BLUE SPRINGS
MISSOURI

MINUTES OF JUNE 29, 2026 CITY COUNCIL WORK SESSION

MEETING INFORMATION

A Work Session of the City Council of the City of Blue Springs, Missouri, was held on Monday, June 29, 2026 at 6:00 p.m. in the 210 Administration Conference Room of City Hall, 903 West Main Street, Blue Springs, Missouri with Mayor Chris Lievsay presiding.

COUNCIL ATTENDANCE

Jerry Kaylor

Katie Tholen

Nick Brummel

Galen Ericson

Brian Markworth

Jeremy Rowan

STAFF ATTENDANCE

Also present were City Administrator Christine Cates, Assistant City Administrator Dennis Dovel, Assistant to the City Administrator George Schmitz, Parks and Recreation Director Justin Stuart, Director of City Development Nicholas Hutchison, City Attorney Jennifer Baird, Police Chief Bob Muenz, Senior Director of Finance Karen Van Winkle, Information Technology Director John Schwenk. and City Clerk Erin Ford.

Additional City staff in attendance were Planner Shantele Frie, Planner Logan Day and Administrative Assistant Traci Brashears.

Planning Commissioners Jennifer Irey and Brian Ingersoll were also in attendance.

CALL MEETING TO ORDER AND CONFIRMATION OF QUORUM

Mayor Lievsay called the meeting to order at 6:00 p.m. and the City Clerk confirmed a quorum of the Council was present.

COMPREHENSIVE PLAN – URBAN3

Joe Minicozzi with Urban3 presented a Foundational Revenue Analysis workshop for the Comprehensive Plan.

A copy of the presentation was not previously included in the Agenda packet and is attached to these Minutes hereto.

E-MOBILITY DEVICES

Councilmembers Ericson and Kaylor requested a discussion about E-mobility devices (E-Bikes, E-Scooters, E-Motos, Electric Skateboards, and Similar Devices). Council discussed possible updates to the E-mobility section of the City Code, including defining types of devices and their use in public rights-of-way.

Council also requested additional information from staff regarding E-mobility devices for further discussion at a potential future Work Session.

ADJOURN

At 8:01 p.m., there was no further business to come before the Council, Mayor Lievsay declared the Work Session Adjourned.

SIGNATURES:

CITY OF BLUE SPRINGS

Chris Lievsay, Mayor

ATTEST

Erin Ford, City Clerk

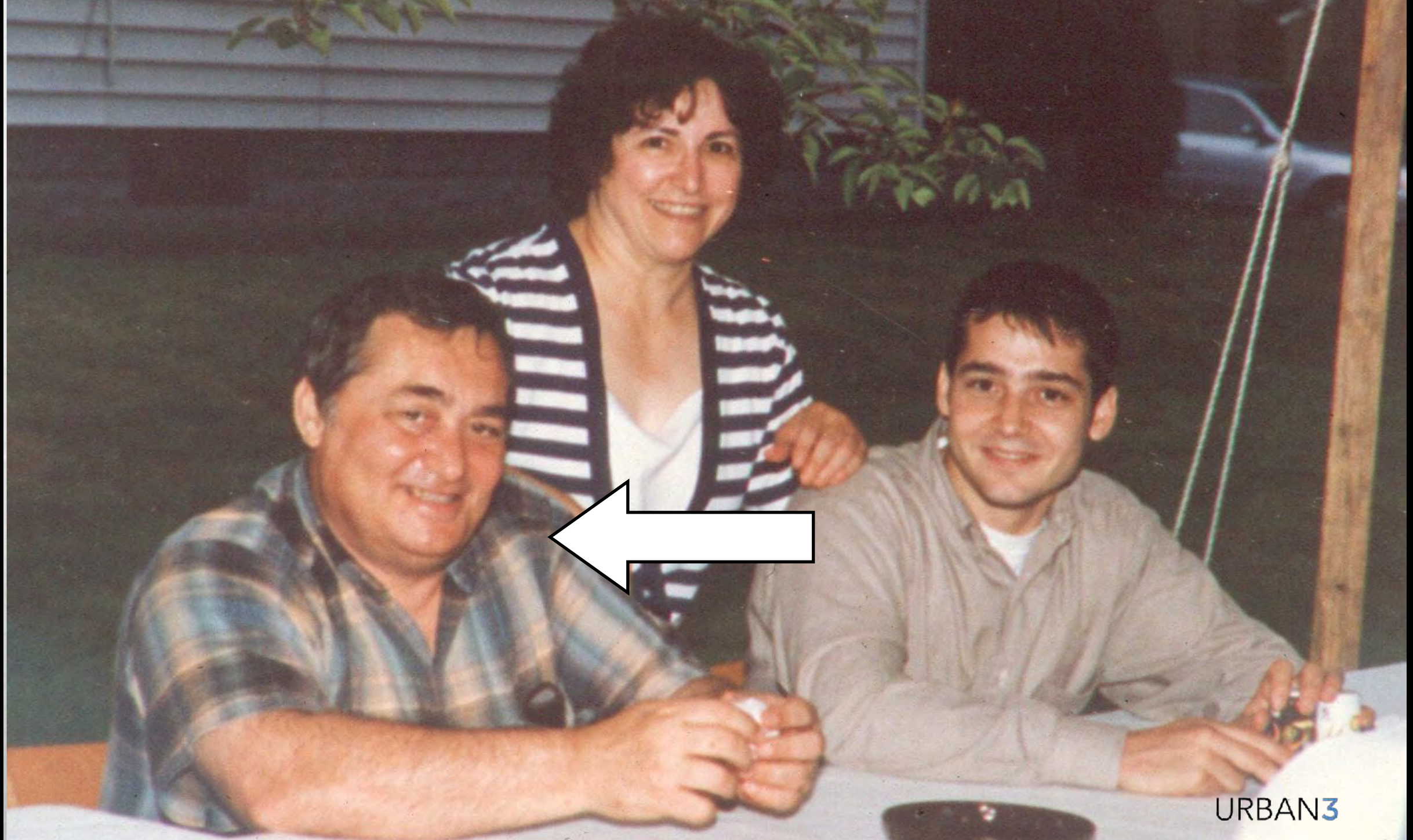
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Economics of Community Design

Blue Springs, Missouri



Value per acre map of Auckland, New Zealand


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URBAN3



URBAN3

















Asheville's de facto motto was:

"That will never work here - don't even try."

URBAN3

Public Interest Projects



Julian Price

1941 - 11/19/2001

Salsa's & Zambras



City Seeds

URBAN3







51 Biltmore

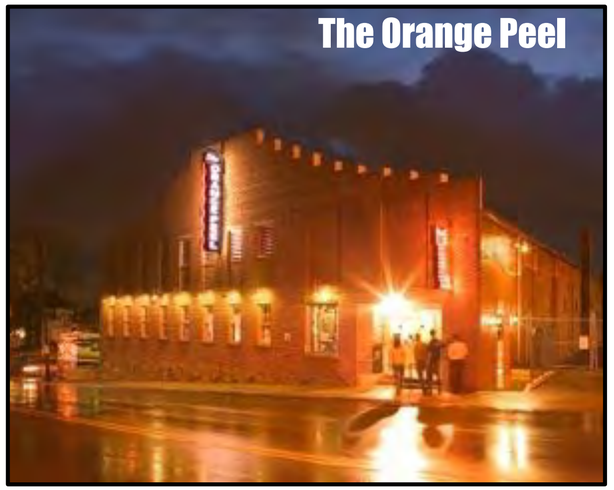




The Mountain Xpress

the Alternative Reading Room

the Dogwood Fund



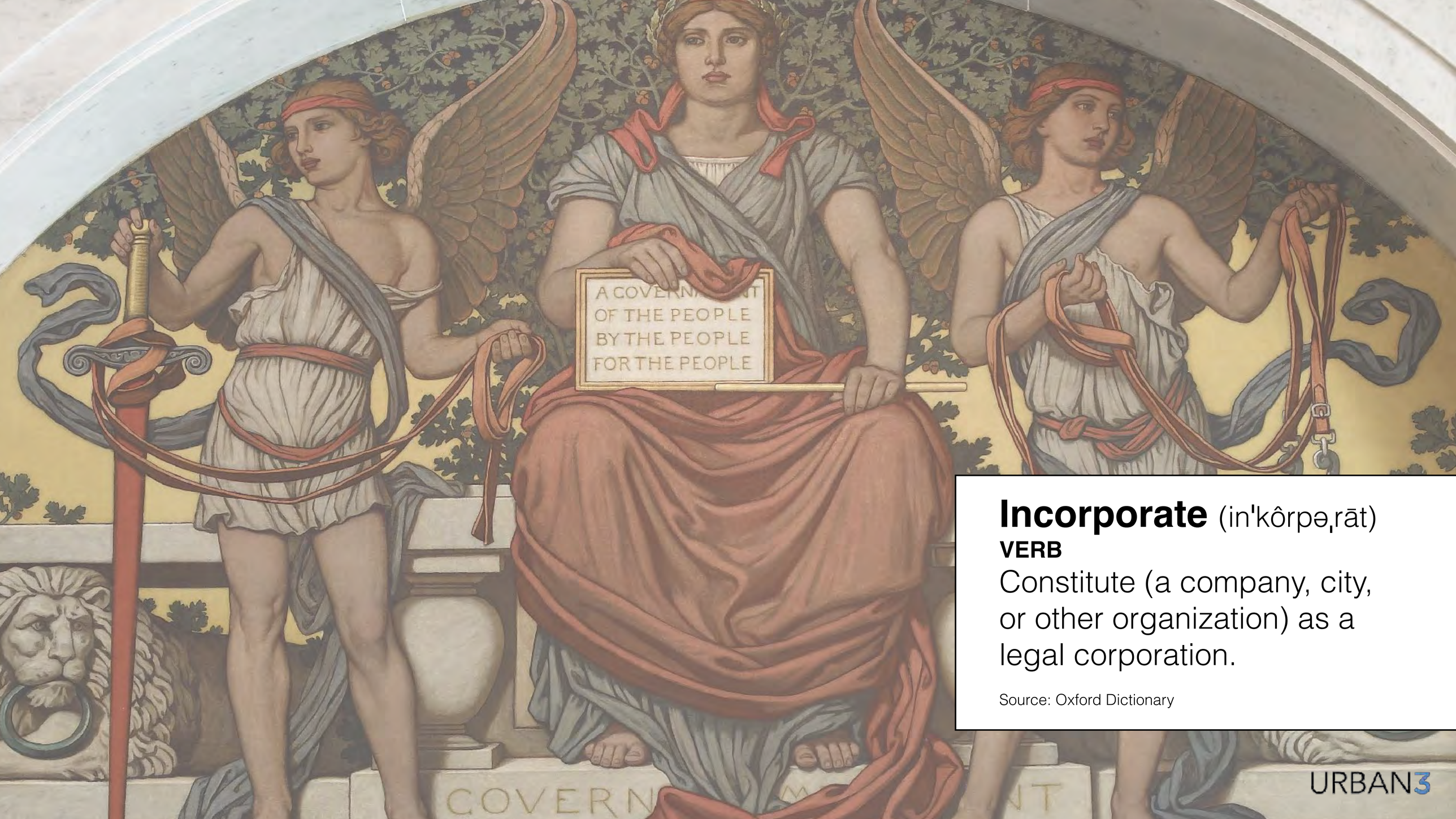
Downtown benches

YWCA



The Public Service Building

The Laughing Seed



Incorporate (in'kôrpəˌrāt)

VERB

Constitute (a company, city, or other organization) as a legal corporation.

Source: Oxford Dictionary

URBAN3



Joe Biden
United States Vice President
Late Show: 12/6/2016

URBAN3

Source: U.S. Code Title 28: Part VI, Chapter 176, Subchapter A: §302(15)A

Asheville Is 7x >



Life is a game.
Money is how we keep score.
- Ted Turner

URBAN3



What is a City?

URBAN3

Photo Source: James Harrison



What is a City?

