



# CITY OF SACRAMENTO

2

## CITY PLANNING DEPARTMENT

725 "J" STREET

SACRAMENTO, CALIF. 95814  
TELEPHONE (916) 449-5604

MARTY VAN DUYN  
PLANNING DIRECTOR

February 6, 1981

City Council  
Sacramento, California

Honorable Members in Session:

SUBJECT: 1. Tentative Map for Riverside Villa  
2. Special Permit (P-9097)

LOCATION: 6058 Riverside Boulevard

### SUMMARY

The applicant is proposing to divide a 14+ acre lot into 180 individual lots and one common lot for the purpose of converting 180 townhouse apartment units to 180 condominium units.

Staff recommended approval of this application with conditions; however, the request was denied by the Commission. The Planning Commission's action was due to concern over the removal of a unique housing opportunity from the rental housing stock in this planning area.

### BACKGROUND INFORMATION

This item was originally presented to the Planning Commission on December 4, 1980. At that time, the staff recommended against the project due to inadequate relocation plans for the large number of families with children residing in this complex. There was also a concern that adequate comparable replacement housing opportunities for families with children were limited in this area. The Planning Commission was in agreement with staff's concerns and therefore continued the project to January 15, 1981.

The applicant subsequently prepared a report outlining measures that will be taken to mitigate these concerns. The relocation plan included assistance in locating a unit, phasing of the project to allow availability of units for lease to existing tenants, and a list of comparable units in the area. In an effort to minimize displacement, the applicant has proposed a sales program that may provide incentives for these tenants to purchase. The program emphasizes discounts and favorable financing.

**APPROVED**  
BY THE CITY COUNCIL

FEB 17 1981

OFFICE OF THE  
CITY CLERK

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*Cont 3-3-81*

**APPROVED**  
BY THE CITY COUNCIL

FEB 17 1981

OFFICE OF THE  
CITY CLERK

In consideration of the revised program, several Commissioners still had a concern with the number of three bedroom units in this particular complex. They felt that this complex was unique because there is a significant amount of three bedroom units which presently provide housing for large families with children. They voiced a concern regarding the availability of units of this size and price range in the Pocket area.

In an effort to address this concern the applicant has submitted an updated accounting of units in the area and the number of units containing families with children. The list includes rent ranges, size and availability of the proposed comparable units. The list also contains the address and telephone number of these complexes for the convenience of persons wishing to verify or update the information presented.

This complex contains 90 three-bedroom units. There are at least 101 other three-bedroom rental units in this area, and of these, 27 are presently available. Many of these three-bedroom rental units are available in single family homes, duplexes and townhouses. The availability of these units were obtained from local want ads and similar units are available on an on-going basis.

Staff believes that the applicant has successfully mitigated the concern over tenant displacement and specifically, hardships on families with children. There are only 44 remaining families with children in this complex, and, of these, 17 are qualified as low or moderate income and will receive long-term leases or purchase incentives. The 27 remaining families will be provided extended leases for a minimum of three years should they have difficulty locating a comparable unit. Also, of the 27 families with children, one family has three children, 16 families have two children, and 10 families have only one child. In addition to these provisions, tenant discounts and the proposed below market rate financing may provide ownership opportunities for these individuals.

Prior to vote of the Commission, the conditions were discussed. At that time, recommendations for changes in some of the special permit conditions were made; however, no motion was made to amend the conditions. These recommended changes are included as amended by staff.

#### VOTE OF COMMISSION

A motion was made to approve the project subject to conditions; however, the motion failed because of a lack of votes (four ayes, three noes, two absent). This, in effect, caused a denial of the project.


RECOMMENDATION

The Planning Commission recommends that the City Council deny the Tentative Map and Special Permit applications.

The staff recommends that the City Council:

1. Approve and adopt the attached Tentative Map Resolution with conditions;
2. Approve the Special Permit and adopt the attached Findings of Fact with conditions.

Respectfully submitted,

  
Marty Van Duyn  
Planning Director

FOR CITY COUNCIL INFORMATION  
WALTER J. SLIPE  
CITY MANAGER

MVD:SC:bw  
Attachments  
P-9097

February 17, 1981  
District No. 8

## RESOLUTION No.

Adopted by The Sacramento City Council on date of

February 17, 1981

RESOLUTION ADOPTING FINDINGS OF FACT, APPROVING  
A REQUEST FOR TENTATIVE MAP FOR RIVERSIDE VILLA  
CONDOMINIUMS (APN: 030-057-02) (P-9097)

WHEREAS, the Planning Commission has submitted to the City Council its report and recommendations concerning the request for a Tentative Map for Riverside Villa Condominiums, located at 6058 Riverside Boulevard (hereinafter referred to as the proposed subdivision).

WHEREAS, the Council of the City of Sacramento, based on testimony submitted at public hearing(s) conducted on February 17, 1981, hereby finds and determines as follows:

- A. The proposed subdivision, together with the provisions for its design and improvement, is consistent with the City General Plan and the Pocket Community Plan in that both plans designate the subject site for residential uses. Also, any required improvements are to be designed and constructed within the provisions of the Subdivision Regulations which, by Section 40.102 of said regulations, is designated as a Specific Plan of the City of Sacramento.
- B. The site is physically suitable for the type and proposed density of development in that the subject site is flat with no significant erosional, soil expansion, or other similar problems.
- C. The design of the subdivision or proposed improvements are not likely to cause substantial environmental damage and will not substantially and avoidably injure fish, wildlife, or their habitat. The proposed project has been reviewed and assessed by the Environmental Coordinator, who has determined that the proposed project will not cause individual or cumulative adverse effects on the natural and social-physical environment or substantially and avoidably injure fish, wildlife, or their habitat, pursuant to CEQA, Section 15101k.
- D. The design of the subdivision or the type of improvements are not likely to cause serious public health problems in that community water and sewer systems exist at the site. The site is not within an established floodplain or over a known seismic fault.

- E. The design of the subdivision or the type of improvements will not conflict with easements acquired by the public for access through, or use of, the property within the proposed subdivision, in that there are no access easements for use by the public at large on the subject site.
- F. The discharge of waste from the proposed subdivision into the community sewer system servicing the proposed subdivision will not result in or add to a violation of the waste discharge requirements applicable to said sewer system which were prescribed by the California Regional Water Quality Control Board, Central Valley Region, in that the existing City of Sacramento treatment plants have a design capacity of 75 mgd and that actual treated discharge averages 56 mgd. The discharge from the proposed project will not create a condition exceeding the design capacity.
- G. The design of the proposed subdivision provides, to the extent feasible, for future passive or natural heating or cooling opportunities in the proposed subdivision, taking into consideration the local climate, the contour and configuration of the parcel to be divided, and such other design and improvement requirements applicable to the proposed subdivision.
- H. The proposed subdivision of existing multiple family dwellings into condominiums is within the Pocket Community Plan area and the average annual vacancy rate for this area at the time of approval exceeds five percent.
- I. An adequate relocation plan providing for relocation of tenants in the proposed conversion of this multiple family residential building(s) into condominiums has been provided in accordance with the Comprehensive Zoning Ordinance.
- J. The proposed conversion of this multiple family residential project to condominiums makes available ownership or long term lease opportunities to qualified and eligible tenants of low and moderate income.
- K. The proposed conversion of this multiple family residential project does or will be required by condition to comply with all applicable development and building standards contained in the Comprehensive Zoning Ordinance and the City Building Code.

NOW, THEREFORE, BE IT RESOLVED by the Council of the City of Sacramento as follows:

The Tentative Map be approved subject to the following conditions:

1. The applicant pay off all existing assessments.
2. The applicant prepare a right-of-way study and dedicate and improve the blister at the north end of Riverside Boulevard.
3. The applicant comply with the following development standards set forth in Section 28-C-3 of the Zoning Ordinance:
  - a. Separate sewer and water services shall be provided to each unit (Section 28-C-3(b);
  - b. Floor-to-ceiling and wall-to-wall assemblies between each unit shall comply with the sound transmission and sound impact standards specified in Section 28-C-3(c);
  - c. Each unit shall be equipped with a smoke detector in the proper location and either an automatic fire sprinkler system or two-hour fire separations on floors, and each wall common to itself and an adjacent unit.
4. The applicant shall bring the project into compliance with applicable City codes as follows:
  - a. Ground fault circuit interrupters shall be provided on receptacles which are located outdoors, in bathrooms, at swimming pool lights and in individual garages;
  - b. Provide additional venting if the eave vents are sealed;
  - c. Provide separate condensate overflow drain for the air handle located above the upstairs hall drop ceiling;
  - d. Repair or replace all worn switches and receptacles;
  - e. Provide outdoor lights at the rear of each unit;
  - f. Provide an inspection and plumbing report of the buried galvanized or black iron cold water system for the review and approval of the City Building Inspector. Pending the results of the report, the applicant may be required to replace said system prior to filing the final map with the City Council;
  - g. Renail, repaint and caulk the exterior plywood;
  - h. Provide fire walls for those exterior walls subject to possible fire damage from the windows and glass doors of adjacent units;
  - i. Repair non-functional bathroom fans.

5. The applicant shall provide two fire hydrants constructed to City standards.

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MAYOR

ATTEST:

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CITY CLERK

P-9097

In the matter of the decision of )  
the City Council on Application )  
P-9097, Special Permit to convert )  
180 existing apartment units to )  
180 condominium units in R-3-R )  
zone located at 6058 Riverside )  
Boulevard )

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NOTICE OF DECISION  
AND  
FINDINGS OF FACT

On February 17, 1981, the City Council held a public hearing regarding the above referenced application for special permit.

Based on documentary and oral evidence submitted at the public hearing on February 17, 1981, the City Council approved the special permit subject to the following findings and conditions:

1. The proposed conversion is consistent with the General Plan and Housing Element as required by Section 28-C-6(a)(i) of the Comprehensive Zoning Ordinance.
  - a. The vacancy rate of this community plan area is in excess of five percent and no significant change on the housing stock will occur with this conversion;
  - b. There will be no significant tenant displacement due to the relocation, sales and phasing plan the applicant will provide for these tenants as conditioned;
  - c. This project will meet the required development standards contained in the Comprehensive Zoning Ordinance and the City Building Code as conditioned on the tentative map;
  - d. This project will provide ownership opportunities to eligible tenants of low or moderate income.
2. This proposed conversion project is located in the Pocket Community Plan area where the rental vacancy rate is 5.6 percent as of October 1, 1980.

There appears to be an adequate supply of rental housing in this area based on the vacancy rate.

