



**Request for Proposal
RFP-4071-15-DH**

**New Development of the Property Formerly Known as
White Hall
600 White Avenue
Grand Junction, CO**

RESPONSES DUE:

September 15, 2015 prior to 3:00 PM Local

Accepting Electronic Responses Only

**Responses Only Submitted Through the Rocky Mountain E-Purchasing
System (RMEPS)**

<https://www.rockymountainbidsystem.com/default.asp>

**(Purchasing Representative does not have access or control of the vendor side of RMEPS.
If website or other problems arise during response submission, vendor MUST contact
RMEPS to resolve issue prior to the response deadline. 800-835-4603)**

PURCHASING REPRESENTATIVE:

Duane Hoff Jr., Senior Buyer

duaneh@gjcity.org

970-244-1545

This solicitation has been developed specifically for a Request for Proposal intended to solicit competitive responses for this solicitation, and may not be the same as previous City of Grand Junction/Mesa County solicitations. All offerors are urged to thoroughly review this solicitation prior to submitting. Submittal by **FAX, EMAIL or HARD COPY IS NOT ACCEPTABLE** for this solicitation.

REQUEST FOR PROPOSAL

TABLE OF CONTENTS

Section

- 1.0 Administrative Information and Conditions for Submittal**
- 2.0 General Contract Terms and Conditions**
- 3.0 Specifications/Scope of Services**
- 4.0 Preparation and Submittal of Proposals**
- 5.0 Evaluation Criteria and Factors**
- 6.0 Solicitation Response Form**

REQUEST FOR PROPOSAL

SECTION 1.0: ADMINISTRATIVE INFORMATION & CONDITIONS FOR SUBMITTAL

- 1.1 Issuing Office:** This Request for Proposal (RFP) is issued by the City of Grand Junction, on behalf of the Grand Junction Downtown Development Authority (DDA). All contact regarding this RFP shall be directed to:
- RFP Questions:**
Duane Hoff Jr., Senior Buyer
duaneh@gjcity.org
- 1.2 Purpose:** The purpose of this RFP is to obtain proposals from qualified professional developers to purchase the White Hall property and construct a commercial, residential, or mixed use project on the site.
- 1.3 The Owner:** The Owner is the Grand Junction Downtown Development Authority (DDA) and is referred to throughout this Solicitation. The term Owner means the Owner or his authorized representative.
- 1.4 Pre-Proposal Briefing/Site Visit:** A site visit is recommended by all Developers intending to submit a response to this RFP. **The site visit shall be held at the City of Grand Junction City Hall Auditorium located at 250, N. 5th Street, Grand Junction, CO on August 12, 2015 at 11:00am.**
- 1.5 Compliance:** All participating Offerors, by their signature hereunder, shall agree to comply with all conditions, requirements, and instructions of this RFP as stated or implied herein. Should the Owner omit anything from this packet which is necessary to the clear understanding of the requirements, or should it appear that various instructions are in conflict, the Offeror(s) shall secure instructions from the Purchasing Division prior to the date and time of the submittal deadline shown in this RFP.
- 1.6 Submission:** Please refer to section 4.0 for what is to be included. **Each proposal shall be submitted in electronic format only, and only through the Rocky Mountain E-Purchasing website (<https://www.rockymountainbidssystem.com/default.asp>).** *This site offers both "free" and "paying" registration options that allow for full access of the Owner's documents and for electronic submission of proposals. (Note: "free" registration may take up to 24 hours to process. Please Plan accordingly.)* Please view our **"Electronic Vendor Registration Guide"** at <http://www.gjcity.org/BidOpenings.aspx> for details. For proper comparison and evaluation, the City requests that proposals be formatted as directed in Section 5.0 "Preparation and Submittal of Proposals." Submittals received that fail to follow this format may be ruled non-responsive. (Purchasing Representative does not have access or control of the vendor side of RMEPS. If website or other problems arise during response submission, vendor **MUST** contact RMEPS to resolve issue prior to the response deadline. **800-835-4603**)
- 1.7 Altering Proposals:** Any alterations made prior to opening date and time must be initialed by the signer of the proposal, guaranteeing authenticity. Proposals cannot be altered or amended after submission deadline.

- 1.8 Withdrawal of Proposal:** A proposal must be firm and valid for award and may not be withdrawn or canceled by the Offeror for sixty (60) days following the submittal deadline date, and only prior to award. The Offeror so agrees upon submittal of their proposal. After award this statement is not applicable.
- 1.9 Addenda:** All Questions shall be submitted in writing to the appropriate person as shown in Section 1.1. Any interpretations, corrections and changes to this RFP or extensions to the opening/receipt date shall be made by a written Addendum to the RFP by the Owner. Sole authority to authorize addenda shall be vested in the City of Grand Junction Purchasing Representative. Addenda will be issued electronically through the Rocky Mountain E-Purchasing website at www.rockymountainbidsystem.com. Offerors shall acknowledge receipt of all addenda in their proposal.
- 1.10 Exceptions and Substitutions:** All proposals meeting the intent of this RFP shall be considered for award. Offerors taking exception to the specifications shall do so at their own risk. The Owner reserves the right to accept or reject any or all substitutions or alternatives. When offering substitutions and/or alternatives, Offeror must state these exceptions in the section pertaining to that area. Exception/substitution, if accepted, must meet or exceed the stated intent and/or specifications. The absence of such a list shall indicate that the Offeror has not taken exceptions, and if awarded a contract, shall hold the Offeror responsible to perform in strict accordance with the specifications or scope of work contained herein.
- 1.11 Confidential Material:** All materials submitted in response to this RFP shall ultimately become public record and shall be subject to inspection after contract award. **“Proprietary or Confidential Information”** is defined as any information that is not generally known to competitors and which provides a competitive advantage. Unrestricted disclosure of proprietary information places it in the public domain. Only submittal information clearly identified with the words **“Confidential Disclosure”** and uploaded as a separate document shall establish a confidential, proprietary relationship. Any material to be treated as confidential or proprietary in nature must include a justification for the request. The request shall be reviewed and either approved or denied by the Owner. If denied, the proposer shall have the opportunity to withdraw its entire proposal, or to remove the confidential or proprietary restrictions. Neither cost nor pricing information nor the total proposal shall be considered confidential or proprietary
- 1.12 Response Material Ownership:** All proposals become the property of the Owner upon receipt and shall only be returned to the proposer at the Owner’s option. Selection or rejection of the proposal shall not affect this right. The Owner shall have the right to use all ideas or adaptations of the ideas contained in any proposal received in response to this RFP, subject to limitations outlined in the section titled “Confidential Material”. Disqualification of a proposal does not eliminate this right.
- 1.13 Minimal Standards for Responsible Prospective Offerors:** A prospective Offeror must affirmably demonstrate their responsibility. A prospective Offeror must meet the following requirements:

- Have adequate financial resources, or the ability to obtain such resources as required.
- Be able to comply with the required or proposed completion schedule.
- Have a satisfactory record of performance.
- Have a satisfactory record of integrity and ethics.
- Be otherwise qualified and eligible to receive an award and enter into a contract with the Owner.

1.14 Nonconforming Terms and Conditions: A proposal that includes terms and conditions that do not conform to the terms and conditions of this Request for Proposal is subject to rejection as non-responsive. The Owner reserves the right to permit the Offeror to withdraw nonconforming terms and conditions from its proposal prior to a determination by the Owner of non-responsiveness based on the submission of nonconforming terms and conditions

1.15 Open Records: All proposals shall be open for public inspection after the contract is awarded. Trade secrets and confidential information contained in the proposal so identified by offer as such shall be treated as confidential by the Owner to the extent allowable in the Open Records Act.

1.16 Sales Tax: City of Grand Junction/Mesa County is, by statute, exempt from the State Sales Tax and Federal Excise Tax; therefore, all fees shall not include taxes.

1.17 Public Opening: Proposals shall be opened in the City Hall Auditorium, 250 North 5th Street, Grand Junction, CO 81501, immediately following the proposal deadline. Offerors, their representatives and interested persons may be present. Only the names and locations on the proposing firms will be disclosed.

SECTION 2.0: GENERAL CONTRACT TERMS AND CONDITIONS

2.1. Acceptance of RFP Terms: A proposal submitted in response to this RFP shall constitute a binding offer. Acknowledgment of this condition shall be indicated on the Cover Letter by the Offeror or an officer of the Offeror legally authorized to execute contractual obligations. A submission in response to the RFP acknowledges acceptance by the Offeror of all terms and conditions, as set forth herein. An Offeror shall identify clearly and thoroughly any variations between its proposal and the Owner's RFP requirements. Failure to do so shall be deemed a waiver of any rights to subsequently modify the terms of performance, except as outlined or specified in the RFP.

2.2. Execution, Correlation, Intent, and Interpretations: The Contract Documents shall be signed by the Owner and Developer. By executing the contract, the Developer represents that they have familiarized themselves with the local conditions under which the Work is to be performed, and correlated their observations with the requirements of the Contract Documents. The Contract Documents are complementary, and what is required by any one, shall be as binding as if required by all. The intention of the documents is to include all labor, materials, equipment, services and other items necessary for the proper execution and completion of the scope of work as defined in the technical specifications and drawings contained herein. All drawings, specifications and

copies furnished by the Owner are, and shall remain, Owner property. They are not to be used on any other project.

- 2.3. Permits, Fees, & Notices:** The Developer shall secure and pay for all permits, fees and licenses necessary for the proper execution and completion of the work. The Developer shall give all notices and comply with all laws, ordinances, rules, regulations and orders of any public authority bearing on the performance of the work. If the Developer observes that any of the Contract Documents are at variance in any respect, Developer shall promptly notify the Owner in writing, and any necessary changes shall be adjusted by change order/amendment. If the Developer performs any work knowing it to be contrary to such laws, ordinances, rules and regulations, and without such notice to the Owner, Developer shall assume full responsibility and shall bear all costs attributable.
- 2.4. Responsibility for those Performing the Work:** The Developer shall be responsible to the Owner for the acts and omissions of all their employees and all other persons performing any of the work under a contract with the Developer.
- 2.5. Use of the Site:** The Developer shall confine operations at the site to areas permitted by law, ordinances, permits and the Contract Documents, and shall not unreasonably encumber the site with any materials or equipment.
- 2.6. Cleanup:** The Developer at all times shall keep the premises free from accumulation of waste materials or rubbish caused by their operations. At the completion of work they shall remove all their waste materials and rubbish from and about the project, as well as all their equipment and surplus materials.
- 2.7. Protection of Persons & Property:** The Developer shall comply with all applicable laws, ordinances, rules, regulations and orders of any public authority having jurisdiction for the safety of persons or property or to protect them from damage, injury or loss. Developer shall erect and maintain, as required by existing safeguards for safety and protection, and all reasonable precautions, including posting danger signs or other warnings against hazards promulgating safety regulations and notifying owners and users of adjacent utilities. When or where any direct or indirect damage or injury is done to public or private property by or on account of any act, omission, neglect, or misconduct by the Developer in the execution of the work, or in consequence of the non-execution thereof by the Developer, they shall restore, at their own expense, such property to a condition similar or equal to that existing before such damage or injury was done, by repairing, rebuilding, or otherwise restoring as may be directed, or it shall make good such damage or injury in an acceptable manner.
- 2.8. Changes in the Work:** The Owner, without invalidating the contract, may order changes in the work within the general scope of the contract consisting of additions, deletions or other revisions. All such changes in the work shall be authorized by Change Order and shall be executed under the applicable conditions of the contract documents. A Change Order is a written order to the Developer signed by the Owner issued after the execution of the contract, authorizing a change in the work or an adjustment in the contract sum or the contract time.

