA	156.2	156.6	162.4	170.5	155.2	150.1	156.6	166.1	-2.6%
43620	Sioux Falls, SD	141.4	149.2	155.5	158.1	153.4	153.1	162.4	162.4	2.7%
43780	South Bend-Mishawaka, IN	83.6	85.7	95.2	105.7	101.1	85.7	111.4	112.9	6.8%
43900	Spartanburg, SC	117.0	122.7	128.2	133.9	130.5	118.3	128.8	136.2	1.7%
44060	Spokane, WA	162.3	169.5	174.2	181.6	171.0	167.9	178.5	185.8	2.3%
44100	Springfield, IL	117.2	121.0	116.9	120.6	105.3	103.3	126.8	135.7	12.5%
44140	Springfield, MA	181.4	178.9	189.8	201.4	183.5	179.1	199.0	200.0	-0.7%
44180	Springfield, MO	104.7	108.4	117.1	123.5	118.1	111.0	123.3	125.2	1.4%
45060	Syracuse, NY	122.9	124.8	125.5	130.7	125.3	118.0	124.6	131.4	0.5%
45220	Tallahassee, FL	143.0	144.9	171.9	176.5	168.3	160.0	165.0	175.0	-0.8%
45300	Tampa-St. Petersburg-Clearwater, FL	127.8	133.9	142.8	159.9	142.4	145.0	156.0	145.0	-9.3%
45780	Toledo, OH	75.7	80.4	81.7	87.5	80.5	72.1	95.9	107.0	22.3%
45820	Topeka, KS	101.5	106.2	109.0	106.9	108.6	100.0	120.7	114.5	7.1%
45940	Trenton-Ewing, NJ	240.1	247.6	257.5	298.9	232.9	225.4	271.8	296.3	-0.9%
46060	Tucson, AZ	134.5	149.9	169.6	172.4	170.2	175.7	176.9	176.1	2.1%
46140	Tulsa, OK	129.7	136.3	143.1	146.5	138.4	131.4	146.9	150.9	3.0%
47260	Virginia Beach-Norfolk-Newport News, VA-NC	182.9	187.5	193.0	200.5	185.0	175.0	200.0	208.0	3.8%
47900	Washington-Arlington-Alexandria, DC-VA-MD-WV	325.4	352.0	381.9	392.5	368.0	358.9	403.6	389.1	-0.9%
47940	Waterloo/Cedar Falls, IA	112.8	117.6	125.5	130.8	123.1	119.1	123.2	131.0	0.2%
48620	Wichita, KS	115.6	116.9	122.2	125.6	119.0	114.2	128.4	128.9	2.6%
48900	Wilmington, NC	193.2	194.1	207.2	214.6	212.2	206.8	217.2	204.2	-4.8%
49180	Winston-Salem, NC	125.9	123.6	128.7	131.0	124.4	120.1	137.4	143.7	9.7%
49340	Worcester, MA	209.6	206.0	231.3	241.8	228.2	226.0	240.5	240.3	-0.6%
49420	Yakima, WA	150.4	162.0	160.0	164.1	159.1	153.2	159.3	165.6	0.9%
49620	York-Hanover, PA	151.6	146.8	150.5	155.8	149.7	145.6	149.8	160.3	2.9%
49660	Youngstown-Warren-Boardman, OH-PA	N/A	72.6	75.4	84.6	73.6	64.6	78.6	84.5	-0.1%

\*All areas are metropolitan statistical areas (MSA) as defined by the US Office of Management and Budget though in some areas an exact match is not possible from the available data. MSAs include the named central city and surrounding areas and may not match local reporting due to differences in specification. N/A Not Available p Preliminary r Revised  
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Best States for Business

**Forbes 400 Richest Americans**

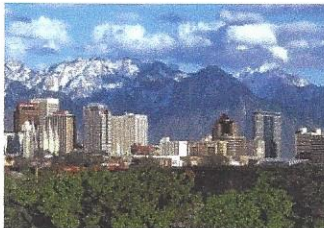
**World's Most Powerful People**

**The World's Billionaires**

**World's Most Powerful Women**

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## Utah Is Top Spot For Business

A pro-business regulatory climate, low energy costs and robust employment outlook returns Utah to the No. 1 ranking. [Continue](#)

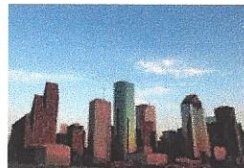
By Kurt Badenhausen 11.12.14

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**In Pictures: Best & Worst States For Business**