3. Adequate comparable replacement housing is available for all eligible tenants.
  - a. There is an adequate supply of rental housing in this area as evidenced by the vacancy rate;
  - b. The applicant will provide comparable housing with the use of a phasing program for sales as conditioned. The units in Phase II will be offered at the same rental rate the tenant is presently paying;



- c. The applicant will assist the tenants in locating comparable replacement housing.
4. The applicant has complied with all the required sections of the Comprehensive Zoning Ordinance pertaining to condominium conversions that relate to the application procedure, Subsection C-6-(a)(iv).
5. The proposed conversion as conditioned will comply with all development standards as set forth in Section 28-C-6(a)(v).
  - a. Separate water and sewer service, or an approved equivalent, will be provided;
  - b. Two-hour fire wall or sprinkler system and smoke alarms will be provided;
  - c. Sound transmission levels will meet required standards as conditioned.
6. This complex does not represent a unique and needed rental housing resource for this community.

Tenant displacement should not occur with this conversion due to the phasing plan and relocation assistance that will be provided these tenants.

Conditions:

1. The Conditions, Covenants and Restrictions shall make provisions for services provided by the City to be paid by the Association with a single billing for each service.
2. Strike plates on front door jamb will be replaced with heavy duty strike plates.
3. Additional footpaths will be added where paths are worn in the lawn.
4. All patio areas shall be enclosed with solid six-foot fencing. A lockable gate will also be installed.
5. Remove or replace existing fencing along north side of property along the river levee.
6. All roof maintenance and repair will be completed.
7. All structural deficiencies as noted in the property report will be corrected.
8. The attic insulation will be upgraded with R-19 fiberglass batt insulation.
9. A covered storage will be provided for pool equipment.

10. All problems noted in the pest control report will be completed.
11. The applicant will provide FHA or below market rate financing for this project.
12. The applicant will make 15 percent discounts available on all units sold to eligible tenants.
13. The applicant will provide second deeds of trust for 15 percent of sales price to all eligible tenants desiring this assistance. The interest will be two points below the Bank of America mortgage rate at time of funding and will increase and decrease monthly by the same percentage that the Bank of America mortgage rate increases or decreases monthly. Interest will accrue for five years. Interest and principle will be due and payable at the end of five years or sooner if the unit is sold, leased, hypothecated, etc. However, if the homeowner can show that refinancing the property at the end of five years is a financial impossibility, the developer will extend the second for an additional five years. The variable interest on the second deed will not increase greater than five percentage points above the rate in effect at the time of purchase.
14. The applicant will provide replacement housing for all qualified tenants.
  - a. Onsite units will be made available in Phases I or II for all eligible families with children. These units will be made available for a minimum of three years.
  - b. The rental rate of the units used for relocation purposes will be the same rate the tenant is paying for the same size unit. The rent will not increase more than 7 percent a year.
  - c. All units used for relocation will be maintained as needed by the owner.

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MAYOR

ATTEST:

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CITY CLERK

P-9097

summerhill  
development  
company

2600 El Camino Real, Suite 201 • Palo Alto, CA 94306 • (415) 857-0122

CITY OF SACRAMENTO

PLANNING DEPARTMENT

RECEIVED

January 23, 1981

Sacramento Planning Department  
725 'J' St.  
Sacramento, Calif

Attn: Sharon Caudle

Dear Sharon,

Please find enclosed the supplementary information you requested on our proposed conversion.

Exhibit 'A' is a more extensive breakdown of all the rental buildings in the Greenhaven area which have agreed to cooperate with our relocation program.

We have listed names, addresses and phone numbers of all buildings, as well as current rental rates, so that anyone interested in doing so can check the availability themselves.

As you will see, most buildings are currently renting comparable units at a lower rate than units now being rented at Riverside Villa and all but one of those units renting for more than Riverside Villa are within the \$100. per month allowance which will be paid by the owners of Riverside Villa for any relocating eligible residents who have to relocate in a more expensive building.

It must also be remembered that residents at Riverside Villa have not had any rent increases for 7 to 12 months in consideration of the potential conversion. Had we increased rents as usual, all Riverside Villa residents would have experienced at least a 12% increase over existing rental rates.

We have also listed as exhibit 'A' the apartment availability at all buildings as of 1/21/81. Again, it must be remembered that vacancy factors

are based upon yearly averages and that the winter months are historically the tightest since people do not like to move during the Holidays or while the weather is inclement. Therefore, the spring and summer months are the months that show large vacancy figures due to a desire by people to move during that time.

Also, the availability numbers reflect standing actual vacancies and do not reflect notices to vacate by the residents at each building.

By these buildings' agreement to cooperate with us on our relocation program our relocating residents will have the benefit of pre-renting those units coming vacant in 30 days before the general public is made aware of their existence. This information will be available to all our relocating residents although eligible residents will be given first priority.

We have also broken out the number of 1, 2 and 3 bedroom units in all buildings. An important factor raised when calling all these buildings was that most managers felt that 2 bedrooms were much more in demand than threes and that three bedrooms were the most difficult to rent. This fact is reflected in the availability breakdowns which indicate a much higher availability percentage for the three bedrooms than for any other unit size.

As exhibit 'B', we have broken down the occupancy of the three bedrooms at Riverside Villa. As you will see, of our 90 three bedroom units, only 37 are occupied by persons who conceivably, it might be argued, need a three bedroom unit. Those 37 are families with two or more children and include both eligible and non-eligible residents. Of those 37, 5 are occupied by eligible families who have qualified under the cities low and moderate income purchase program and have expressed an interest in buying. This leaves a maximum of 32 residents who may have to relocate into another 3 bedroom unit. Twenty of those residents are eligible residents and would be relocated over a period of up to 4 years if the five eligible families do not purchase. If they do purchase their three bedroom units, that leaves 15 families to relocate over 4 years. This assumes that none of these 15 residents wish to take advantage of the many purchase incentives available to them.

In addition, nine more of our three bedroom units are occupied by additional residents who have qualified under the cities' low and moderate income purchase program but who would not have to relocate into 3 bedroom units. (ie. singles, couples, etc.). This means that a total of 14 Riverside Villa three bedroom units are occupied today by residents who qualified under the cities' low and moderate income purchase program and have expressed an interest in buying.

Therefore, although the housing stock may be depleted to an extent by the conversion, the effects are substantially mitigated by the fact that a minimum of 14 residents will be taken out of the rental market place by becoming homeowners. In addition, at least 15 three bedroom units will remain part of the housing stock for up to 4 years if replacement housing can not be found.

23 three bedroom units have eligible residents who could live in units smaller than a three bedroom unit as they are occupied by singles, couples or families with one child (9 of these are occupied by the city's low and moderate income purchasers). 22 three bedrooms have non-eligible residents in the same category (ie. singles, couples, etc.).

Therefore, we feel that it must be emphasized that although Riverside Villa has 90 three bedroom units, the impact upon the community at large, if converted, is not as great as expected. As reflected from our statistics and the input from other buildings, three bedrooms are not occupied solely by people who need them, but instead, often by people who rented one because that is what was available at the time and that the demand for three bedrooms in the Greenhaven area is not as great as the demand for smaller units.

In addition, when taking into account our relocation program as well as all the purchase incentive programs being offered at Riverside Villa, I think it becomes clear that the actual impact of a conversion on the Greenhaven area will be offset by the opportunities being offered to existing residents as well as the time frame for relocation which will substantially offset any adverse effects.

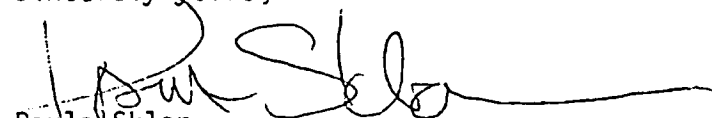
It must also be remembered that although a conversion does remove some rental stock from a community, a realistic look at how many renters are also being removed from the rental marketplace must be considered before a final decision is made. In this situation, an argument that the conversion of Riverside Villa to condominiums will adversely effect the rental housing stock of the South Pocket area is not borne out by the statistics and facts discussed above.

We have also enclosed a map for your use which plots the location of all buildings listed in exhibit 'A'.

Also, please find enclosed the address labels you requested as well as a copy of the letter being given to any new residents who may move in after January 21, 1981 at Riverside Villa.

Thank you for your time and concern.

Sincerely yours,



Paula Sklan  
Vice President

PS/rm

Enclosure

RIVERSIDE VILLA TENANT RELOCATION PROGRAM

NAME & ADDRESS	PHONE #	TYPE	TOTAL # OF UNITS	BREAKDOWN OF UNITS & RENTS		AVAIL 1/21/81
Riverside Villa 6058 Riverside Blvd.	392-1598	Family & Adult	180	2bd - 90 3bd - 90	\$295 \$335	2bd - 5 3bd -
The Havenside 6221 Riverside Blvd.	422-1164	Family	38	2bd - 35 3bd - 3	\$335 \$400	2bd - 3bd -
Southwood Townhomes 54 Quay	428-6368	Family	98	2bd - 75 3bd - 23	\$450 \$525	would 2bd - not 3bd - say
Villa De La Pe 6239 Riverside Blvd.	421-1167	Family	36	1bd - 18 2bd - 18	\$225 \$245	1bd - 2bd -
Brickyard 5959 Riverside Blvd.	422-5959	Family	64	1bd - 44 2bd - 20	\$250 - \$280 \$295 - \$340	1bd - 1 2bd - 1
Centurion 6205 Riverside Blvd.	421-1288	Adult will accept infants	100	1bd - 64 2bd - 28 3bd - 8	\$205 \$235 \$275	1bd - 1 2bd - 15 3bd - 2
Corte Del Sol 6200 GREENHAVEN DR.	392-4818	Family	40	1bd - 2bd - 3bd - 8	\$220 \$250 \$284	1bd - would 2bd - not 3bd - say
Villa Riviera 553 Windward Way	392-1110	Family	44	1bd - 16 2bd - 28	\$215 \$245 - \$255	1bd - 1 2bd -

