

**2007 OEA GROWTH SUMMIT – HOUSING PANEL  
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FORT RILEY, KS.**

- **Active Duty soldiers go from 9,800 to at least 18,500 by the end of 2011**
- **We expect over 12,000 family members will accompany the additional soldiers**
- **On-Post civilian employees is expected to increase from 4,800 to 6,800**
- **We expect over 1.2B of construction on the Post over the next 5 years**
- **Off Post**
  - **We expect nearly 28,000 new citizens in the communities surrounding the Fort**
  - **9,000 new housing units**
  - **At least additional 3,000-4,000 K-12 students**
  - **16,000 additional automobiles on our region's road**
  - **Over 800 additional childcare slots will be needed**
  - **At least 400,000 square feet of additional retail space**
  - **6,500 private sector jobs created**
- **Manhattan and Junction City MLS market summary includes 7 counties surrounding Fort Riley.**
  - **1,211 Residential homes are on the market**
  - **1,283 Homes have been sold since Jan. 1, 2007**
  - **375 New homes are under construction**
  - **233 New homes under \$150,000 are completed.**
- **The above data does not included the new and or under construction multi-family dwelling units. Nor homes sold by FSBO's or General Contractors.**
- **Growth has been predicted, but we have not seen a significant increase in soldiers. We need detail information on the expected arrival schedule of incoming soldiers, as well as detailed demographic information on the incoming soldiers and their dependents.**
- **Soldiers are arriving with a very high debt load and highly leveraged.**
- **The Internet Mindset.**
  - **84% start process on line and spent 17 months researching.**
  - **I can do this myself.**
  - **I want to remain anonymous until I am ready to talk to a human.**
  - **I want instantaneous results.**
  - **The more information I have, the easier my transaction will be and I will save money.**
- **Real Estate Challenges**
  - **Give me more, give me more!**
  - **Basic Allowance for Housing (BAH) – Survey cost of rentals!**
  - **I wanted it yesterday**
  - **Instant Gratification 2.0**
  - **3<sup>rd</sup> Party Lead Generators**
  - **Being challenged to enforce your rules**
- **Interest rates are great at 6% or below and it is a buyers market. Therefore now is the time to buy!**