



A Concierge Real Estate Firm
“ In Every Transaction, We Bring You HOME ”

Cindy Sessions

Real Estate Broker



SessionsRealEstate@gmail.com

928-245-2687



Super Blue Blood Moon

The celestial phenomenon, which occurs on January 31, will combine three separate lunar spectacles – a blue moon, a super moon and a total lunar eclipse.

Despite the famous saying, a blue moon rises every two years or so and occurs when two full moon fall in the same calendar month.

This will be joined by a super moon, when the moon orbits closest to the Earth, making it appear about 14 percent larger.

According to [NASA](#), the moon will be 223,068 miles from Earth, rather than the usual 238,855 miles.

If that wasn't enough, there will also be a total lunar eclipse. The eclipse will make it a blood moon by giving it a reddish hue.





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Broker/Owner

Real Estate: 1987 - now

White Mountains: 2001 - 2008

***I Specialized in: Subdivisions, Big Ranches,
Land and Resort homes.***

PHX Metro Area: 2008-now

Land, Residential and Luxury Homes

Mother of 11 Children 1978-now



NAR - National Association
of Realtors

- ***NAR definition of Tiny Homes:
Site built, or built off site and
affixed to the property.***

600 square feet or less

Benefits of Living Tiny

The benefits reported by those living tiny are the same as the benefits hoped for by those planning to live tiny:

- Freedom from debt,
freedom from attachment to belongings,
freedom to pursue a less pressured career
- A simpler life with closer relationships
- An increased ability to travel
- A reduced environmental footprint.



The Simpson's and I Dream of Jeannie



Home Generational Trends 2017

Millennials: 1980-1998



34% Of recent home buyers

49% Have kids under the age of 18

66% Were first-time home buyers

85% Viewed home as good investments



Gen X: 1965-1979

A decorative swoosh consisting of a thick teal line and a thinner black line, curving from the left side of the slide towards the right, positioned below the title.

14% Had a distressed sale in the past

21% Wanted to sell earlier but home was underwater

27% Have student loan debt

28% Of recent home buyers

Younger Boomers: 1955-1964



16% Of recent home buyers

20% Bought a multigenerational home

20 Median years they expect to live in their home

89% Would probably or definitely use their agent again or recommend to others

Older Boomers: 1946-1954



14% Of recent home buyers

17% Purchased senior-related housing

19% Buy due to retirement

25 Median rules moved between new and previous home

Home Generational Trends 2017

Silent Generation: 1925-1945

8%

Of recent home buyers

23%

Buy to be closer to family, friends, or relatives

24%

Purchased senior-related housing

90%

Used a real estate agent as an information source during the home search



Regional Breakouts

Tiny Homes in Market

Region:	Northeast	Midwest	South	West
Tiny Homes in Market	24%	26%	22%	25%
No Tiny Homes in Market	60%	60%	64%	63%

2017 Sustainability Report

Experience with Commercial Building Repurposing

Region:	Northeast	Midwest	South	West
Experience with Commercial Building Repurposing	12%	14%	11%	12%
No Experience with Commercial Building Repurposing	45%	48%	42%	45%