RIVERSIDE VILLA TENANT RELOCATION PROGRAM

NAME & ADDRESS	PHONE #	TYPE	TOTAL # OF UNITS	BREAKDOWN OF UNITS & RENTS	AVAIL 1/21/81
Rancho Riviera 941 43rd Ave.	391-2160	Family	125	1bd - \$180 2bd - \$215	1bd - 2bd -
Windbridge Village Windbridge & Greenhaven	392-4999	Family	108	1bd - \$260 2bd - \$300 - \$325	1bd - 2bd -
Rivergate Apts. Gloria & Rivergate	427-7377	Family	140	1bd - 48 \$270 2bd - 92 \$310 - \$340	1bd - 43 2bd - 89
Greenhaven Lake 385 Florin Rd.	391-9990	Family	200	1bd - 48 \$255 - \$340 2bd - 136 \$350 - \$395 3bd - 16 \$415 - \$495	1bd - 2bd - 4 3bd - 7
Lake Crest Greenhaven & Secret River Dr	428-6642	Family	190	1bd - 48 \$285 2bd - 113 \$345 - \$400 3bd - 20 \$450	1bd - 20 2bd - 80 3bd - 17
Woodmore Gardens 6484 Gloria	391-6395	Family	63	1bd - 12 \$205 2bd - 44 \$235 3bd - 7 \$280	1bd - 2bd - 3bd -
South Park Place 6230 Greenhaven Dr.	427-0153	Adult will accept children	62	1bd - 18 \$215 2bd - 38 \$265 3bd - 8 \$295 - \$305	1bd - 2bd - 3bd - 1
Riverbell Park 6780 Gloria Dr.	422-9540	Adult will accept children	54	2bd - 54 \$300 - \$320	2bd - 1

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RIVERSIDE VILLA TENANT RELOCATION PROGRAM

NAME & ADDRESS	PHONE #	TYPE	TOTAL # OF UNITS	BREAKDOWN OF UNITS & RENTS	AVAIL 1/21/81
Riverside Gardens 6001 Riverside Blvd.	391-2513	Adult	94	1bd - \$ 195. <sup>00</sup> 2bd - \$ 245-260	1bd - 2bd -
Riverview Villa 5953 Riverside Blvd.	422-7360	Adult	101	1bd - 42 \$235 - \$265 2bd - 59 \$265 - \$300	1bd - 1 2bd - 1
Dos Rubles 6185 Greenhaven	422-9540	Adult	45	1bd - \$255 2bd - \$295 - \$350	1bd - 2bd -
Westlake Apts. 1 Shoal Ct.	428-5514	Adult	148	1bd - 40 \$265 - \$300 2bd - 108 \$320 - \$355	1bd - 2bd - 8
Mediterranean 930 45rd Ave.	422-2111	Adult	136	1bd - 60 \$215 2bd - 76 \$250	1bd - 2bd -
Le Marquis 935 Johnfer Way	422-1472	Adult	38	1bd - 19 \$230 2bd - 19 \$240	1bd - 2 2bd - 1
The Colony House 915 Johnfer Way	421-1743	Adult	34	1bd - 17 \$ 2bd - 17 \$	1bd - 1 2bd -
Elegante	422-9983	Adult	30	1bd - 6 \$195 2bd - 24 \$220 - \$235	1bd - 2bd -

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RIVERSIDE VILLA TENANT RELOCATION PROGRAM

NAME & ADDRESS	PHONE #	TYPE	TOTAL # OF UNITS	BREAKDOWN OF UNITS & RENTS	AVAIL 1/21/81
Lake Crest Manor 5949 Lakecrest Dr.	421-2887	Adult	72	1bd - 12    \$ 2bd - 60    \$	1bd - 2bd - 5
"6090" 6090 Southland Park Dr.	422-9347	Adult	55	1bd - 24    \$245 2bd - 31    \$291	1bd - 2bd -
The Greenhaven 6350 Riverside Blvd.	428-1331	Elderly	28	1bd - 17    \$195 2bd - 11    \$275	1bd - 1 2bd - 1

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RIVERSIDE VILLA HOMERELIEF PROGRAM

AVAIL  
1/21/71 - 26

NAME & ADDRESS	PHONE #	TYPE - CHILDREN	NUMBER OF BEDROOMS	RENTS	
CAPITAL RENTALS Dan Leonard	916-972-1214	home - children & pets	3 bdrm.	\$ 325.	X
2824 FOURTH	920-0649	home - children & pets	2 bdrm.	365.	X
LAND PARK DR.	485-5410	home -	2 bdrm.	335.	X
2824 NORTHVIEW (NATOMAS)	922-4471	home - children & pets	3 bdrm.	350.	X
?	443-4055	duplex -	3 bdrm.	395.	X
6789 HAVENSIDE	453-8633	duplex - children	2 bdrm.	450.	X
? RANCHO CORDOVA	363-4097	condo. -	2 bdrm.	225.	X
2404 26th	682-7931	T.H. - adults	2 bdrm.	240.	X
5101 24th	682-7931	T.H. - adults	3 bdrm.	300.	X
LAND PARK DR.	920-9026	home -	3 bdrm.	275.	X
S. LAND PARK DR.	381-3155	T.H. - adults	2 bdrm.	450.	X
RIVERSIDE & FLORIN	393-4126	T.H. - children	2 bdrm. 3 bdrm.	400.-525. 525.	X X
ROUNDTREE, FLORIN RD.	421-7393	condo	2 bdrm.	295.	X
GREENHAVEN AREA	421-3459	duplex	2 bdrm.	385.	X
RIVERSIDE & THEMAS	444-3011	duplex - children maybe	2 bdrm.	350.	X
2641 FREEPORT	443-1593	T.H.	1 bdrm.	265.	X

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RIVERSIDE VILLA LEGAL RELOCATION PROGRAM

NAME & ADDRESS	PHONE #	TYPE - CHILDREN	NUMBER OF BEDROOMS	RENTS	AVAIL. 1/21/81 - <i>2e</i>
2950 19th ST.	916-487-6236	duplex - children maybe	1 bdrm.	\$ 270.	X
S. LAND PARK DR.	393-1747	duplex - adults	2 bdrm.	345.	X
SURFSIDE WAY	442-3992	condos - children maybe	2 bdrm. 3 bdrm.	375. 475.	X X
GREENHAVEN	209-957-8070 call collect	condo	2 bdrm.	275.	X
ROUHDREE, FLORIN RD.	393-3865	condo - children	3 bdrm.	370.	X
GRANGER	442-3916	condo - children	2 bdrm.	350.	X

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RIVERSIDE VILLA STATISTICS ON 3 BEDROOM UNITSELIGIBLE

Families .....	32	14 Qualify under the city's Low & Moderate Income Program
Couples (2 persons).....	7	
3 Singles .....	3	
1 Person .....	6	

Of these 32 units that are occupied by families the breakdown of children is as follows:

1 family has 3 children  
 19 families have 2 children  
 12 families have 1 child

NON-ELIGIBLE

Families .....	26
Couples (2 persons).....	8
3 Singles .....	2
1 Person .....	4

Of these 26 units that are occupied by families the breakdown of children is as follows:

2 families have 4 children  
 4 families have 3 children  
 11 families have 2 children  
 8 families have 1 child

SACRAMENTO CITY PLANNING COMMISSION

MEETING DATE January 15, 1981  
 ITEM NO. 16 FILE NO. P- 9097  
 M-

- GENERAL PLAN AMENDMENT
- COMMUNITY PLAN AMENDMENT
- REZONING
- SPECIAL PERMIT
- VARIANCE
- TENTATIVE MAP
- SUBDIVISION MODIFICATION
- EIR DETERMINATION
- OTHER \_\_\_\_\_

Recommendation:  Favorable  Unfavorable  Petition  Correspondence  
 LOCATION: 6058 Riverside Boulevard

PROPOSERS		
NAME	ADDRESS	
<u>Anula Sklan</u>	<u>- 2600 El Camino Real, Palo Alto, CA 94306</u>	

OPPOSERS		
NAME	ADDRESS	
<u>Bruce Alexander</u>	<u>- 6058 Riverside Boulevard, Sacto. (neutral)</u>	

MOTION NO. \_\_\_\_\_

	YES	NO	MOTION	2ND
Augusta		✓		
Goodin	✓			✓
Holloway	<u>absent</u>			
Hunter		✓		
Larson	✓			
Muraki		✓		
Simpson	<u>absent</u>			
Silva	✓		✓	
Fong	✓			

- MOTION:
- TO APPROVE
  - TO DENY
  - TO APPROVE SUBJECT TO COND. & BASED ON FINDINGS OF FACT IN STAFF REPORT
  - INTENT TO APPROVE SUBJ. TO COND. & BASED ON FINDINGS OF FACT DUE \_\_\_\_\_
  - TO RECOMMEND APPROVAL subject to amended conditions & FORWARD TO CITY COUNCIL
  - TO RATIFY NEGATIVE DECLARATION
  - TO CONTINUE TO \_\_\_\_\_ MEETING
  - OTHER motion denied

- EXHIBITS: A. Site Plan   
 B. Floor Plan   
 C. Elevation   
 D. Landscaping

City Planning Commission  
Sacramento, California

Members in Session:

SUBJECT: Riverside Villa Conversion Application (P-9097)

On December 4, 1980 the Planning Commission reviewed a special permit and tentative map application to convert 180 apartment units to 180 condominium units for Riverside Villa. After consideration by the Commission, they continued the proposal to January 15, 1981 in order to allow the applicant time to properly address the concerns voiced during the hearing.

The concerns that were discussed during the hearing are related to the lack of comparable replacement housing for families with children, deferred maintenance and building deficiencies.

In an effort to mitigate these concerns, the applicant has submitted a report describing measures that will be taken to meet relocation needs and ensure the project will meet required building standards. The report provides updated information on tenant population, completed and proposed repairs, and improvements. In addition to these items, the report provides a relocation plan addressing the needs of families with children. The applicant is also proposing a sales program aimed at providing affordable housing opportunities for these tenants. The following discussion will describe the proposed programs submitted by the applicant.

PHYSICAL CONDITION: The staff report noted that patio areas were open and afforded no security or privacy for the residents. In response to this the applicant will install lockable gates in patio areas in the event this project is allowed to convert.

In response to tenant concerns over laundry facilities, the applicant has provided updated information regarding the status of these facilities. A community laundry room has been added to the complex since the property report was completed. The individual washers and dryers provided in the units have been sold to the tenants. As an optional feature new washers and dryers will be available at the time of sale, should the conversion be approved.

Many of the concerns noted by the tenants and staff were made last summer when surveys and inspections were accomplished. Since that time, the applicant has undertaken a maintenance and repair program to correct some of the deficiencies. The applicant has submitted a list of proposed repairs for work not yet undertaken. (See Exhibit No. 3 pg. 7 and Exhibit 2.)