- 2.9. Minor Changes in the Work:** The Owner shall have authority to order minor changes in the work not involving an adjustment in the contract sum or an extension of the contract time and not inconsistent with the intent of the contract documents.
- 2.10. Uncovering & Correction of Work:** The Developer shall promptly correct all work found by the Owner as defective or as failing to conform to the contract documents. The Developer shall bear all costs of correcting such rejected work, including the cost of the Owner's additional services thereby made necessary. The Owner shall give such notice promptly after discover of condition. All such defective or non-conforming work under the above paragraphs shall be removed from the site where necessary and the work shall be corrected to comply with the contract documents without cost to the Owner.
- 2.11. Acceptance Not Waiver:** The Owner's acceptance or approval of any work furnished hereunder shall not in any way relieve the proposer of their present responsibility to maintain the high quality, integrity and timeliness of his work. The Owner's approval or acceptance of, or payment for, any services shall not be construed as a future waiver of any rights under this Contract, or of any cause of action arising out of performance under this Contract.
- 2.12. Change Order/Amendment:** No oral statement of any person shall modify or otherwise change, or affect the terms, conditions or specifications stated in the resulting contract. All change orders/amendments to the contract shall be made in writing by the Owner Purchasing Division.
- 2.13. Assignment:** The Offeror shall not sell, assign, transfer or convey any contract resulting from this RFP, in whole or in part, without the prior written approval from the Owner.
- 2.14. Compliance with Laws:** Proposals must comply with all Federal, State, County and local laws governing or covering this type of service and the fulfillment of all ADA (Americans with Disabilities Act) requirements. Developer hereby warrants that it is qualified to assume the responsibilities and render the services described herein and has all requisite corporate authority and professional licenses in good standing, required by law.
- 2.15. Debarment/Suspension:** The Developer hereby certifies that the Developer is not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any Governmental department or agency.
- 2.16. Confidentiality:** All information disclosed by the Owner to the Developer for the purpose of the work to be done or information that comes to the attention of the Developer during the course of performing such work is to be kept strictly confidential.
- 2.17. Conflict of Interest:** No public official and/or Owner employee shall have interest in any contract resulting from this RFP.
- 2.18. Contract:** This Request for Proposal, submitted documents, and any negotiations, when properly accepted by the Owner, shall constitute a contract equally binding between the Owner and Offeror. The contract represents the entire and integrated agreement

between the parties hereto and supersedes all prior negotiations, representations, or agreements, either written or oral, including the Proposal documents. The contract may be amended or modified with Change Orders, Field Orders, or Amendment.

- 2.19. Project Manager/Administrator:** The Project Manager, on behalf of the Owner, shall render decisions in a timely manner pertaining to the work proposed or performed by the Offeror. The Project Manager shall be responsible for approval and/or acceptance of any related performance of the Scope of Work.
- 2.20. Cancellation of Solicitation:** Any solicitation may be canceled by the Owner or any solicitation response by a vendor may be rejected in whole or in part when it is in the best interest of the Owner.
- 2.21. Contract Termination:** This contract shall remain in effect until any of the following occurs: (1) contract expires; (2) completion of services; (3) acceptance of services or, (4) for convenience terminated by either party with a written *Notice of Cancellation* stating therein the reasons for such cancellation and the effective date of cancellation at least thirty days past notification.
- 2.22. Employment Discrimination:** During the performance of any services per agreement with the Owner, the Offeror, by submitting a Proposal, agrees to the following conditions:
- 2.22.1.** The Offeror shall not discriminate against any employee or applicant for employment because of race, religion, color, sex, age, disability, citizenship status, marital status, veteran status, sexual orientation, national origin, or any legally protected status except when such condition is a legitimate occupational qualification reasonably necessary for the normal operations of the Offeror. The Offeror agrees to post in conspicuous places, visible to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
- 2.22.2.** The Offeror, in all solicitations or advertisements for employees placed by or on behalf of the Offeror, shall state that such Offeror is an Equal Opportunity Employer.
- 2.22.3.** Notices, advertisements, and solicitations placed in accordance with federal law, rule, or regulation shall be deemed sufficient for the purpose of meeting the requirements of this section.
- 2.23. Immigration Reform and Control Act of 1986 and Immigration Compliance:** The Offeror certifies that it does not and will not during the performance of the contract employ illegal alien workers or otherwise violate the provisions of the Federal Immigration Reform and Control Act of 1986 and/or the immigration compliance requirements of State of Colorado C.R.S. § 8-17.5-101, *et.seq.* (House Bill 06-1343).
- 2.24. Ethics:** The Offeror shall not accept or offer gifts or anything of value nor enter into any business arrangement with any employee, official, or agent of the Owner.
- 2.25. Failure to Deliver:** In the event of failure of the Offeror to deliver services in accordance with the contract terms and conditions, the Owner, after due oral or written notice, may procure the services from other sources and hold the Offeror responsible for any costs

resulting in additional purchase and administrative services. This remedy shall be in addition to any other remedies that the Owner may have.

- 2.26. Failure to Enforce:** Failure by the Owner at any time to enforce the provisions of the contract shall not be construed as a waiver of any such provisions. Such failure to enforce shall not affect the validity of the contract or any part thereof or the right of the Owner to enforce any provision at any time in accordance with its terms.
- 2.27. Force Majeure:** The Offeror shall not be held responsible for failure to perform the duties and responsibilities imposed by the contract due to legal strikes, fires, riots, rebellions, and acts of God beyond the control of the Offeror, unless otherwise specified in the contract.
- 2.28. Indemnification:** Offeror shall defend, indemnify and save harmless the Owner and all its officers, employees, insurers, and self-insurance pool, from and against all liability, suits, actions, or other claims of any character, name and description brought for or on account of any injuries or damages received or sustained by any person, persons, or property on account of any negligent act or fault of the Offeror, or of any Offeror's agent, employee, subDeveloper or supplier in the execution of, or performance under, any contract which may result from proposal award. Offeror shall pay any judgment with cost which may be obtained against the Owner growing out of such injury or damages.
- 2.29. Independent Firm:** The Offeror shall be legally considered an Independent Firm and neither the Firm nor its employees shall, under any circumstances, be considered servants or agents of the Owner. The Owner shall be at no time legally responsible for any negligence or other wrongdoing by the Firm, its servants, or agents. The Owner shall not withhold from the contract payments to the Firm any federal or state unemployment taxes, federal or state income taxes, Social Security Tax or any other amounts for benefits to the Firm. Further, the Owner shall not provide to the Firm any insurance coverage or other benefits, including Workers' Compensation, normally provided by the Owner for its employees.
- 2.30. Ownership:** All plans, prints, designs, concepts, etc., shall become the property of the Owner.
- 2.31. Oral Statements:** No oral statement of any person shall modify or otherwise affect the terms, conditions, or specifications stated in this document and/or resulting agreement. All modifications to this request and any agreement must be made in writing by the Owner.
- 2.32. Patents/Copyrights:** The Offeror agrees to protect the Owner from any claims involving infringements of patents and/or copyrights. In no event shall the Owner be liable to the Offeror for any/all suits arising on the grounds of patent(s)/copyright(s) infringement. Patent/copyright infringement shall null and void any agreement resulting from response to this RFP.
- 2.33. Remedies:** The Offeror and Owner agree that both parties have all rights, duties, and remedies available as stated in the Uniform Commercial Code.

- 2.34. Venue:** Any agreement as a result of responding to this RFP shall be deemed to have been made in, and shall be construed and interpreted in accordance with, the laws of the City of Grand Junction, Mesa County, Colorado.
- 2.35. Expenses:** Expenses incurred in preparation, submission and presentation of this RFP are the responsibility of the company and can not be charged to the Owner.
- 2.36. Sovereign Immunity:** The Owner specifically reserves its right to sovereign immunity pursuant to Colorado State Law as a defense to any action arising in conjunction to this agreement.
- 2.37. Public Funds/Non-Appropriation of Funds:** Funds for payment have been provided through the Owner's budget approved by the City Council/Board of County Commissioners for the stated fiscal year only. State of Colorado statutes prohibit the obligation and expenditure of public funds beyond the fiscal year for which a budget has been approved. Therefore, anticipated orders or other obligations that may arise past the end of the stated Owner's fiscal year shall be subject to budget approval. Any contract will be subject to and must contain a governmental non-appropriation of funds clause.
- 2.38. Collusion Clause:** Each Offeror by submitting a proposal certifies that it is not party to any collusive action or any action that may be in violation of the Sherman Antitrust Act. Any and all proposals shall be rejected if there is evidence or reason for believing that collusion exists among the proposers. The Owner may or may not, at the discretion of the Owner Purchasing Representative, accept future proposals for the same service or commodities for participants in such collusion.
- 2.39. Contingency/Force Account:** Contingency/Force Account work will be authorized by the Owner's Project Manager and is defined as minor expenses to cover miscellaneous or unforeseen expenses related to the project. The expenses are not included in the Drawings, Specifications, or Scope of Work and are necessary to accomplish the scope of this contract. Contingency/Force Account Authorization will be directed by the Owner through an approved form. Contingency/Force Account funds are the property of the Owner and any Contingency/Force Account funds, not required for project completion, shall remain the property of the Owner. Developer is not entitled to any Contingency/Force Account funds that are not authorized by Owner.
- 2.40. Gratuities:** The Developer certifies and agrees that no gratuities or kickbacks were paid in connection with this contract, nor were any fees, commissions, gifts or other considerations made contingent upon the award of this contract. If the Developer breaches or violates this warranty, the Owner may, at their discretion, terminate this contract without liability to the Owner.
- 2.41. OSHA Standards:** All Offerors agree and warrant that services performed in response to this invitation shall conform to the standards declared by the US Department of Labor under the Occupational Safety and Health Act of 1970 (OSHA). In the event the services do not conform to OSHA Standards, the Owner may require the services to be redone at no additional expense to the Owner.

- 2.42. Performance of the Contract:** The Owner reserves the right to enforce the performance of the contract in any manner prescribed by law or deemed to be in the best interest of the Owner in the event of breach or default of resulting contract award.
- 2.43. Benefit Claims:** The Owner shall not provide to the Developer any insurance coverage or other benefits, including Worker's Compensation, normally provided by the Owner for its employees.
- 2.44. Default:** The Owner reserves the right to terminate the contract immediately in the event the Developer fails to meet delivery or completion schedules, or otherwise perform in accordance with the accepted proposal. Breach of contract or default authorizes the Owner to purchase like services elsewhere and charge the full increase in cost to the defaulting Developer.
- 2.45. Multiple Offers:** Proposers must determine for themselves which product or service to offer. If said proposer chooses to submit more than one offer, THE ALTERNATE OFFER must be clearly marked "Alternate Proposal". The Owner reserves the right to make award in the best interest of the Owner.
- 2.46. Cooperative Purchasing:** Purchases as a result of this solicitation are primarily for the Owner. Other governmental entities may be extended the opportunity to utilize the resultant contract award with the agreement of the successful provider and the participating agencies. All participating entities will be required to abide by the specifications, terms, conditions and pricings established in this Proposal. The quantities furnished in this proposal document are for only the Owner. It does not include quantities for any other jurisdiction. The Owner will be responsible only for the award for our jurisdiction. Other participating entities will place their own awards on their respective Purchase Orders through their purchasing office or use their purchasing card for purchase/payment as authorized or agreed upon between the provider and the individual entity. The Owner accepts no liability for payment of orders placed by other participating jurisdictions that choose to piggy-back on our solicitation. Orders placed by participating jurisdictions under the terms of this solicitation will indicate their specific delivery and invoicing instructions.
- 2.47. Definitions:**
- 2.47.1.** "Offeror" and/or "Proposer" refers to the person or persons legally authorized by the Consultant to make an offer and/or submit a response (fee) proposal in response to the Owner's RFP.
- 2.47.2.** The term "Work" includes all labor, materials, equipment, and/or services necessary to produce the requirements of the Contract Documents.
- 2.47.3.** "Developer" is the person, organization, firm or consultant identified as such in the Agreement and is referred to throughout the Contract Documents. The term Developer means the Developer or his authorized representative. The Developer shall carefully study and compare the General Contract Conditions of the Contract, Specification and Drawings, Scope of Work, Addenda and Modifications and shall at once report to the Owner any error, inconsistency or omission he may discover. Developer shall not be liable to the Owner for any damage resulting from such errors, inconsistencies or omissions. The

Developer shall not commence work without clarifying Drawings, Specifications, or Interpretations.

2.47.4. "Sub-Contractor is a person or organization who has a direct contract with the Developer to perform any of the work at the site. The term sub-Developer is referred to throughout the contract documents and means a sub-Contractor or his authorized representative.

2.48. Public Disclosure Record: If the Proposer has knowledge of their employee(s) or sub-proposers having an immediate family relationship with an Owner employee or elected official, the proposer must provide the Purchasing Representative with the name(s) of these individuals. These individuals are required to file an acceptable "Public Disclosure Record", a statement of financial interest, before conducting business with the Owner.

2.49. Keep Jobs in Colorado Act: Developer shall be responsible for ensuring compliance with Article 17 of Title 8, Colorado Revised Statutes requiring 80% Colorado labor to be employed on public works. Developer shall, upon reasonable notice provided by the Owner, permit the Owner to inspect documentation of identification and residency required by C.R.S. §8-17-101(2)(a). If Developer claims it is entitled to a waiver pursuant to C.R.S. §8-17-101(1), Developer shall state that there is insufficient Colorado labor to perform the work such that compliance with Article 17 would create an undue burden that would substantially prevent a project from proceeding to completion, and shall include evidence demonstrating the insufficiency and undue burden in its response.