URBAN3

Luminous Earth Grid by Stuart Williams 1993

Land Production



URBAN3



For 40 years this building remained vacant…… its tax value in 1991 was just over

$300,000



Today the building is valued at over

$11,000,000

An increase > **3500%**

in **15 years**

The lot is less than **1/5 acre**

URBAN3

Asheville Walmart

Total Tax Value:

$20M





Downtown Building

Total Tax Value:

$11M

Land Consumed (Acres)

34 | 0.2

Total Property Taxes Per Acre

$7K | $634K

City Sales Taxes Per Acre

$48K | $84K

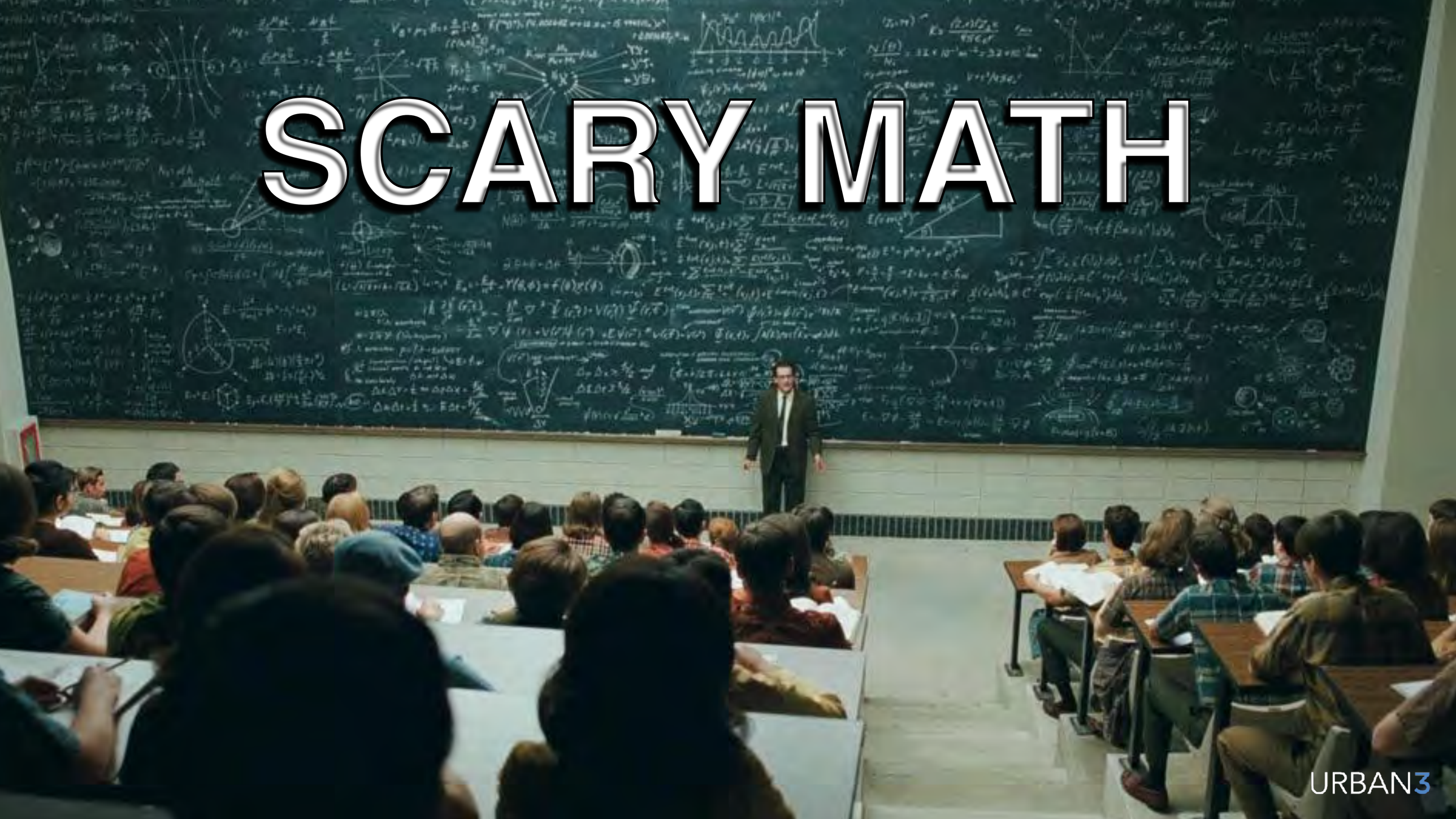
Residents Per Acre

0 | 90

Jobs Per Acre

6 | 74

URBAN3


SCARY MATH
URBAN3

How do we compare cars?

Miles per tank



1955 BMW Isetta

Rolls-Royce Phantom Drophead

Bugatti Veyron SS

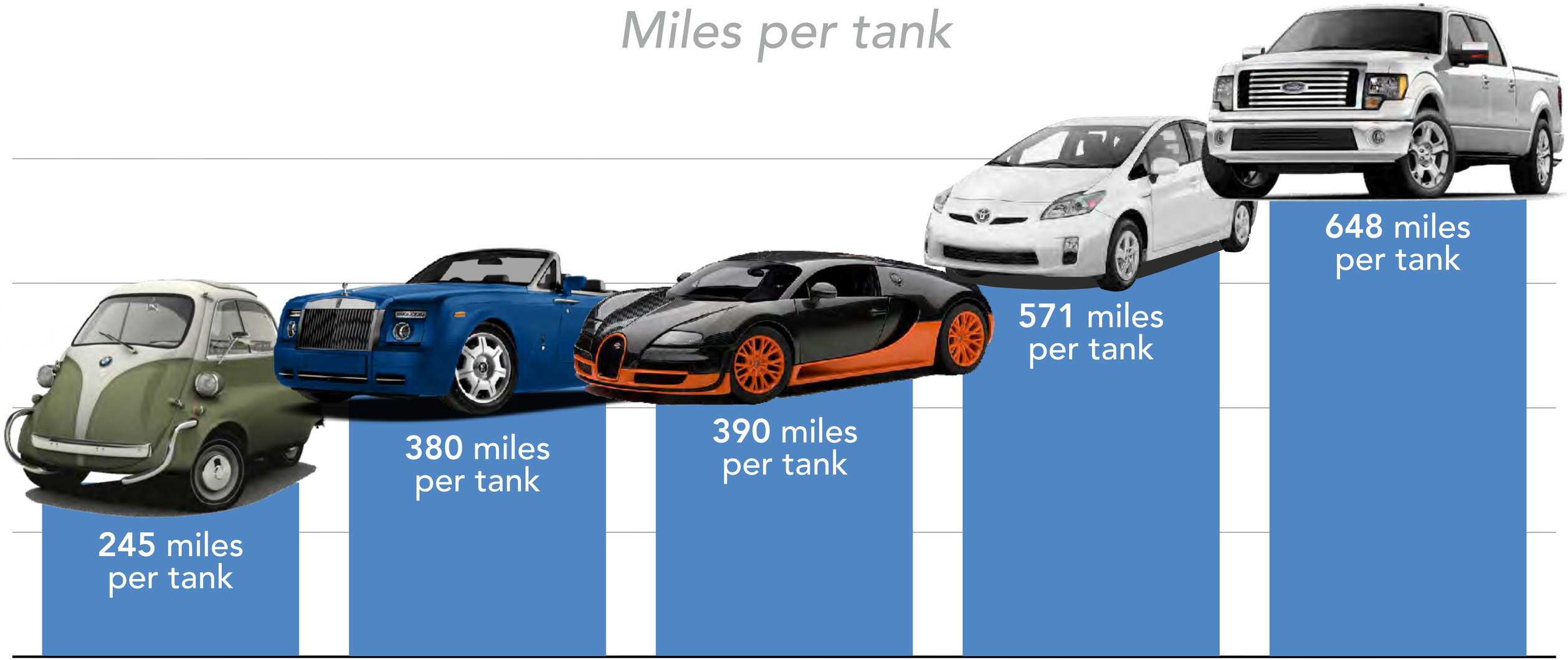
Toyota Prius

Ford F150 Lariat LTD

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How do we compare cars?

Miles per tank



URBAN3

How do we compare cars?

Miles per gallon



50/70 mpg

1955 BMW Isetta



11/18 mpg

Rolls-Royce Phantom Drophead



8/14 mpg

Bugatti Veyron SS



51/48 mpg

Toyota Prius



13/18 mpg

Ford F150 Lariat LTD

URBAN3

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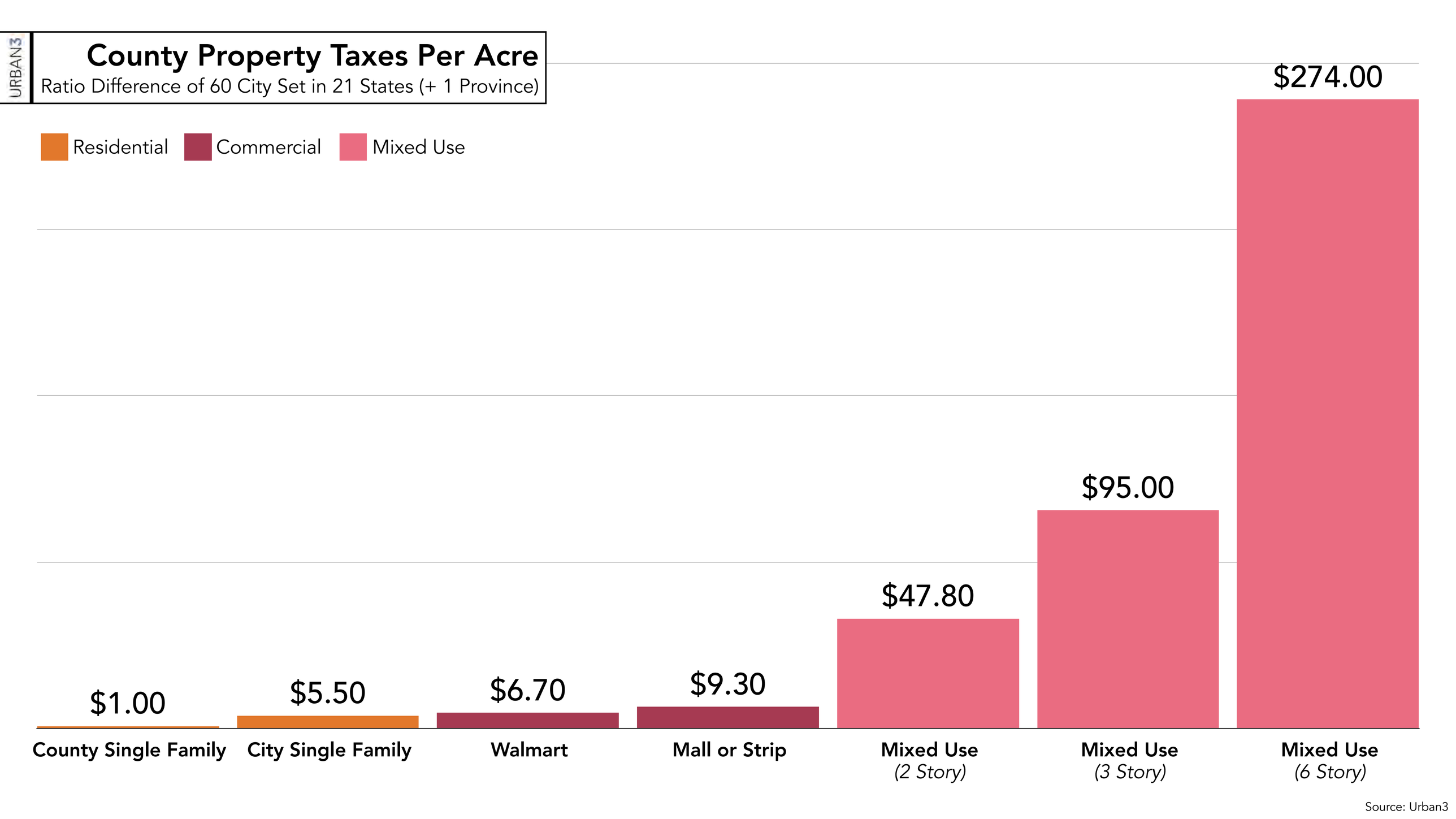
50/70 mpg

1955 BMW Isetta

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County Property Taxes Per Acre

Ratio Difference of 60 City Set in 21 States (+ 1 Province)