SOCIAL CONCERNS: There was concern by staff that severe relocation problems would occur with this conversion. The basis for this concern was due to the large number of families with children in this complex and the limited housing available for these individuals. According to an updated report submitted by the applicant, there are only 44 remaining eligible families with children in this complex as of December 1980. In an effort to address any relocation concerns for the remaining tenants, the applicant has provided a detailed relocation plan. The plan emphasizes measures that will be taken to alleviate hardships on families with children. The report additionally provides a list of complexes in which children are allowed.

A recently completed appraisal was made on Riverside Villa to determine apartment value. Qualified low and moderate income tenants will be able to purchase a unit for from \$30,000 with the applicant holding a second deed for the difference between market value and the amount at which the tenant is able to secure financing. At the present there are 18 qualified tenants who will have an opportunity to purchase a unit under this program.

In response to the large percentage of tenants who stated they would not purchase a unit, the applicant is proposing a purchase incentive program that may encourage a greater number of tenants to purchase. This program will emphasize tenant discounts and as an added feature, the applicant will carry a second deed for up to 15 percent of the sales price. Along with these provisions the applicant is attempting to secure FHA financing for this project.

STAFF EVALUATION

1. A primary concern if this complex is approved for conversion will be whether adequate comparable replacement housing will be available for families with children. The relocation plan proposed by the applicant will attempt to address this concern.

A variety of programs will be used to address tenant displacement and relocation problems. The following discussion will briefly describe the programs proposed by the applicant.

- a. The applicant will phase the program in two phases which will provide temporary housing for those tenants who do not purchase and have been unable to locate comparable replacement housing. Phase II contains 66 units in which to house these tenants. (See Exhibit No. 4.) If these tenants continue to experience hardships in locating comparable housing, the applicant will extend the lease on a renewable basis for 36 months. The applicant did not state the rental rate of the lease and since rental rate determines comparability, a condition will be placed on the special permit to ensure this plan will meet the comparable housing definition.



- b. The applicant has submitted a list of comparable housing for adults, handicap, elderly, low income and families with children. The list as shown in Exhibit No. 1E appears to be adequate for the purpose of relocation when combined with the other programs proposed to mitigate tenant displacement. Of the 12 complexes submitted as relocation opportunities there were five with vacancies at the present time. Some of the managers of complexes that had no vacancies, stated that units should become available by January 30. It was believed by the managers that the holiday season has slowed down tenant relocation activity.

Families with more than one child may experience more severe relocation problems. Although the list of family housing contains units where children are allowed, some of these complexes limit the number of children to one per unit. Another concern is that only some of the units listed contained three bedrooms. To ensure that adequate housing will be made available for these individuals, a condition will be placed on the special permit.

- c. To further mitigate tenant displacement, the applicant has proposed a sales program to provide incentives for tenants to purchase a unit.

The applicant will offer all eligible tenants who are not qualified for the tenant provisions a 15 percent discount off the sales price of the unit. In addition an "as is" discount will be offered, and with these discounts a unit could be purchased for \$53,850.

To further assist the tenants the applicant will offer a second deed of trust for 15 percent of the purchase price. The interest will be two points below the Bank of America mortgage rate at the time of sale.

In addition to these programs the applicant will be making an effort to secure FHA financing for this project. This financing will help to provide affordable housing by keeping monthly payments down.

2. The applicant has made an attempt to improve the maintenance of these facilities which had been neglected by previous owners and management. Although certain repairs have been made there is still concern by staff regarding the condition of this complex. In an effort to ensure that repair costs will not be passed on to future homeowners, staff will condition the special permit with the applicants' proposed rehabilitation plan and recommendations from the property report that are not covered in the tentative map conditions.

SUMMARY

The programs proposed by the applicant should eliminate any of the tenant dislocation problems that had previously concerned staff.

The proposed renovation plan along with the tentative map and special permit conditions should eliminate the possibility of excessive repair and replacement costs burdening future homeowners.

STAFF RECOMMENDATION

Staff recommends the Commission approve this special permit and tentative map to convert 180 apartment units to 180 condominium units, subject to the attached conditions and based on the following findings. (Conditions for Tentative Map and Special Permit are listed on Exhibit No. 1.

FINDINGS OF FACT

1. The proposed conversion is consistent with the General Plan and Housing Element as required by Section 28-C-6(a)(i) of the Comprehensive Zoning Ordinance.
  - a. The vacancy rate of this community plan area is in excess of five percent and no significant change on the housing stock will occur with this conversion.
  - b. There will be no significant tenant displacement due to the relocation, sales and phasing plan the applicant will provide for these tenants as conditioned.
  - c. This project will meet the required development standards contained in the Comprehensive Zoning Ordinance and the City Building Code as conditioned on the tentative map.
  - d. This project will provide ownership opportunities to eligible tenants of low or moderate income.
2. This proposed conversion project is located in the Pocket Community Plan Area where the rental vacancy rate is 5.6 percent as of October 1, 1980.

There appears to be an adequate supply of rental housing in this area based on the vacancy rate.

3. Adequate comparable replacement housing is available for all eligible tenants.
  - a. There is an adequate supply of rental housing in this area as evidenced by the vacancy rate.

- b. The applicant will provide comparable housing with the use of a phasing program for sales as conditioned. The units in Phase II will be offered at the same rental rate the tenant is presently paying.
  - c. The applicant will assist the tenants in locating comparable replacement housing.
- 4. The applicant has complied with all the required sections of the Comprehensive Zoning Ordinance pertaining to condominium conversions that relate to the application procedure, Subsection C-6-(a)(iv).
  - 5. The proposed conversion as conditioned will comply with all development standards as set forth in Section 28-C-6-(a)(v).
    - a. Separate water and sewer service, or an approved equivalent, will be provided.
    - b. Two-hour fire wall or sprinkler system and smoke alarms will be provided.
    - c. Sound transmission levels will meet required standards as conditioned.
  - 6. This complex does not represent a unique and needed rental housing resource for this community.

Tenant displacement should not occur with this conversion due to the phasing plan and relocation assistance that will be provided these tenants.

## RESPONSE TO STAFF REPORT OF

12/4/80

To assist the staff and planning commission in making an informed decision on the application, I have responded with updated information as of December 8, 1980, regarding the specific concerns raised at the public hearing on December 4, 1980. Following is a response to those items raised in the staff report dated December 4, 1980.

On page 1, staff indicates an area vacancy rate of 5.6%. We feel that the rate is much higher based upon the information in attached exhibit 'A'. Although 5% is the limit for general relocation, we feel that a higher vacancy rate reflects an easing of relocation concerns. For this reason, we invite you to consider our data which indicates an updated vacancy rate of 6-7%.

On page two, Physical Characteristics, a reference is made to the lack of privacy in the back patio areas. We have planned to install gates so that each rear patio area is more secure and private. Staff also indicates that the washer and dryers in the units are being phased out and will not be sold with the units. That is true. In fact, we have just completed a program of selling those existing appliances to the present residents. However, the developer/owner has planned to offer new washers and/or dryers as an option to unit buyers. In addition, the owner has installed a new laundry facility on-site, with ten washers and nine dryers for community use. This laundry facility and all equipment will, of course, remain on site at the option of the Homeowners Association and will provide additional income to the Homeowners Association.

Staff reported that there was no playground area on site. Actually, there are two playgrounds with jungle gym equipment on the project. One is located within the designated Phase I, and the other within Phase II. In addition, there is a shallow wading pool for small children in the pool and recreation area.

Reference was made to the instability of our parking covers. All remaining covers were removed over three months ago at the recommendation of our civil engineers.

Staff refers to our property reports' reference to deficiencies in vertical and lateral loads in some units. We will, of course, cure any structural defects which may prove to be a hazard to the eventual purchaser.

A reference was also made to resident complaints of poor maintenance. I feel that if a survey was taken today, a far different opinion would be expressed. Attached as 'exhibit B' is a notice which has gone out to all our residents and to which we have responded as quickly as possible. All complaints sent in to us on these forms are taken care of as quickly as possible as well as any other problems indicated to us by our residents. However, often times a resident has a complaint or problem which does not get related to our on-site staff. In that case, it is obviously very difficult for us to respond. We feel that we have made every effort to seek out and cure any maintenance problems our residents may have been experiencing. Resident letters reflecting our prompt attention will be forwarded to you and should become part of this response.

A letter was attached to the staff report from one of our residents in reference to a maintenance problem with our washers and dryers. I would like staff to be aware that that complaint went to the owners and the planning department before our on-site people were told of the problem. As soon as our on-site managers were aware of the complaint, they replaced Ms. Kela's machine with one that worked to her satisfaction.

In addition, our exterior maintenance has shown a remarkable improvement since we changed our on-site personnel last spring. I invite anyone from planning who is interested, to visit our project, at their convenience, to see for themselves whether we have 'large areas of dead lawn', or dramatic deferred maintenance. I don't believe that anyone who sees the project today could make such a claim. A lot of dramatic improvement has taken place over the last six months and the trend will continue. Therefore, by the time we complete our projected rehabilitation prior to sale, we feel that there will be no items of deferred maintenance which may create additional costs for major repairs and replacements for the homeowners association.

See 'exhibit C' for our planned rehabilitation items.

Those units bought 'as is' will have the one year appliance warranty as well as any repairs called for in the termite inspection. All units, of course, will have those repairs done which are made a condition of approval.

The owners' attorney is responding to the recommendations made in the staff report by the California Condominium Council. However, it must be remembered that the owner has made many changes to reflect FHA requirements for CC&R's and By Laws in order to begin the process to have the project approved by FHA for financing purpose. The attorneys' response should be available for staff review within two weeks.

The budget suggestions, as made by Creative Management Corporation, are being reviewed by the owners budget consultant and her response will also be available for staff review within one week.

THE CITY OF SACRAMENTO

There have been two large apartment buildings constructed recently in the Greenhaven and Pocket area. The Lake Crest Village Apartments, located at 385 Florin Rd., consisting of 200 units and the Greenhaven Apartments on Secret River Drive, containing 190 units. The vacancy rate was already high in this area prior to the construction of these 390 units, as reflected in a study on the vacancy rate in this area done in July of 1980 (which did not include the 390 units mentioned above). This study was done by the City of Sacramento and HUD, as a result of the growing interest in Condominium Conversions. According to Mike Lake, Sr. Planner for the City of Sacramento the vacancy rate for multi-family units in this area was at 5.6% prior to the addition of these 390 units. Adding to this extremely high vacancy rate the planning department has recently approved for construction another 140 units on the corner of Gloria and Rivergate. With this new construction and the vacant units of established apartment complexes, there is absolutely no reason why residents who are looking for available rental units in the Greenhaven or Pocket areas, would not be able to find one.

