

LAND RESEARCH MANAGEMENT, Inc.

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TO: Aimee Craig Carlson, AICP
Director of Land Planning & Entitlement
Pulte Group

FROM: Jim Fleischmann, Vice President
Land Research Management, Inc.

RE: Market Study and Fiscal Impacts Memorandum 22.5 Acre St. Therese Property, Wellington, Florida

DATE: September 4, 2023; Revised December 18, 2023

MEMORANDUM

OBJECTIVE

The objective of this analysis is to assess market-based support for, and basic fiscal impacts of, the proposed Small-Scale Land Use Amendment.

PROPOSED LAND USE AMENDMENT

The site, a 22.5 acre portion of the 38.9 acre St. Therese de Lisieux Catholic Church (St. Therese) property (Ref: Exhibit 1), currently has a Communities Facilities (CF) Future Land Use (FLU) designation. A Residential C FLU designation is proposed to allow development of a 42-lot luxury single family community consisting of estate homes.

SITE LOCATION

The subject property is located at the corner of Lake Worth Road and 120th Avenue, approximately 4 miles west of Florida's Turnpike. The property is located within an existing Planned Unit Development known as Orange Pointe PUD and which served as a civic pod for the master plan when it was approved in 1998. To date that portion of the subject property has not been developed.

The proposed residential community will have access from 120th Avenue south of Lake Worth Road, a major east-west traffic collector. Traveling east on Lake Worth Road, the site is approximately 2 miles from US-441/SR 7 and 4 miles from Florida's Turnpike. These major transportation arteries provide access to major employment and entertainment centers in Palm Beach County and beyond. This location also provides residents with access to the center of the Village's equestrian activities and major municipal downtown areas with less than a 30-minute drive.

NEIGHBORHOOD COMPATIBILITY

The proposed use is compatible with surrounding land uses as it shares a boundary with the balance of the St. Therese property to its north, a luxury residential community, The Isles at Wellington, to the east and south, and horse farms to the west.

EXHIBIT 1 – ST. THERESA PROPERTY



MARKET OVERVIEW

The site is located in the highly desirable Palm Beach County Wellington Market Area, internationally known for its equestrian and polo attractions and luxury residential communities.

Wellington frequently serves as a second/third home area to part-time residents who come for the equestrian recreational activities. Wealthy families are also drawn to the area for the A-rated schools and upscale aesthetics.

Typically, buyers looking in the vicinity prefer to reside within the Village limits as opposed to its periphery. As a result, the market area, for the purposes of the recent sales analysis, is divided into the “Village Market Area” and the “Wellington Sub-Market Area”.

The proposed community will attract full and part-time residents looking for the benefits and prestige of a location in the Village Market Area.

One of the unique attributes of the Village Market Area is the absence of new home product. A search of recent residential sales in the Village and its vicinity supports this conclusion. As a result, competition for the proposed development will likely come primarily from the resales market.

