

The Legends at Village West

CLIENT:

Unified Government of Wyandotte County/Kansas City

LOCATION:

Kansas City, Kansas



SERVICE AREAS:

Financial Analysis
Public-Private Partnerships
Market Analysis

Real Estate Research Consultants (RERC) was retained by the Unified Government of Wyandotte County/Kansas City, Kansas to estimate the taxable sales generated by the proposed The Legends at Village West, 1,500,000 Square Feet retail and entertainment project in the Kansas City area. These taxable sales represent the primary revenue stream available to secure several million dollars in publicly issued debt associated with this project. The bond proceeds will help provide necessary infrastructure improvements to the area. This development includes a Cabela's, the Nebraska Furniture Mart, the Community America Ballpark, several hotels and The Legends at Village West. The Legends is another major entertainment project implemented by RED Development, who is also the owner of the proposed Legends at Sparks Marina in Sparks, Nevada. RERC has been involved with both.

For Kansas City, this project has signaled new confidence in the real estate market which had shown substantial compression over the preceding decade. In the host county, the population was expected to continue declining. Now, that trend has been reversed and Wyandotte County is experiencing an explosion in housing and non-residential construction, most occurring in response to this project.

The challenges of securing debt in the existing environment required a selection of capable private partners, a well executed business strategy, targeted tenants and users, and detailed documentation of the market attributes in which the project was to be implemented. RERC was retained to validate the project's key operating assumptions, evaluate the project's context, and to project sales tax revenues used to retire approximately \$174,000,000 in tax exempt Sales Tax Anticipation Revenue (STAR) bond debt. To date, the project's actual tax receipts have tracked very closely with the firm's projections and Village West has emerged as a STAR bond model being conceptualized in several other communities and states.

Other Related or Similar Projects and Studies

- The Highlands, Wheeling, WV
- The Legends at Sparks Marina, Sparks, NV
- Museum Plaza, Louisville, KY