VACANCY STATISTICS

There are two reliable sources which report a 5% and above vacancy rate for the Greenhaven and Pocket areas of Sacramento:

- 1) Carol Robinson, information specialist for the Sacramento Regional Area Planning Commission reports that the vacancy rate for multi-family units is at 6.0% which is based on the 1975 census.
- 2) Mike Lake, Sr. Planner for the City of Sacramento reports the vacancy to be at 5.6% as of July 1980.

GROWTH PROJECTIONS

The Greenhaven and Pocket areas of Sacramento are primarily zoned residential. There are a few shopping centers in the area, but basically this area has been over-built with apartments and duplexes in the last few years and is still being targeted for additional rental units in the future. According to Gary Ziegenfuss, planner for the City of Sacramento there are

2.

no projected plans for anything other than residential growth for this area.

The vacancy rate as of July 1980 is at 5.6%. There are projections that it may go higher, and with new construction and the 390 units recently built that were not included in the present vacancy figure, there will be no problem with the relocation of residents now or in the future.

EXHIBIT "C"

Projected rehabilitation items to be done prior to sale of the townhouse units at Riverside Villa:

- 1) Asphalt areas will be resurfaced and restripped and numbered.
- 2) All exterior building surfaces will be renailed, recaulked where needed, repainted and/or restrained.
- 3) Swimming pools will be drained, acid bathed and repainted a dark color to create a passive solar heating system. The lounge furniture was purchased in 1980 and will go with the project.
- 4) The recreation room will be recarpeted and repainted. New furniture will be provided, or the existing furniture which is now leased will be purchased and given to the Homeowners Association.
- 5) All exterior lights will be repaired and repainted so that all exterior lighting operates as designed.
- ✓ 6) The landscaping will be rejuvenated. This includes replanting any areas which have been damaged over the years, as well as upgrading unit entrances with shrubbery which will provide additional color.

The lawns will be arreated and fertilized and will be reseeded as necessary. All planter box areas will be replanted with hardy, permanent plants which will provide annual color while keeping maintenance at a minimum. The sprinkler system will be put on an automatic or battery operated mechanical system.

The owners of Riverside Villa are making every effort to provide a new landscaping plan which is as low maintenance as possible, in order to keep homeowner fees within a reasonable range while at the same time providing an asthetically pleasing living environment for the future purchaser.

- 7) All fencing will be repaired and repainted as necessary and patio fenced areas will have lockable gates installed to insure homeowner privacy.
- 8) All interiors, that are not purchased 'as is' will have new carpets, new drapes, new kitchen appliances (or refurbished appliances with a one year warranty...see attached contract as 'exhibit D') and will be completely repainted. All mechanical systems such as air conditioning and heat will be refurbished and covered under the one year warranty as will the hot water heaters. All vinyl floors which show any damage as per the termite inspection will be replaced.



## RELOCATION OF FAMILIES

Staff has expressed concern over the relocation of the families at Riverside Villa.

We have done extensive investigation of the issue and have come up with the following facts and programs which we believe will alleviate the projected impact.

- I) Following as exhibit is a list of all buildings contacted in the Pocket Community which have agreed to cooperate with our relocation program. A signed letter of intent reiterating their support of our program will follow. This list contains over 1,954 units.

We asked all the buildings what their average turnover rate was during the year and most (excepting the senior buildings) felt that their buildings fell within the 6 - 7% overall Greenhaven vacancy figures which we feel are accurate.

Using 6% as a conservative number, this means a turnover of approximately 117 units during each calendar year.

These vacancy computations do not include the large number of units available today due to the recently completed construction of family units in Greenhaven. However, once rented up, these buildings will most likely experience the same 6 - 7% overall vacancy figures.

- II) We have broken down the buildings into categories of families, adults, elderly, and subsidized low income so that a clearer picture of availability will be more apparent.

In summary, there are 1,146 family units in our area, at a 6% vacancy/turnover rate there are approximately 69 family units available each month throughout the year or 828 each year.

There are 781 adult units which means approximately 47 are available any month throughout the year and 564 units are available each year.

27 elderly units 12 available throughout the year. There is presently only one senior citizen project in the Greenhaven area. The 27 units noted here represent this complex. The turnover is approximately one unit a month. As we only have 4 senior citizens we do not foresee any problem with relocation should our seniors choose not to take part in our long term lease program. However, a new 70 unit FHA financed senior citizens center is in the application stage at HUD to be built on Rush River Drive this next year.

III) In addition, there are homes and duplexes for rent in the Pocket area which would be suitable for relocation. This alternative will be included in the applicants relocation program as another viable alternative.

IV) It must also be remembered that many residents, both families and non-families, may wish to relocate outside of the Pocket area and possibly even outside the Sacramento metropolitan area at large. We can not assume that all 180 Riverside Villa residents will want to relocate "down the street".

Since May 16th, 1980 104 units at Riverside Villa have voluntarily vacated, or given notice of intent to relocate, and have relocated themselves within 30 days without any kind of relocation assistance by the owners. 49 were family occupied units.

The applicants are proposing to relocate approximately 90+ families over an 18 month or more period of time assuming none of the families choose to purchase a unit at Riverside Villa and all wish to relocate in our area. As mentioned earlier there are approximately 47 family units available in the Pocket area over any monthly period. However, to further ease the concerns of the city over the problems inherent in such a relocation. The applicants have strengthened their relocation program to ensure an even smoother transition.

A. As Phase I is converted and eligible families are given their statutory notice to vacate, every effort will be made to relocate them to their satisfaction. If satisfactory replacement housing can not be found within 120 days, the families will be moved into the first available units in Phase II of Riverside Villa. Ongoing effort will be made to relocate them but if relocation can not be effectuated by the time that Phase II begins to sell, then those remaining families will be given monthly leases automatically renewable for 36 months. Relocation efforts will continue until suitable replacement housing can be found.

When relocated to Phase II, the new unit will be refurbished as it would be for a new resident and rent will be the same as it was in the unit vacated. Rent increases will reflect the guidelines in the conversion ordinance, at the owners discretion.

Although we have no responsibility under the ordinance to relocate non-eligible families, we will make every effort to aid in their relocation once our eligible families are satisfied and will offer units in Phase II to those families once all eligible families have been taken care of.

No families will be relocated during a school term unless they choose to relocate during that time.

In the event that a family relocates out of a particular district during a school year, the Sacramento unified school district requests that the following procedure be taken which will ensure that there will be no adverse effect from relocation on the children.

#### ELEMENTARY SCHOOLS

Parents must apply for an attendance permit no later than ten days after relocation, if they want their children to complete the year at the school they are currently attending. Issuance of an attendance permit depends on whether the class load is lower than average and whether it is lower than the school in the family's new area. As it appears enrollment is low in both Bear Flagg and Carolyn Wilson Elementary schools, there should be no problem in getting an attendance permit.

In order to continue attending the same school during successive years, another permit will need to be issued. This also will be dependent on class load. The unified school district is sympathetic to the problems of changing schools, and will do whatever they can to avoid relocation, if at all possible.

#### HIGH SCHOOL

Attendance is permitted for the duration of the semester before applying for an attendance permit. Otherwise, procedure and requirements are the same as that for elementary school.

In an effort to establish a more effective Relocation Program for Riverside Villa a specialized tenant relocation division has been established by the applicant. It will be coordinated and headed by a trained individual on-site who will have complete lists of all comparable apartment complexes in the Pocket area and will be able to obtain that information for any other area in the city upon request.

We have made separate lists of available rental units for families, adults and elderly, as well as HUD assisted properties. All properties are within the Greenhaven area, except for HUD properties, which are contiguous to it. We personally contacted the managers of all these properties, requesting that they cooperate with us at a time when our relocation program goes into effect. All managers have agreed to cooperate, realizing the obvious benefit of keeping advertisement and turnover costs to a minimum. In the process of talking with these managers we have asked for an estimate of their monthly turnover. It appears that in addition to new multi-family construction in our area, there is a normal monthly turnover of 5% to 7%.

If a resident wishes to relocate out of the Greenhaven area, we will personally survey the desired location and provide a thorough and updated list of all that's available.

When a resident must relocate, the resident relocation agent will contact all comparable buildings in whatever area the resident desires to relocate in. A run down of all current vacancies, prices and notices to vacate will be provided to our agent. This information will then be forwarded to the vacating resident. If any resident has difficulty in getting out to 'inspect' the available unit, we will personally provide transportation to and from the subject property.

By agreeing to cooperate with our relocation program, the buildings in our area will, in essence, be giving first choice of all available and upcoming vacancies to our vacating residents.

This relocation agent will also provide the same relocation assistance and information to all vacating residents whether eligible or non-eligible. However, our eligible residents will be given first priority.

We will of course, provide the other relocation requirements as spelled out in the ordinance.

Summary:

We feel that this comprehensive program coupled with the number of available units in the area will create a smooth successful relocation of any and all vacating Riverside Villa residents without creating any type of negative impact on the community at large or upon the residents themselves.

## PURCHASE INCENTIVES

The owners of Riverside Villa have projected a "ball park market" sales price of the units, if sold today, of \$65,000 for the two bedroom units and \$75,000 for the three bedroom units.

However, the owners of Riverside Villa will be offering a purchase incentive discount of 15% to all eligible residents who do not qualify for the city's low and moderate income purchase program yet desire to purchase a unit and 10% to all other residents.

In addition, all purchasers will be offered the additional opportunity of purchasing their chosen unit "as is". This would reduce the purchase price by approximately \$1,400 for two bedroom units and \$1,600 for three bedroom units. Our actual re-hab costs would be directly credited against the purchase price at the time of sale. This means that an eligible resident, using both discounts, could purchase a two bedroom unit for \$53,850 and a three bedroom unit for \$62,150. Aside from the 18 residents who have qualified for the city's low and moderate income program, for those other eligible residents who desire to purchase and who need additional financial incentives, the applicants are offering a second up to 15% of the purchase price. The interest will be 2 points below the B of A mortgage rate at time of funding and will increase and decrease monthly by the same percentage that the B of A mortgage rate increases or decreases monthly. Interest will accrue for five years. Interest and principle will be due and payable at the end of five years or sooner if the unit is sold, leased, hypothecated, etc. However, if the homeowner can show that refinancing the property at the end of five years is a financial impossibility, the developer will extend the second for an additional five years. All other residents could purchase a two bedroom unit for as little as \$57,000 and a three bedroom unit for \$65,900.