VILLAGE MARKET AND WELLINGTON SUB-MARKET DEMOGRAPHIC SUMMARY

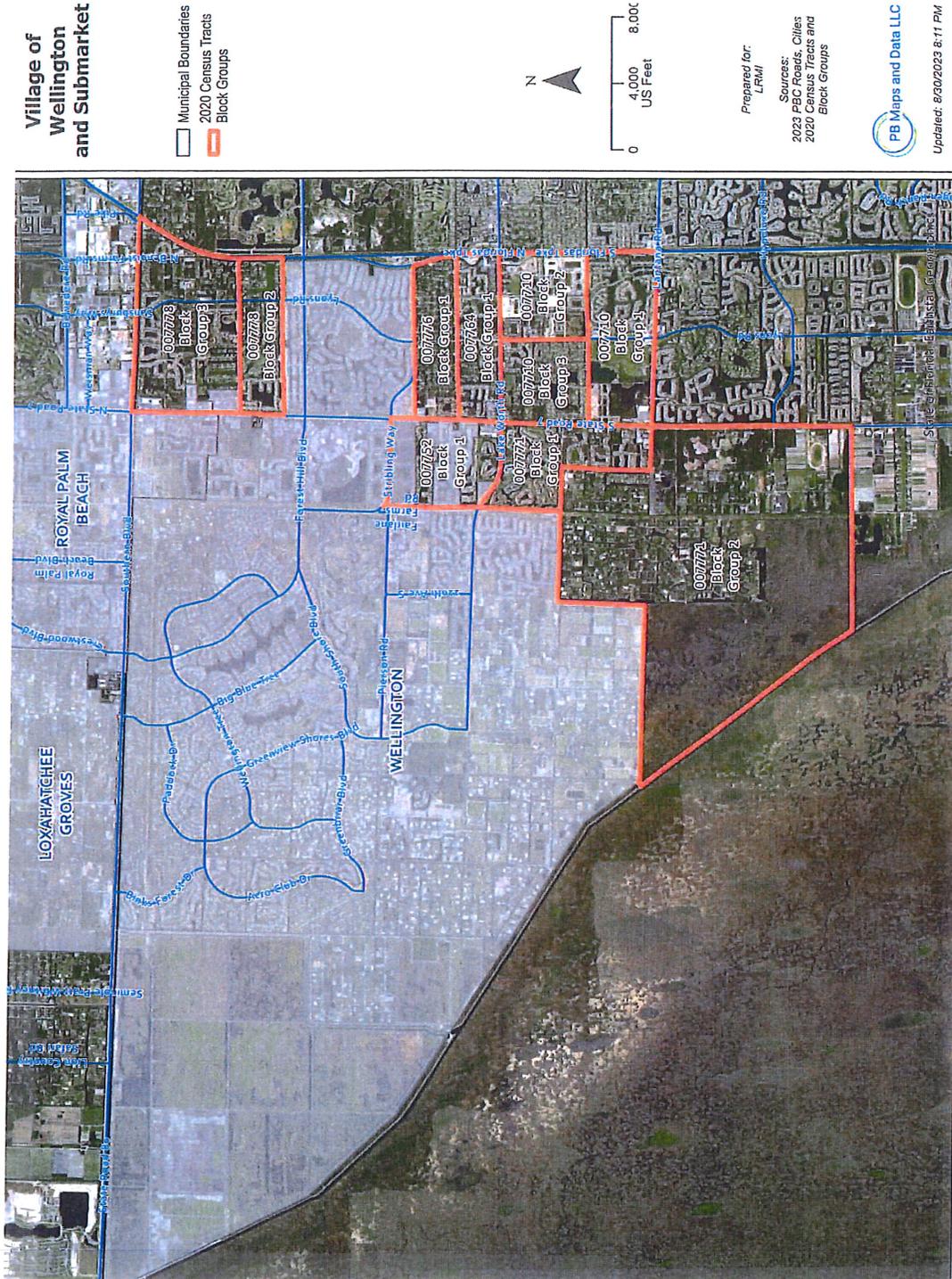
A brief summary of Village Market and Wellington Sub-Market demographic characteristics is presented in Table1. Exhibit 2 illustrates the boundaries of the Village Market and Wellington Sub-Market Areas.

TABLE 1 – Demographic Characteristics Summary

Characteristic	Village	Wellington Sub-Market	Palm Beach County
Population	57,377	24,426	1,469,032
Dwelling Units	22,653	8,493	702,877
One Unit Per Structure Units (Detached)	16,030	7,220	322,681
Households	19,669	7,769	581,119
Median Household Income (\$)	98,163	124,476	68,874
Household Income \$200,000 or more	3,287	1,814	65,891

Source: American Community Survey Estimate

EXHIBIT 2 –VILLAGE MARKET AREA AND WELLINGTON SUB-MARKET AREAS



The following general observations are made from the data presented in Table 1:

1. High percentages of dwelling units in both the Village (70.8%) and the Wellington Sub-Market (85%) Areas are single-family detached units; substantially higher than countywide (45.9%) rate;
2. The median annual household income in both the Village (\$98,163) and the Wellington Sub-Market (\$124,476) Areas is substantially higher than the County (\$68,874);
3. Household income is reported by the Census in ranges. The highest reported range is \$200,000 per year and above. Both the Village (16.7%) and the Wellington Sub-Market (23.3%) Areas substantially exceed the countywide rate (11.3%).