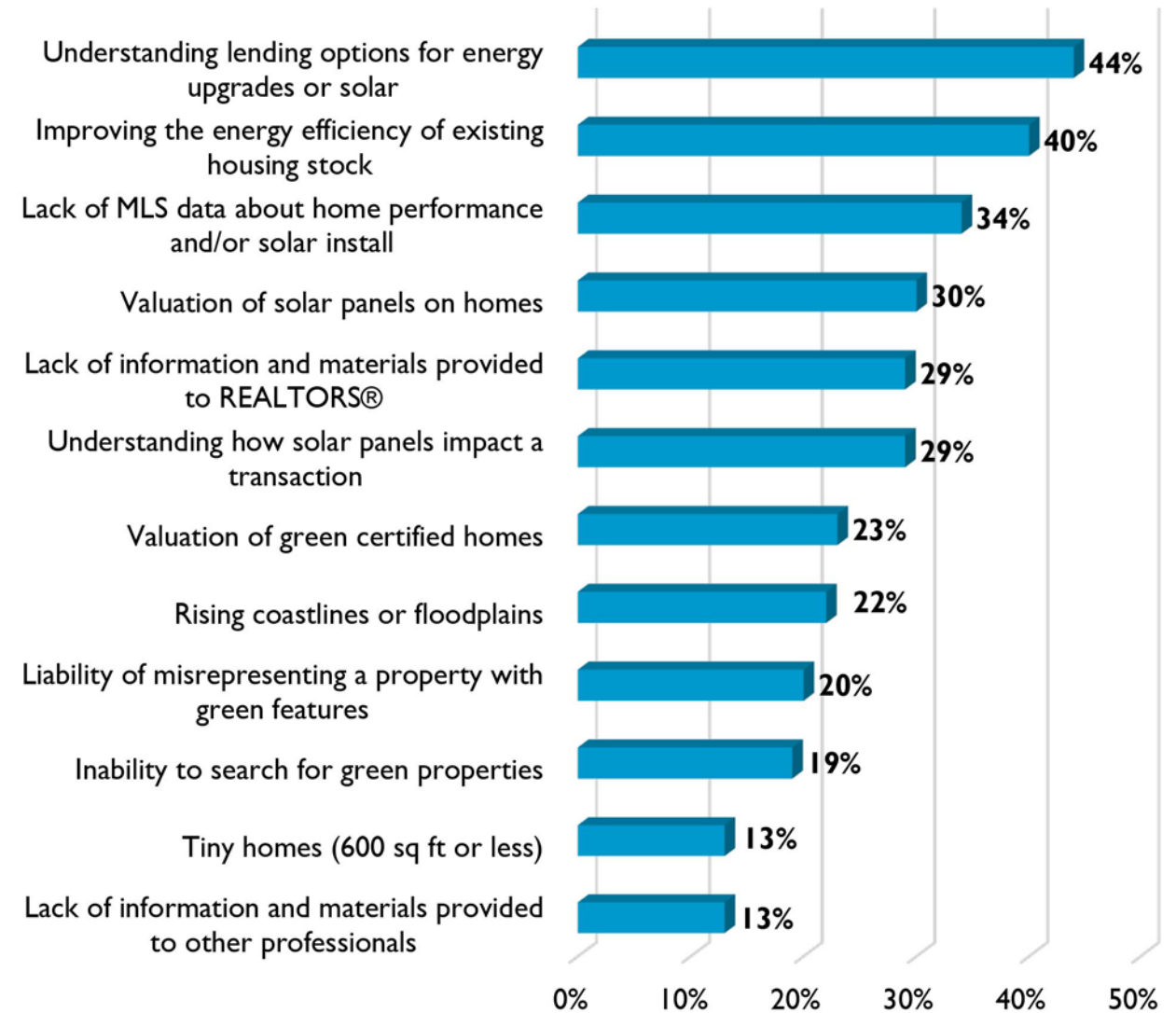
Experience with Residential Building Repurposing

Region:	Northeast	Midwest	South	West
Experience with Residential Building Repurposing	22%	17%	17%	15%
No Experience with Residential Building Repurposing	36%	44%	39%	41%