Source: Urban3

International Association of Assessing Officers

80th International Conference

Sacramento, CA

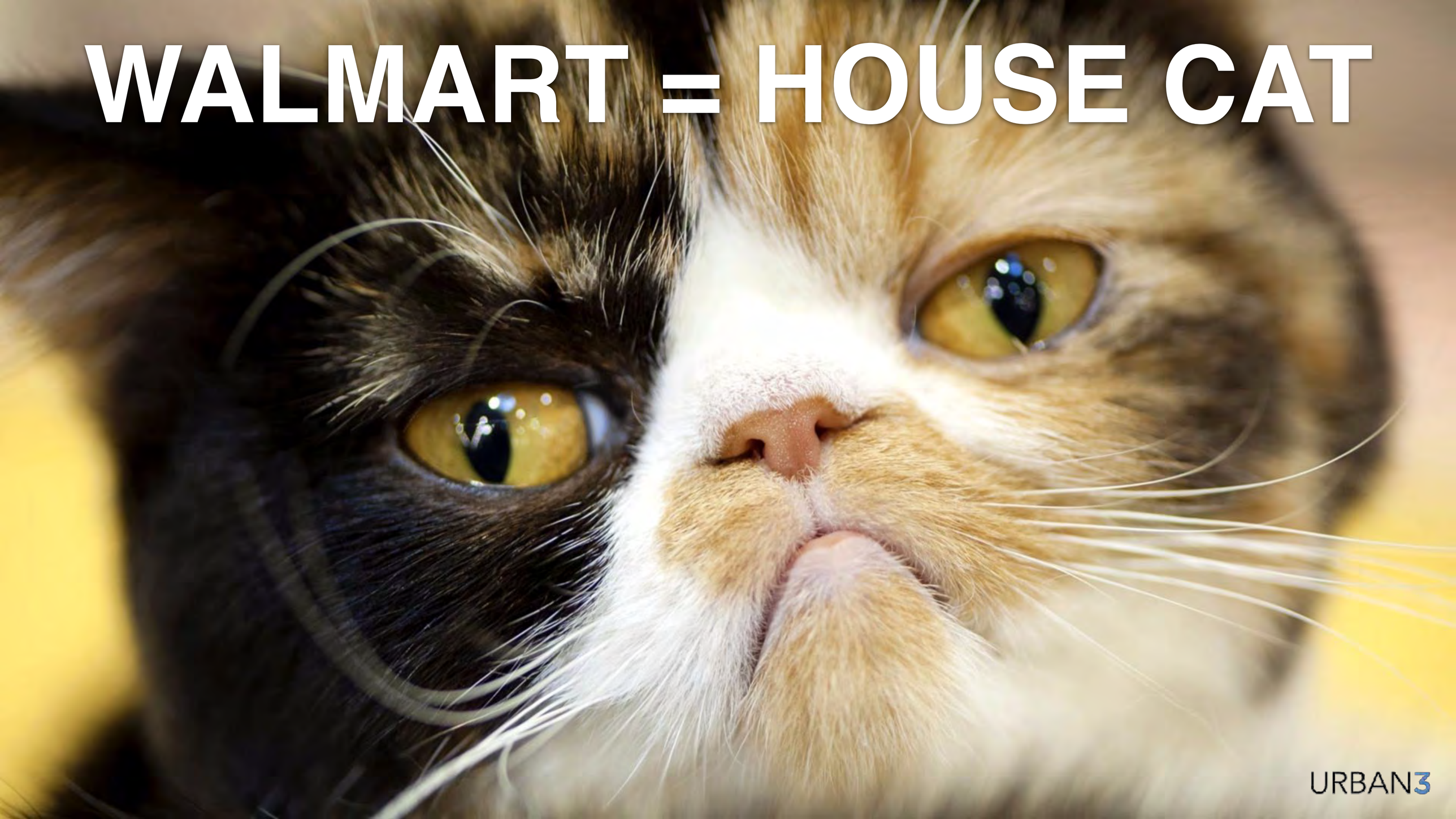
August 26, 2014



Charles Terrell, CMI

Director of Property Tax

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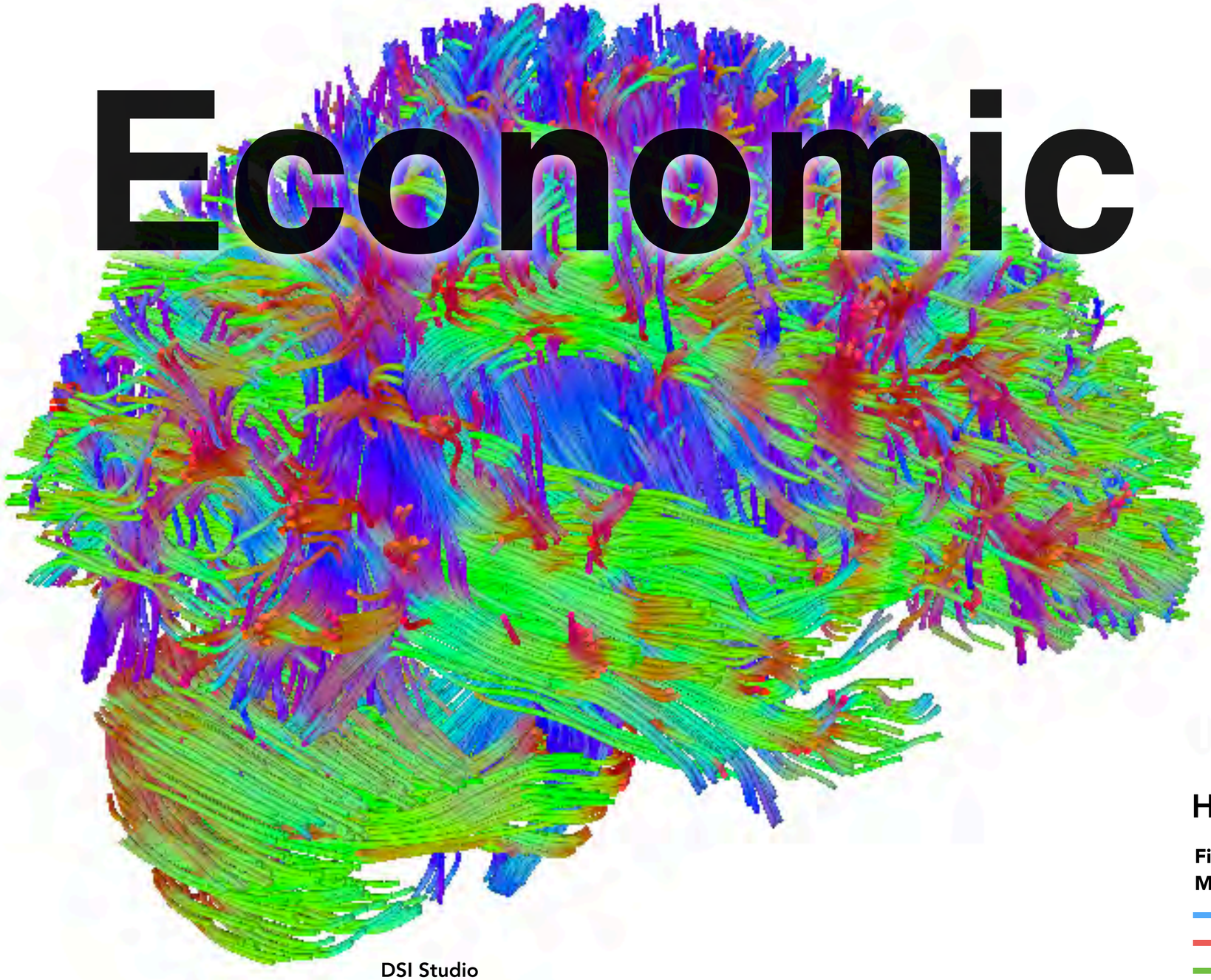

WALMART = HOUSE CAT
URBAN3

Question:

But why don't people see that?



Economic MRI™



DSI Studio

Human Connectome Project

Fiber architecture of the brain.
Measured from diffusion spectral imaging (DSI).

- up-down
- left-right
- anterior-posterior

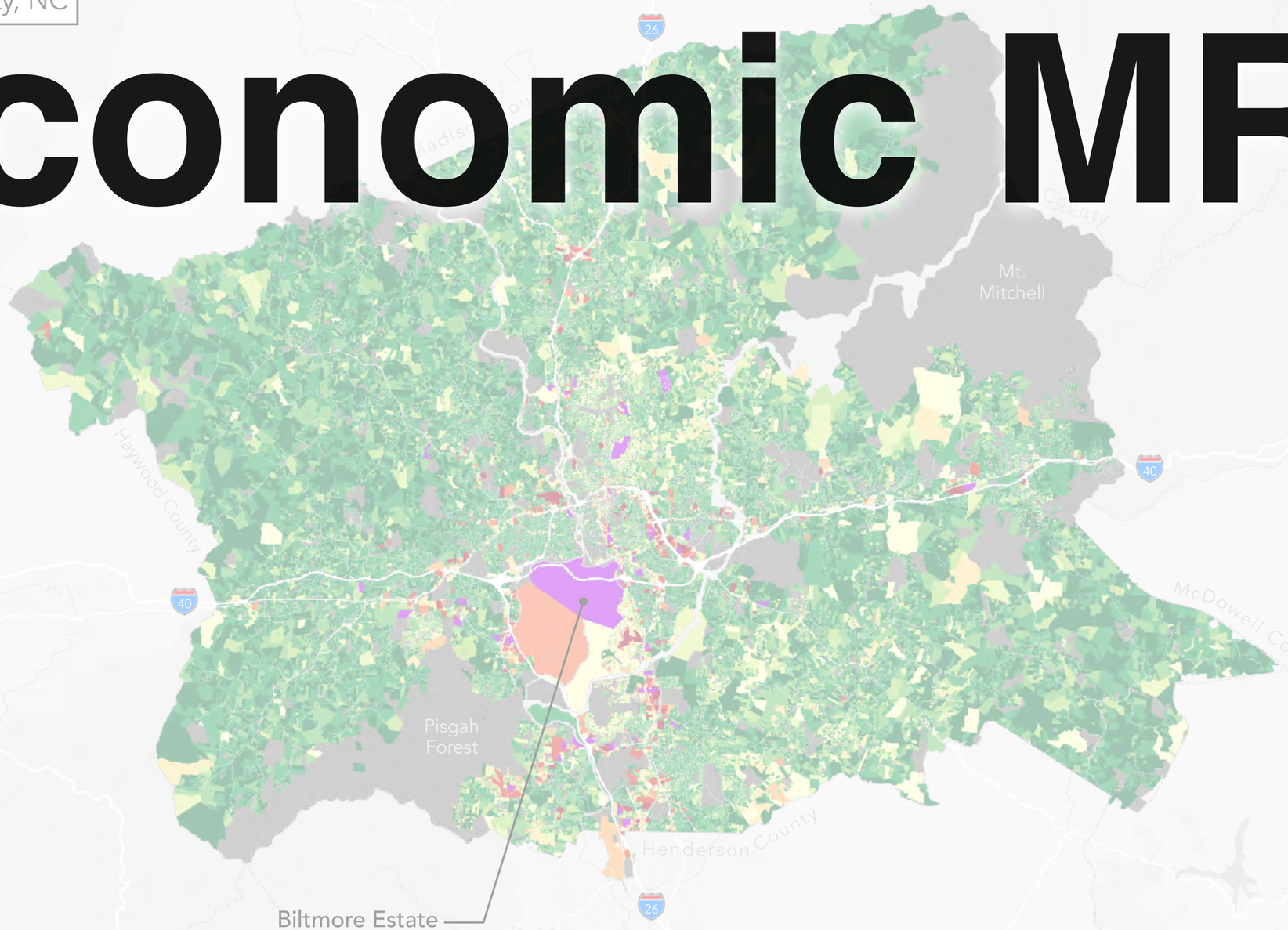
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Total Taxable Value

Buncombe County, NC

Economic MRI™

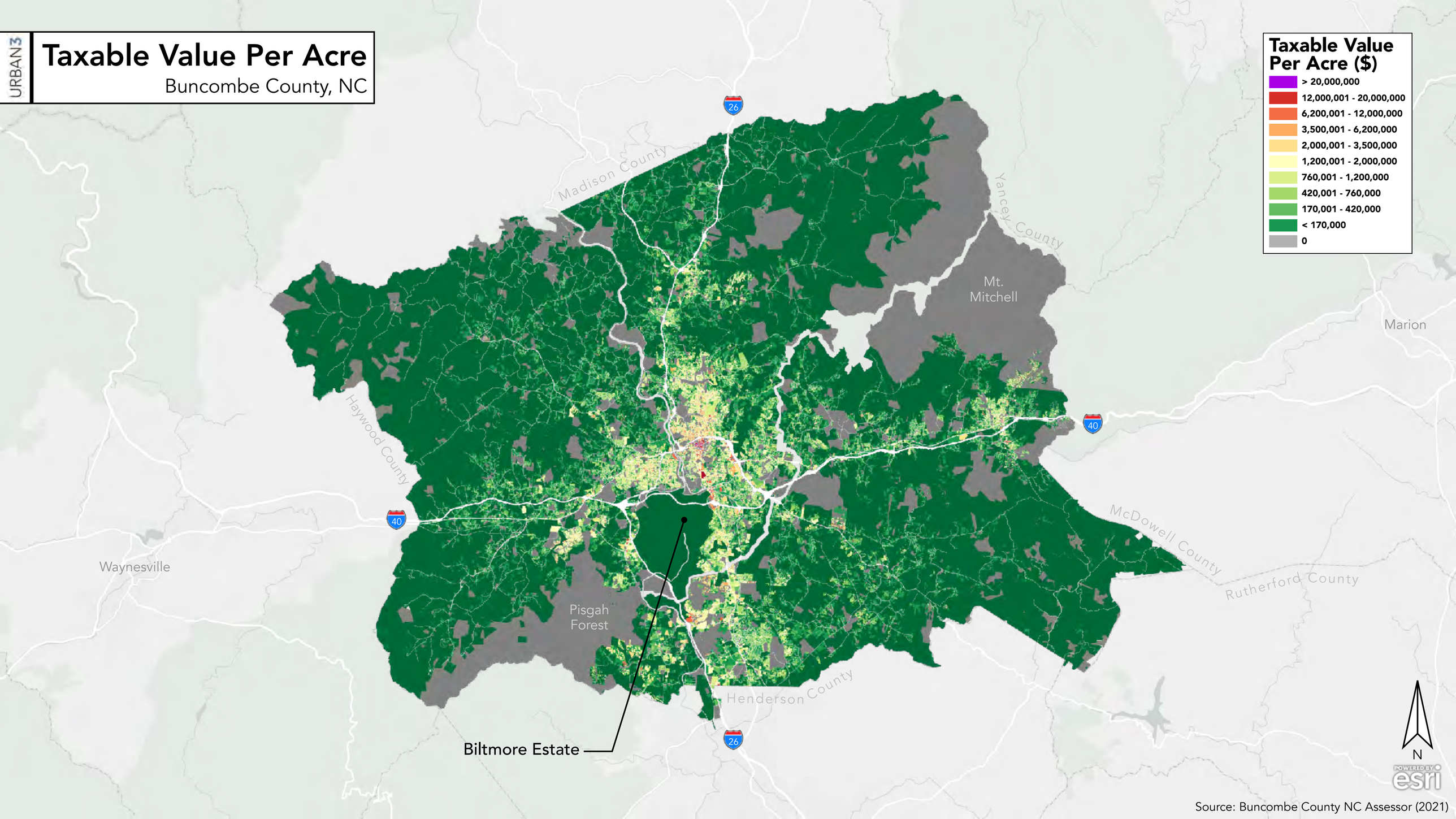


Source: Buncombe County NC Assessor (2021)