Unless expressly granted a waiver by the Owner pursuant to C.R.S. §8-17-101(1), Developer shall be responsible for ensuring compliance with Article 17 of Title 8, Colorado Revised Statutes requiring 80% Colorado labor to be employed on public works. Developer shall, upon reasonable notice provided by the Owner, permit the Owner to inspect documentation of identification and residency required by C.R.S. §8-17-101(2)(a).

2.49.1. "Public Works project" is defined as:

- (a) any construction, alteration, repair, demolition, or improvement of any land, building, structure, facility, road, highway, bridge, or other public improvement suitable for and intended for use in the promotion of the public health, welfare, or safety and any maintenance programs for the upkeep of such projects
- (b) for which appropriate or expenditure of moneys may be reasonably expected to be \$500,000.00 or more in the aggregate for any fiscal year
- (c) except any project that receives federal moneys.

SECTION 3.0: SPECIFICATIONS/SCOPE OF SERVICES

3.1. General/Background: The purpose of this RFP is to obtain proposals from qualified professional developers to purchase the White Hall property and construct a commercial, residential, or mixed use project on the site. The property will be offered for sale to the successful developer, subject to the development restrictions set forth herein and successful negotiations. The Owner reserves the right to reject any or all responses.

In September, 2011 the main sanctuary of White Hall located at 600 White Avenue (North East Corner of White Avenue and 6th Street), Grand Junction, CO (“Property”) was destroyed by fire. In May, 2012, plans were implemented to demolish the fire-damaged portion of the building. Since that time the DDA (Owner of the property) has sought to partner with a developer to develop and/or purchase the property with the remaining portion of the existing structure still intact. With no real interest from developers to take on the property as it stood, it was decided that it would be in the best interest of the Owner and potential developers that the remaining structure be demolished, and the property site taken to a point suitable for re-development, which has been completed.

The White Hall property is located within the Central Business District of the City adopted Greater Downtown Plan. The Grand Junction Comprehensive Plan recognizes the importance of downtown with a goal to “support the continued development of the downtown area of the City Center into a vibrant and growing area with jobs, housing and tourist attractions. Further, primary goals of the Greater Downtown Plan support the redevelopment of the White Hall property as follows:

- to “promote downtown living by providing a wide range of housing opportunities, primarily in the Downtown District”;
- require density/intensity in the Downtown District as prescribed by the Comprehensive Plan, primarily within the Central Business District;
- jump-start the revitalization and reinvestment in the Downtown District with strategic catalyst projects;

The White Hall property is zoned B-2, Downtown Business, a flexible zone district calling for concentrated downtown retail, service, office and mixed use. The property is also within the Central Business District Core Area Zoning Overlay which provides for additional flexibility and design options appropriate in a downtown context. Goals and policies in the CBD Core Area promote the activation of the streets through emphasis on higher pedestrian traffic and minimized building setbacks; and encourage high quality, compatible design, high density, mixed-use development, two story minimum and shared parking. The property is also located within the City’s Redevelopment Area so development of the property will qualify for a reduced transportation impact fee (Transportation Capacity Payment).

The DDA has considered the White Hall site for potential housing as part of an overall strategy to increase residential use in the CBD, however, all potential uses of the property that maximize the potential of this prime infill site will be considered. DDA’s level of participation will depend on the type, intensity and quality of development proposed.

3.2. Specifications/Scope of Services:

GIS Map Link to Property: http://arcgis-fs.ci.grandjct.co.us/gis_map_external/index.html?map=citymap&extent=710830,4327284,710973,4327350

Legal Description: LOT 1 WHITE HALL SUB SEC 14 1S 1W UM – 25, 147SF/0.58AC.

Parcel Number: 2945-143-66-941.

Zoning: B-2.

Property Use Code: 9141, 9241

Mesa County Assessor Account Number: R095605

Asbestos Abatement and Mill Tailings: All asbestos abatement and mill tailing removal has been performed for this project. Documents on file.

Resources:

- Downtown Housing Market Analysis: (See Attached);
- Zoning and Development Code
(<http://www.codepublishing.com/co/grandjunction/html2/GrandJunction21/GrandJunction21.html>);
- Greater Downtown Plan
(<http://www.codepublishing.com/co/grandjunction/html3/GrandJunction36/GrandJunction36.html>);
- Greater Downtown Overlay
(<http://www.codepublishing.com/co/grandjunction/html2/GrandJunction24/GrandJunction24.html>)

Written Agreements Required: The selected developer must be willing to enter into certain agreements with the Owner that describe the type, size, and timeframe for development. These agreements include, but may not be limited to:

1. Purchase and Sale Agreement for purchase of the Property.
2. Development Agreement.

Brokerage Fee: The Owner will not pay a brokerage or sales commission for sale of the Property.

Required Improvements: The development of the Property will entail the completion of any and all improvements that may be required for property redevelopment. These may include improvements adjacent to the Property, or any other public right-of-ways involved in a development.

3.3. Pre-Proposal Briefing/Site Visit: A site visit is recommended by all Developers intending to submit a response to this RFP. **The site visit shall be held at the City of Grand Junction City Hall Auditorium located at 250, N. 5th Street, Grand Junction, CO on August 12, 2015 at 11:00am.**

3.4. RFP Tentative Time Schedule:

- | | |
|--|--------------------|
| • Request for Proposal available | July 31, 2015 |
| • Pre Proposal Briefing/Site Visit | August 12, 2015 |
| • Inquiry deadline, no questions after this date | August 19, 2015 |
| • Addendum Posted | August 21, 2015 |
| • Submittal deadline for proposals | September 15, 2015 |

- Owner evaluation of proposals
- Interviews (if required)
- Final selection
- Contract execution

September 16-30, 2015
 October 15, 2015
 October 30, 2015
 November 6, 2015

3.5. Questions Regarding Scope of Services:

Duane Hoff Jr., Senior Buyer
duaneh@gjcity.org

SECTION 4.0: PREPARATION AND SUBMITTAL OF PROPOSALS

Submission: Each proposal shall be submitted in electronic format only, and only through the Rocky Mountain E-Purchasing website (<https://www.rockymountainbidsystem.com/default.asp>). This site offers both “free” and “paying” registration options that allow for full access of the Owner’s documents and for electronic submission of proposals. (Note: “free” registration may take up to 24 hours to process. Please Plan accordingly.) Please view our “**Electronic Vendor Registration Guide**” at <http://www.gjcity.org/BidOpenings.aspx> for details. (Purchasing Representative does not have access or control of the vendor side of RMEPS. If website or other problems arise during response submission, vendor **MUST** contact RMEPS to resolve issue prior to the response deadline; **800-835-4603**). For proper comparison and evaluation, the City requests that proposals be formatted as directed. Offerors are required to indicate their interest in this Project, show their specific experience and address their capability to perform the Scope of Services in the Time Schedule as set forth herein. For proper comparison and evaluation, the Owner requires that proposals be formatted **A to H**.

- A. Cover Letter:** Cover letter shall be provided which explains the Developer’s interest in the project. The letter shall contain the name/address/phone number/email of the person who will serve as the firm’s principal contact person with Owner’s Contract Administrator and shall identify individual(s) who will be authorized to make presentations on behalf of the firm. The statement shall bear the signature of the person having proper authority to make formal commitments on behalf of the firm. By submitting a response to this solicitation the Developer agrees to all requirements herein.
- B. Qualifications/Experience/Credentials:** Proposers shall provide their qualifications for consideration as a contract provider to the Owner and include prior experience in similar projects.
- C. Strategy and Implementation Plan:** Describe your (the Developer’s) interpretation of the Owner’s objectives with regard to this RFP. Describe the proposed strategy and/or plan for achieving the objectives of this RFP. The Developer may utilize a written narrative or any other printed technique to demonstrate their ability to satisfy the Scope of Services. The narrative should describe a logical progression of tasks and efforts starting with the initial steps or tasks to be accomplished and continuing until all proposed tasks are fully described and the RFP objectives are accomplished. **Include a description of the proposed development, intended uses, and how the project will be integrated with neighboring properties, and a detailed schedule identifying the anticipated timing of**

the development of the project, and an estimate of time commitments from Owner staff.

- D. Conceptual Site Plan:** Provide a visual depiction of proposed development with detailed information relative to building size, architectural character and site data.
- E. References:** A minimum of three (3) **references** with name, address, telephone number, and email address that can attest to your experience in projects of similar scope and size.
- F. Property Purchase Price:** Provide your proposed purchase price for the Property using Solicitation Response Form found in Section 6.
- G. Financial Statements:** Proposer shall provide a financial statement, as prepared by a certified public accountant, for their prior fiscal year, consisting of a balance sheet, profit and loss statement and such other financial statements as may be appropriate, which shall demonstrate that the proposer possesses adequate financial ability and stability to enable the Proposer to fulfill their obligations under the terms of this RFP. If requested by the Proposer, such information shall be treated as confidential by the Owner and shall not be subject to public disclosure. These documents must depict the financial status of that entity, subsidiary, division, or subdivision thereof, which will actually provide services. If the Proposer is a partnership or joint venture, individual financial statements must be submitted for each general partner or joint venture thereof. Consolidated balance sheets and profit/loss statements depicting the financial status of a Parent Corporation or joint venture shall not be considered an acceptable response.
- H. Additional Data (optional):** Provide any additional information that will aid in evaluation of your qualifications with respect to this project.

SECTION 5.0: EVALUATION CRITERIA AND FACTORS

- 5.1 Evaluation:** An evaluation team shall review all responses and select the proposal or proposals that best demonstrate the capability in all aspects to perform the scope of services and possess the integrity and reliability that will ensure good faith performance.
- 5.2 Intent:** Only respondents who meet the qualification criteria will be considered. Therefore, it is imperative that the submitted proposal clearly indicate the firm's ability to provide the services described herein.

Submittal evaluations will be done in accordance with the criteria and procedure defined herein. The Owner reserves the right to reject any and all portions of proposals and take into consideration past performance. The following parameters will be used to evaluate the submittals (in no particular order of priority):

- Responsiveness of submittal to the RFP
- Understanding of the project and the objectives
- Experience/Required Skills
- Strategy & Implementation Plan
- Demonstrated capability
- References

- Financial Stability
- Fees

The Owner also reserves the right to select a developer based upon the compatibility of the proposed development with the existing and anticipated land uses in the area.

The Owner will undertake negotiations with the top rated firm and will not negotiate with lower rated firms unless negotiations with higher rated firms have been unsuccessful and terminated.

- 5.3 Oral Interviews:** The Owner may invite the most qualified rated proposers to participate in oral interviews.
- 5.4 Award:** Developers shall be ranked or disqualified based on the criteria listed in Section 5.2. The Owner reserves the right to consider all of the information submitted and/or oral presentations, if required, in selecting the project Developer.

SECTION 6.0: SOLICITATION RESPONSE FORM

**RFP-4071-15-DH “New Development of the Property Formerly Known as White Hall
600 White Avenue
Grand Junction, CO”**

Offeror must submit entire Form completed, dated and signed.

1) Total proposed purchase price for Property:

TOTAL PRICE \$ _____

WRITTEN: _____ **Dollars.**

The Owner reserves the right to accept any portion of the work to be performed at its discretion

The undersigned has thoroughly examined the entire Request for Proposals and therefore submits the proposal and schedule of fees and services attached hereto.

This offer is firm and irrevocable for sixty (60) days after the time and date set for receipt of proposals.

The undersigned Offeror agrees to provide services and products in accordance with the terms and conditions contained in this Request for Proposal and as described in the Offeror’s proposal attached hereto; as accepted by the Owner.

Prices in the proposal have not knowingly been disclosed with another provider and will not be prior to award.

- Prices in this proposal have been arrived at independently, without consultation, communication or agreement for the purpose of restricting competition.
- No attempt has been made nor will be to induce any other person or firm to submit a proposal for the purpose of restricting competition.
- The individual signing this proposal certifies they are a legal agent of the offeror, authorized to represent the offeror and is legally responsible for the offer with regard to supporting documentation and prices provided.
- Direct purchases by the City of Grand Junction are tax exempt from Colorado Sales or Use Tax. Tax exempt No. 98-903544. The undersigned certifies that no Federal, State, County or Municipal tax will be added to the above quoted prices.
- Prompt payment discount of _____ percent of the net dollar will be offered to the Owner if the invoice is paid within _____ days after the receipt of the invoice. Payment Terms _____.

RECEIPT OF ADDENDA: the undersigned Developer acknowledges receipt of Addenda to the Solicitation, Specifications, and other Contract Documents.

State number of Addenda received: _____.

It is the responsibility of the Proposer to ensure all Addenda have been received and acknowledged.

Company Name – (Typed or Printed)

Authorized Agent – (Typed or Printed)

Authorized Agent Signature

Phone Number

Address of Offeror

E-mail Address of Agent

City, State, and Zip Code

Date

Downtown Grand Junction Housing Market Analysis

March 2014

Prepared by:

Rees Consulting, Inc.