RECENT VILLAGE MARKET AND WELLINGTON SUB-MARKET AREAS SALES ACTIVITY

Tables 2 and 3 contain recent single-family home sales data for the Village Market Area and Wellington Sub-Market Area, as illustrated in Exhibit 2. Data in these tables summarize single-family home sales in the \$300,000 and more price range in each of the defined market segments.

Per Table 2, Sales in the Village Market Area averaged 96 units per month and the Village Sub-Market Area averaged 64 units per month during the 2020 to August 2023 period.. Most recently (i.e. 2023 through August) sales averaged 58 units per month in the Village Market Area and 27 units per month in the Wellington Sub-Market Area.

TABLE 2
Single-Family Sales 2020 to 2023 (1) \$300,000 and More

Sale Year	Village Market	Wellington Sub-Market	Total Parcels
2020	846	386	1,232
2021	1,011	482	1,493
2022	759	408	1,167
2023 (1)	465	210	675
Totals	3,081	1,486	4,567

(1) Sales to August 2023

Source: Palm Beach County Property Appraiser Data; August 2023

Table 3, Sales in the Village Market Area and Wellington Sub-Market Area illustrates the previous conclusion that virtually all of the single-family detached home sales in both market segments are generated by existing homes as opposed to new construction.

Additional detail regarding luxury home sales, defined as priced from \$750,000 and above, for the Village Market Area during the 2000 to 2023 period is presented in Table 4. Monthly average sales rates, by price range in the luxury home market, for the 2020 to 2023 period are summarized as follows:

- \$750 to \$1,000,000 = 12.9 units per month
- \$1,000,000 to \$2,000,000 = 9.6 units per month
- \$2,000,000 to \$4,000,000 = 3.5 units per month
- \$4,000,000 and more = 1.8 units per month

TABLE 3
Single-Family Sales 2020 to 2023 (1) \$300,000 and More by Year Built

Year Built	Village Market	Wellington Sub-Market	Total Parcels
No Year	10	161	171
1940-1949	-	-	-
1950-1959	2	4	6
1960-1969	1	5	6
1970-1979	176	48	224
1980-1989	786	198	984
1990-1999	771	293	1,064
2000-2009	1,166	427	1,593
2010-2019	159	186	345
2020-2021	10	164	174
Totals	3,081	1,486	4,567

(1) Sales to August 2023

Source: Palm Beach County Property Appraiser Data; August 2023

TABLE 4
Village Market Luxury Home Sales 2020 to 2023 (1)

Sales Price	2020 Sales	2021 Sales	2022 Sales	2023 Sales	Total 2020 - 2023
\$750K - \$1M	46	129	141	97	413
\$1M - \$2M	36	82	128	63	309
2M - \$4M	10	30	43	29	112
\$4M and More	6	21	15	14	56
Totals	98	262	327	203	890

(1) Sales to August 2023

Source: Palm Beach County Property Appraiser Data; August 2023

SINGLE-FAMILY HOUSING GROWTH PROJECTIONS

Census Tract (2020 U.S. Census statistics) and Traffic Analysis Zone (Palm Beach County Planning Division projections) data used in this analysis are included in Attachment A. These data sources are used to project single-family housing growth within the Village Market Area and the tailored 5-mile site radius. The tailored site radius includes that portion of the 5-mile site radius located south of Southern Boulevard and west of Florida’s Turnpike and south to Hypoluxo Road (Ref: Attachment A Traffic Analysis Zone Map).

Using the sources in Appendix A, Village Market Area and the tailored 5-mile site radius population, household, housing units and single-family dwelling projections are presented in Tables 5 and 6.

The proposed St. Therese development is projected to be marketing units commencing in 2025. From Table 5, and pending the availability of supply, single-family dwelling growth in the Village Market Area during the 2025 to 2030 period is projected at 594 units, or an average of 99 units per year.