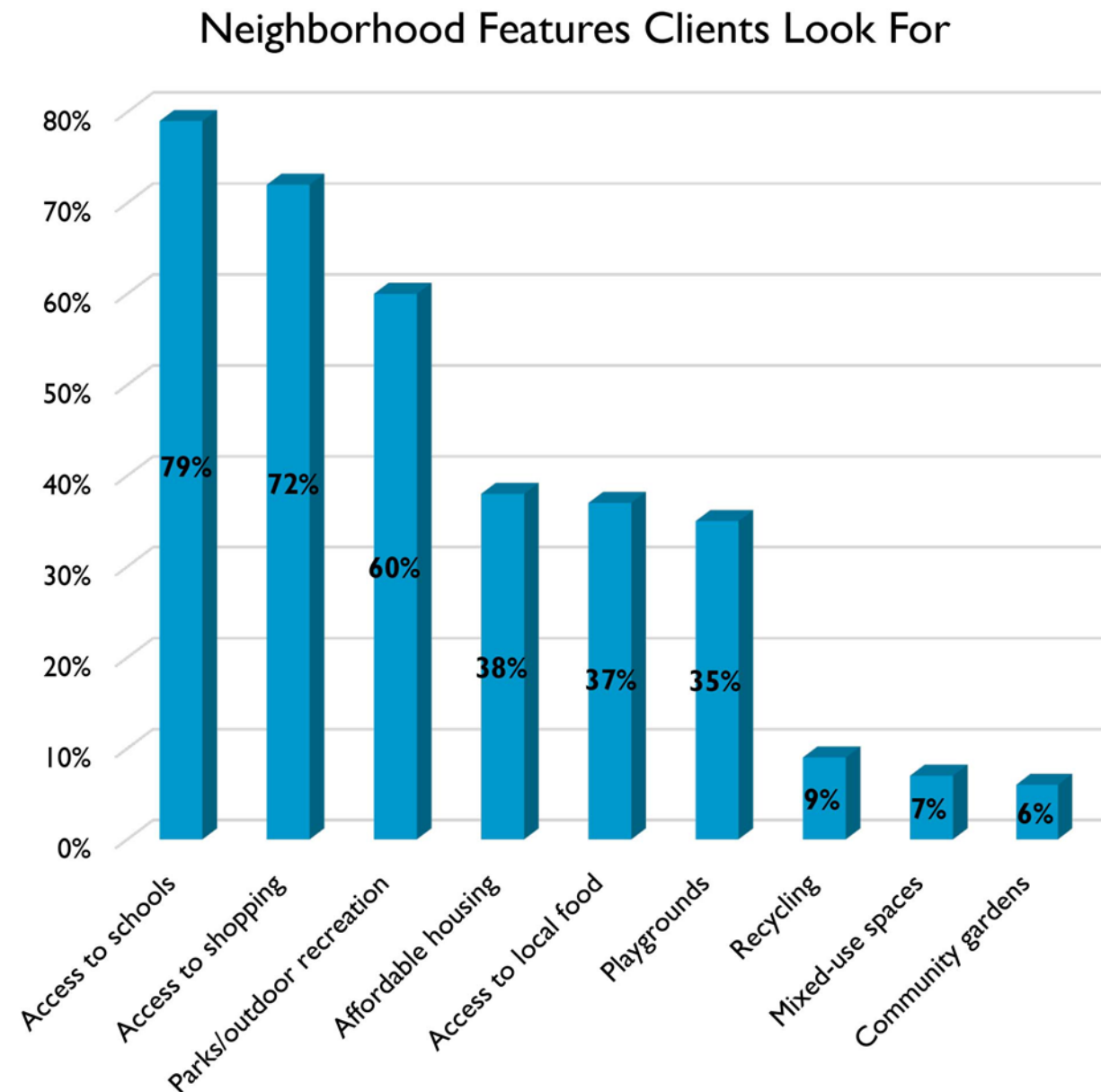
Market issues and considerations that Agents and Brokers listed include understanding lending options.