970-349-9845

In association with:

RRC Associates, Inc.

303-449-6558

Contents

Introduction	1
Purpose of the Study.....	1
Organization of the Report	1
Sources and Methodology	1
Area Covered	2
Key Findings	2
Acknowledgments.....	3
I. Demographic and Economic Analysis	4
Household Composition.....	4
Population and Age.....	5
Race and Ethnicity.....	6
The Mesa County Economy	6
Downtown Employment.....	7
II. Housing Inventory.....	9
Number of Housing Units.....	9
Owner/Renter Mix	9
Occupancy Levels/Vacancy Rates	10
Condition of Homes	10
Redevelopment and Infill Opportunities	11
Major Opportunity Sites	11
III. Rental Market Analysis	12
Vacancy Rates	12
Rents	14
Downtown Rents.....	15
Renter Profile	15
Planned Projects	15
IV. Ownership Market Analysis.....	16
Market-Wide Trends.....	16
Buyer Profile.....	16
Variation in Price by Area	17

Product Types 17

Downtown District Trends 17

VI. Demand for Downtown Housing 19

 Interest in Living Downtown 19

 Factors Influencing Interest in Living Downtown 19

 Quantifying Demand 20

 Potential for Senior Housing 21

 Influence of Downtown Characteristics on Demand 22

 Impediments to Demand 23

VII. Downtown Housing – Product Type and Design..... 24

 Neighborhood Preferences 24

 Ownership/Rental Mix 25

 Unit Type 26

 Amenities/ Home Features 27

 Bedrooms 28

 Affordability and Pricing 29

 Tradeoffs 30

 Architecture 31

 Desired Downtown Improvements..... 31

Introduction

Purpose of the Study

The purpose of this study is to evaluate the potential market for housing in Grand Junction's Downtown District since, when people live downtown, they improve the economic viability of local businesses and enhance the overall vitality of the area. A goal of the *Greater Downtown Plan* adopted in April 2013, is to promote downtown living by providing a wide range of housing opportunities, both rental and for sale. This study provides the information needed to achieve this goal through the development of housing that is responsive to demand.

The Grand Junction Downtown Development Authority sponsored this study with financial, technical and management support from the Sonoran Institute.

Organization of the Report

This report is organized into six major sections:

1. Demographic and Economic Analysis
2. Housing Inventory
3. Rental Market Analysis
4. Ownership Market Analysis
5. Demand for Downtown Housing
6. Downtown Housing – Product Types and Design

An appendix contains supplemental, detailed tables for Sections 5 and 6 for reference when planning and designing downtown housing developments.

Sources and Methodology

This study relies heavily upon primary research including:

- An on-line survey supplemented with a print version distributed widely through employers and by media, through which a total of 1,131 responses were received;
- Three focus groups involving realtors, rental property managers and downtown residents; and
- A windshield survey of the Downtown District conducted in November 2013 through which the condition of homes, opportunities for infill and redevelopment, and sites for new development were assessed.

In addition, this study utilizes multiple sources of published information including:

- The 2010 Census;
- The Bray Report and Bray Perspective, December 2013;
- The Colorado Division of Housing Foreclosure Report;

- The Colorado Department of Labor and Employment, Labor Market Information and Quarterly Census of Employment and Wages; and
- ESRI Business Summary 2013 published by Dun and Bradstreet and provided by the City of Grand Junction.

Area Covered

This report uses several terms to describe the distinct areas within downtown Grand Junction.

- Central Business District (CBD) – This area is the primary focus of this study. It is bounded by Grand Ave. on the north, 7th St. on the east, Pitkin Ave. on the south and 1st St. on the west.
- Greater Downtown -- This is the secondary study area. For the purposes of providing Census information on demographics and the existing housing inventory, it is divided into two parts:
 - North Area: the area directly north of the CBD extending to North Ave.
 - East Area: the area bounded by North Ave. on the north, 12th St. on the east, Pitkin Ave. on the south and 7th St. on the west.
- Downtown District – The entire downtown area that encompasses the CBD and Greater Downtown; it is the original square mile incorporated as a city when Grand Junction was founded.

Key Findings

Results from the survey and focus groups indicate there is much interest in living downtown. The demand for housing is sufficiently strong to develop a variety of both rental and ownership housing. Key findings include:

- Of persons surveyed, 38% are interested in living in the CBD. Of these, 84% would also consider living in the Greater Downtown area (p. 19);
- Interest in living downtown is particularly high among persons in the 25 to 35 age range (p. 20) and a disproportionately high percentage of the persons who now reside in the CBD are in the 50 to 59 age range (p. 5). These are the same age groups that were the first to move in significant numbers into downtown Denver in the late 1980's and early 90's.
- While seniors tend to have slightly lower interest in living in the CBD compared to survey respondents overall, the senior population in Mesa County is significant and growing (p. 21). Housing to specifically serve this population would fit well within the Downtown District given that the attributes of the area (good sidewalks, availability of services and shopping) are highly valued by retirees.

- About two-thirds of the persons who indicated they are interested in living downtown now own their homes. Half would like to own within two years of moving downtown while the other half would like to rent or are uncertain. Interest in ownership will increase as the length of downtown residency increases (p. 25-26).
- Housing within the Downtown District has performed better than the overall market in Mesa County – the number of sales has dramatically increased, prices have increased to the extent that they are now at pre-Recession levels, and the inventory of homes listed for sale is smaller in relative terms (p. 17-18).

Acknowledgments

Appreciation is extended to the following focus group participants for their time, information and insights:

Realtors

Jeff Hanson
Mike Burkhard
Priscilla Studt
Hal Heath

Property Managers

Cindy Hoppe
Dax Marutzky
Cindy Dickey

Downtown Residents

Michael & Andrea Krieves
Shane Burton
Meg McCord
Mary Price

I. Demographic and Economic Analysis

This section of the report provides information on who now lives downtown, economic trends in Mesa County, and employment in downtown including the number of employees and the industries in which they work.

Household Composition

Approximately 1,900 households now reside within the Downtown District.

- Half are one-person households;
- Couples without kids and non-family/roommate households are about equal at 16% each; and
- Children reside in 15% of the occupied units, compared with about 17% in Grand Junction and 20% in Mesa County as a whole.

About 100 households live within the CBD.

- There are proportionately more 1-person households; one person lives alone in over $\frac{3}{4}$ of the occupied housing units;
- Roommates live in about 8% of the units; and
- The 2010 Census found only two households with children residing in the CBD.

While the composition of households is very similar in the east and north areas of Greater Downtown, the north area has proportionately fewer single persons living alone.

Downtown Grand Junction Households, 2010

	CBD	Greater Dtn East	Greater Dtn North	Downtown District
All Households #	99	1,126	632	1,857
1-Person Living Alone	75	574	286	935
Other Non-Family Households	8	165	100	273
Couple, No Children	8	176	105	289
Couple with Children	0	90	50	140
Single parent w/child(ren)	2	63	60	125
Other Family	6	58	31	95
All Households				
1-Person Living Alone	76%	51%	45%	50%
Other Non-Family Households	8%	15%	16%	15%
Couple, No Children	8%	16%	17%	16%
Couple with Children	0%	8%	8%	8%
Single parent w/child(ren)	2%	6%	9%	7%
Other Family	6%	5%	5%	5%
	100%	100%	100%	100%

Source: 2010 Census, Summary File 1

Population and Age

The Downtown District had a population of 3,417 persons in 2010, most of whom lived in the Greater Downtown area; 147 persons or just over 4% resided within the CBD.

The Greater Downtown area has attracted a Gen Y population with 24% of the overall population in the 20 to 29 age range. This is likely due to the location of Colorado Mesa University just north of its boundary. Only 20% of the population within the CBD is within this age range although this is higher than in the city as a whole (16.6%).

There is one distinct and very relevant difference in the age distribution between the CBD and Greater Downtown. In the CBD, 29% of the population is in the 50 to 59 age range as compared to 16% in Greater Downtown and less than 14% city wide. Along with employees in their 20's, this is the same age group that was the first to move in significant numbers into downtown Denver in the late 1980's and early 90's. They are typically empty nesters at their income-earning peak who want low maintenance, market rate housing convenient to work and suitable for upcoming retirement.

The Downtown District has not attracted many seniors. Overall, 10% of the population is age 65 or older. This compares with 15.6% city wide.

Downtown Grand Junction Population by Age, 2010

Age Category	CBD	Greater Dtn. East	Greater Dtn. North	Downtown District
Total Population	147	2,110	1,215	3,472
Population Distribution				
Under 5 years	2%	6%	6%	6%
5 to 19 years	5%	14%	12%	13%
20 to 29 years	20%	25%	25%	24%
30 to 39 years	8%	15%	16%	15%
40 to 49 years	16%	11%	12%	11%
50 to 59 years	29%	16%	16%	17%
60 to 64 years	8%	5%	5%	5%
25 to 64 years	73%	57%	60%	59%
65 to 74 years	8%	5%	4%	5%
75+ years	2%	4%	4%	4%
85+ years	0%	1%	1%	1%
Total Population	100%	100%	100%	100%

Source: 2010 Census, Summary File 1

Race and Ethnicity

The Downtown District has attracted relatively more persons of Hispanic origin than Grand Junction as a whole (17% compared to 14% of the population) yet this is not the case within the CBD where Hispanics comprise 13% of the population.

Downtown Grand Junction Population by Race/Ethnicity, 2010

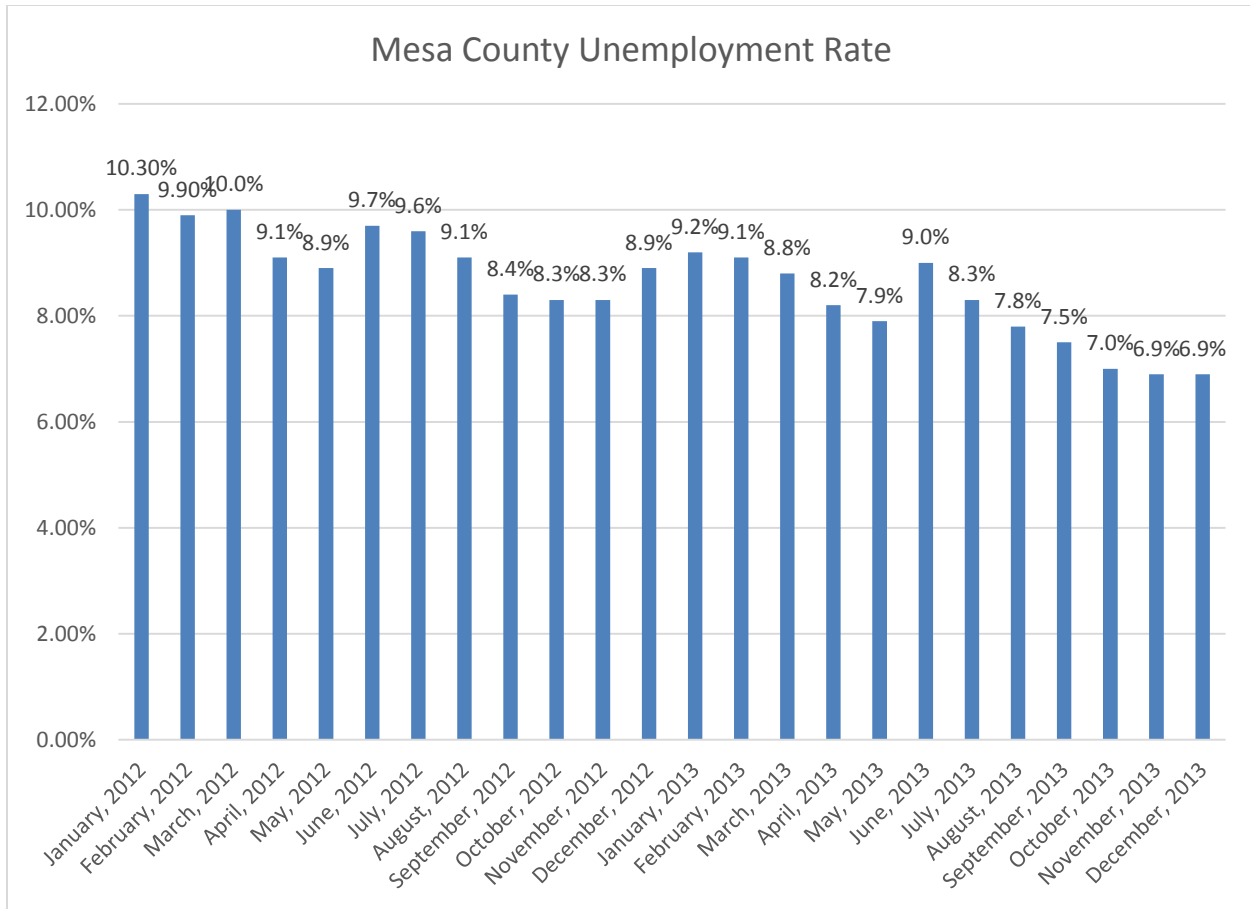
	CBD	Greater Dtn. East	Greater Dtn. North	Downtown District
Number				
Total Population	147	2,110	1,215	3,472
White	129	1,784	1,043	2,956
Hispanic or Latino	19	350	213	582
Other Races	18	326	172	516
Percent				
Total Population	100%	100%	100%	100%
White	88%	85%	86%	85%
Hispanic or Latino	13%	17%	18%	17%
Other Races	12%	15%	14%	15%

Source: 2010 U.S. Census, Summary File 1

The Mesa County Economy

In the past two years:

- The labor force in Mesa County has shown some seasonality and variation by month but appears to be largely stabilized at about 78,300 workers.
- The number of persons employed has grown by about 3,200.
- The unemployment rate has dropped significantly to 6.9% as of December 2013, just slightly higher than the state average of 6.2%.