TABLE 5
Village Market Area Single-Family Housing Projections 2020 to 2030

Characteristic	2020	2025	2030
Population	57,377	64,050	66,176
Housing Units	22,653	25,288	26,127
Households	19,669	21,957	22,685
Single-Family Units	16,030	17,894	18,488

Sources: 2020 Census data and Palm Beach County Planning Division Population Projections

TABLE 6
Tailored Five-Mile Radius Single-Family Housing Projections 2020 to 2030

Characteristic	2020	2025	2030
Population	92,590	103,669	108,893
Housing Units	36,183	40,431	42,468
Households	31,376	35,247	37,024
Single-Family Units	29,815	33,174	34,846

Sources: 2020 Census data and Palm Beach County Planning Division Population Projections

FISCAL IMPACTS SUMMARY

Descriptions of the procedures used to estimate fiscal impacts of the proposed 42unit residential development are presented in Attachments B, C and D. Fiscal impacts estimated include initial year Ad Valorem (\$123,189) and Non-Ad Valorem (\$30,870) taxes, Building (\$17,926) and Engineering (\$218,400) permit fees and charges and the distribution of Ad Valorem and Non-Ad Valorem tax revenues (\$123,189) among Village operating departments.

CONCLUSION

The proposed Residential C FLU Amendment will allow for the development of a 42-lot luxury single family community consisting of estate homes within the Village Market Area. Data and analysis presented herein support the conclusion that demand within the Village Market Area has historically supported luxury home sales. Further, sales by year-built data indicate that there is little or no newly constructed supply. Assuming the maintenance of recent historical sales rates and population, household and housing growth projected in Attachment A, it is concluded that the proposed Residential C FLU Amendment allowing for the 42 unit community is supported by existing and projected demand for luxury homes within the Village Market and Wellington Sub-Market areas.



