



THE PRICE OF UNCERTAINTY

Developers and Businesses Want >

“Water Certainty”


We surveyed

- 19 Arizona Developers
- 8 Corporate Site Location Consultants
- 3 Leading Arizona Lawyers involved in Land Use

“If they’re not more concerned now, they should be.”

– water rights lawyer

Have investors become more concerned about water in the last few years?	Yes	No	Always a Top Concern
Developers	16		3
Site Selectors	6	1	2
Lawyers	1		2



What Developers Do:
Buy land, “entitle” it by obtaining all the permits and approvals needed to develop the land for the intended use and sell or build and sell.
Developers can’t afford delays to resolve complicated issues related to water supply.



What Site Location Consultants Do:
Work with corporate clients to craft detailed site specifications which are sent to economic development agencies, developers and other land use professionals.

100% of respondents stated that doubts about water rights would eliminate a site from consideration.

“Uncertainty over water rights would put the kibosh on the whole thing.”
– developer

“If there’s a question about water, we take that site off the list.”
– consultant

“It would be a show-stopper.”
– developer

“You will be taken out of the running.”
– consultant

Have you ever decided not to invest in a property because of concerns about water?	Yes	No
Developers	11	7*
Consultants	1	7**



*Of the 7 developers who responded no, all but one stated that they work exclusively within AMAs or that such a property would “self eliminate” or both.

**Of the 7 site consultants who responded no, all stated that such a property would “self eliminate.”

How do developers feel about active management areas?

“No complaints.”
– developer

“Water issues are simpler in AMAs.”
– developer

None of the developers we surveyed expressed any objection to AMAs.