Source: Colorado Department of Labor and Employment, Labor Market Statistics

Downtown Employment

Approximately 7,000 employees work in Grand Junction’s Downtown District, which equates to 11.4% of Mesa County employment. Of these, about 3,100 employees or just over 5% of all employees working in the county, work within the CBD.

2013 Employment Estimates

	CBD	Downtown District	Mesa County
# of Employers	403	928	11,241
# of Employees	3,110	6,987	61,083
Percent of County	5.1%	11.4%	100.0%

Source: ESRI/City of Grand Junction

The Downtown District compared to the county as a whole has:

- About the same percentage of retail employees;

- A disproportionately high number of employees in the finance/insurance/real estate and government sectors;
- Relatively fewer persons employed in the broad category of services.
- Less diversity with relatively fewer holding other jobs – agriculture, mining, transportation, manufacturing, construction, communication, wholesale trade.

2013 Employment Estimates by Sector

	CBD	Downtown District	Mesa County
Employees by Sector			
Retail	537	1,116	10,376
Fin/Ins/RE	338	666	3,394
Services	1,091	3,217	27,205
Government	565	845	3,462
Other	579	1,143	16,646
Total	3,110	6,987	61,083
Distribution by Sector			
Retail	17.3%	16.0%	17.0%
Fin/Ins/RE	10.9%	9.5%	5.6%
Services	35.1%	46.0%	44.5%
Government	18.2%	12.1%	5.7%
Other	18.6%	16.4%	27.3%
Total	100.0%	100.0%	100.0%

Source: ESRI/City of Grand Junction

II. Housing Inventory

This section describes housing that now exists in the Downtown District and identifies sites for additional units including owner/renter mix, occupancy levels, the condition of homes, redevelopment and infill opportunities and major opportunity sites.

Number of Housing Units

As of 2010, a total of 2,043 housing units were located within the entire Downtown District. Only 115 units, or 5.6% of the total, were within the CBD. About 60% were within the Greater Downtown East area and 34% were in Greater Downtown North.

While most the housing units within Greater Downtown appear to have been built prior to 1970, a townhome development at the southeast corner of Teller and 7th is very attractive and appears to be fully occupied. It is an example of the scale and density that could be appropriate for market rate ownership housing in the downtown area.

While relatively few seniors live within the Downtown District, Ratikin Tower at 875 Main is a 6-story building offering 107 one-bedroom apartments for seniors. It is fully leased with a waitlist for units. This attractive property demonstrates the appropriateness of living downtown for seniors.

Owner/Renter Mix

Overall, renter-occupied units outnumber owner-occupied units 2 to 1 within the Downtown District. This is the inverse of the owner/renter mix city wide where 62.4% of all housing units were owner occupied in 2010. Nearly all of the units (92%) within the CBD were renter occupied. The homeownership rate is highest in the Greater Downtown North area (38%).

Downtown Grand Junction Housing Inventory, 2010

Number	CBD	Greater Dtn. East	Greater Dtn. North	Downtown District
Housing Units	115	1,226	702	2,043
Vacant	16	100	70	186
Occupied	99	1,126	632	1,857
Owner Occupied	8	337	243	588
Renter Occupied	91	789	389	1,269
Percent				
Housing Units	100%	100%	100%	100%
Vacant	14%	8%	10%	9%
Occupied	86%	92%	90%	91%
Owner Occupied	8%	30%	38%	32%
Renter Occupied	92%	70%	62%	68%

Source: 2010 Census, Summary File 1

Occupancy Levels/Vacancy Rates

The vacancy rate was 9% in 2010, which was higher than the rate for Grand Junction of 7.1%, but not bad considering it was at the depth of the Recession. The vacancy rate was highest in the CBD (14%) and lowest in Greater Downtown East (8%).

Based on the windshield survey, occupancy levels seem very high within Greater Downtown. Few units appeared to be vacant. For-rent signs outnumber for-sale signs by about 2 or 3 to 1. This is in line with the owner/renter mix in the area. While some of the for-rent units were vacant, the for-sale units appear to be largely occupied.

From the windshield survey, it was difficult to tell if units on upper floors within the CBD are occupied or vacant. Focus group participants indicated high occupancy levels among units within the CBD.

Condition of Homes

Greater Downtown Area

Generally, homes in the center of the area around the North 7th Street Residential Historic District are in very good to excellent condition whereas homes along the periphery of the area interspersed with commercial buildings are typically in poor condition. The condition varies in between with homes that have been well maintained and renovated within the last 10 to 20 years adjacent to homes with deferred maintenance and no signs of significant improvements since originally constructed. Homes in good or excellent condition outnumber homes in fair or poor condition. On most blocks other than those along the northern, eastern and southern boundaries, only one or two homes appear to need major repair.

Few improvements were underway in November; one home is being re-roofed and some plumbing/mechanical work was being done on one unit, which may have been part of a larger remodel job.

The apartment buildings interspersed throughout the area are mostly in fair or poor condition. It appears most were constructed in the 1950's or 60's on lots originally platted for single family homes. Some apartment buildings on Belford appear to be well maintained. Most of the single family homes that have been converted into apartment units tend appear to be in fair condition.

Central Business District

The residential units in the CBD are mostly located on upper floors above commercial space. They appear to be in good to excellent condition. The single family homes and small apartment buildings south of Grand are in poor to fair condition. Most of the homes near 1st Street appear to need significant repairs. The units for formerly homeless persons located in three buildings behind City Market are the exception – they appear to be in very good condition.

Redevelopment and Infill Opportunities

Within Greater Downtown, the interspersed apartment buildings represent an opportunity for redevelopment. However, redevelopment done that is compatible with adjacent homes and sensitive to neighborhood character could result in fewer units. The buildings with small units crammed onto single family lots distract from the neighborhood and ideally should be replaced with fewer units that more closely resemble adjacent homes. An exception could be the apartment buildings along Chipeta Ave. between 3rd and 5th. These sites would potentially accommodate more units.

There are very few infill opportunities within Greater Downtown. Only a few residential lots appear to be vacant of any structures. Several additional lots have only small accessory structures with potential for additional development. But combined, it appears that no more than 10 to 20 additional units could be built on infill lots within the residential areas.

The alleys potentially present opportunities for infilling with accessory units. There are many dilapidated structures in the alleys, however, making it inappropriate to increase the number of residential units without some significant clean up and code enforcement.

Major Opportunity Sites

- The Whitehall site at 6th Street and White Avenue is well suited for residential redevelopment with residential units to the north and vacant property/underutilized parking lots to the south and west. These adjacent properties could be developed for residential use if the burned-out Whitehall structure is reconstructed. It is now an impediment to redevelopment in the area.
- The “Library Site” at 5th Street and Chipeta Avenue appears ideal for residential development with single-family homes to the north, apartments mixed with single family to the west, the Gray Gourmet meals on wheels facility, library offices and Senior Recreation Center to the east, and the new Central Library to the south.
- The eastern half of the lot containing the R5 High School between 7th and 8th just south of Grand appears to be an opportunity site since it is underutilized for parking.
- There are several sizable vacant lots east of 7th on White and Main. There are no obvious impediments to the development of these lots for residential or mixed uses.
- The Southwest area between Colorado and Ute and 2nd and 3rd Streets has significant potential. Moving the I-70 Business Loop one block south would reduce noise but could make ground floor retail/commercial space less viable. Overhead power lines will need to be placed underground. Positioning of residential units should be done to take advantage of views of the Colorado National Monument to the south. Multi-story buildings would be compatible in the area.

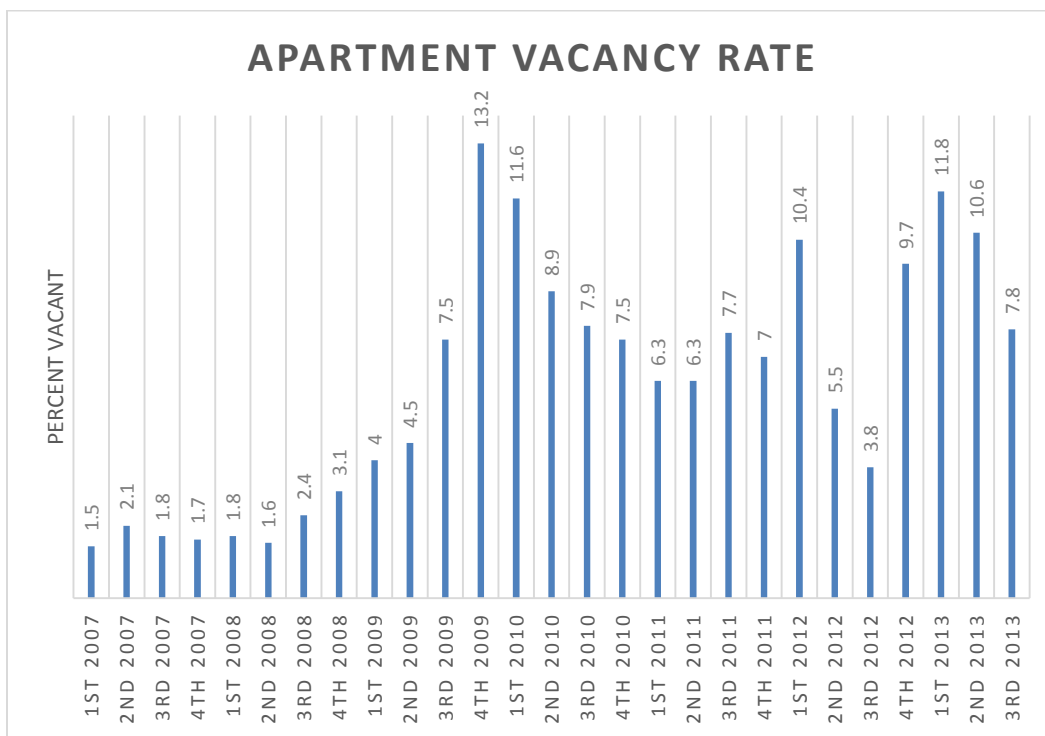
III. Rental Market Analysis

This section of the report examines rents and rental vacancies in the Grand Junction area. It provides information from the Colorado Division of Housing Multifamily Rent and Vacancy Survey. Since the reliability of this survey has declined in recent years with a drop in the number of units covered from over 1,800 in 2010 to only 810 units as of the third quarter of 2013, input from rental property managers gained through a focus group is used for interpretation and insight.

Vacancy Rates

The rental market in the Grand Junction area has been slowly recovering from the Recession when vacancy rates soared to double digits. Vacancies peaked in late 2009 and have since generally declined but still exceed the very low levels of 2007 and 2008.

Property managers report that current vacancy rates are generally lower than the 7.8% last reported by the Colorado Division of Housing’s quarterly survey. An overall vacancy rate of 5% is more accurate. The exception is among new properties that have not yet achieved full occupancy levels.



Source: Colorado Division of Housing; Multifamily Vacancy and Rent Survey

Vacancies vary by unit type.

- One-bedroom units are typically the easiest to lease and have historically had the highest occupancy levels. The popularity of one-bedroom units is fueled by the desire among single renters to live without roommates and the lower cost they offer for couples.
- Two-bedroom apartments with two bathrooms are harder to lease than two-bedroom units with only one bathroom; renters are cost conscious and tend to be unwilling to pay the higher rent for a second bathroom.
- Three-bedroom apartment are difficult to lease since families and other larger households typically opt to rent single-family homes or duplexes/townhomes.