Jim Fleischmann

Date: 12/18/23

Village of Wellington and Submarket

- Site Location
- Census Tracts
- 3 Mile Radius
- 5 Mile Radius

ATTACHMENT A

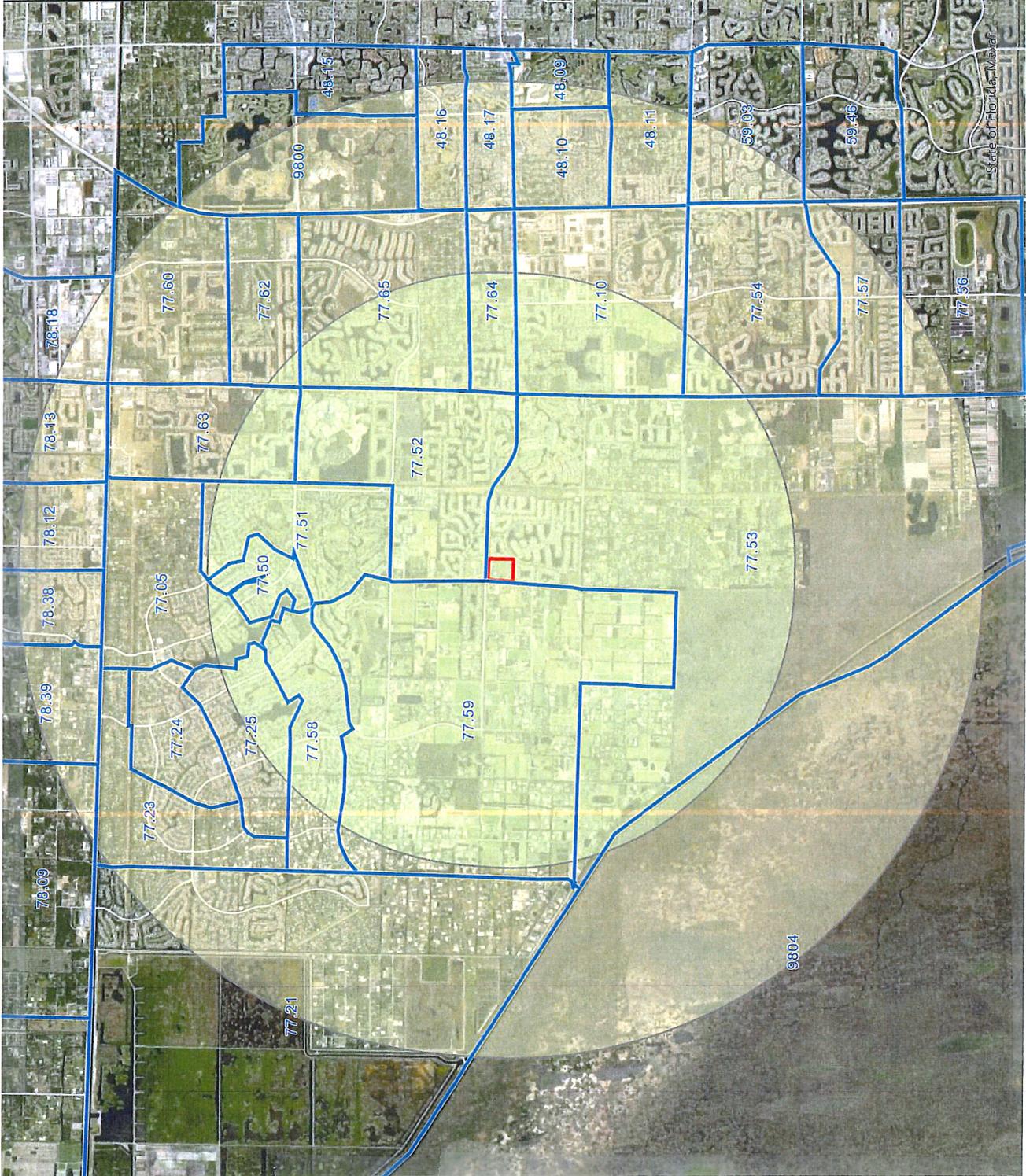


Prepared for:
LRMI

Sources:
2023 FBC Roads, Cities
2020 Census Tracts and
Block Groups



Updated: 12/15/2023 11:27 AM



Wellington Demographics within Southern, Turnpike and Hypoluxo				
Geography	Population	Households	Housing Units	SF Units
Census Tract 77.05	4,142	1,371	1,596	1,457
Census Tract 77.10	7,626	2,360	2,833	2,654
Census Tract 77.21	4,948	1,645	1,911	1,858
Census Tract 77.23	2,769	761	940	913
Census Tract 77.24	6,061	2,501	2,171	1,534
Census Tract 77.25	5,792	2,024	2,143	1,893
Census Tract 77.50	4,435	1,466	1,687	1,206
Census Tract 77.51	3,540	1,486	1,784	1,406
Census Tract 77.52	7,504	2,278	2,887	2,120
Census Tract 77.54	4,915	2,156	2,465	2,485
Census Tract 77.58	5,649	1,929	2,321	1,296
Census Tract 77.59	1,943	474	1,226	734
Census Tract 77.63	8,167	2,562	3,075	1,600
Census Tract 77.64	2,061	739	781	792
Census Tract 77.70	2,976	899	951	940
Census Tract 77.71	3,870	1,371	1,704	1,548
Census Tract 77.75	8,022	2,159	2,716	2,716
Census Tract 77.76	1,366	382	473	468
Census Tract 77.78	6,804	2,813	2,519	2,195
Total	92,590	31,376	36,183	29,815
<i>Sources:</i>	<i>P1 2020 Decennial Census</i>	<i>DPO2 2022 ACS 5 yr Est</i>	<i>H1 2020 Decennial Census</i>	<i>2023 PBC Existing Land Use LivUnit</i>