Staff also indicated a low response rate of low and moderate income residents for the city's purchase program. (18 qualified responses) However, our updated resident profile breakdown indicates that we have only 15 low income families and 23 moderate income families on the project today. This includes both eligible and non-eligible residents and does not take into account changes in income which may have occurred to residents who have lived at Riverside Villa for a long period of time. Our income records only reflect original application information.

See attached resident profile breakdown.

For all other residents who wish to purchase, the discounts mentioned above are available as well as the government financing programs following.

The applicants have already had a meeting with all residents who have expressed an interest in purchasing a unit at Riverside Villa. Approximately 25 households attended the seminar which included an information question and answer period with an area mortgage broker who helped explain the ins and outs of homeownership and offered suggestions in order to enable people to be in a purchasing position at the time the units hit the market. These suggestions included methods of establishing a strong, clean credit rating as well as how to begin saving for some closing costs.

The applicants also brought samples of carpets, drapes, etc. that would be used in the refurbishment of units and explained the refurbishment plans for the project. Suggestions and comments were invited from those attending.

Following is one letter of interest from one of these interested residents.

In addition, we have spoken with two residents who expressed an interest in Riverside Villas' conversion by attending the public hearing December 4, 1980. We are currently in the process of establishing a time to meet again with them in order to determine where their concerns and interests lie. It is our hope that through a few interested parties we might be able to reach other residents and alleviate their concerns on a case by case basis.

The owners are pursuing numerous government programs which will enable purchasers to secure below market interest rates and minimal down payments. The owner will follow up with more detailed information in programs which will include some of the following.

In an additional effort to help ease the high cost of mortgage payments the owners of Riverside Villa contacted the following Federal, State and local agencies to secure whatever favorable financing might be available for the low and moderate income purchasers at Riverside Villa. However, it must be remembered that a firm committment can not be obtained from anyone until we have a "viable project" which means an approved project. At this time we can only discuss alternatives and potential avenues of preferred financing. The following lists all those sources contacted by the applicant and the responses received.

#### HUD - FHA

After a review of the project by the Sacramento area director of HUD it was determined that FHA would like to accept the project for available HUD programs. However, a waiver of the HUD required "separate" common walls would have to be obtained from the Washington office.

We first contacted our attorneys in Washington and they have indicated that we have a very good chance of succeeding in this waiver process.

Of all the proposed conversion projects in Sacramento, only Riverside Villa has any chance at all of qualifying for FHA mortgage insurance due to the underlying separate lots being deeded with the units. Once the project qualifies as a HUD approved project, we will be able to qualify for not only FHA insured mortgages and the graduated payment programs but will also qualify for the HUD 235 basic program which is 4% mortgage money with 3% down. This program is available to individuals earning 95% of median income and is available for mortgages up to \$47,500 and only for projects in "high cost area" such as Greenhaven.

Funds for this program will be available after January 1, 1980. Once approval for conversion is obtained we will immediately have our Washington attorney begin the process of reserving 235 funds for our low and moderate income purchasers.

Indications from Washington are that the new administration will be providing further incentives to the housing market by creating new purchase incentive programs. One such program is the 235 "stimulus" program which has been authorized but has not yet received an appropriation. This program provides 9.5% mortgage money for mortgages up to the mid 60's and is available for persons earning up to 130% of median income. The program also allows a graduated payment program which will keep the payments low in the initial stages of home ownership.

#### BROOKS CRANSTON STIMULUS PROGRAM

This is being supported by the National Association of Homebuilders and was mentioned in the Republican Platform. This program could provide 7½% mortgage money and does not need FHA insurance to qualify.

#### CAL VET LOANS

The applicant has contacted Cal Vet loans to aid anyone in the military who might want to purchase a unit at Riverside Villa. According to Rita Delgadillo, there are available funds now and they are willing to cooperate with us.

#### TAX EXEMPT MORTGAGE BONDS

This program could reduce financing costs to the 10% range.

#### DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT

There are Equity Sharing Programs available for displaced tenants who can't afford to buy units, such as low to moderate income levels. This is a statewide program. Applications for this program are to be submitted to the Community Redevelopment Agency or to the Housing Authority.

SACRAMENTO HOME LOAN AND COUNSELING CENTER

This organization assists low and moderate income people by putting them together with Savings and Loan in an effort to provide an affordable loan. They are a non profit organization and act merely as a 'middle man' between the home buyer and The Savings & Loan organization. They are willing to work with us.



RESIDENT PROFILE BREAKDOWN

I. INCOME DEMOGRAPHICS

Monthly gross by household

Less than \$500 . . . . .	0 or 0%
\$500 to \$700 . . . . .	0 or 0%
\$701 to \$900 . . . . .	15 or 8.8%
\$901 to \$1,100 . . . . .	18 or 10.5%
\$1,100 to \$1,300 . . . . .	44 or 25.7%
\$1,301 to \$1,500 . . . . .	21 or 12.3%
\$1,501 to \$1,700 . . . . .	58 or .40%
\$1,701 to \$1,900 . . . . .	1 or 0.5%
\$1,901 to \$3,000 . . . . .	14 or 8.2%
\$3,000 + . . . . .	0 or 0%

Total Households . . . . .	180
Unknown Incomes . . . . .	4
Vacant units . . . . .	5
Units included in . . . . .	171
above calculations	

II. SPECIAL CATEGORIES DEMOGRAPHICS

Households with children . . . . .	94
Handicapped individuals . . . . .	1
Single Parent families . . . . .	45
Low income families . . . . .	15
Moderate Income families . . . . .	23
Elderly . . . . .	4
Unknown Income . . . . .	4

December 2, 1980  
6108 Riverside Blvd. #B-14  
Sacramento, CA 95831


City Planning Commission  
Sacramento, CA

To Whom it May Concern:

This is to inform you that I am in favor of the Riverside Villa apartments being converted to condominiums. It has been a long process of applying for permission and would very much appreciate your favorable consideration in the affirmative at your earliest possible convenience.

Thank you.

Sincerely,



Lou McHugh  
Tenant  
Riverside Villa

/lm

summerhill  
development  
company

2600 El Camino Real, Suite 201 • Palo Alto, CA 94306 • (415) 857-0122

CITY PLANNING COMMISSION

DEC 24 1980

RECEIVED

December 23, 1980

Sharon Caudle  
Sacramento Planning Dept.  
725 J Street  
Sacramento, CA 95814

Dear Sharon,

As promised, we are following up with more information for conversion approval at Riverside Villa.

Please find enclosed a copy of the letter from our attorneys in response to Dr. Porters' comments regarding the CC&R's and By Laws. Hopefully, this will alleviate any further concerns in this area.

Also, Mary Farasyn mentioned that you asked that we notify the tenants of the next public hearing being held on January 15, 1981. We sent letters out on December 22, 1980 by normal mailing procedures, however, we retained a receipt from the post office stating that we did mail them.

In addition, you should be receiving the 3 tentative maps you requested from Gill & Pulver, the civil engineers on the project.

If you need any further information please let us know.

Have a great holiday and Merry Christmas!

Sincerely,



Becky Murillo  
Adm. Assistant

rm

Enclosure

DEC 22 1980

LAW OFFICES

JOSEPH C. KIMBLE 1910-1972  
THOMAS A. MACMICHAEL  
DONALD A. JACKSON  
JON WALLACE UPTON  
ROBERT E. BERGIN  
JEFFREY G. BOSWELL  
STEVEN D. MCGEE  
CRAIG G. CHRISTENSEN  
ROBERT E. WARD  
RALPH W. MACMICHAEL  
ELIOT S. NAHIGIAN  
DAVID A. ROBERTS

KIMBLE, MACMICHAEL, JACKSON & UPTON

A PROFESSIONAL CORPORATION  
9TH FLOOR, GUARANTEE SAVINGS BUILDING  
FRESNO, CALIFORNIA 93721  
TELEPHONE (209) 486-2100

OF COUNSEL  
KENNETH L. MADDY

December 18, 1980

Paula Sklan, Vice President  
Summerhill Development Co.  
2600 El Camino Real, Suite 201  
Palo Alto, California 93406

File #8007.05

Re: Riverside Villa Condominiums

Dear Paula:

On December 10, 1980, I received your letter which contained a copy of Dr. Porter's comments relative to the CC&Rs and By-Laws. I can certainly appreciate Dr. Porter's obvious practical experience in dealing with condominium projects and believe that he had several good ideas in regard to ideas to be included in the CC&Rs.

On the other hand, I believe that there are specific areas in my reading of Dr. Porter's comments relative to the CC&Rs that I do not feel would be in the best interest of the city, or the developer. I will devote the balance of this letter to a running commentary, similar to Dr. Porter's, based on his letter and his review of the CC&Rs and the By-Laws. The following is my recommendation in light of Dr. Porter's letter:

CC&Rs Riverside Villa Condominiums

Page 12 Article III, Section 3.02, Class A Voting Rights.  
While I believe the provisions Dr. Porter wishes to include are implicit in the language contained in Section 3.02, I would not be opposed to including language along the line suggested by Dr. Porter.

Page 18 Article IV, Section 4.08.  
I am opposed to the inclusion of the \$10.00 monthly late charge for a number of reasons. Given the economic fluctuations we have seen in the last several years,

and given the need that the association may have to impose assessments on delinquent unit owners, I believe that care should be exercised by anyone drafting a document that will have an affect as long as this document obviously will, so as not to hamstring the association. By tying penalties and assessments to the prime lending rate, I believe that maximum flexibility is maintained and the association is protected. If a flat monthly payment is provided for, it will not only be disruptive of Section 4.08, but will have other effects, throughout the CC&Rs including Section 9 and other areas. For this reason, I would recommend against Dr. Porter's suggestive change of Section 4.08.

Page 33 Article VI, Section 6.04.  
Dr. Porter's recommended language is unnecessary. A close reading of that section will indicate that the board shall maintain such insurance as it deems necessary. The prudent man standard is already imposed on the board.

Page 48-489 Article VIII, Section 8.03.  
I agree with the spirit of Dr. Porter's language and would recommend that Section 8.03 indicate that the association shall pay all charges for utilities supplied to the project and shall pass all such charges on to unit owners except those matters charged separately to the units.