Vacancies by Unit Type

Vacancy Rates	2nd Qtr 2013	3rd Qtr. 2013
Efficiency	0%	2.8%
1 BR	7.2%	4.6%
2 BR/1 BA	12.6%	10.1%
2 BR/2BA	12.4%	23.5%
3 BR	9.2%	2.5%
All	10.6%	7.8%

Source: Colorado Division of Housing; Multifamily Vacancy and Rent Survey

The “shadow” market (single family homes and other units built originally for ownership) supplies about 25% of the rental inventory in the Grand Junction area according to property managers. These units tend to be larger than apartments, often having three bedrooms and yards. They provide a competitive alternative to apartment living, especially for three-bedroom apartments. The shadow market has not decreased in size with the slow recovery of the ownership market but rather is still growing due to a combination of factors:

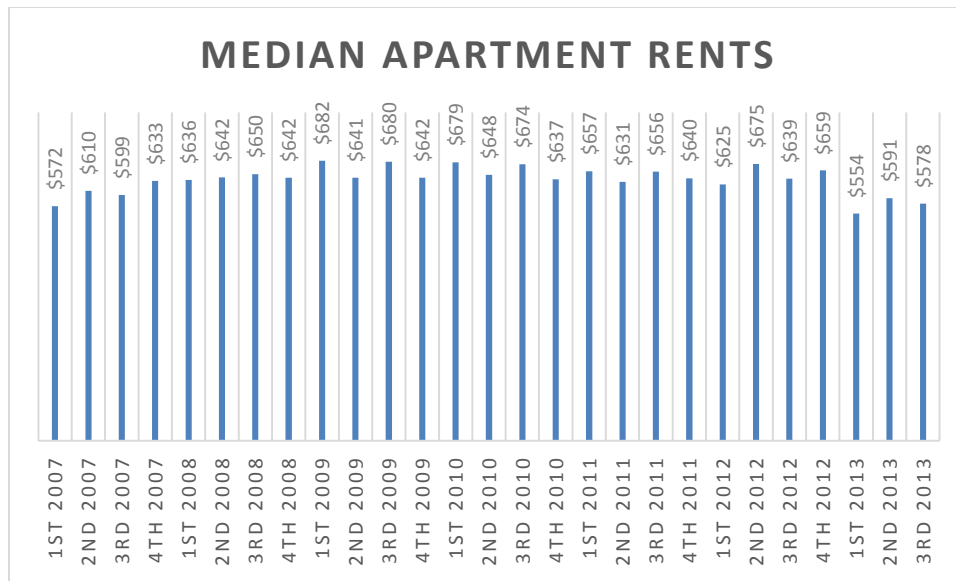
- Many owners have still been unable to sell their homes and anticipate that it will be at least another year before they can obtain acceptable prices;
- Foreclosed properties are being purchased by inventors for rental income; and
- “Fix and Flip” properties that were on the market have been purchased and are now being converted into rentals.

When the ownership market improves, the shadow market inventory will shrink and the overall rental market will tighten.

The completion of two new apartment properties with 48 units each had a noticeable impact on the ability to lease other properties, an indication of the market’s softness. Property managers report they noticed a decrease in their occupancy levels when the new apartments were delivered to the market in two consecutive years.

Rents

Rents have remained stagnant for several years. Property managers report rents are not keeping up with the increasing costs of property operations and repairs. Rents are higher, however, than the averages shown by the Division of Housing’s survey since it includes some apartment complexes where rents are subsidized/controlled. Market rents now start in the mid \$600 per month range with an average of around \$800 per month for all types of units combined.



Source: Colorado Division of Housing; Multifamily Vacancy and Rent Survey

The following table showing rents by unit type show extensive variation in rates between two quarters, bringing into question the reliability of the State’s survey. As such the survey should not be used to monitor rents as development of housing in the Downtown District moves forward.

Average Apartment Rents

Unit Type	2nd Qtr 2013	3rd Qtr. 2013
Efficiency	\$246	\$246
1 BR	\$471	\$444
2 BR/1 BA	\$665	\$475
2 BR/2BA	\$589	\$830
3 BR	\$584	\$817
All	\$591	\$578

Source: Colorado Division of Housing; Multifamily Vacancy and Rent Survey

Rents for the two new apartment properties in Grand Junction are a good indicator of market rents for new units. At Rya Suites, one-bedroom units rent for \$870 to \$950 per month. At Peppermill, one-bedroom apartments rent for \$775 per month.

Downtown Rents

Based on the rents charged for existing units in the downtown area, property managers suggest the appropriate rent range to target for new rental units is roughly \$1,000 to \$1,200 per month.

Renter Profile

The profile of renters in the Grand Junction area varies by the type of unit rented, the age of the units and rent rates.

- Overall, 70% to 80% of renter households are moving within the Grand Junction area; 20% to 30% are moving into the area from elsewhere; this varies depending upon what is happening with jobs;
- About 50% of *apartment* renters are singles, living alone or with roommates, roughly 40% are families and about 10% are empty nesters;
- At Rya Suites, which is one of the newest and the most expensive *apartment* property in Grand Junction, about 70% are young professionals and 30% are empty nesters; and
- Families rent about 90% of *single-family* home rentals.

Planned Projects

Two apartment projects are being planned for development in Grand Junction:

- Meridian Park – 150 units, Class B, market rate apartments are planned for a site on Orchard Mesa across from the fairgrounds and east of the City Market; the project is still under review at the City; and
- Sundance Village– Scenic Development, a Utah-based developer, is considering a site near the mall between 24 and 24 ½ Road (the Homestead Site); the City has not received an application.

These projects should be monitored to determine their impact on the overall rental market in the Grand Junction area. If both are constructed, it is likely that rents will continue to remain flat.

IV. Ownership Market Analysis

This section of the report examines the homeownership market in the Grand Junction area as a whole then focuses on home sales and listings in the Downtown District.

Market-Wide Trends

The Grand Junction area real estate market has been recovering slowly from the Recession. While sales volume suggests 2013 was a flat year, data supplied by the Bray Report, input from realtors in a focus group and MLS searches reveal some noticeable changes:

- The number of residential sales was almost identical in 2013 as in 2012 (2,596 compared with 2,599).
- The median price, however, rose from \$163,000 in 2012 to \$173,500 in 2013, a gain of 6.4%.
- The “toxic” inventory of foreclosed/bank owned homes has largely been absorbed.
- The recent slow increase in interest rates is spurring some to purchase who have been waiting to buy.
- Confidence in the market by middle-income buyers seems to be returning.
- Foreclosures have fallen over 50% from their peak in 2010; in 2013 foreclosures were filed on 786 residential units.
- The inventory of homes listed for sale is up from 2012 but much smaller than in 2010, and holding steady at five to six months.
- The inventory has been depleted in several categories; opportunities to find bargains and “fix and flip” properties have largely disappeared.
- The lowest price range at which buyers have much choice in terms of product and location is around \$150,000 to \$165,000.
- Units priced under \$200,000 are the quickest to sell; homes on small acreage suitable for families are the most sought after product.

Buyer Profile

Most buyers tend to be in their 30's or 40's and moving up from smaller homes in the area. There are some first-time buyers but not a large percentage overall. There are relatively few buyers moving in from elsewhere since in-migration is largely job driven, and there has been little job growth in the Grand Junction area. Of those who are new to the area, many are self-employed and tend to have work that is not location dependent. There is interest by empty nesters and retirees but the type of low maintenance, secure, “lock and leave” type of housing they seek is not generally available. Younger residents (the millennial generation) seem to be more interested in renting although their parents may purchase units for them to live in as an investment.

Variation in Price by Area

The Redlands and North submarkets tend to command the highest prices (\$128 and \$123 per square foot, respectively). The Downtown District is within the Grand Junction City submarket area, where the median price per square foot was \$100 in 2013, lower than in much of Mesa County. Realtors report, however, that homes in the Downtown District may be able to command price premiums but there is too little sale activity to quantify it.

Median Sales Price per Square Foot, 2013

Area	Price/SF	Area	Price/SF
Clifton	\$80	North	\$123
Collbran/Mesa	\$104	NW/Loma/Mack	\$106
De Beque	\$101	Orchard Mesa	\$104
EOM/Palisade	\$111	Redlands	\$128
Fruita	\$125	Southeast	\$104
Glade Park	\$127	West	\$30
GJ City	\$100	Whitewater/Gateway	\$116
Northeast	\$106		

Source: The Bray Report, December 2013

Product Types

Single-family homes dominate sales activity in the Grand Junction area. Buyers who are looking for alternative types of homes do not distinguish between condominiums and townhomes; they seek low maintenance and tend to be unconcerned about the technical differences among the various types of attached units. Loans are more difficult to obtain for condominiums, however as compared to townhomes that include title to the underlying land.

Downtown District Trends

The real estate market in the Downtown District recovered more quickly than elsewhere in the Grand Junction area. Prices have largely returned to pre-Recession levels, and the inventory of homes listed for sale is low.

Realtors attribute the superior performance of real estate in the Downtown District to the area's unique attributes. Downtown properties tend to have character and charm. There is a special sense of community in the Downtown District which now seems to be of greater interest among buyers than in the past when Grand Junction was rural then transitioned to suburban. Downtown is now appealing and trendy. Main Street is attractive and a draw for the entire area.

Downtown District Home Sales

	# of Sales	Avg. Price	Avg. Price/SF	Avg Bdrms	Avg, Size
2012 Sales	3	\$128,967	\$90	3.0	1,388
2013 Sales	45	\$155,088	\$103	2.56	1,537
Active Listings- Jan '13	17	\$190,606	\$114	2.88	1,782

Source: MLS complements of REMAX 4000

Between 2012 and 2013 in the Downtown District:

- The number of sales jumped dramatically, from 3 to 45 (1400%).
- The average price per unit rose just over 20%.
- The average price per square foot increased 14%.

Concerning the 17 for-sale listings as of January in the Downtown District:

- Asking prices average 23% more than the average 2013 sales price on a per-unit basis and 11% higher per square foot.
- The inventory as of mid-January equaled 4.7 months, better than the average of 5 to 6 months county wide.

Housing that has been developed within the CBD has largely been high end, historic conversions with prices exceeding \$500,000. Most of these units at prices over \$500,000 have not been purchased yet have been successfully rented with few vacancies.

Realtors suggest that the price point for housing to sell in the CBD is much lower - \$150,000 to \$300,000. This range would be affordable for middle-income households and empty nesters who want to downsize.

VI. Demand for Downtown Housing

The section of the report examines and quantifies the demand for downtown housing by focusing on survey responses indicating a 4 or 5 level of interest in moving to the CBD and/or Greater Downtown area on a scale where 1 equals not interested, 3 equals neutral/no opinion and 5 equals very interested.

Interest in Living Downtown

There is a high level of interest in living downtown. Of persons surveyed:

- 38% are interested in living in the CBD. Of these, 84% would also consider living in the Greater Downtown area; and
- 42% are interested in living in the Greater Downtown area. Of these, 79% would also consider the CBD.

Interest in Living Downtown

	Central Business District	Greater Downtown
1=Not interested	37%	33%
2	7%	7%
3=Neutral/no opinion	18%	19%
4	18%	21%
5=Very interested	20%	21%
TOTAL	100%	100%
Average	2.8	2.9
# responding 4 or 5	387	427

These responses should be considered in light of the self-selection aspect of the survey. While all persons were encouraged to respond to the survey even if they had no interest in living downtown, disinterested persons were probably less likely to complete the survey.

Factors Influencing Interest in Living Downtown

As tables in the appendix show, interest in living downtown:

- Does not appear to be significantly correlated to type of job held;
- Is higher among persons already living in the Central or Greater Downtown Areas;
- Is slightly correlated to length of residency with greater interest among newer residents;
- Is higher among persons who currently live in multi-family units;

- Is particularly strong among persons in the 25 to 35 age range;
- Is higher among singles; and
- Appears related to household income. Persons interested in living in the Downtown District have lower incomes than others (a median of \$70,000 among persons interested in living in the CBD and a median of \$65,000 for persons interested in Greater Downtown compared with an overall median of \$75,000).

There is a slight correlation between where people work and their interest in living downtown. Persons working in Central Grand Junction, the CBD, the Greater Downtown area and the North area are more likely to want to live downtown than persons working elsewhere in Mesa County. Interest is highest among employees working in the Central area of Grand Junction where the hospital and Colorado Mesa University are located.

Interest in Living Downtown by Where Work

	OVERALL	Central	Greater Downtown	CBD	North	Elsewhere
1=Not interested	37%	32%	34%	34%	32%	45%
2	7%	6%	5%	10%	6%	7%
3=Neutral/no opinion	18%	18%	20%	17%	19%	14%
4	18%	22%	23%	16%	14%	16%
5=Very interested	20%	22%	17%	23%	29%	19%
Total	100%	100%	100%	100%	100%	100%
Total Interested	38%	44%	40%	39%	43%	35%
Average	2.8	3.0	2.8	2.8	3.0	2.6

Note: Responses for interest in living in CBD and Greater Downtown merged for this table.