JUR	TAZ	JTAZ	POP2022	POP2025	POP2030	POP2035	POP2040	POP2045	POP2050
00	1592	00_1592	80	84	112	128	223	257	269
73	1728	73_1728	1,382	1,386	1,401	1,418	1,428	1,432	1,434
73	1729	73_1729	298	299	299	300	300	301	303
73	1730	73_1730	155	155	159	162	162	162	164
73	1731	73_1731	117	117	117	117	117	117	119
73	1732	73_1732	58	58	58	58	58	58	60
73	1733	73_1733	202	204	212	214	215	216	218
73	1734	73_1734	2,320	2,325	2,329	2,336	2,336	2,343	2,345
73	1735	73_1735	165	165	165	168	168	169	171
73	1736	73_1736	1,492	1,493	1,496	1,517	1,525	1,530	1,532
73	1768	73_1768	581	582	771	784	794	796	884
73	725	73_0725	-	-	-	-	-	-	-
00	726	00_0726	-	-	-	-	-	-	-
73	726	73_0726	191	192	199	215	226	235	242
73	727	73_0727	1,648	1,657	1,662	1,682	1,702	1,708	1,710
73	728	73_0728	3,082	3,101	3,126	3,143	3,150	3,159	3,161
73	729	73_0729	1,346	1,350	1,362	1,389	1,399	1,403	1,405
73	730	73_0730	5,100	5,110	5,133	5,159	5,160	5,175	5,177
73	731	73_0731	329	333	336	350	384	440	492
72	732	72_0733	9	346	921	951	1,074	1,110	1,142
72	732	72_0732	1,042	1,617	2,035	2,090	2,137	2,150	2,192
00	733	00_0733	2,227	2,276	2,431	2,620	2,739	2,822	2,882
00	734	00_0734	-	-	-	-	-	-	-
73	734	73_0734	1,806	1,824	1,829	1,839	1,840	1,846	1,848
73	735	73_0735	5,978	5,989	5,998	6,016	6,020	6,025	6,042
73	736	73_0736	1,851	2,245	2,280	2,299	2,342	2,399	2,442
00	737	00_0737	1,902	1,909	1,912	1,932	1,940	1,946	1,948
00	738	00_0738	1,552	1,634	1,721	1,864	1,945	1,962	1,964
00	739	00_0739	5,225	5,397	5,817	6,510	6,585	6,625	6,642
00	740	00_0740	1,047	1,059	1,279	1,282	1,300	1,305	1,307
00	741	00_0741	2,498	2,509	2,516	2,537	2,555	2,563	2,565
00	743	00_0743	1,268	2,041	2,169	2,181	2,199	2,207	2,209
73	877	73_0877	273	606	716	722	730	732	734
73	878	73_0878	79	84	93	99	102	120	132
73	987	73_0987	1,976	1,999	2,017	2,027	2,043	2,049	2,051
73	988	73_0988	2,054	2,073	2,079	2,085	2,089	2,095	2,097
73	989	73_0989	1,984	2,026	2,040	2,074	2,131	2,148	2,150
73	990	73_0990	1,699	1,707	1,939	1,955	1,983	1,990	1,992
73	991	73_0991	466	476	486	494	502	504	506
73	992	73_0992	1,569	1,585	1,595	1,603	1,603	1,608	1,610
73	993	73_0993	1,128	1,138	1,150	1,173	1,247	1,260	1,262
73	994	73_0994	2,959	2,978	3,015	3,033	3,040	3,049	3,051
73	995	73_0995	1,150	1,154	1,181	1,194	1,241	1,252	1,254
73	996	73_0996	1,401	1,410	1,420	1,559	1,606	1,639	1,641
73	997	73_0997	450	463	466	468	468	469	471
73	998	73_0998R	173	180	183	184	184	185	187
73	998	73_0998	1,077	1,245	1,390	1,401	1,421	1,426	1,428
73	999	73_0999	205	346	499	540	606	640	692