URBAN3

Taxable Value Per Acre

Buncombe County, NC



Source: Buncombe County NC Assessor (2021)

URBAN3

Taxable Value Per Acre

Buncombe County, NC

Taxable Value Per Acre ($)

- > 20,000,000
- 12,000,001 - 20,000,000
- 6,200,001 - 12,000,000
- 3,500,001 - 6,200,000
- 2,000,001 - 3,500,000
- 1,200,001 - 2,000,000
- 760,001 - 1,200,000
- 420,001 - 760,000
- 170,001 - 420,000
- < 170,000
- 0



Madison County

Yancey County

Mt.
Mitchell

Black Mountain

Marion

Pisgah
Forest

McDowell County

Biltmore Estate

Henderson County

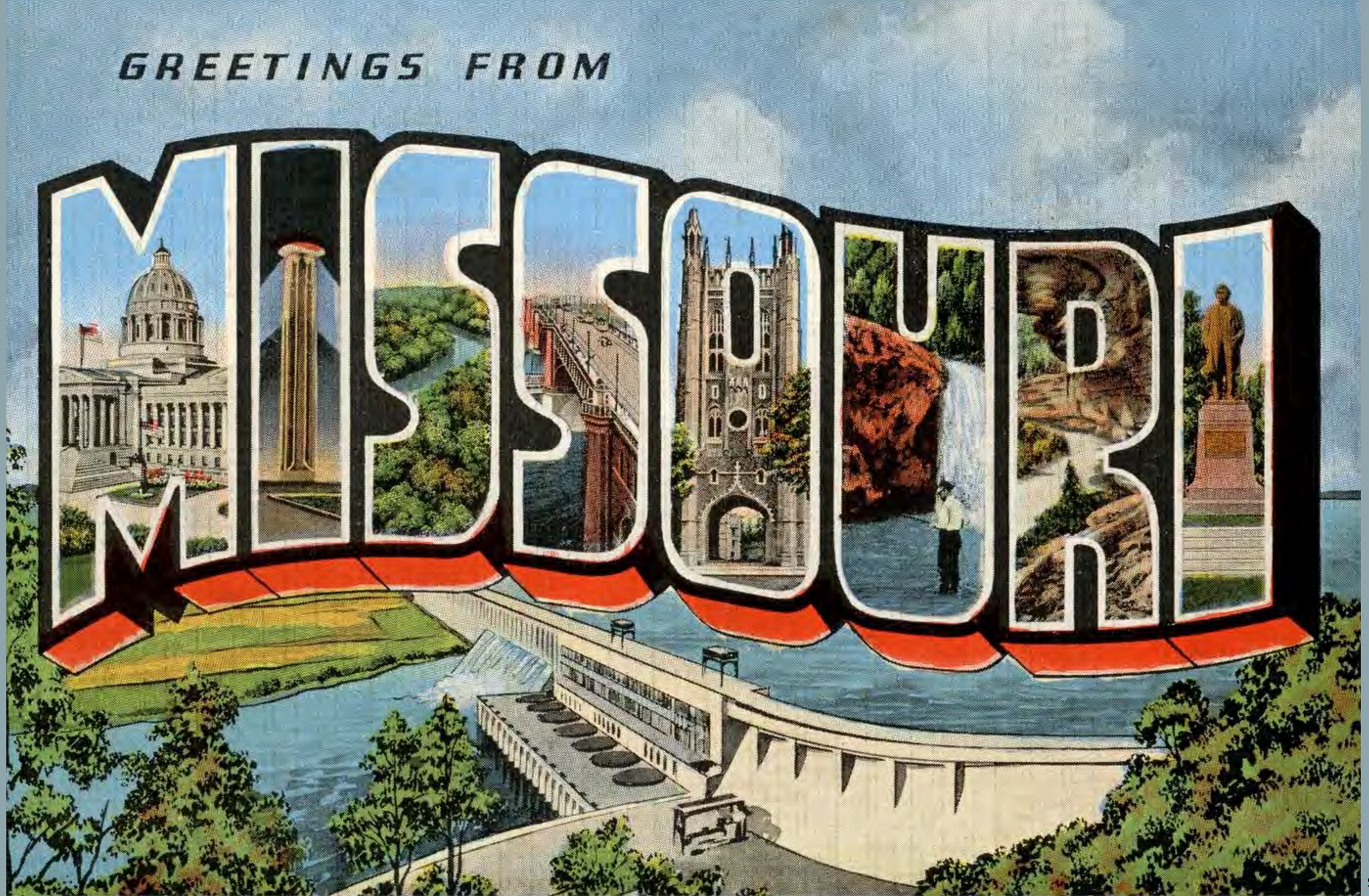
Rutherford County

26

40

N

Source: Buncombe County NC Assessor (2021)



Source: eBay.com



Tax Systems

How Your Services are Funded

URBAN3

wikiHow Your Taxes Work

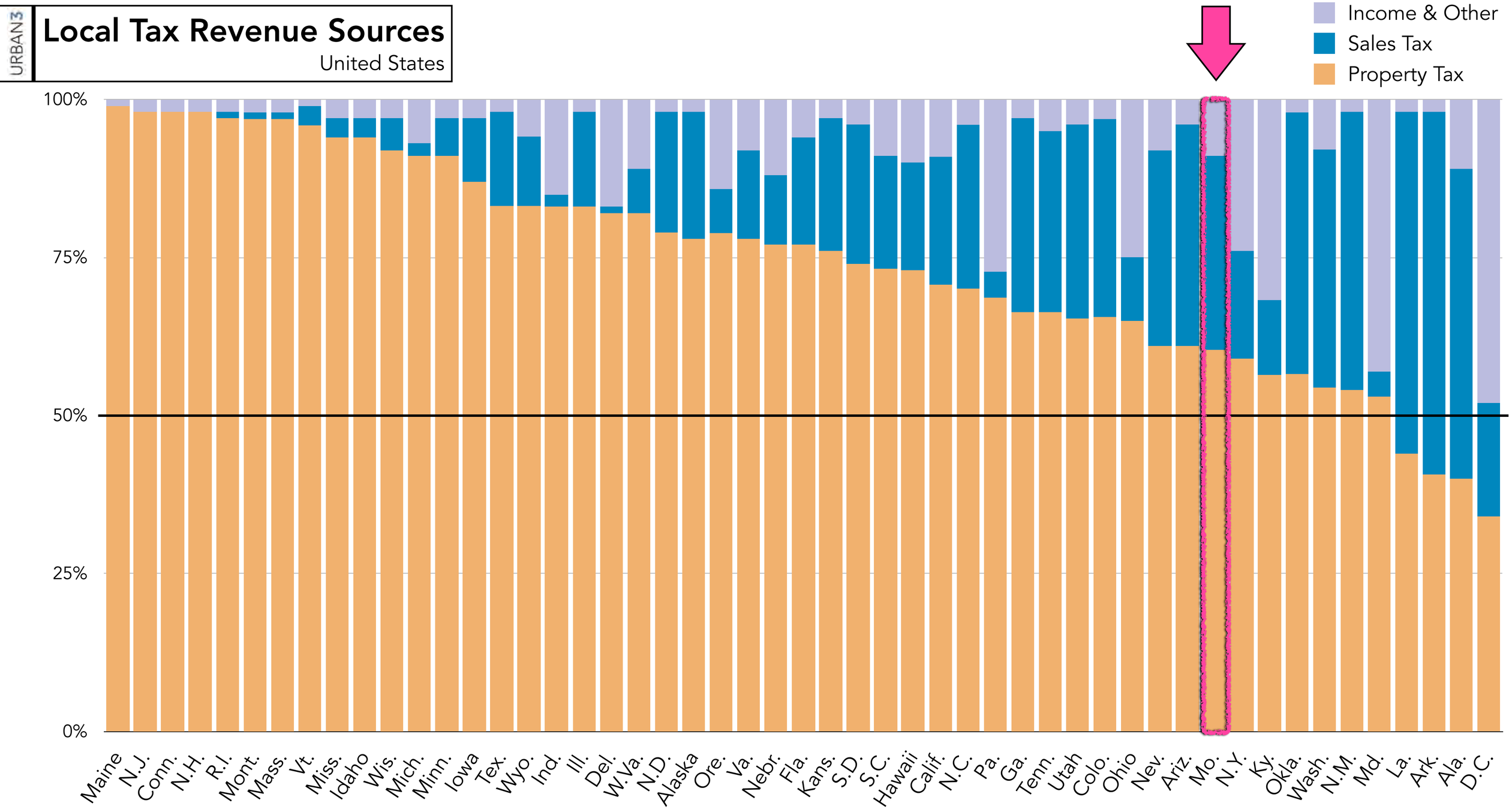
Missouri



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Local Tax Revenue Sources

United States

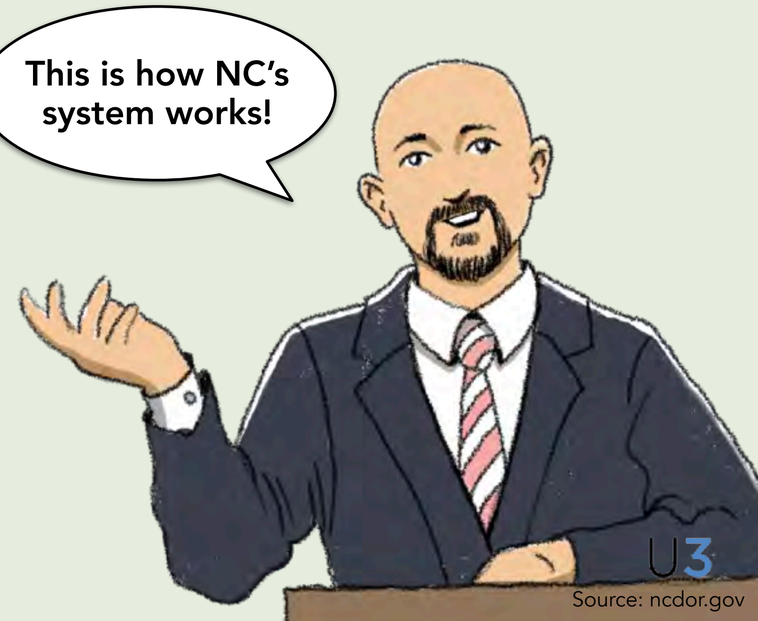


Source: US Census 2021 State & Local Government Finance Historical Datasets and Tables

wikiHow Your Taxes Work

North Carolina

Market Value - **Exemptions** = **Taxable Value** X **Mill Rate** = **Tax Bill**



Source: ncdor.gov

wikiHow Your Taxes Work

Missouri

Market Value x **Assessment %** = **Assessed Value**

(**Assessed Value** - **Exemptions**) x **Levy Rate %** = **Tax Bill**



Source: Missouri State Tax Commission

wikiHow Your Taxes Work

Missouri

	Market Value		Assessment Percent		Assessed Value		Blue Springs Levy Rate		Blue Springs Tax Bill
Commercial	$300,000	X	0.32	=	$96,000	X	0.005862	=	$562
Residential	$300,000	X	0.19	=	$57,000	X	0.005862	=	$334
Agricultural	$300,000	X	0.12	=	$36,000	X	0.005862	=	$211



Note: This is the amount that goes to the City of Blue Springs. Not counted are separate levies for county, school, and other taxes.