Page 51 Article IX, Section 9.02 (g) Enforcement.  
See my comment on Page 18. The establishment of an arbitrary \$100 limit would put a ceiling on the assessment charge. A unit owner, in default, could use this \$100 ceiling to his advantage, and to the association's detriment by defaulting on all of his obligations to the association and claiming that his exposure is limited to \$100. I believe that the matter of enforcement including the levying of the assessments leins and fines is adequate as contained in Subsection F and that circumstances may arise, in which damages caused by the unit owner or the cost to repair the action of a unit owner may actually exceed \$100. To arbitrarily put a ceiling on the board's ability to fine would be to severely limit and restrict them dealing with situations which may develope. I would propose to leave the section unchanged.

- Page 53     Section 10.05   Architectural Control.  
To adopt the language suggested by Dr. Porter would be tantamount to having the tale wag the dog. The Board of Directors should be the final adjudicator in any proceeding and should not be subject to the overrule by a committee that they, themselves, established. If an architectural review committee is necessary, I suggested that they be the primary reviewing agency and that the appellate authority and final say on any architectural matter be left to the Board of Directors rather than vise-versa as recommended by Dr. Porter. Also, in my experience, appeals committees can be cumbersome and unnecessary, and these matters can best be handled by the board without the need for committees.
- Page 54     Article X, Section 10.05.  
I concur with Dr. Porter that once approved by the board, the construction of improvements subject to board approval shall be completed within 60 days and if not so completed that the matter must be, again, submitted to the board for approval.
- Page 55     Article X, Section 10.08   Vehicles and Parking.  
I agree with Dr. Porter that similar language should be included.
- Page 59     Article 12, Section 12.01   Management Contract.  
I would agree with Dr. Porter's recommendation that his suggestions be incorporated into the document, unless such inclusion would cause problems with Federal authorities, and their recommendations.
- Page 60     Article XII, Section 12.02   Financial Statements.  
For most condominium developments and homeowners associations, the language suggested by Dr. Porter would prove to be too expensive and a financial burden. I believe a more practical approach would be to add language to Section 12.02 to the effect that if requested by a majority of the Board of Directors, or by a majority of the members, said balance sheet and statement will be independently audited. In this matter, the audit can be required, if it is necessary, but will not be manditory if necessary.

Page 61 Article XII, Section 12.04 Maintenance & Inspection of Books.  
I believe Dr. Porter's suggestion is a good one.

Page 63 Article XIII, Section 13.02 Authority of Declarant.  
I believe the adoption of Dr. Porter's suggestion would not be in the best interest of the city, the unit owners, or the developer. If land has been acquired for phasing a development, it is either going to be developed to a condominium project or is going to be used for other purposes. Developed to a condominium purpose, it would probably be in the interest of all owners of units in any phase to have those phases integrated, to share expenses of operation of the homeowners association, and to share in committees, etc. To unduly restrict this would not be in the best interest of the cities' land use planners, the developer of the condominium properties, or the owners of units in the various phases. In fact, land adjacent to the condominium project is not developed into such a project, the question is academic as to phasing, etc. Again, because this document will be long-lived, I believe that maximum flexibility should be retained.

Page 65 Article IV, Section 14.01 (b) (iv).  
I concur with Dr. Porter's recommended change.

Page 66 Article XIV, Section 14.01 (f).  
I concur with Dr. Porter's recommendation in this regard.

BY-LAWS Riverside Villa Condominiums

Page 5 Article V, Section 5.07 Order of Business.  
I have no problem with Dr. Porter's recommendation.

Page 6 Article VI, Section 6.01  
Dr. Porter indicated the Board of Directors is too small. I disagree, depending on the size of the condominium project in question, three members may be more than adequate to handle the work load. I agree that five directors may be needed in a larger organization, but would suggest that three initially be used. If the directors feel it is necessary to increase the number from three to five or even more, it is relatively easy to do by amendment to the By-Laws.

Page 7 Article VI, Section 6.02 (m).

As mentioned in reference to the CC&Rs, I do not believe that an independent audit should be mandatory, but rather should be optional.

- Page 8 Article VI, Section 6.03.  
I agree that the association should have the right to terminate without cause the management contract with 60 days notice.
- Page 8 Article VI, Section 6.04.  
I have no problem with Dr. Porter's recommendation, and agree that three would be a good number to begin with in terms of directors.
- Page 9 Article VIII, Section 8.01.  
I have no problem with requiring meetings every two months rather than quarterly.
- Page 9 Article VI, Section 6.09.  
I have no problem allowing five percent of the homeowners to be allowed to call a special meeting.
- Page 12 Article VIII, Section .01.  
As expressed in my preceding comments, I am opposed to a ceiling of \$100 on any fine because down the road, matters which cannot anticipate, may require more money than that to correct. (See my comments in the CC&Rs) And, I do not believe that an appeals committee is necessary. I believe that a board meeting would be a sufficient hearing process to allow for discussion of such fines.
- Pages 15,16,17 Article VIII, Section 8.08 to 8.15.  
I believe that Tribunal approach is as good as any, rather than the appeals committee. I would agree with Dr. Porter, however, that the hearing officer need not be legally trained.

Paula, I believe that it may be very helpful for you to review the contents of this letter with the Sacramento City attorney. I have had an occasion to speak with Ms. Sabena Gilbert, and have found her to be most interested and helpful in reviewing these matters. Many matters discussed in this letter represent elements of style and drafting wherein Dr. Porter and myself may disagree.



December 18, 1980  
Paula Sklan, Vice President  
Page 6

However, what is important is to establish a document that will have the ability to respond to changes in circumstances and the flexibility to adapt to history. We are establishing a long-lived document and believe that flexibility should be one of our primary concerns. If I can be of any assistance, or if the city attorney would like to discuss these matters with me, please feel free to call on me at any time.

Sincerely,



Jeffrey G. Boswell

JGB/aw

summerhill  
development  
company

2600 El Camino Real, Suite 201 • Palo Alto, CA 94306 • (415) 857-0122

December 29, 1980

Sharon Caudle  
Sacramento Planning Dept.  
725 J Street  
Sacramento, CA 95814

Dear Sharon,

As you requested, we are sending the additional information on the re-location statistics for Riverside Villa.

There are 66 units in Phase II of the project.

In the 50 eligible households with children the breakdown is as follows; 27 families with 1 child, 22 families with 2 children and 1 family with 3 children. After contacting the apartments in the area, we found most of them accept 2 children, thereby alleviating the problem of relocation for these families.

Of those 50 eligible households with children, 25 are single parents and the breakdown on these are 14 families with 1 child and 11 families with 2 children.

All 180 residents are eligible for some kind of relocation benefits. Of course, the eligible tenants will receive more benefits than will the non-eligible, the families with children will receive even more and the single parents, low income, elderly and handicapped will receive maximum benefits. Also, depending on what kinds of problems the residents have, as we have stated before, we will consider each case individually and do the best we can to help them.

We will be following up with additional information as soon as we receive it.

Again, thank you for your time and consideration in this matter and if you have any further questions please let us know. Happy Holidays!

Sincerely,



Becky Murillo  
Adm Assistant

rm

2-7-81

#2

RECEIVED  
OFFICE OF THE MAYOR



maui beach

HOTEL

KAHULUI, MAUI, HAWAII 96732

FEB 13 1981

AM PM  
3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 1 | 2 | 3 | 4 | 5 | 6

To Council  
2/17/81  
Copies made for each  
2/17

Dear City Council:

Although I will not be in town for the final decision on the proposed conversion of Riverside Villa on 2-17-81, I just wanted to voice my opinion on this condominium matter.

Riverside Villa is a great rental but the complex(s) can not or will not be suitable for condos. Some important issues of displacement of tenants and sound proofing are my main concerns as to why I would agree or disagree with what Ms. Paula, Mary and Becky are planning to do. No matter how much they plan to invest in Riverside Villa they will not make or please all of the tenants.

HAWAIIAN PACIFIC RESORTS—Operators of:  
Queen Kaolani Hotel • Maui Beach Hotel • Kauai Resort Hotel  
Hilo Lagoon Hotel • Kona Lagoon Hotel • Hilo Hawaiian Hotel

Please investigate all pros and cons of this matter before your decision is made. Help us keep our rentals! A concerned tenant.



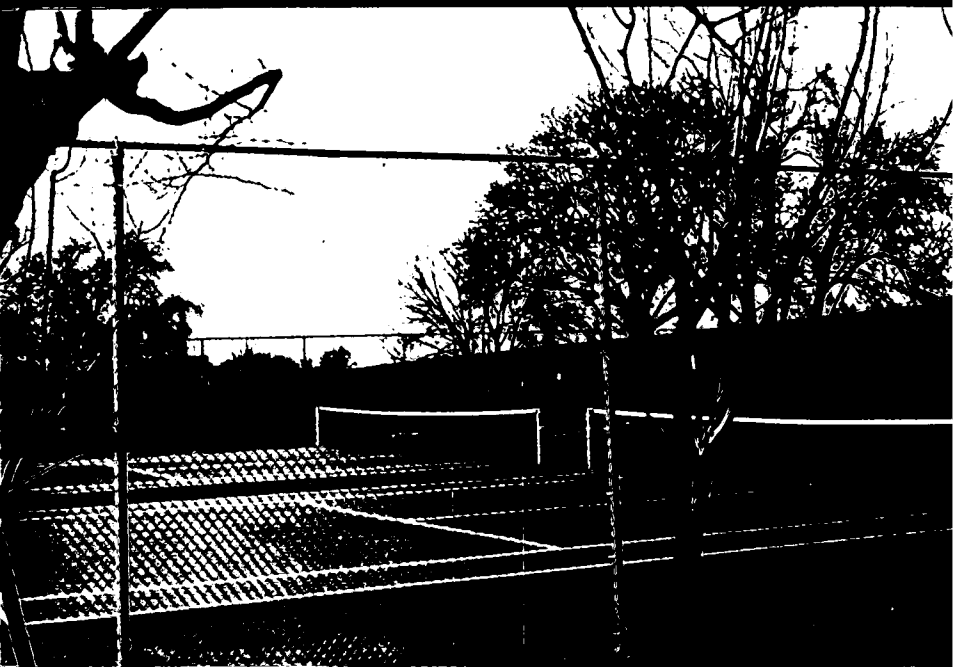
180 Townhomes set amidst  
acres of lawn and trees



Spacious 2 and 3 bedroom  
Townhomes of 1,089 sq.  
and 1,286 sq. ft. respectively



Adult swimming pool, which  
will be solar heated.  
(Childrens pool not shown,  
but adjacent)



2 tennis courts - adjacent  
to City Park



Individual entrances and  
front yard conveniently  
located next to parking



Privacy of individual back  
patios which will be refenced  
and gated



14.2 Acres of Landscaping  
Pictured is one of our  
recreational areas for  
small children



Recreation room and Laundry  
Room - Adgacent to City Park



## Condominium Conversions: The Affordable Alternative

By Dave Cook  
SMC Director

It now seems safe to assume that we have survived the economic roller-coaster of 1980. It is not yet clear, however, what type of year 1981 will be. But even with all the uncertainty in the market two things are clear: the cost of money will not substantially decrease and prices will continue to increase.