Quantifying Demand

Housing demand is dynamic and will be influenced by numerous factors including rental market conditions, the availability and prices of homes for sale, interest rates, job growth or lack thereof, and the ability to produce units that are desired and affordable. Furthermore, demand will change over time as housing is developed downtown and the mix of uses shifts from being dominated by retail, restaurant and office uses to an increased residential presence and sense of neighborhood.

Because of the inexact and fluid nature of demand for housing in downtown Grand Junction, two approaches are used to quantify demand that provide a range bracketed by conservative and aggressive estimates.

1. **Demand from Survey Respondents.** This is a very simple and conservative approach that considers only the 387 survey responses received indicating an interest in living in the CBD

within the next five years. A total of 427 responses were received indicating interest in living in the Greater Downtown area. To satisfy this demand would involve development of about 75 to 85 units per year over the next five years.

- Applying Survey Results to Employment Estimates.** The survey produced a sample that represents a larger population. The survey indicated that 40% of those who work in the Downtown District are interested in living downtown. By applying this percentage to the 6,987 employees that work in the Downtown District, then dividing by 1.7 employees per households, it follows that there is potential demand for up to 1,640 units within the next five years, or about 325 units per year. This is an aggressive estimate that has not been adjusted for the self-selection aspect of the survey’s distribution. Current market conditions do not support the development of this many units; this estimate should be viewed more as long-range potential.

Capturing potential demand will require a mix of housing at various price ranges. The range of estimates above represent total demand. The free market will be unable to respond to all of this demand; development will not be financially feasible for lower income households without subsidies. Housing programs financed with Federal and State subsidies typically serve households with incomes no greater than 80% of the Area Median Income (AMI), the HUD definition of low income. Since the prices at which development of housing downtown will be economically feasible are unknown, households with incomes greater than 80% AMI will be assumed to comprise the demand for market housing.

The following table provides the AMI distribution for households interested in living downtown. It shows that about 75% of the demand for downtown housing is generated by households that have incomes above 80% AMI.

AMI Distribution – Interested in Living Downtown
Shading denotes income levels the market needs to serve.

	CBD	Greater Downtown
50% or less AMI	15%	15%
50.1% - 80% AMI	8%	13%
80.1% - 100% AMI	13%	11%
100.1% - 120% AMI	10%	13%
More than 120% AMI	54%	48%
TOTAL	100%	100%

Source: Survey

Potential for Senior Housing

Responses from surveys that indicated at least one member of the household was age 65 or older were examined for insight into the demand for senior housing. Overall, seniors tend to have slightly lower

interest levels than others in living in either the CBD (27%) or Greater Downtown (36%); however, the senior population in Mesa County is significant and growing. Housing to specifically serve this population would fit well within the Downtown District given that the attributes of the area (good sidewalks, availability of services and shopping) are highly valued by retirees.

Interest in Living Downtown - Households with Member Age 65+

	CBD	Greater Downtown
1=Not interested	48%	43%
2	2%	4%
3=Neutral/no opinion	22%	18%
4	13%	21%
5=Very interested	14%	15%
	100%	100%
Average	2.4	2.6

There are many types of senior housing ranging from independent living where design features accommodate the mobility challenged to options that offer various services and levels of care. It is a unique market that requires in-depth analysis beyond the scope of this study to understand. As part of this assessment, the performance of age-restricted housing in the Grand Junction area (occupancy levels, rents and trends) should be evaluated.

Influence of Downtown Characteristics on Demand

Most of the characteristics that are integral to downtown influence interest in living downtown. The availability of public transit and the presence of churches downtown are the only ones that have little influence. These survey findings suggest that:

- The safety of sidewalks and intersections should be maintained or enhanced as development/redevelopment occurs;
- Restaurants and retail shops should be encouraged to remain or locate in downtown;
- Parks and trails should be maintained/improved;
- The City Market needs to remain downtown; and
- The historic neighborhood character should be preserved.

Influence of Downtown Characteristics on Interest in Living Downtown

1 = Not Influential; 5 = Very Influential

	Interested in CBD	Interested in Greater Downtown
Wide sidewalks and safe intersections	4.3	4.2
Proximity to restaurants	4.3	4.1
Nearby parks and trails	4.2	4.1
Convenience to all areas of the community	4.2	4.1
The full-service City Market	4.0	3.9
The historic neighborhood character	4.0	4.0
Proximity to retail	4.0	3.8
Being in the city center	3.9	3.7
Bicycle friendly	3.9	3.9
The urban character	3.9	3.7
Ability to walk to work	3.9	3.8
Availability of services (medical, financial, etc)	3.8	3.7
Public transit	2.9	2.9
Downtown churches	2.6	2.7

Impediments to Demand

Concern about safety is the primary impediment to living downtown. All focus group participants and many survey respondents mentioned the presence of homeless persons and transients in the downtown area as a significant concern. Drug dealing and use was also mentioned through far less frequently than discomfort and fear from homeless persons.

Others reasons for not being interested in living downtown include:

- Noise from events, nightlife and the recorded raptor sounds played to discourage pigeons;
- Dogs on the sidewalks and at the Farmer's Market;
- Inability to have private yards; and
- The high price of existing units in the Central Business District.

VII. Downtown Housing – Product Type and Design

This section of the report focuses on survey findings from persons interested in living downtown supplemented with input from realtors and rental property managers. It provides information and recommendations on neighborhood preferences, unit type, owner/renter mix, bedrooms, affordability/pricing and tradeoffs needed to plan future housing developments.

Neighborhood Preferences

Employees interested in living downtown have strong preferences for diverse neighborhoods with a variety of housing, a mix of housing with retail and services, being able to walk or bike to work and smaller, lower maintenance yards. The Downtown District embodies these attributes. Future downtown developments should provide a mix of housing types and sizes and possibly include commercial space on site. Access should be pedestrian friendly rather than car dominated. Sites should not be consumed by large yards.

Neighborhood Preferences

	Interested in CBD	Interested in Greater Downtown
Similar size/priced homes OR	35%	42%
Diversity in housing - various types & price levels	65%	58%
A residential area - just homes OR	18%	28%
A mix of housing, retail shops, services	82%	72%
Driving a car to work & for errands OR	18%	20%
Being able to walk/bike to work & for errands	82%	80%
Neighbors that are similar OR	28%	30%
Diversity in the population	72%	70%
Large yards OR	30%	37%
Smaller, lower maintenance yards	70%	63%

Source: Survey

The ranking of the importance of various location and neighborhood attributes suggests that:

- Concerns about crime and safety, particularly stemming from the homeless population, need to be addressed when developments are planned. This was also emphasized in all focus groups.
- Safe, well lit, sidewalks and crosswalks are important on site and in proximity to future developments.
- Units should be designed such that there is privacy, avoiding things like windows facing each other. Each should have private outdoor space if possible. Buildings should be positioned to

take advantage of views. When determining pricing, units with good views can be charged premiums.

- Some solution for vagrancy in the parks in the Downtown District is needed.

Importance of Location/Neighborhood Attributes

1 = Not Important; 5 = Very Important

	Interested in CBD	Interested in Greater Downtown
Safety/security	4.6	4.6
Pedestrian friendly - sidewalks, crosswalks	4.4	4.4
Privacy from neighbors	4.2	4.3
Nearby parks and trails	4.2	4.2
Ability to walk to shops and services	4.1	4.0
Private outdoor yards	4.0	4.0
Views	4.0	3.9
Proximity to work	3.8	3.8
Low maintenance	3.9	3.8
Quality of schools	3.7	3.7
Bicycle commuting	3.5	3.5
Common outdoor areas	3.2	3.1
Proximity to public transit	2.9	2.8

Source: Survey

Ownership/Rental Mix

Survey results indicate there is immediate demand for both for sale and rental housing.

- Two-thirds of the employees interested in living downtown, in either the CBD or Greater Downtown area, now own their homes.
- If they moved downtown, just over half would want to buy within the first two years. This would increase to two-thirds within three to five years and to nearly 80% within five to 10 years.
- The percentage who are uncertain about owning or renting is relatively high.

While interest in ownership outweighs interest in rental housing, almost all residents now living within the CBD rent. The proven success of rental units suggests that the emphasis initially should be more focused on rental housing but that ownership opportunities should be developed simultaneously or soon.

Interest in Moving Downtown by Want to Own or Rent

		Interested in CBD	Interested in Greater Downtown
Within 2 years	Own	52%	50%
	Rent	31%	33%
	Other/don't know	17%	17%
	TOTAL	100%	100%
In 3 to 5 years	Own	67%	67%
	Rent	12%	12%
	Other/don't know	21%	21%
	TOTAL	100%	100%
In 5 to 10 years	Own	79%	78%
	Rent	3%	4%
	Other/don't know	18%	18%
	TOTAL	100%	100%

Source: Survey

Unit Type

Variety in terms of unit type would be responsive to market preferences. While small, detached bungalows rated highest in terms of interest among the six choices offered in the survey, they rated only 1/10th of a point higher than flats and lofts among persons interested in living in the CBD. Townhomes and live/work units also received fairly high ratings. Developing many accessory apartments (garage, basement or attic) is not advisable, however, given survey responses.

Type of Housing Desired

1 = Not Interested; 5 = Very Interested

	Interested in CBD	Interested in Greater Downtown
Bungalows - small detached houses	3.9	3.9
Flats - single story traditional full-height walls	3.8	3.8
Lofts - single story open floor plan	3.8	3.6
Townhomes - 2 or 3 stories	3.4	3.3
Live/work	3.3	3.3
Garage, basement or attic apartment	2.4	2.4

There were no significant differences in interest levels by income although low income respondents were more likely than persons with upper incomes to rate most of the options higher, especially bungalows. This suggests that preferences were not influenced by affordability.

There also is very little difference in interest in the various types of units according to whether the respondent wants to rent or own downtown.

Focus group participants suggested that secure mid-rise buildings with elevators (like Horizon Towers), single-story units without interior stairs and low maintenance features providing for “lock and leave” lifestyles would be popular.

Amenities/ Home Features

The design features that downtown housing should incorporate include:

- Energy efficiency in heating, cooling and appliances;
- Outdoor/green space: private and common areas (balconies, courtyards and rooftop terraces) to entertain, garden, have dogs and enjoy views;
- Secure covered/garage parking; off street parking with controlled access;
- Upscale interior finishes -- granite countertops, stainless appliances and dual sink vanities;
- Ample storage for bicycles and other recreational equipment;
- In-unit washers and dryers (full size stackable appliances);
- Walk-in closets;
- On-site exercise facilities, possibly including a pool that could serve multiple residential developments through a membership;
- Sidewalks making it safe and easy for pedestrians to come and go from their homes; and
- Pet friendly policies and outdoor space.

Importance of Home Features

1 = Not Important; 5 = Very Important

	Interested in CBD	Interested in Greater Downtown
Energy efficient heating/cooling	4.4	4.4
Quality of interior finish	4.4	4.3
Extra storage	4.3	4.3
Secure off-street parking	4.2	4.3
Pets allowed	4.2	4.2
Private garage	4.1	4.1
Energy star appliances	4.0	4.0
Private exterior entrance	3.8	3.8
Home office	3.4	3.4
One-story design	3.0	3.1
Multi-level design	2.5	2.5
Elevator	2.1	1.9

Source: Survey

Bedrooms

Most of the persons interested in living downtown indicated they need two or three bedrooms. The average was just under three.

Number of Bedrooms Needed

	Interested in CBD	Interested in Greater Downtown
1	6%	5%
2	40%	39%
3	45%	45%
4	8%	9%
5 or more	2%	2%
TOTAL	100%	100%
Average	2.9	2.9
Median	3.0	3.0

Source: Survey

Those interested in renting downtown are more likely to need one-bedroom units than are persons who are interesting in owning.

Bedrooms Needed by Desire to Own or Rent Downtown

	Within 2 Years			In 3 to 5 Years		
	Own	Rent	Don't Know	Own	Rent	Don't Know
1	1%	11%	3%	2%	22%	5%
2	41%	45%	40%	39%	46%	43%
3	50%	35%	42%	49%	25%	42%
4	8%	6%	11%	9%	1%	8%
5 or more		2%	3%	1%	6%	2%
Total	100%	100%	100%	100%	100%	100%
Average	2.7	3.0	3.0	2.8	4.0	2.7
Median	3.0	2.0	3.0	3.0	2.0	3.0

Source: Survey. Note: Responses for interest in living in CBD and Greater Downtown merged for this table.