**Texas Is Leading State For Future Job Growth**



**Biggest Public Companies In Each State**

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Rank	State	Business Costs Rank	Labor Supply Rank	Regulatory Environment Rank	Economic Climate Rank	Growth Prospects Rank	Quality of Population Life Rank	
1	<b>Utah</b>	5	4	9	6	10	16	2,923,000
2	<b>North Dakota</b>	9	9	18	4	2	24	733,200
3	<b>North Carolina</b>	4	7	2	24	9	31	9,901,400
4	<b>Virginia</b>	24	2	1	12	33	5	8,292,700
5	<b>Colorado</b>	35	1	13	8	4	9	5,307,800
6	<b>Texas</b>	13	11	16	1	1	33	26,654,300

**See Also**

- [How to Start a Business](#)
- [Work from Home Jobs](#)
- [Easy Start Up Business](#)
- [Businesses to Start From Home](#)
- [How to Start an Online Business](#)
- [Business Plan Samples](#)

**OTHER LISTS**

- [Forbes 400 Richest Americans](#)
- [World's Most Powerful Women](#)
- [The World's Billionaires](#)

Global 2000 Leading Companies	Rank	State	Most Popular	Business Costs Rank	Labor Supply Rank	Regulatory Environment Rank	Economic Climate Rank	Growth Prospects Rank	Quality of Life Rank	Population
Forbes 2014 Best States for Business	7	Nebraska	America's Youngest Billionaires	8	22	9	2	46	14	1,873,500
	8	Washington	Most Powerful People	20	6	30	17	6	29	7,002,500
	9	Minnesota	Under 30 Summit	33	18	22	7	23	2	5,439,200
	10	Oklahoma		7	31	14	5	15	41	3,865,900

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FORBES VIDEO



Forbes 400 2014: Meet The Richest



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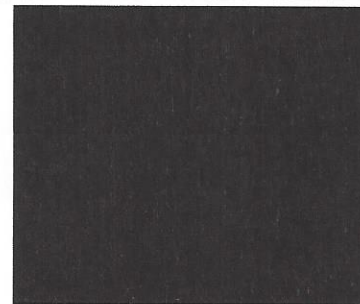
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**Premise:** The general public is more concerned with what the City For Champions can do for THEM than what it can do for tourism.

- No one has explained to the 129,031 single-family homeowners in Colorado Springs how the C4C can put money in their pockets as well as improve their quality of life.
- City Council should NOT promote the fact that they don't support C4C. This is sending negative signals to the general public. If they are against C4C then they ought to explain what THEY have done to help create new jobs and what THEY have researched as an alternative for a better quality of life for the citizens.
- Citizens of a community are very interested in a "Work/Life Balance" and C4C will provide new and existing family activities that are essential for the city's growth.

**Fact:** City for Champions can be used to show local citizens how THEIR bottom line will improve over time.

### **Home Appreciation**

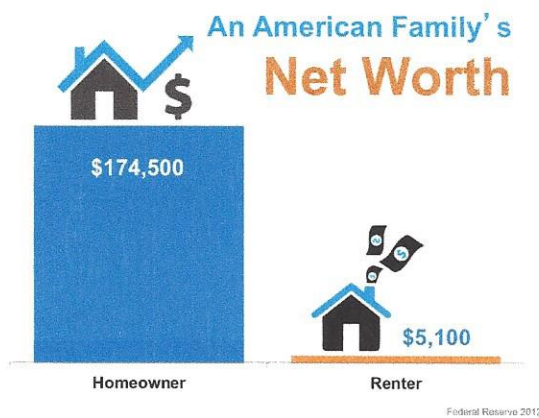
- Of the 129,031 single-family residential properties in Colorado Springs (from 2013 tax records), approximately 100,000 are full time residents—assuming some homes are rental properties, some are second homes and a few homes are in foreclosure. With an average of 2.5 people per household, that means we need to be marketing this most especially to about 250,000 folks who care what C4C can do for them personally.
- The median home appreciation of existing single-family homes in the USA over the past 4 quarters (as of June 30, 2014) is 4.4%. Colorado Springs' appreciation over the same period is 1.4%, basically in the bottom quarter. Bottom line—below average appreciation for our local homeowners.
- Colorado Springs has lackluster growth

- A city without facilities like those proposed by C4C does not excite people who are considering relocation.
- Without C4C, potential job growth and employer/employee relocation, and thus home sales and median prices, will not improve.
- With C4C, there will be approximately 5100 jobs created and hopefully companies will want to relocate to our newly thriving town. This will increase home values for all homeowners.
- Homeowners need to understand that their support of C4C is supporting THEIR biggest investment—their home. And in some cases, C4C also supports their personal businesses by bringing in more potential customers either through relocation or tourism.