Source: zillow.com, jacksongov.org

U3

wikiHow Your Taxes Work

Missouri

Blue Springs Resident's Property Tax Dollar



63¢
School District (R-4)

15¢
Fire & Emergency Services



We are mapping this.



7¢
City of Blue Springs



7¢
Jackson County



4¢
Library



2¢
Metropolitan Community College



1¢
Board of Disabled Services



0.5¢
Blind Pension

1¢
Mental Health Services

U3

Source: City of Blue Springs (2025)

wikiHow Your Taxes Work

Missouri

Blue Springs Resident's Sales Tax Dollar



48¢
State of Missouri



29¢
City of Blue Springs

We are mapping this.

6¢
Jackson County



6¢
Fire District



4¢
Stadium



3¢
Drug Task Force



3¢
Children's Services



1¢
Kansas City Zoo

U3

Source: City of Blue Springs (2025)



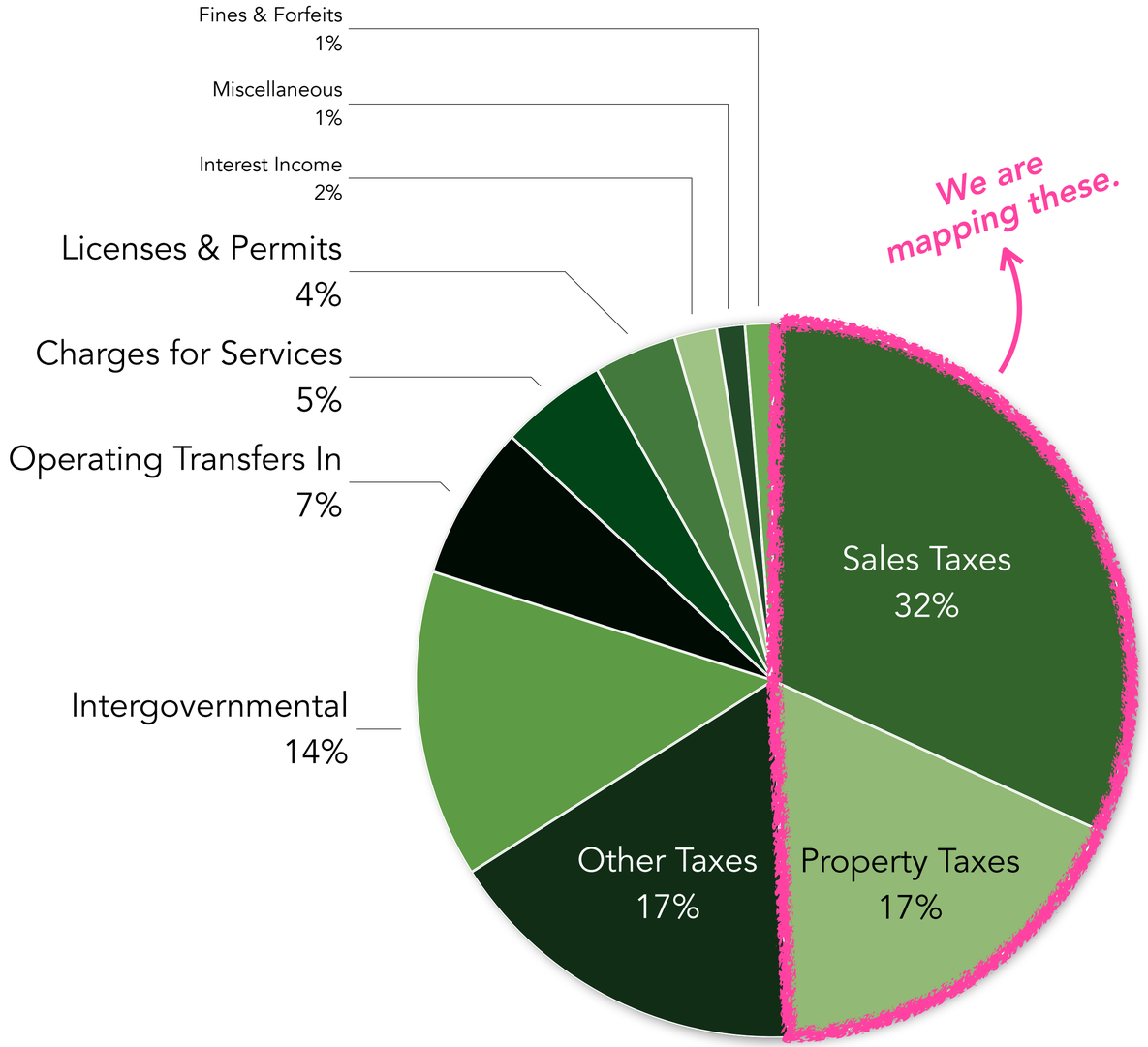
Budget

Your Community by the Numbers

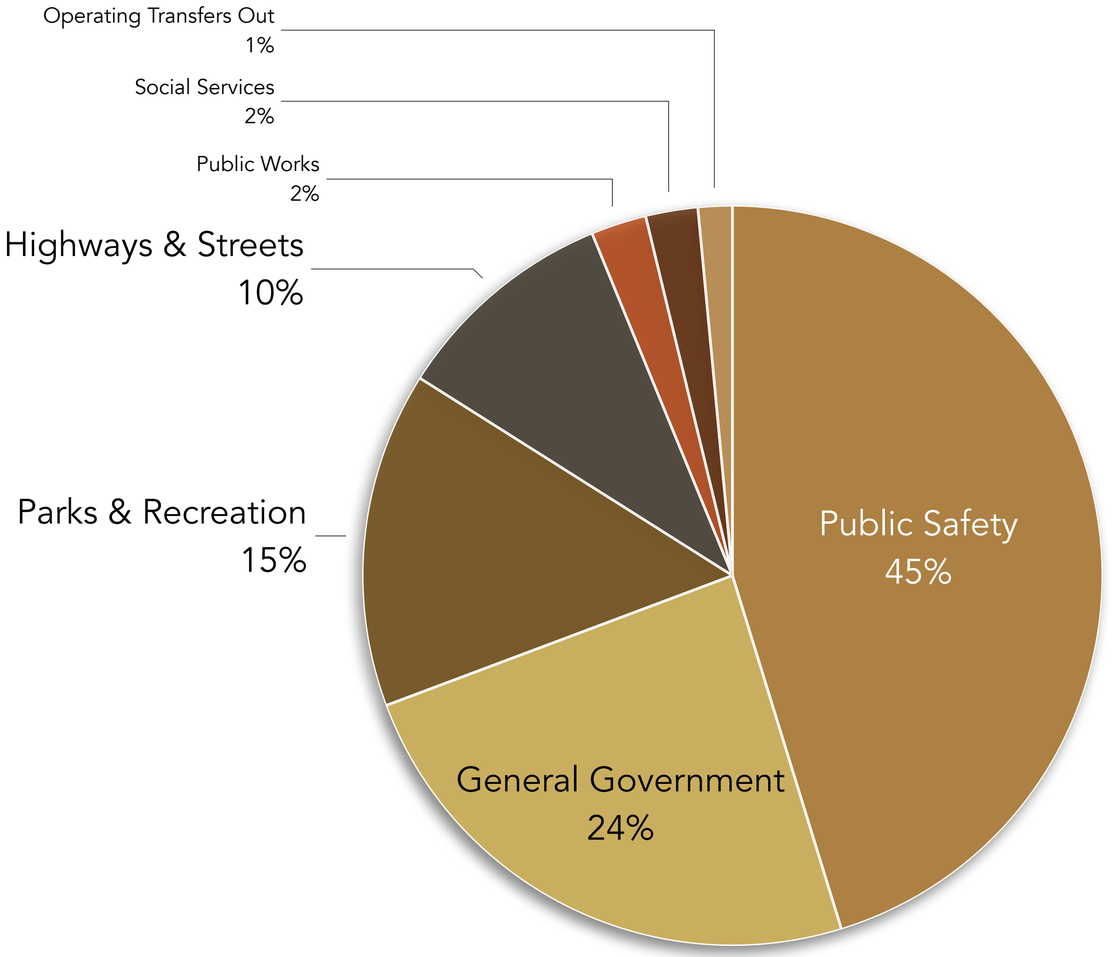
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Fiscal Year 2025 General Fund Budget