Source: 2022 Palm Beach County Population Allocation Model

JUR	TAZ	JTAZ	POP2022	POP2025	POP2030	POP2035	POP2040	POP2045	POP2050
00	1592	00_1592	80	84	112	128	223	257	269
73	1728	73_1728	1,382	1,386	1,401	1,418	1,428	1,432	1,434
73	1729	73_1729	298	299	299	300	300	301	303
73	1730	73_1730	155	155	159	162	162	162	164
73	1731	73_1731	117	117	117	117	117	117	119
73	1732	73_1732	58	58	58	58	58	58	60
73	1733	73_1733	202	204	212	214	215	216	218
73	1734	73_1734	2,320	2,325	2,329	2,336	2,336	2,343	2,345
73	1735	73_1735	165	165	165	168	168	169	171
73	1736	73_1736	1,492	1,493	1,496	1,517	1,525	1,530	1,532
73	1768	73_1768	581	582	771	784	794	796	884
73	725	73_0725	-	-	-	-	-	-	-
00	726	00_0726	-	-	-	-	-	-	-
73	726	73_0726	191	192	199	215	226	235	242
73	727	73_0727	1,648	1,657	1,662	1,682	1,702	1,708	1,710
73	728	73_0728	3,082	3,101	3,126	3,143	3,150	3,159	3,161
73	729	73_0729	1,346	1,350	1,362	1,389	1,399	1,403	1,405
73	730	73_0730	5,100	5,110	5,133	5,159	5,160	5,175	5,177
73	731	73_0731	329	333	336	350	384	440	492
72	732	72_0733	9	346	921	951	1,074	1,110	1,142
72	732	72_0732	1,042	1,617	2,035	2,090	2,137	2,150	2,192
00	733	00_0733	2,227	2,276	2,431	2,620	2,739	2,822	2,882
00	734	00_0734	-	-	-	-	-	-	-
73	734	73_0734	1,806	1,824	1,829	1,839	1,840	1,846	1,848
73	735	73_0735	5,978	5,989	5,998	6,016	6,020	6,025	6,042
73	736	73_0736	1,851	2,245	2,280	2,299	2,342	2,399	2,442
00	737	00_0737	1,902	1,909	1,912	1,932	1,940	1,946	1,948
00	738	00_0738	1,552	1,634	1,721	1,864	1,945	1,962	1,964
00	739	00_0739	5,225	5,397	5,817	6,510	6,585	6,625	6,642
00	740	00_0740	1,047	1,059	1,279	1,282	1,300	1,305	1,307
00	741	00_0741	2,498	2,509	2,516	2,537	2,555	2,563	2,565
00	743	00_0743	1,268	2,041	2,169	2,181	2,199	2,207	2,209
73	877	73_0877	273	606	716	722	730	732	734
73	878	73_0878	79	84	93	99	102	120	132
73	987	73_0987	1,976	1,999	2,017	2,027	2,043	2,049	2,051
73	988	73_0988	2,054	2,073	2,079	2,085	2,089	2,095	2,097
73	989	73_0989	1,984	2,026	2,040	2,074	2,131	2,148	2,150
73	990	73_0990	1,699	1,707	1,939	1,955	1,983	1,990	1,992
73	991	73_0991	466	476	486	494	502	504	506
73	992	73_0992	1,569	1,585	1,595	1,603	1,603	1,608	1,610
73	993	73_0993	1,128	1,138	1,150	1,173	1,247	1,260	1,262
73	994	73_0994	2,959	2,978	3,015	3,033	3,040	3,049	3,051
73	995	73_0995	1,150	1,154	1,181	1,194	1,241	1,252	1,254
73	996	73_0996	1,401	1,410	1,420	1,559	1,606	1,639	1,641
73	997	73_0997	450	463	466	468	468	469	471
73	998	73_0998R	173	180	183	184	184	185	187
73	998	73_0998	1,077	1,245	1,390	1,401	1,421	1,426	1,428
73	999	73_0999	205	346	499	540	606	640	692

Source: 2022 Palm Beach County Population Allocation Model

**ATTACHMENT B
VILLAGE AD VALOREM AND NON-AD VALOREM TAX GENERATION TABLES**

B-1 Village Annual Ad Valorem and Non-Ad Valorem Tax Calculation Table

Ad Valorem Tax Factors	Single Unit	42 Unit Development
Selling Price	(\$)1,650,000	\$69,300,000
Market Value (1)	(\$)1,237,500	\$51,975,000
Taxable Value (2)	(\$)1,187,500	\$49,875,000
Village Millage Rate	2.47 Mills	2.47 Mills
Village Ad Valorem Tax Revenue (3)	\$2,933	\$123,189