### **My Thoughts on Marketing “City for Champions”**

- Explain what C4C is potentially going to do for homeowners and potential homeowners by increasing their investment over time.
- New, multiple venues to help provide a meaningful experience for all families in the community—not just to create more tourism dollars.
- When communicating with companies who are looking to relocate and make them aware of what’s coming with the C4C that will appeal to their employees who would be relocating. At present, COS doesn’t compare favorably with cities who offer special incentives for businesses to relocate. Denver is a good example of that. As well as Austin, Tucson, Oklahoma City, Salt Lake, Portland, Memphis and many more. Researchers also consider the level of excitement in a community and C4C offers that potential.
- Show how job growth will increase market demand for housing:
  - > Demand => Appreciation
  - < Jobs = Flat Economy + < Fair Market Valuation of Homes

- Housing plays an important part in the new worth of the citizens of a city. The Federal Reserve presented findings from a study completed a year ago:
- The average American family has a net worth of \$77,300
- Of that net worth, 61.4% (\$47,500) of it is in home equity
- A homeowner's net worth is over thirty times great than that of a renter
- The average homeowner has a net worth of \$174,500 while the average net worth of a renter is \$5,100
- Many households own a primary residence (65.2%). It is the most commonly held non-financial asset after vehicles (86.3%)



### Homeowners Net Worth...



**BOTTOM LINE:** The Fed study found that homeownership is still a great way for a family to build wealth in America.

- C4C will create more spending. More spending means more sales tax income which will help support improvements for a thriving community

## In Conclusion

**Knowledge Without Implementation= ZERO Return  
For The Community And Its Citizens.**

Thank you for listening to me today and for taking the time to read this handout. If you have any thoughts or questions please give email me or give me a call and I'll be happy to discuss any of this in greater detail.

## Harry Salzman

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**From:** Stephen Fischer [StephenFischer@elpasoco.com]  
**Sent:** Tuesday, September 09, 2014 7:51 AM  
**To:** Harry Salzman  
**Subject:** Single Family Residential 2013 Tax Bill Counts

Harry—

Based on the data available there are 192,531 single family residential properties that received a tax bill in 2013. Of those parcels 129,031 are in the City of Colorado Springs.

--Steve

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### Stephen Fischer

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# What Makes a City Smart?

DAILY REAL ESTATE NEWS | MONDAY, SEPTEMBER 15, 2014

Everyone wants to live in a smart place. But the magic mix that draws people in is composed of a lot of different dynamics coming together all at once, according to the National Geographic Channel's Smart Cities program.

"A city needs a heart and soul—typically the center, where people congregate for work and leisure. Smart cities are well-connected locally and internationally, have a sustainable lifestyle, and are places where people come first," says Ian MacFarlane, consultant for the program.

National Geographic's *Traveler* magazine recently compiled a list of the 50 top attributes that make for a smart city, naming cities that exemplify each factor along the way. Of course, the authors were thinking of travel destinations when they put the list together, but many items on their list matched attributes that make for a top place to live, too. Here are a few that resonated with the U.S. real estate industry:

- **Support for local artisans.** Example: Paducah, Ky. was recently named a UNESCO City of Crafts and Folk Art for its promotion of its fiber arts assets and its attempts to attract creative types to its LowerTown Arts District.
- **Dreamers who foster innovation.** Example: San Francisco is a city that has more than its fair share of tech start-ups and their eager investors.
- **Urban farming.** Example: Manhattan was ahead of the curve when Bell Book & Candle started growing greens in aeroponic rooftop gardens many years ago.
- **High-tech data streams.** Example: Chattanooga, Tenn. got the nickname of "Gig City" for its lightning-fast Internet.

The magazine included 47 other examples from around the world of how cities are demonstrating the types of intelligence that delight travelers and residents alike in the upcoming issue.

Source: "[\*The 2014 Traveler 50: World's Smartest Cities\*](#)," National Geographic's *Traveler* magazine (October 2014 issue).