City of Blue Springs, MO



Revenues: **$33.7M**

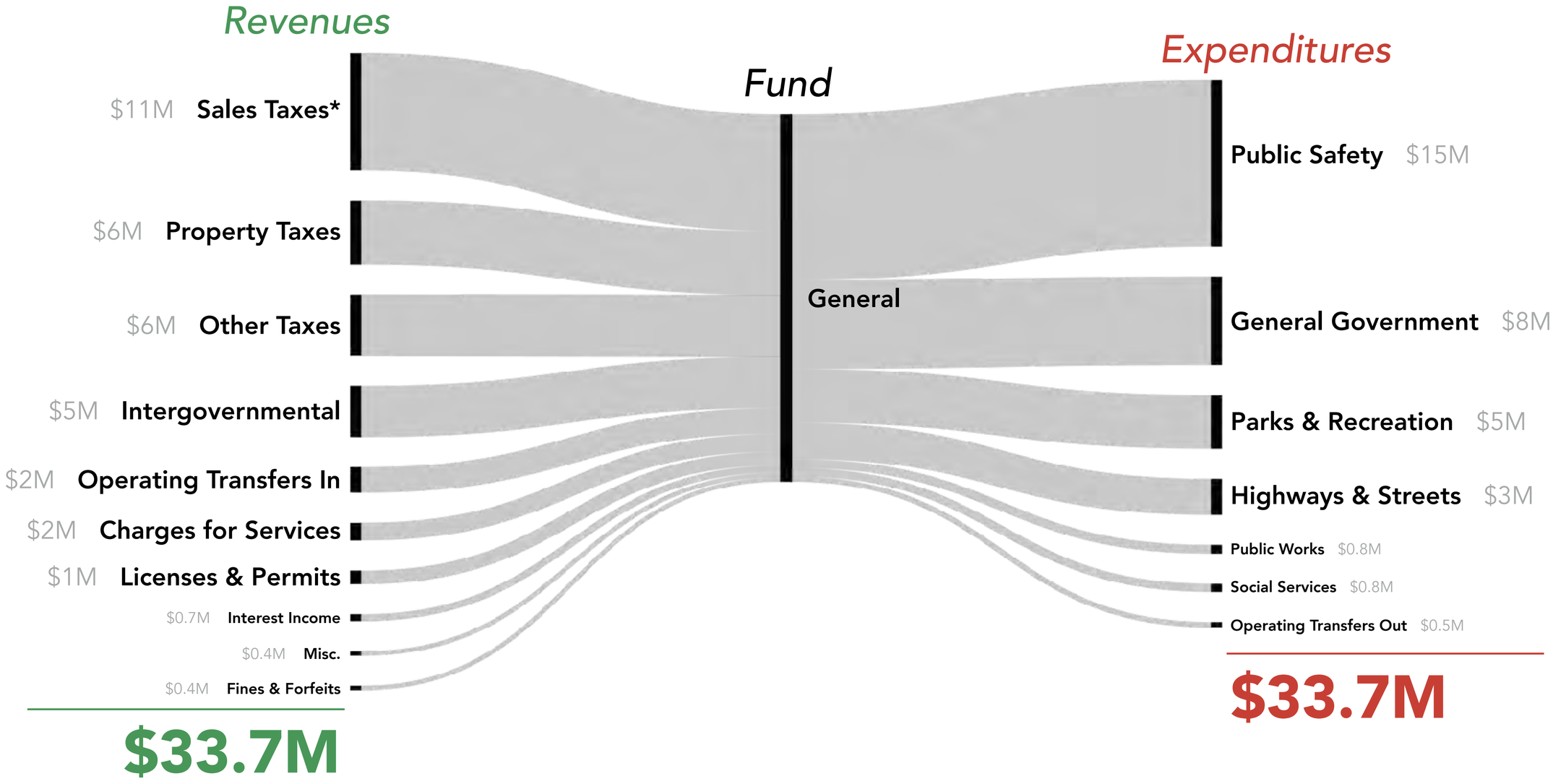


Expenditures: **$33.7M**

Source: City of Blue Springs, MO Adopted Budget FY 2024-2025

Flow of Funds: Fiscal Year 2025 General Fund Budget

Blue Springs, MO



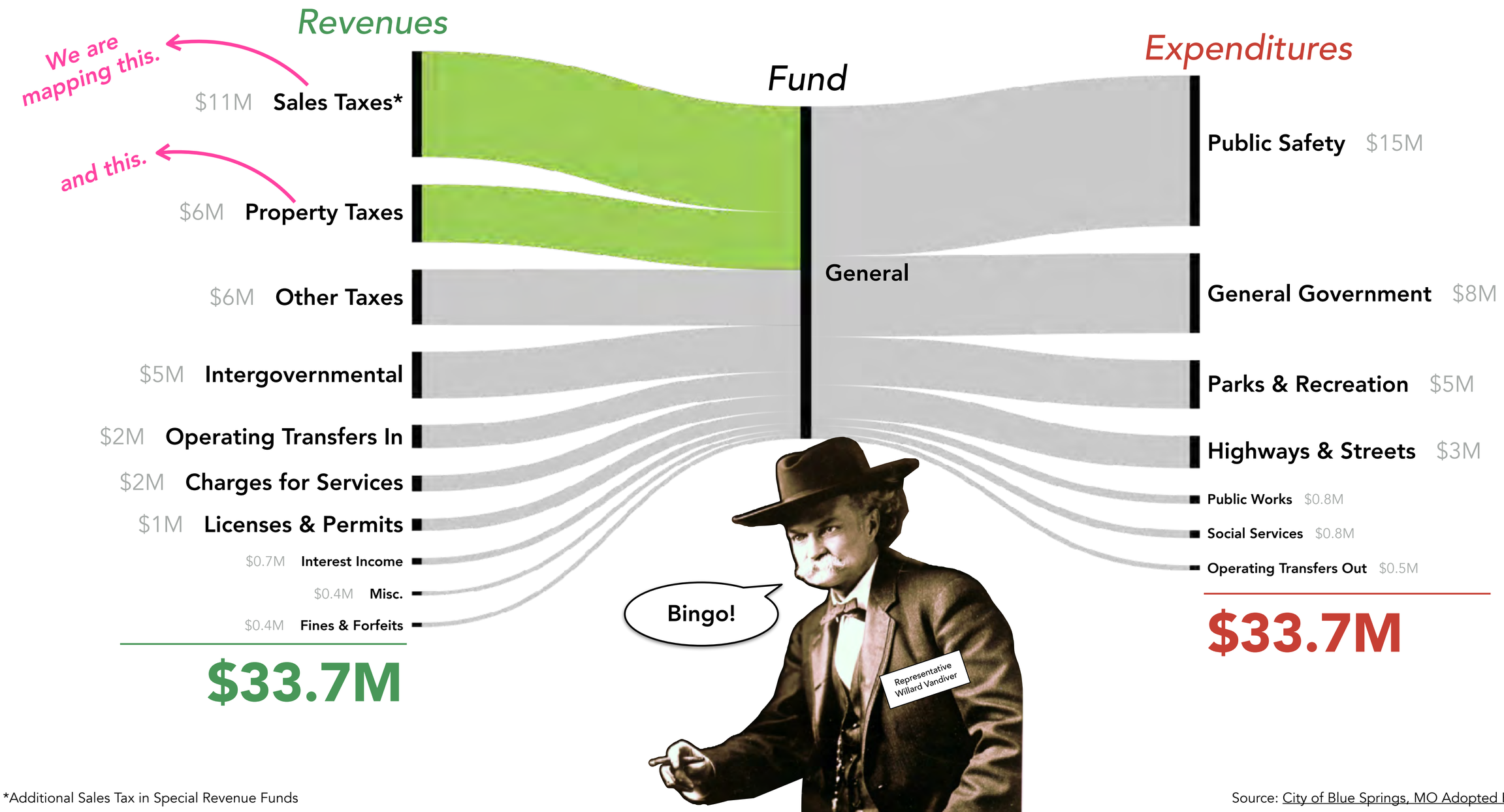
*Additional Sales Tax in Special Revenue Funds

Source: City of Blue Springs, MO Adopted Budget FY 2024-2025

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Flow of Funds: Fiscal Year 2025 General Fund Budget

Blue Springs, MO



*Additional Sales Tax in Special Revenue Funds

Source: City of Blue Springs, MO Adopted Budget FY 2024-2025



Case Study: Economic MRI®

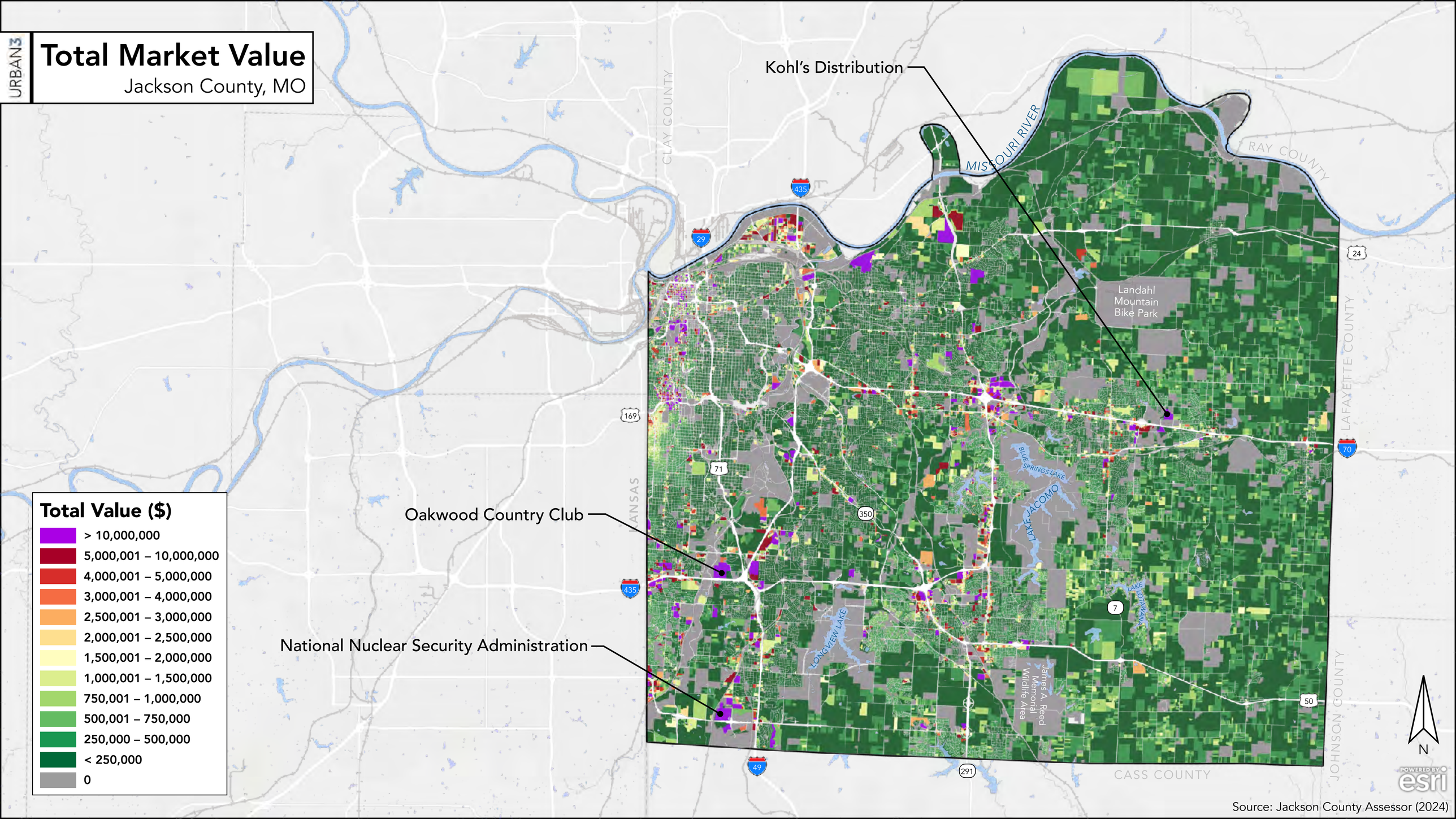
Blue Springs, Missouri

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Total Market Value

Jackson County, MO



Total Value ($)

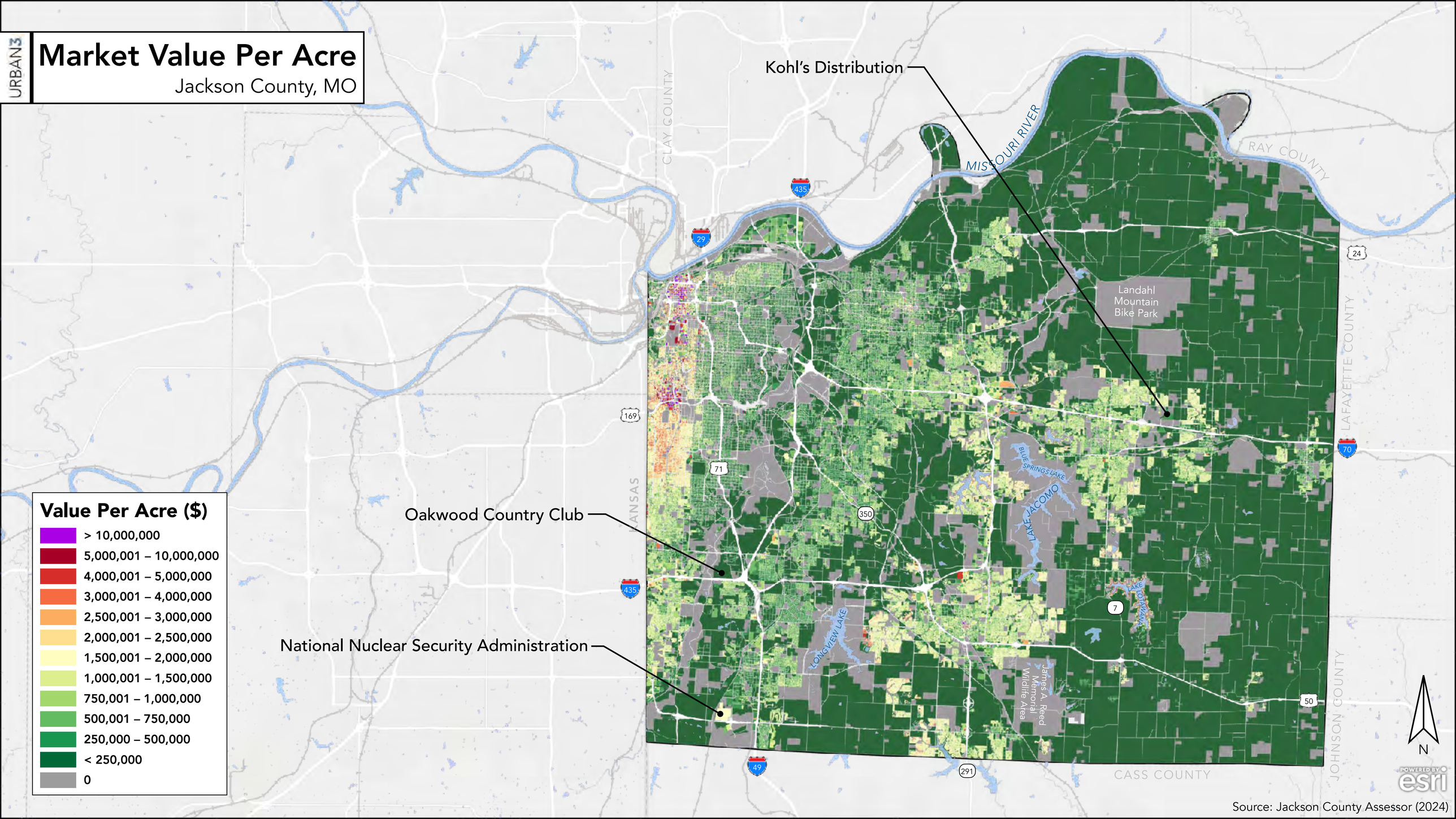
- > 10,000,000
- 5,000,001 – 10,000,000
- 4,000,001 – 5,000,000
- 3,000,001 – 4,000,000
- 2,500,001 – 3,000,000
- 2,000,001 – 2,500,000
- 1,500,001 – 2,000,000
- 1,000,001 – 1,500,000
- 750,001 – 1,000,000
- 500,001 – 750,000
- 250,000 – 500,000
- < 250,000
- 0

Source: Jackson County Assessor (2024)

POWERED BY esri

Market Value Per Acre

Jackson County, MO



Value Per Acre ($)

- > 10,000,000
- 5,000,001 – 10,000,000
- 4,000,001 – 5,000,000
- 3,000,001 – 4,000,000
- 2,500,001 – 3,000,000
- 2,000,001 – 2,500,000
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Source: Jackson County Assessor (2024)