Issues and Considerations in Market





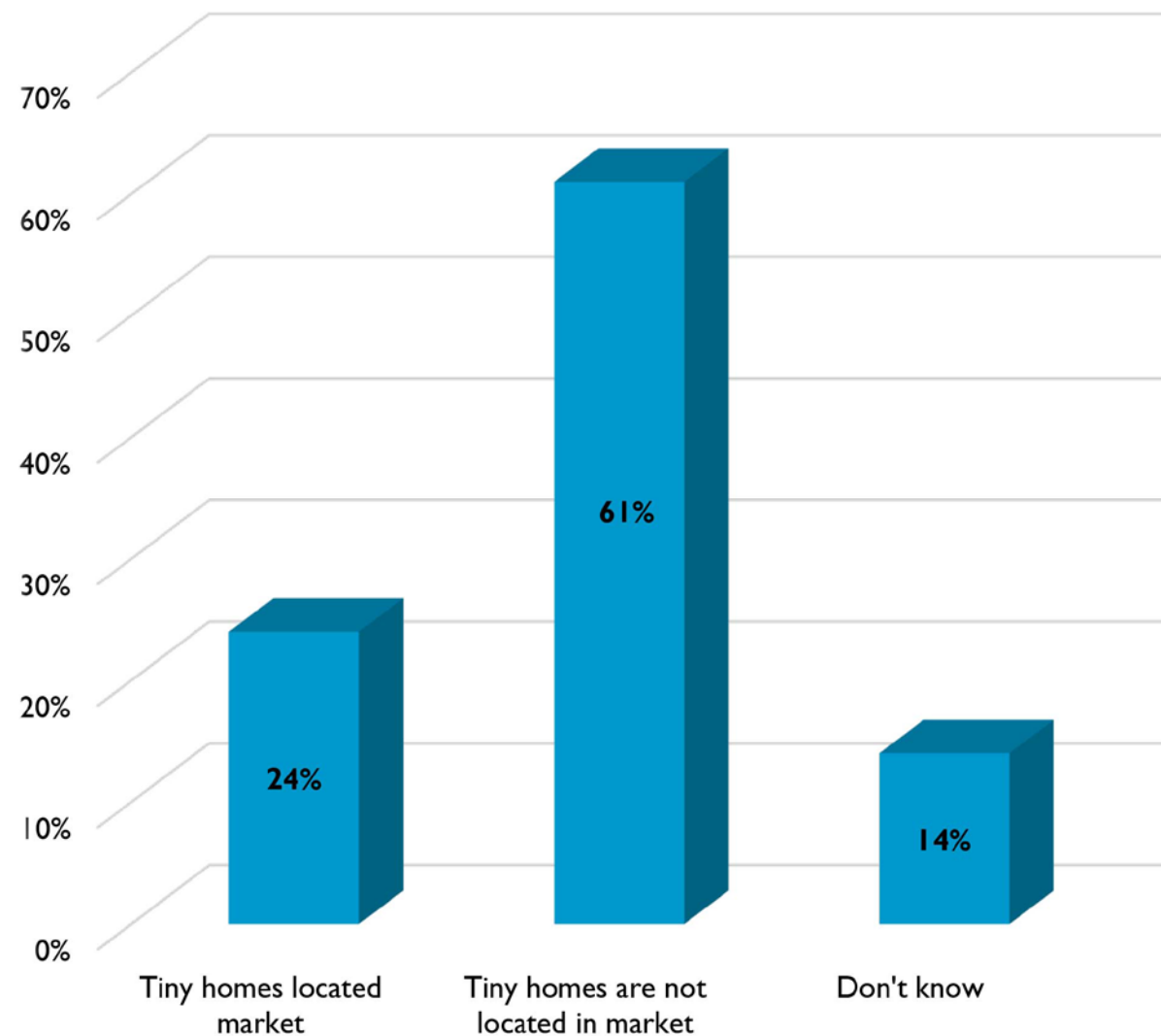
***The neighborhood
features that Buyers
look.***





- ***Brokers said that these percent's are what are in their markets.***
- ***Tiny homes were defined in the survey as homes that are 600 square feet or less.***

Tiny Homes (600 sq. ft. or less) in Market





Financing

- ***Banks***
- ***Mortgage Brokers***
- ***Credit Unions***
- ***Private Funding***



Loans/Tiny Homes

What Tiny Homes are to lenders

NIGHTMARE



Why Lenders don't lend on Tiny Homes

- ***Appraisals***
- ***Typically don't lend on anything less than 1200 Sqft***



***Some reasons why Tiny Home
Subdivisions don't work:***



The Cabin Show/ Arrested Development





"The Promised land"

***Oakland Ca
Homes
subdivision
made in a
dog park.***





Boneyard Studios Washington DC

Boneyard Studios was Washington, D.C.'s famed **tiny-home community**.