In the meantime, buyers are watching their affordable housing opportunities rapidly disappear. By the end of 1980, there were only six developments noted in the Sales and Marketing Council's weekly traffic report which offered a product under \$50,000. Three of these are single family developments and three are condominium projects, but none offer the half-plex or duet product. Two of the three condominium projects in this price range are conversions.

The number of buyers in the market will reach a peak during the next 10 years because of the baby boom. But this will not matter if those first time buyers cannot find a home which they can afford.

In recent years, a home has become much more important than just a place to live. It is one of the most secure investments available, and has continued to show an excellent return on the dollar. Now is undoubtedly the time to buy, but the question of what to buy has few answers.

Condominium conversions may soon remain the only affordable alternative for these first time buyers. Because an increasing number of those entering the market now are single, their housing needs differ from the typical family.

They are not interested in the maintenance of a yard and do not need as much space as is offered in most single family homes. They want to be as close to their work as they are to their recreation.

When comparing buyer profiles of single family detached and condominium conversions, the differences are apparent in the under \$50,000 price range: single buyers who purchase at Timberlake, the first major conversion project in Sacramento, comprise 80% of total sales, compared to less than 30% at one tract in this price range. The number of first-time buyers who were renting prior to purchasing totaled nearly 60% at Timberlake, compared to less than 40% of the buyers of single family detached dwellings. In addition to price, a close-in location and grounds were two of the major reasons for purchasing.

With increased publicity during 1980, condominium conversions rapidly gained acceptance as the affordable



## SALES AND MARKETING COUNCIL

### OF SUPERIOR CALIFORNIA

housing alternative. However, if the local agencies have their way, the conversion's rise in popularity may be exceeded only by its rapid plummet into the tangle of the bureaucracy's wonderful housing policies. It has been established by a HUD survey that because of the number of vacancies created by renters purchasing in condominium conversions, there is not a substantial effect on the availability of rental units. Given the vacancy factor and low rents in Sacramento, shortage of rental housing should be of even less concern.

Residential condominium conversions have become a solid source of affordable housing for the first time buyer.



## 1981 Officers and Board of Directors

Seated, left to right, are Secretary Ren Grendahl (Camray), Vice President Gil Faulkner (Gil Faulkner & Associates), BIASC Liaison Ed Kimmel (Lewis Homes of California), President John Corcoran (Hubbert Corcoran) and Treasurer Tom Schroeder (Centurion Communities Corp.).

Standing behind them are Directors John Gregory (Lewis Homes of California), Myles Esrig (M.J. Brock & Sons), Dave Cook (Regis Homes), Carol Schreiter (Coker-Kroeger), Jackie Vertrees (Pacific Scene), Don Keith (Underwood-Wiese), Immediate Past President Bob Cassano (Robert Powell Developments), Jim Greer (Wm. Greer & Co.), Ann O'Hara (Sacramento Union), John Taylor (Taylor-Thompson Associates) and Denyce White (Western National, Realtors).





DATE February 9, 1981

SALES & MARKETING COUNCIL  
WEEKLY TRAFFIC REPORT

COMPANY	SUBDIVISION (Date Opened)	TRAFFIC	SALES	CANCELS	INVENTORY COMPLETED NOT SOLD	TOTAL UNITS FOR SALE	TOTAL SALES TO DATE	LO-HI PRICE
CAL NORTH BUILDERS & DEVELOPERS	(2/80-6) PARK TRA LEE				UNITS UNDER CONSTRUCTION	AT THIS TIME		
486-9415 Norma								
CAMRAY	(8/79-80) LINCOLN HILLS	34	0	0	1	5	28	107,500- 119,900
920-9081 Tom	(8/80-73) THE RIDGE	28	0	0	0	8	18	139,950- 209,950
	(3/80-17) RIO DEL ORO	19	0	0	0	14	3	119,950- 122,950
	(2/81 - 15) TEMPO VII	93	1	0	0	14	1	79,950
CENTURION COMMUNITIES	(10/78-121) WOODLAKE HILLS	53	1	0	4	4	117	89,950- 112,950
988-8801 Jeff								
COKER-KROEGER	(7/78-79) FOLSOM LAKE ESTATES	60	0	0	0	0	56	219,000
786-2411 Liane	(6/79-76) CROWNE POINT	281	2	0	8	11	42	127,500- 195,000
	(12/78-123) HUNTINGTON OAKS	15	0	0	4	4	92	123,000- 147,000
	(11/78-63) CLOVER VALLEY HILLS	20	0	0	6	7	29	182,000- 295,000
	(1/79-93) MISSION HILLS	10	0	0	3	5	49	115,000- 140,000
	(3/80-86) OAK CREEK VISTA	51	5	2	0	7	68	87,500- 105,500
	(12/79-99) JOHNSON RANCH	12	0	0	2	2	8	123,000- 142,500
	(10/80-71) WOODRIDGE CREEK	85	1	0	1	8	12	154,950- 227,500

DATE February 9, 1981SALES & MARKETING COUNCIL  
WEEKLY TRAFFIC REPORT

Page 3

COMPANY	SUBDIVISION (Date Opened)	TRAFFIC	SALES	CANCELS	INVENTORY COMPLETED NOT SOLD	TOTAL UNITS FOR SALE	TOTAL SALES TO DATE	LO-HI PRICE
DAON	(6/80-558) WOODSIDE CONDOMINIUMS				18	17	207	42,000- 136,000
924-9100 Syd								
DITZ-CRANE	(6/79-123) COUNTRYSIDE ESTATES				1	19	48	103,000- 146,000
(408) 727-0950 Anne								
DUNMORE DEVELOPMENT	(7/79-213) SUNRISE SOUTH	20	2	0	13	*13	110	51,550- 58,000
969-0333 Sid	(5/78-257) SUNRISE CAMERON	16	1	1	*4	*4	263	70,500- 87,100
"	(8/77-359) COUNTRYSIDE	23	3	1	*9	*16	267	55,725- 61,400
	(1/79-386) COUNTRY PARK SOUTH	25	2	3	*10	*20	225	52,325- 61,790
	(12/79-320) SUNRISE VALLEY	22	2	1	*18	*22	130	52,400- 59,000
	(7/80-290) SUNRISE LOOMIS	48	0	0	0	13	108	73,600- 79,950
	(2/80-384) SUNRISE FLORIN	30	4	1	*6	*16	72	52,650- 58,000
	(7/80-128) SUNRISE GREENS	40	1	0	*7	19	59	52,900- 59,500
	*corrections in reporting							
H. C. ELLIOTT	(12/77-276) DIAMOND OAKS	31	*1	0	10	10	270	69,950- 95,950
452-2821 Lois	(8/78-199) GAVIN ESTATES	19	1	0	13	13	131	62,950- 80,950
	(11/76-362) MEADOWGATE	0	0	0	7	7	358	61,950- 81,950
	*model home							

DATE February 9, 1981

SALES & MARKETING COUNCIL  
WEEKLY TRAFFIC REPORT

COMPANY	SUBDIVISION (Date Opened)	TRAFFIC	SALES	CANCELS	INVENTORY COMPLETED NOT SOLD	TOTAL UNITS FOR SALE	TOTAL SALES TO DATE	LO-HI PRICE
H.C. ELLIOTT (Contd)	(9/79-1,000) OAKRIDGE	49	0	0	10	28	64	75,950- 95,950
	(8/78-350) SCOTTSDALE GREENS EAST	41	0	0	5	29	237	66,950- 85,950
	(8/77-326) STONEBRIDGE	50	2	0	8	16	298	64,950- 87,950
	(1/78-750) WOODGATE	55	2	0	8	19	314	64,950- 87,950
	(1/80-24) REGENT PARK	196	3	1	0	11	41	60,950- 74,500
GANNON-BROPHY	(12/79-146) ARCADIAN ESTATES	24	1	0	8	125	21	62,750- 76,650
361-3632 Mary Lou								
GOTTSCHALK DEVELOPMENT CO.	FOXRUN	29	0	0	0	6	1	55,900- 63,400
933-1281/682-777 (e)								
		54	0	0	4	12	3	87,500- 103,500
		62	0	1	4	15	5	73,700- 73,500
		PHASE SOLD OUT						
	SOUTH COUNTRY	50	1	0	8	12	5	53,950- 73,500
	(10/80-22) SUNRISE VILLAGE	11	0	0	22	22	0	81,950- 93,500



DATE February 9, 1981SALES & MARKETING COUNCIL  
WEEKLY TRAFFIC REPORT

COMPANY	SUBDIVISION (Date Opened)	TRAFFIC	SALES	CANCELS	INVENTORY COMPLETED NOT SOLD	TOTAL UNITS FOR SALE	TOTAL SALES TO DATE	LO-HI PRICE
McKEON CONSTRUCTION	(6/80-178) CROSSWOODS	31	1	1	3	17	30	95,950- 135,950
485-2575 Gordon Patten	(5/78-137) WILDWOOD	30	0	0	13	54	47	42,950- 51,950
MERIT HOMES	(9/78-161) MAYFAIR GARDENS				40	40	121	44,000- 55,000
(415) 284-9750	(9/80-60) ELK MEADOWS				20	20	7	60,950- 73,950
MORRISON HOMES	(10/79-43) ROLLINGWOOD BLUFFS	37	0	1	0	8	14	109,950- 121,750
485-2931 Joan	(7/79-176) SUMMERHILL	71	1	0	0	8	35	84,450- 104,250
	(8/78-449) WOODBIDGE	70	1	0	0	7	168	68,950- 84,950
	(6/79-103) WOODBIDGE EAST	61	1	1	0	8	70	68,000- 78,450
MOSS & MOSS SPECIAL PROJECTS, INC.	(1/80-91) RIVERFRONT PLAZA	96	0	1	83	83	6	100,000- 240,000
447-2828 Bill Smith	(7/80-134) BRIDGEWAY TOWER	41	0	2	115	117	17	92,900- 185,700
PACIFIC SCENE	(10/80-240) MONARCH POINT	30	3	0	0	8	5	55,950- 64,950
925-8000 Lisa	(2/78-387) PARKSIDE	62	2	1	0	4	286	69,950- 87,950