URBAN3

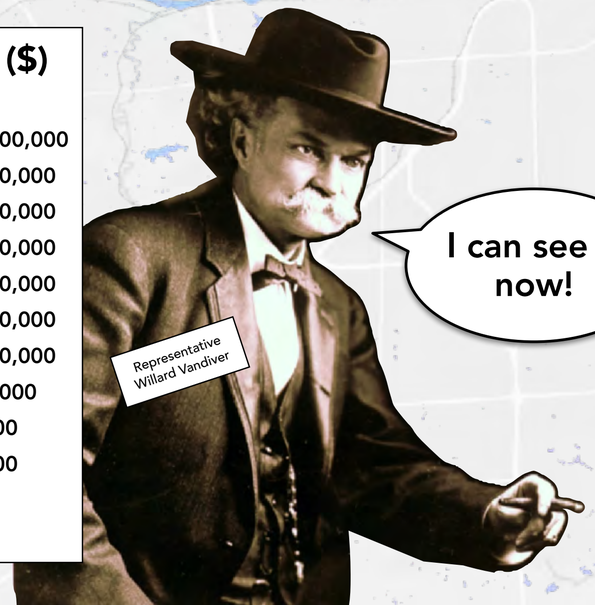
Market Value Per Acre

Jackson County, MO

Kansas City

Blue Springs

Lee's Summit



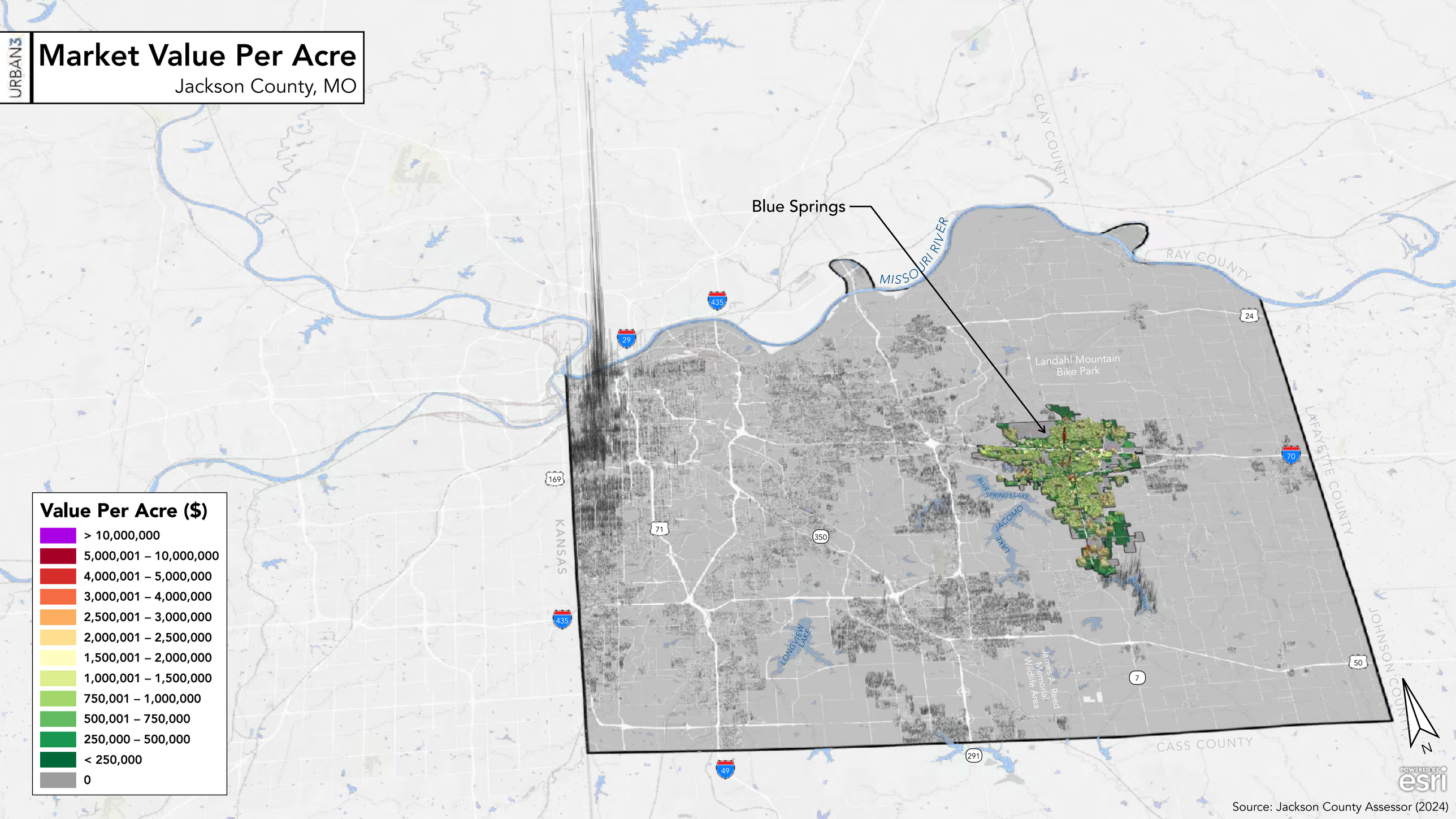
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Source: Jackson County Assessor (2024)

Market Value Per Acre

Jackson County, MO



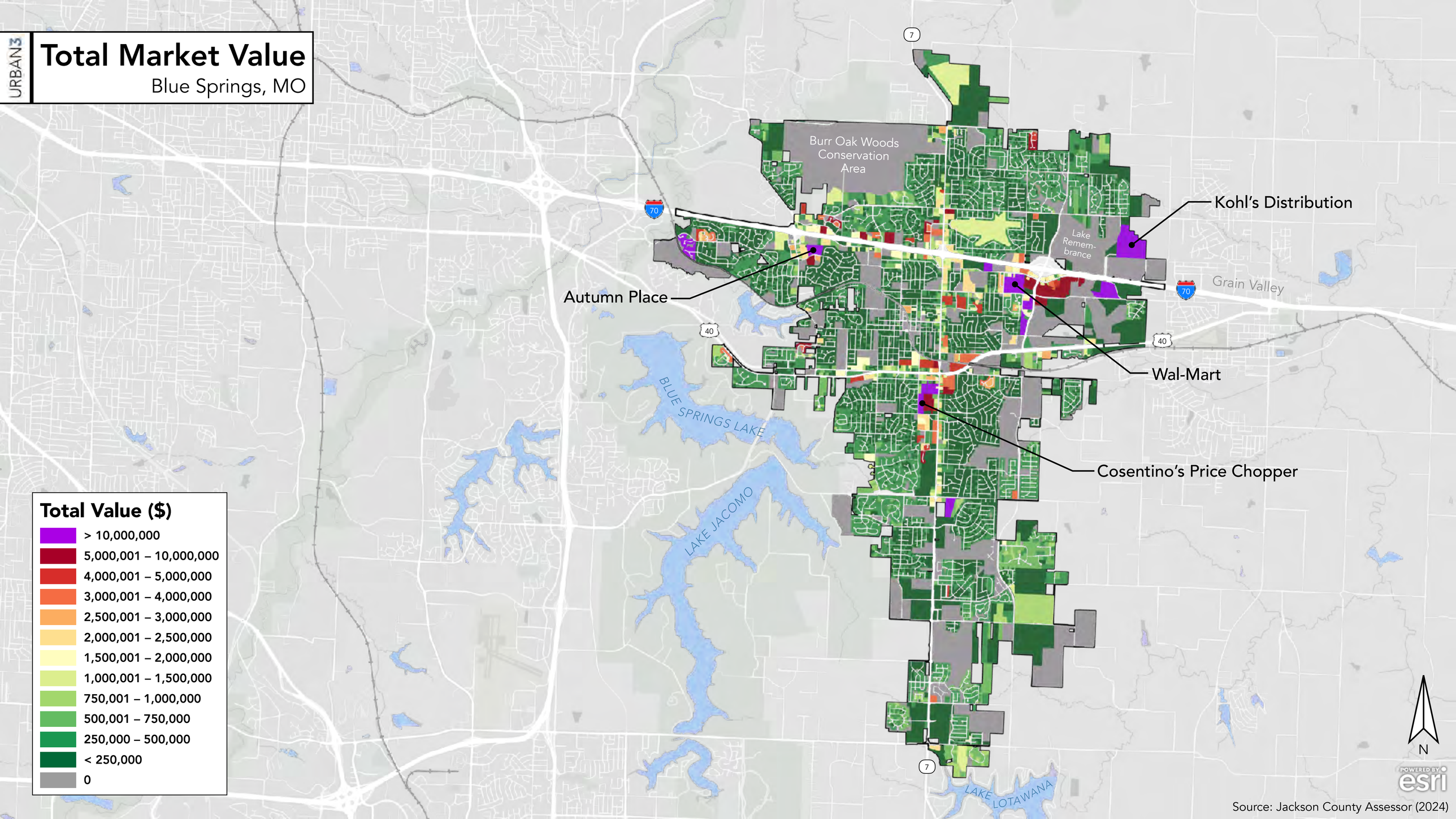
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Total Market Value

Blue Springs, MO



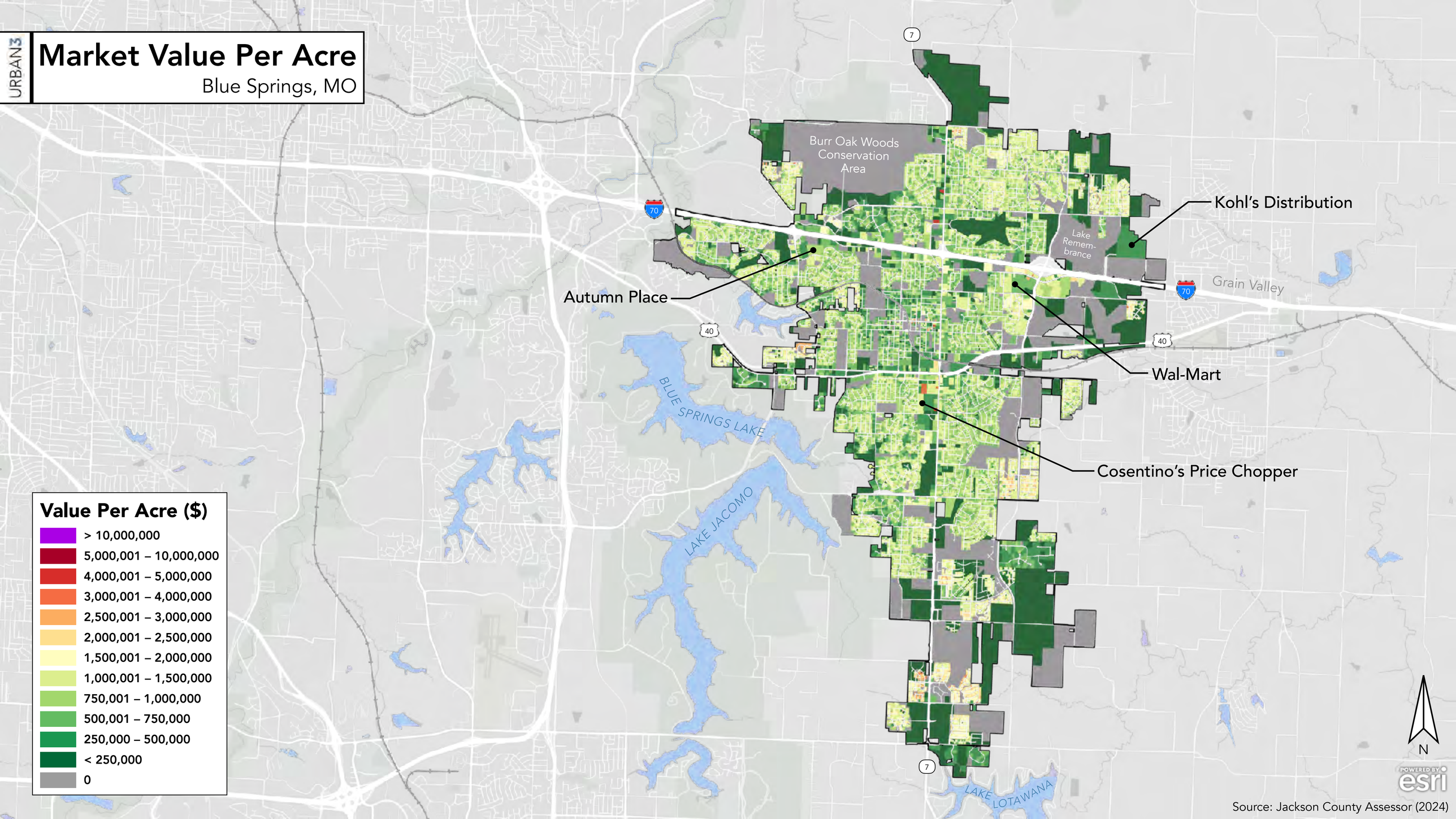
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Source: Jackson County Assessor (2024)

