

Survey Questionnaire: NAHB/Wells Fargo HMI Special Questions for March 2016

4. Does your company have substantial experience in acquiring raw land and developing lots?

Yes No

If “Yes” in question 4, please answer 5a through 5f. If “No” in question 4, please skip to 6a.

5a. For a typical lot, how much does it cost to apply for zoning/subdivision approval as a percent of finished lot cost? (Include costs of fiscal or traffic impact or other studies, and any review or other fees that must be paid by time of application. *Please enter “0” if application costs are Zero percent*).

_____ **% of finished lot cost**

5b. On average, how long does it take between the time you apply for zoning/subdivision approval and the time you obtain preliminary approval to start site work?

_____ **months**

5c. In the typical case, what is the value of any land that must be dedicated to the local government or otherwise left unbuilt (for parks, open green space, schools, etc.) as a percent of finished lot cost? (*Please enter “0” if dedicating land is required infrequently*).

_____ **% of finished lot cost**

5d. After obtaining approval, but before excavation/foundation work begins, how much does it cost to comply with regulations as a percent of finished lot cost? (Include costs of environmental mitigation, and hook-up or impact or other fees. *Please enter “0” if cost of complying with these regulations is Zero percent*).

_____ **% of finished lot cost**

5e. How much extra time does complying with regulations add to the development process? (*Please enter “0” if regulations typically cause no delay*).

_____ **months**

5f. Over the past 10 years, how much have changes in setbacks, road widths, and other development requirements added to the cost of developing a typical lot as a percent of finished lot cost? (*Please enter “0” if changes in development requirements have been minimal, or have had Zero percent impact on costs*).

_____ **% of finished lot cost**

Was not developing lots 10 years ago

Questions 6a and 6b deal with the construction phase of the project, after excavation/foundation work begins.

6a. After a lot is finished and can be built on, how much on average do you pay for permit, hook-up, inspection, impact or other government fees as a percent of total construction costs? (*Please enter “0” if fees paid during or after construction are Zero percent*).

_____ **% of total construction costs**

6b. Over the past 10 years, how much have changes in construction codes and standards added to the cost of building a typical home as a percent of total construction costs? (*Please enter “0” if code changes have had minimal impact on construction costs*).

_____ **% of total construction costs**

Was not building homes 10 years ago

THANK YOU