The composition of the households interested in living downtown provides insight into the number of bedrooms needed. It suggests that many survey respondents indicated they may want more bedrooms than they actually need. For example, 24% of the persons indicating they want to rent for the first two years they live downtown live alone yet only 11% indicated they need just one bedroom.

Household Composition by Desire to Own or Rent Downtown

	Within 2 Years			In 3 to 5 Years		
	Own	Rent	Don't Know	Own	Rent	Don't Know
Adult living alone	11%	24%	19%	13%	17%	23%
Couple, no child(ren)	49%	31%	36%	45%	31%	32%
Couple with child(ren)	29%	23%	29%	30%	18%	25%
Single parent w/ child(ren)	3%	8%	4%	4%	3%	9%
Unrelated roommates	4%	9%	3%	3%	21%	3%
Immediate & extended family members	4%	6%	9%	4%	10%	8%
	100%	100%	100%	100%	100%	100%

Source: Survey. Note: Responses for interest in living in CBD and Greater Downtown merged for this table.

When considering the size of units to develop downtown, it should be noted that around 30% of the households interested in living downtown include at least one child. This is surprising given that only 15% of the households now living in the Downtown District include children, and only 2% in the CBD.

Affordability and Pricing

Housing units that have been developed in the CBD have mostly been high-end historic conversions, listed for prices that have not been acceptable, and few units have sold although these units have successfully rented for rates higher than average in the Grand Junction area. Realtors indicated that prices in the \$150,000 to \$300,000 range would be marketable.

Survey results support that this price range would be affordable for most of the households interested in living downtown. It shows that over half could afford homes that rent for \$1,485 or more per month or that could be purchased for prices at or above \$250,000, assuming they spend 30% of their income on their housing payment.

Affordable Rents and Purchase Prices by AMI

AMI	Max. Income*	Affordable Rent	Purchase Price**	AMI Distribution***
>120%	≥\$59,401	≥\$1,485	≥\$250,000	54%
120%	\$59,400	\$1,485	\$250,000	10%
100%	\$49,500	\$1,238	\$205,000	13%
80%	\$39,600	\$990	\$165,000	8%
50%	\$24,750	\$619	\$100,000	15%

*Income for 2-person households.

**Assumes 5% down, 4.5% interest for 30-year, fixed rate mortgage.

***For persons interested in living in the CBD.

Many buyers are not interested in spending the maximum for which they could qualify when buying a home, particularly empty nesters who are downsizing and preparing for retirement. Examining what they currently pay for housing provides insight into what they might be willing to pay. The average monthly payment among those interested in buying downtown is around \$1,000 per month. For those who would like to rent, the average rent paid is now about \$895. Approximately 15% who are interested in buying downtown have no mortgage.

Rent/Mortgage Payments by Own/Rent

	Within 2 Years			In 3 to 5 Years		
	Own	Rent	Don't Know	Own	Rent	Don't Know
No rent/mortgage	15%	5%	13%	14%	2%	10%
Average Payment	\$1,016	\$894	\$936	\$993	\$854	\$914
Median Payment	\$1,000	\$850	\$940	\$1,000	\$800	\$925

Source: Survey. Note: Responses for interest in living in CBD and Greater Downtown merged for this table.

Tradeoffs

Persons interested in living downtown were asked about their willingness to compromise and consider the following tradeoffs:

- **Location** – would consider downtown locations other than your top choice
- **Price** – would pay slightly more to live downtown than elsewhere for a similar home
- **Size** – would buy or rent a smaller home in order to live downtown
- **Type** - would consider a home with shared walls, like a townhome instead of a house

Survey results reflect flexibility but also a high degree of uncertainty. Location is the trade off most likely to be considered. Price is the one with the smallest degree of flexibility although 25% of those interested in living downtown indicated they would pay slightly more in order to live there.

Would Consider Trade Off

	Location	Price	Size	Type
Yes	43%	25%	37%	38%
Maybe	50%	44%	40%	39%
No	7%	31%	23%	24%
TOTAL	100%	100%	100%	100%

Source: Survey. Note: Responses for interest in living in CBD and Greater Downtown merged for this table.

Architecture

A variety of architectural styles would be appropriate for downtown housing. There should not be an attempt to create a “theme” in the Downtown District. Victorian, modern and “industrial chic” would be all compatible with the existing historic and newer buildings. Residential development on the north side of the CBD should be sensitive to the scale and charm of the adjacent older neighborhood.

Desired Downtown Improvements

In order to enhance the downtown living experience and provide services/facilities that now require travel by car, the following were suggested by focus group participants:

- A liquor/wine store;
- A hardware store;
- An improved connection for bikes and pedestrians with Colonais Park and the Riverfront Trail system;
- A park within walking distance that is safe and suitable for dog walking and children to play; and
- An outdoor amphitheater for concerts and other events.

Appendix
Supporting Tabulations

<i>Where Now Live</i>	OVERALL	Interested in Central Business District	Interested in Greater Downtown
North	18%	15%	16%
Redlands	18%	17%	15%
Central	12%	14%	18%
Orchard Mesa/East Orchard Mesa	12%	10%	10%
Greater Downtown Area	9%	15%	13%
Northeast	10%	9%	8%
Southeast	4%	4%	6%
Clifton	3%	5%	6%
Fruita	5%	3%	2%
Central Business District	3%	4%	3%
Palisade	2%	2%	1%
Rural Mesa County	2%	2%	1%
Northwest	2%	1%	1%
Other	1%	1%	1%
TOTAL	102%	101%	101%

<i>Length of Residency</i>	OVERALL	Interested in Central Business District	Interested in Greater Downtown
More than 10 years	67%	60%	61%
5 up to 10 years	16%	18%	17%
1 up to 3 years	8%	10%	11%
3 up to 5 years	5%	6%	6%
Less than 1 year	4%	6%	5%
TOTAL	101%	100%	100%

<i>Current Residence Type</i>	OVERALL	Interested in Central Business District	Interested in Greater Downtown
Single-family detached house	83%	76%	76%
Duplex, triplex or townhouse	7%	11%	11%
Apartment or condominium	6%	8%	8%
Mobile home	1%	3%	2%
Other	2%	2%	3%
TOTAL	100%	100%	100%

Where Work	OVERALL	Interested in Central Business District	Interested in Greater Downtown
Central	30%	32%	34%
Greater Downtown Area	32%	30%	30%
Central Business District	29%	29%	28%
North	12%	12%	13%
Northeast	10%	6%	8%
Northwest	7%	7%	7%
Orchard Mesa/East Orchard Mesa	5%	5%	7%
Redlands	6%	5%	4%
Palisade	4%	5%	5%
Southeast	4%	5%	4%
Clifton	4%	4%	5%
Fruita	4%	2%	3%
Rural Mesa County	3%	3%	4%
TOTAL	152%	145%	152%

Total exceeds 100% due to multiple responses.

Household Composition	OVERALL	Interested in Central Business District	Interested in Greater Downtown
Adult living alone	14%	17%	18%
Couple, no child(ren)	42%	37%	36%
Couple with child(ren)	30%	27%	29%
Single parent with child(ren)	4%	7%	5%
Unrelated roommates	4%	7%	6%
Immediate and extended family members	6%	4%	5%
TOTAL	100%	100%	100%

Age of Respondent	OVERALL	Interested in Central Business District	Interested in Greater Downtown
18 - 24	2%	4%	5%
25 - 34	20%	25%	27%
35 - 44	18%	21%	21%
45 - 54	21%	19%	16%
55 - 64	26%	22%	21%
65 - 74	10%	8%	9%
75 or older	2%	1%	2%
TOTAL	100%	100%	100%
Average	48.5	45.5	45.0
Median	50.0	44.0	43.2

Employees in Household	OVERALL	Interested in CBD	Interested in Greater
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			Downtown
1	32%	34%	34%
2	60%	58%	58%
3	7%	6%	7%
4	1%	1%	1%
TOTAL	100%	100%	100%
Average	1.7	1.7	1.7
Median	2.0	2.0	2.0

<i>Household Income</i>	OVERALL	Interested in CBD	Interested in Greater Downtown
None	1%	1%	1%
Under \$25,000	8%	8%	9%
\$25,000 - \$49,999	18%	20%	24%
\$50,000 - \$74,999	23%	24%	23%
\$75,000 - \$99,999	20%	18%	18%
\$100,000 - \$124,999	14%	14%	11%
\$125,000 - \$149,999	4%	3%	3%
\$150,000 - \$174,999	6%	4%	4%
\$175,000 - \$199,999	1%	1%	1%
\$200,000 - \$224,999	2%	3%	2%
\$225,000 - \$249,999	%	%	%
\$250,000 - \$499,999	3%	4%	3%
\$500,000 - \$999,999	%	%	%
TOTAL	100%	100%	100%
Average	\$86,089	\$85,395	\$79,988
Median	\$75,000	\$70,000	\$65,000

AMI – Interested in Living Downtown by Currently Own or Rent

	Own	Rent
50% or less AMI	5%	27%
50.1% - 80% AMI	9%	15%
80.1% - 100% AMI	10%	14%
100.1% - 120% AMI	11%	16%
>120% AMI	64%	28%
TOTAL	100%	100%
Average	\$92,594	\$64,666
Median	\$80,000	\$50,000

AMI by Want to Own or Rent Downtown

	Within 2 years			In 3 to 5 years		
	Own	Rent	don't know	Own	Rent	don't know
50% or less AMI	3%	21%	17%	7%	18%	21%
50.1% - 80% AMI	6%	25%	5%	7%	29%	12%
80.1% - 100% AMI	12%	12%	10%	13%	9%	11%
100.1% - 120% AMI	14%	8%	11%	11%	15%	15%
>120% AMI	65%	34%	57%	62%	28%	41%
	100%	100%	100%	100%	100%	100%
Average	\$102,570	\$60,537	\$83,004	\$92,624	\$58,233	\$77,346
Median	\$80,000	\$49,956	\$75,000	\$75,000	\$50,000	\$60,000

Currently Own or Rent by Interest in Downtown

	Interested in CBD	Interested in Greater Downtown
Own	67%	67%
Rent	30%	31%
Other	3%	2%
TOTAL	100%	100%

Interest in Type of Unit by AMI

Unit Type	50% or less AMI	50.1% - 80% AMI	80.1% - 100% AMI	100.1% - 120% AMI	More than 120% AMI
Lofts	3.9	3.4	3.3	3.3	3.5
Flats	4.0	3.8	3.5	3.6	3.6
Accessory apartment	2.8	2.6	2.4	2.5	2.3
Townhomes	3.4	3.4	3.1	3.6	3.2
Bungalows	4.3	4.1	4.1	3.7	3.6
Live/work	3.4	3.5	3.3	3.6	3.2

Interest in Type of Unit by Want to Own or Rent Downtown

	Within 2 Years			In 3 to 5 Years			In 5 to 10 Years		
	Own	Rent	Don't Know	Own	Rent	Don't Know	Own	Rent	Don't Know
Lofts	3.5	3.7	3.5	3.5	3.8	3.5	3.5	3.9	3.5
Flats	3.7	3.8	3.6	3.7	4.2	3.5	3.7	4.3	3.6
Accessory apartment	2.3	2.5	2.6	2.3	2.7	2.6	2.4	2.4	2.5
Townhomes	3.0	3.5	3.1	3.1	3.7	3.1	3.3	2.8	3.1
Bungalows	3.7	3.7	3.6	3.7	3.9	3.5	3.7	4.0	3.5
Live/work	3.3	3.1	3.1	3.3	3.4	3.0	3.3	3.6	3.0

Housing Payment by Want to Own or Rent Downtown

	Within 2 Years			In 3 to 5 Years		
	Own	Rent	Don't Know	Own	Rent	Don't Know
No rent/ mortgage	15%	5%	13%	14%	2%	10%
Under \$500	4%	8%	7%	5%	10%	8%
\$500 - \$749	11%	25%	12%	12%	26%	19%
\$750 - \$999	17%	23%	24%	19%	32%	20%
\$1,000 - \$1,249	26%	20%	17%	24%	17%	18%
\$1,250 - \$1,499	7%	10%	11%	9%	1%	12%
\$1,500 - \$1,749	9%	8%	6%	7%	10%	8%
\$1,750 - \$1,999	4%	1%	7%	4%	1%	4%
\$2,000 - \$2,499	4%	%	3%	3%		1%
\$2,500 - \$2,999	2%			2%		
\$3,000 - \$3,999	%			%		
\$4,000 or more	1%			%		
	100%	100%	100%	100%	100%	100%
Average	\$1,016	\$894	\$936	\$993	\$854	\$914
Median	\$1,000	\$850	\$940	\$1,000	\$800	\$925