It was co-founded in 2012 by Brian Levy, Jay Austin, and Lee Pera



Boneyard Studios Washington DC

. On March 20, 2015, Austin and Pera published a letter on the [Boneyard Studios](#) website, describing Levy as "acting erratically" and being the cause of Boneyard Studios meeting its end. The two claim that Levy seized power of the community by purchasing a lot in his name with little to no discussion. Levy's tells a much different story.

"We knew that one person holding the title to our communal property could impact decision-making, but we trusted that three adults could communicate and come to consensus on most things. We were wrong." - Jay Austin and Lee Pera



Boneyard Studios Washington DC

In their letter, Austin and Pera listed various issues they encountered with Levy,

- Including his canceling plans for a communal water system
- Seizing the community garden
- "intentionally" trapping tenants inside the community by padlocking the gates.
- In their letter, Austin and Pera's account of Levy's actions soon resembled a kind of **horror story** with Levy entering Pera's tiny home in the middle of the night without permission and throwing two-by-fours into an alley to stop kids from riding scooters near the property.



Boneyard Studios Washington DC





- ***Price: \$45,500***
- ***Location: St. Johns***
- ***Square footage: 200***



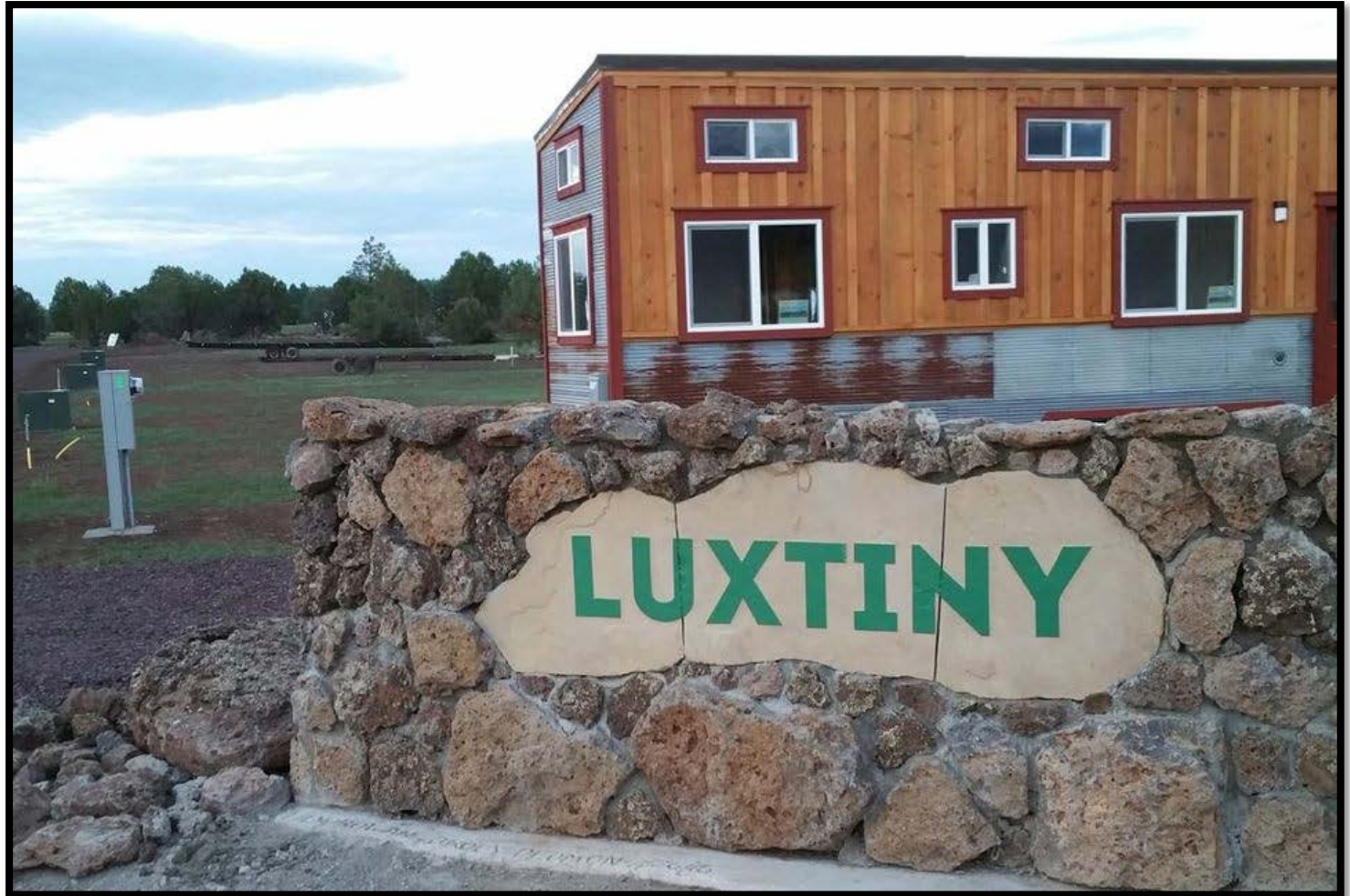


- ***Price: \$7,000***
- ***Location: Tempe***
- ***Square Footage: 200***





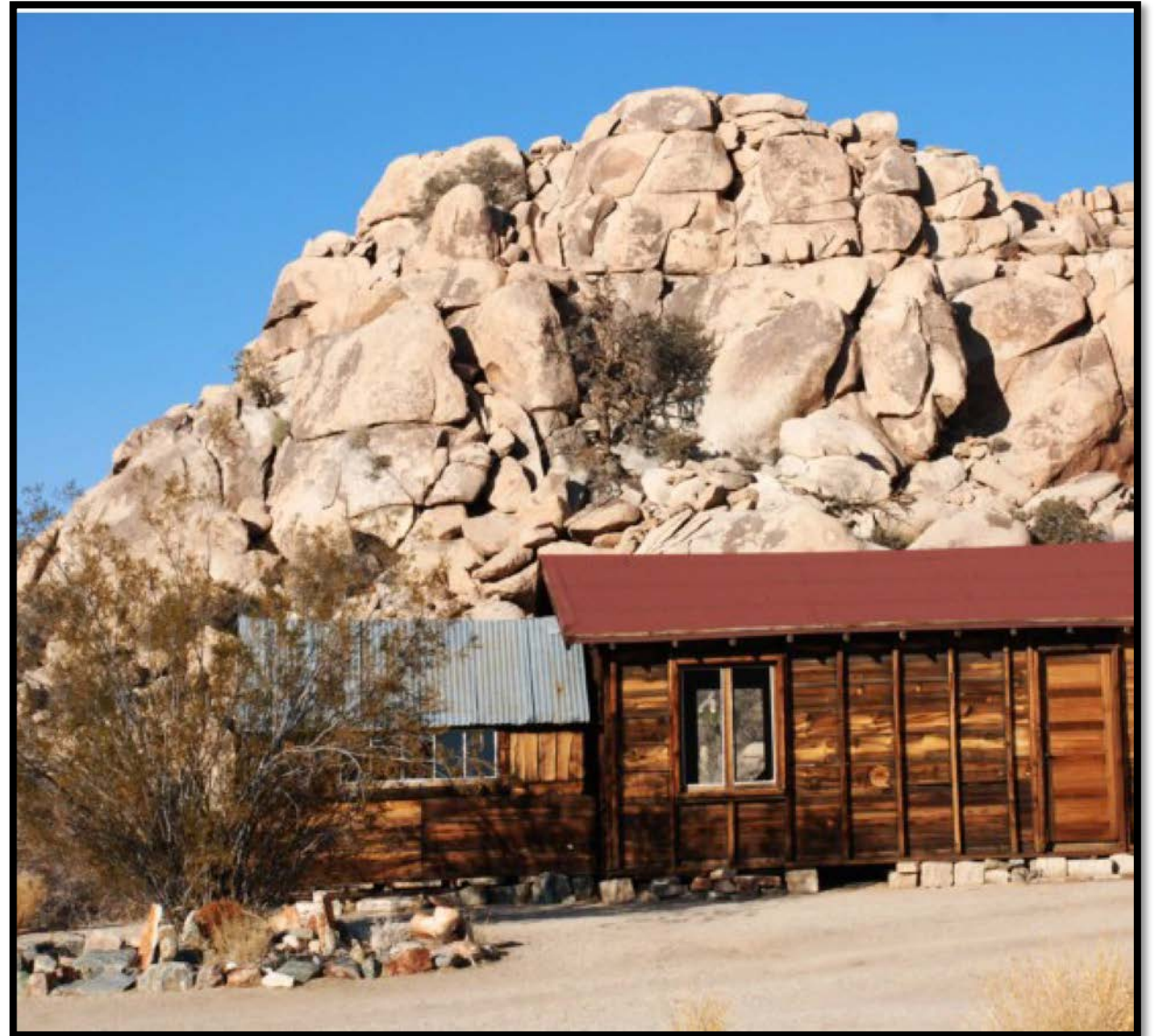
Greenhouses, solar panels, chicken coops and any other green aspects are more than welcome in our community. We hope that a few of our cabins will be net zero!