(1) – 75% of Selling Price (2) - Market Value less \$50,000 Homestead + Additional Homestead Exemptions (3) – Taxable Value x millage rate

B-2 Village Annual Non-Ad Valorem Tax Calculation Table

Non- Ad Valorem Tax	Single Unit (1)	42 Unit Development
Acme Improvement District	\$255	\$10,710
Solid Waste Authority	\$190	\$ 7,980
Wellington Solid Waste	\$290	\$12,180
Non-Ad Valorem Tax Revenue	\$735	\$30,870

(1) - Palm Beach County Property Appraiser files

B-3 Village Annual Ad Valorem and Non-Ad Valorem Tax Summary Table

Tax Revenue Category	Single Unit (1)	42 Unit Development
Ad Valorem Tax Revenue	\$2,933	\$123,186
Non-Ad Valorem Tax Revenue	\$735	\$30,870
Total Ad Valorem + Non-Ad Valorem	\$3,668	\$154,056

Initial year Village Ad Valorem tax revenue, assuming a tax rate of 2.47 mills, sale of all 42 units and homestead exemptions (total of \$50,000 per unit), is projected at \$123,186. Village Non-Ad Valorem tax revenue for the three taxing authorities, assuming full occupancy and FY 2023/24 tax rates is projected at \$30,870. Total Ad Valorem and Non-Ad Valorem Tax revenue, based upon the assumptions, is \$154,056.

**ATTACHMENT C
BUILDING AND ENGINEERING PERMIT FEES ESTIMATE**

Fee Category	Fee Estimate (\$)
Building Permit Fee Per Construction Cost	11,250.00
Department of Business & Professional Regulation	112.50
Building Code Administrator’s Fund Surcharge	168.75
Building Plan Review	5,765.00
Land Development Application Fee	1,000.00
Engineering Permit and Fee Per Site Improvements Cost	217,400.00
Total Building and Engineering Fees	235,696.25

Building Permit Fees Based upon a building improvements estimate of \$27,300,000. Land Development and Engineering Fees based upon a site improvements cost estimate of \$9,870,000. Building Permit fees are generated by applying Village fee schedules to building improvements costs (\$650,000 per unit or a total of \$27,300,000). Building Permit fees are estimated at \$17, 296.25. Land Development and Engineering Permit fees are estimated by applying Village fee schedules to site improvements (\$235,000 per unit or a total of \$9,870,000). Land Development and Engineering Permit fees are estimated at \$218,400. Total Building Permit, Land Development and Engineering fees are estimated at \$235,696.25

**ATTACHMENT D
FY 2023/24 GENERAL FUND BUDGET CONTRIBUTION TABLE**

General Budget Categories (1)	Single Unit (\$)	42 Unit Development (\$)
Safety and Security	577.39	24,250.38
Village Appearance & Mobility	285.18	11,977.56
Protecting Our Investment	487.53	20,476.26.
Community Investment	79.11	3,322.62
Quality of Life	365.81	15,364.02
Infrastructure Improvements	263.15	11,052.30
Economic Outreach	102.73	4,314.66
Responsive Governance	772.23	32,431.66
Total General Budget Contribution	2933.13	123,189.46

Source: Wellington FY 2023/24 Preliminary Budget Tax Receipt.

Estimated Ad Valorem tax revenues (\$123,189) are distributed among Village budget categories using the FY 2023/24 Preliminary Budget Tax Receipt calculator. Category detail is summarized as follows:

Safety and Security - Code Compliance, Emergency Management, and Law Enforcement

Village Appearance & Mobility - Landscape and Road)Maintenance

Protecting Our Investment - Building & Custodial Maintenance, Athletic Facility & Neighborhood Parks; and Environmental Services

Community Investment - Community Services and Community Development Block Grant

Quality of Life - Special Events & Concerts and Recreation Programs

Infrastructure Improvements - Protecting Our Investment)

Economic Outreach - Comprehensive Planning

Responsive Governance - Administration and Internal Services