

Civano Neighbors Neighborhood Association Position Statement Regarding Elimination of Custom Lots/Homes for Civano Neighborhood 1

March 22, 2004

The Community of Civano was founded upon the principles of innovation in home building, including design, materials, and resource efficiency. While local and national builders have brought much to the community, Civano's success is also defined by innovative, custom homes.

The opportunity to build a resource-efficient, progressive custom home is an important element and critical aspect of Civano. That is why Civano Neighbors negotiated a commitment from Pulte Homes to set aside five percent of total lot yield in Neighborhoods 2 and 3 for "innovative builders" of custom homes. And that is why **the Civano Neighbors neighborhood association today reiterates its support for maintaining and adequately marketing the currently available custom lots in Neighborhood 1.**

Whether designed and constructed by qualified individuals or local builders, custom homes that push the envelope of Southwestern design, energy and water efficiency, and alternative building materials ensure that Civano will continue to provide opportunities for creative innovation that can inspire and guide other homeowners and builders. Moreover, custom homes are an essential component in meeting the standards set forth in the Civano Memorandum of Understanding (MOU): "The goal of the Civano project is to create a mixed-use community that attains the highest feasible standards of sustainability, resource conservation and development of Arizona's most abundant energy resource—solar—so that it becomes an international model for sustainable growth.... Another major goal of Civano is to foster creativity and innovation in the construction of Civano." Currently, the majority of homes at Civano featuring such advanced solar technologies as photovoltaic panels are custom homes.

Additionally, Civano Neighbors has serious concerns that Civano is not adequately marketing the available custom lots. The availability of custom lots in Neighborhood 1 is not marketed in any of Civano's publicly distributed print and online materials. The lots have not been adequately listed in the MLS, and the "For Sale" signs were only posted on the lots themselves for a total of six months. Clearly, the admittedly slow pace of custom lot sales is because the lots themselves have not been marketed.

Just as Civano strives to support a diversity of residents and businesses, it must also strive to support diverse builders, both production *and* custom.

Civano Neighbors considers maintaining adequate opportunities for custom homes in Neighborhood 1 to be of such importance to the community that we request that:

1. The unsold lots numbered between 404 and 418, located on John McNair Place and Kay Gartrell Place, be put back on the market for sale to individuals or custom home builders.
2. These custom lots be marketed for sales as custom home lots through the use of the MLS, Civano.com Website, local newspaper advertisement, and lot signage for a

- minimum period of 12 additional months
3. The custom lots be listed with a new broker who clearly understands the Civano market, supports the Civano vision, and has demonstrated success in dealing with potential custom lot buyers

Civano Neighbors members reached unanimous consensus in favor of this position statement at the Civano Neighbors general meeting held March 18, 2004.