- ***Price: \$63,500***
- ***Location: Lakeside***
- ***Square footage: 384***







**What are you seeing in the field
pertaining to the Water and Waste
water problems that are hindering
the building of tiny homes?**



Arizona Board of Realtors is currently rewriting their waste water management form. Along with the NAR. Why do you think this is?

- **The Point of Sale Laws (regarding the waste water forms)**
- **Cost to Seller**
- **Must be completed 3 Days before the closing date**
- **Timing (extending the Close date)**

Lord of the Rings Bilbo Baggins House





Popular TV Series DR WHO





Subdivisions

- ***Tiny Home subdivisions
what work***



Phoenix Apartment “subdivision”









Pima County

Permitting regulation for Tiny Houses

Definition

- A tiny house is a single family dwelling of maximum 400 square feet

Zoning Code Requirements

- Tiny houses built on permanent foundations are permitted in any zones allowing detached single family dwellings
- Tiny houses built on a chassis where the suspension/axle components have been removed and the chassis permanently attached on a permanent foundation will be treated as factory-built buildings allowable only in the following zones: CR-3, CR-4, CR-5, TR, ML, SP, CB-1 and CB-2
- Tiny houses on mobile chassis are considered trailers and are only permitted in the following zones: RH, GR-1, SH, MU, CMH1, CMH2 and IR
- Tiny houses regulated by the State of Arizona shall be permitted in zones in accordance with the Arizona defined housing category'



Pima County

Building Code Requirements

- Tiny houses shall be built and inspected in accordance with the Pima County adopted building code.
- The house can be partially or entirely built on-site or off-site. If built off-site, it needs to have been permitted by a recognized agency (jurisdiction with a code approval process similar to that of Pima County), or by an approved tiny house fabricator accredited by the International Accreditation Services, Inc., HUD, or similar organization.
- The County will waive certain building code minimum standards to accommodate tiny houses in accordance with performance criteria in the ICC Performance Code. The reasoning is that certain minimum standards in the code exist to abate slum housing and to provide safe egress and ingress by fire-fighting personnel for multiple-room larger conventional structures. As these homes are tiny, they provide quicker exiting and occupants are more aware of the physical configuration of the space thereby alleviating fall and means of egress risks. As such, the following code adjustments are provided:
 - Minimum dwelling/room/ceiling height/windows/door/fixture/accessibility dimensions do not apply
 - Ladders may replace stairways to loft areas
 - Loft areas may have reduced fall protection
 - Number of electrical circuits may be reduced to reflect loads
 - Alternative compliance with NFPA 501 for mechanical/electrical systems is recognized

What is required for submittal?

- Follow the [Custom Home](#) process



ICC Building Codes

PIMA COUNTY and the city of TUSCON have been leading the country for a long time in alternative building. The county of Coconino and other cities are beginning to change and be more open to the tiny home.

The 2015 ICC Building code has addressed a little bit of the Tiny Homes. The 2018 ICC Code has a appendix on Tiny Homes.



Tony Hsieh Community

- He has a net worth of \$840 million Zappos CEO,
- He happily lives in a 240 square foot Airstream with his two pet alpacas in Las Vegas, Nevada's first tiny house community. Called
- Airstream Village it's a part of a project created by Hsieh to revitalize the city's ailing downtown.
- The village has around 30 dwellings, a mix of Airstream trailers and pint-size homes by Tumbleweed Tiny House Company.
- Monthly rent is \$1,200 including utilities and Wi-Fi.
- But if plan to move in, you better like big furry creatures. Hsieh's alpacas, Marley and Triton are usually roaming around the village.



Tony Hsieh Community





Salida Colorado

River View at Cleora, Planned Development.

- Salida is recognized as a top destination lifestyle community with some of the best white water rafting in the world and Monarch Mountain ski area just 20 minutes away. Salida visitors can take a leisurely stroll along tree-lined streets and into the downtown area where century-old redbrick buildings offer [café fare to fine dining](#) and art galleries display [whimsical art pieces to upscale aesthetics](#).
- The town of about 5500 residents is included in the guidebook *America's 100 Best Small Art Towns*¹, and has been listed in *US News and World Report* as a Top Ten Bargain Retirement Spot².

River View at Cleora is located on 19.1 acres between the Arkansas River and County Road 102 in Chaffee County, Colorado. The site is adjacent to the historic Cleora platted townsite and the Bighorn Canyon gateway, and includes 1,650 feet of prime Arkansas River frontage.

- The planned development for Riverview at Cleora is 200 tiny home units;
- There are plans for a walking trail to be constructed along the length of the river, two resident parks, and numerous pedestrian walk ways, resulting in approximately 2000 square feet of common green space per pod.

Market Conditions: River View at Cleora will address the huge need of quality housing.



Salida Colorado





Walsenburg Colorado

- In late 2014, Walsenburg adopted a new residential housing ordinance allowing tiny homes to be placed in R1 and R2 residential zoned lots.
- Walsenburg was the 2nd city in the country to adopt a tiny home friendly zoning ordinance. Sprout Tiny purchased 4.6 acres behind the Walsenburg library and walking distance to downtown and a new organic grocery store.
- The acreage is the future site of a 33 unit tiny home development in Walsenburg. View Haven is planned to feature homes ranging from 238 sq. ft. to over 400 sq. ft.
- There is a regional as well as VA hospital and a large marijuana grow operation is locating just outside Walsenburg, CO that is expected to create up to 400 jobs in the next few years in the local area.
- Love's Travel Stops & Country Stores is also breaking ground in Walsenburg in the spring of 2016.
- This newfound growth combined with very low quality housing availability has created a huge demand for quality homes and rentals in Walsenburg.
- Additionally, Sprout has received a high number of inquiries from people all over the country expressing interest living in a tiny home community.
- The tiny home lifestyle appeals to nearly all demographics and the Stadium View tiny home community is expected to be in high demand when the project breaks ground.



Walsenburg Colorado





HUMMINGBIRD
micro homes

***Pricing is as follows
based on standard
finishes, without
upgrades:***

***18' x 8'6" micro home on
wheels: \$42,900***

***20' x 8'6" micro home on
wheels: \$47,500***









- ***Price: \$27,000***
- ***Location:
San Tan Valley***
- ***Square footage:
320***





- ***Price: \$54,500***
- ***Location: Overgaard***
- ***Square Footage: 397***











Tiny Homes
are really for:

- **Veterans**
- **Homeless**
- **Employee housing**
- **Students**
- **In-Laws**
- **Cabins**





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