Market Value Per Acre

Blue Springs, MO



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Market Value Per Acre

Blue Springs, MO



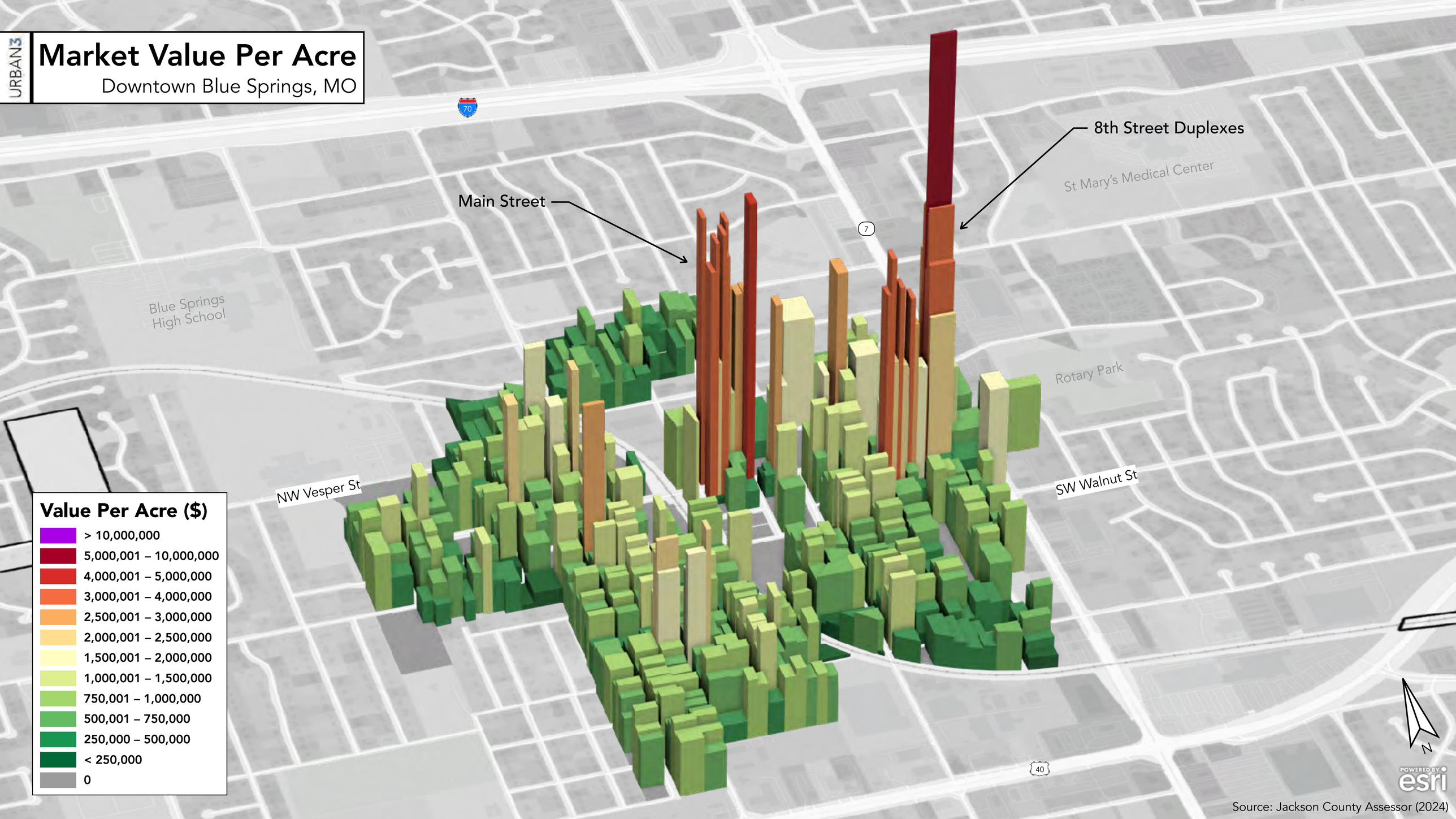
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- 500,001 – 750,000
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Source: Jackson County Assessor (2024)

Market Value Per Acre

Downtown Blue Springs, MO



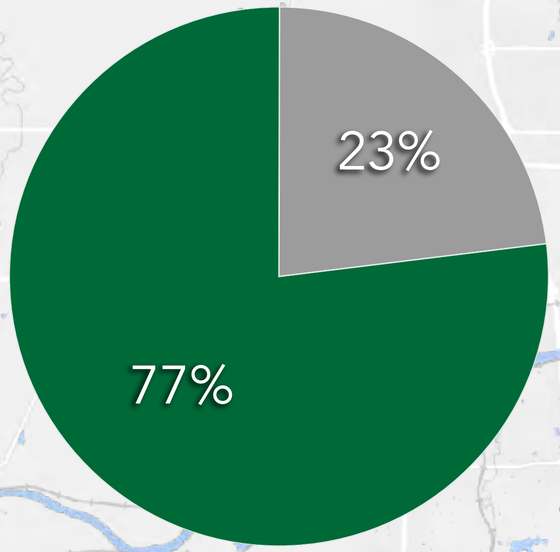
Source: Jackson County Assessor (2024)

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Taxable vs. Exempt Land

Jackson County, MO

Land Area



Nature Preserve and County Park

Swope Park Zoo and Golf Course

Amazon VM01 Warehouse

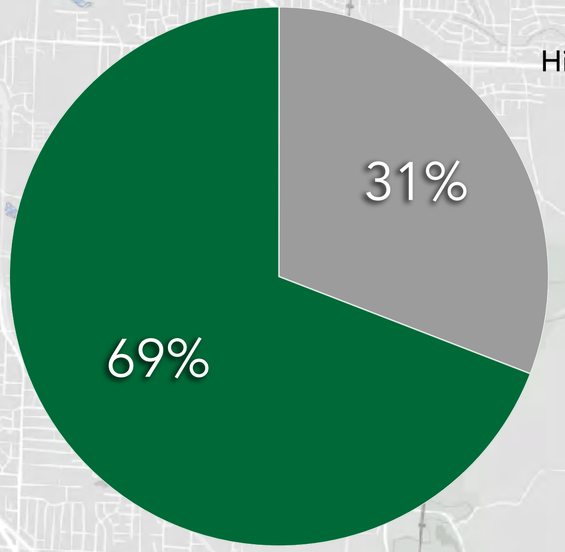
Source: Jackson County Assessor (2024)

Taxable vs. Exempt Land

Blue Springs, MO

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Land Area



Hidden Valley Sports Complex

Burr Oak Woods Conservation Area

Lake Remembrance

Grain Valley

Keystone Park

Liggett Trail Education Center

BLUE SPRINGS LAKE

LAKE JACOMO

LAKE LOTAWANA

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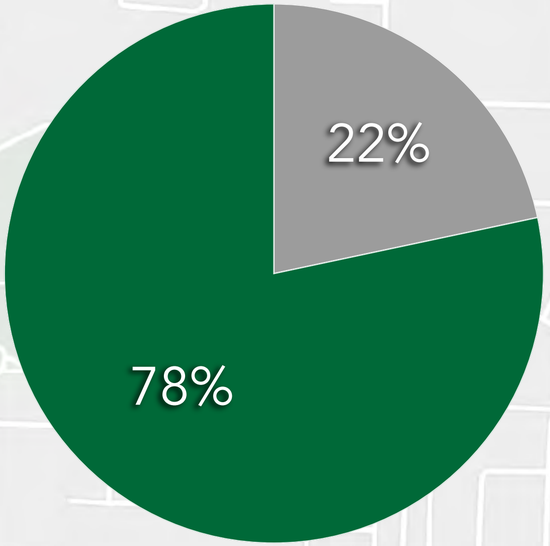
Source: Jackson County Assessor (2024)

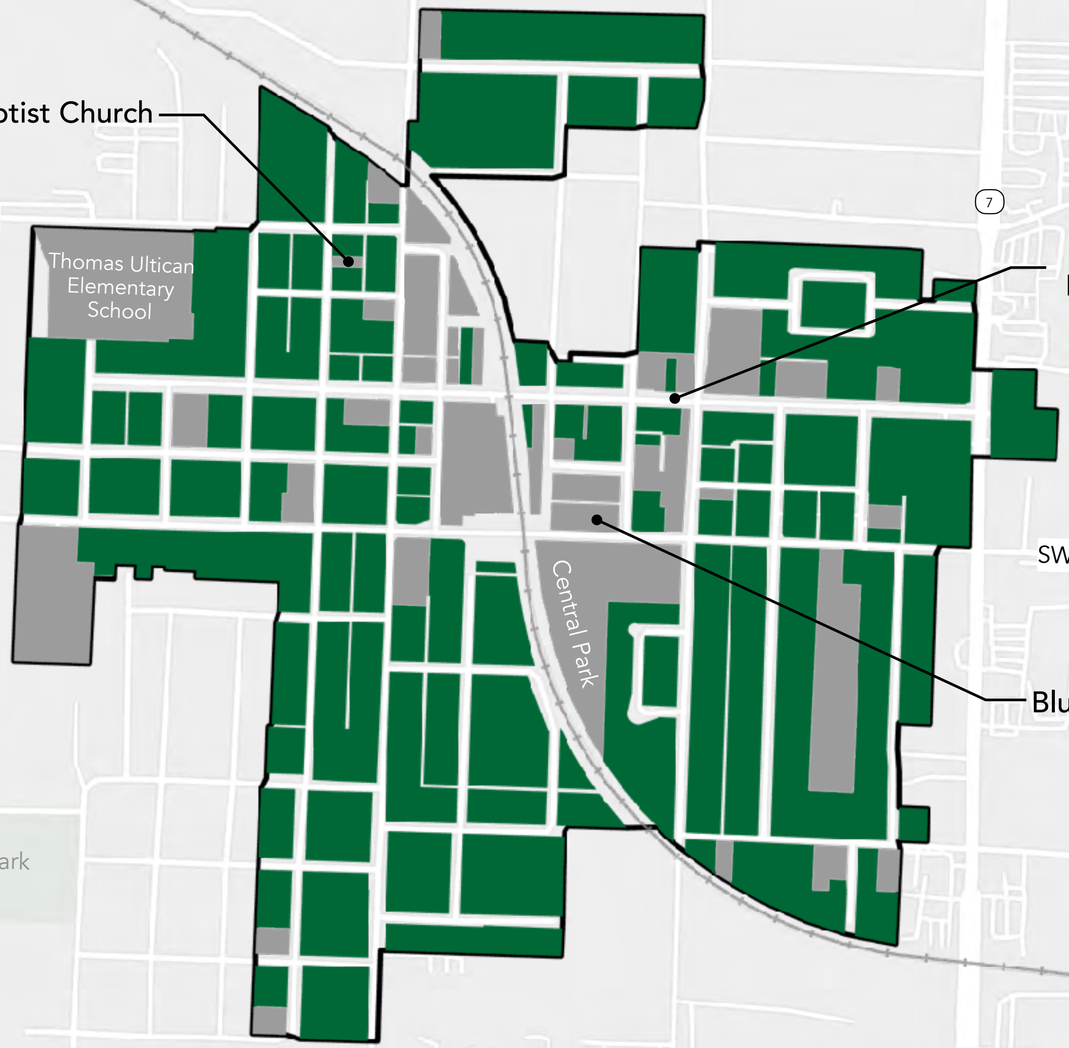
Taxable vs. Exempt Land

Downtown Blue Springs, MO

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Land Area





Source: Jackson County Assessor (2024)

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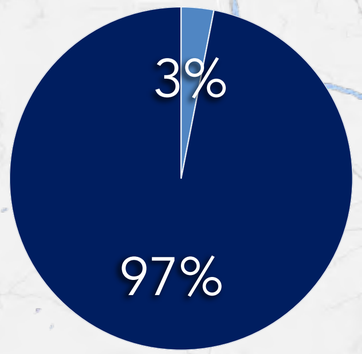
Productivity

City of Blue Springs vs Jackson County, MO

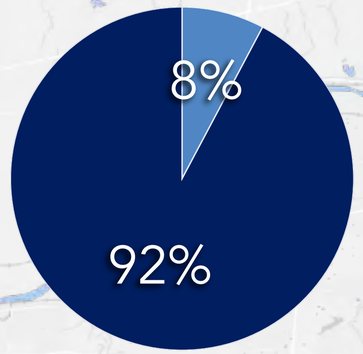
2.7x

Blue Springs' taxable value is ***2.7 times greater*** than the amount of County area it takes up.

Taxable Acres

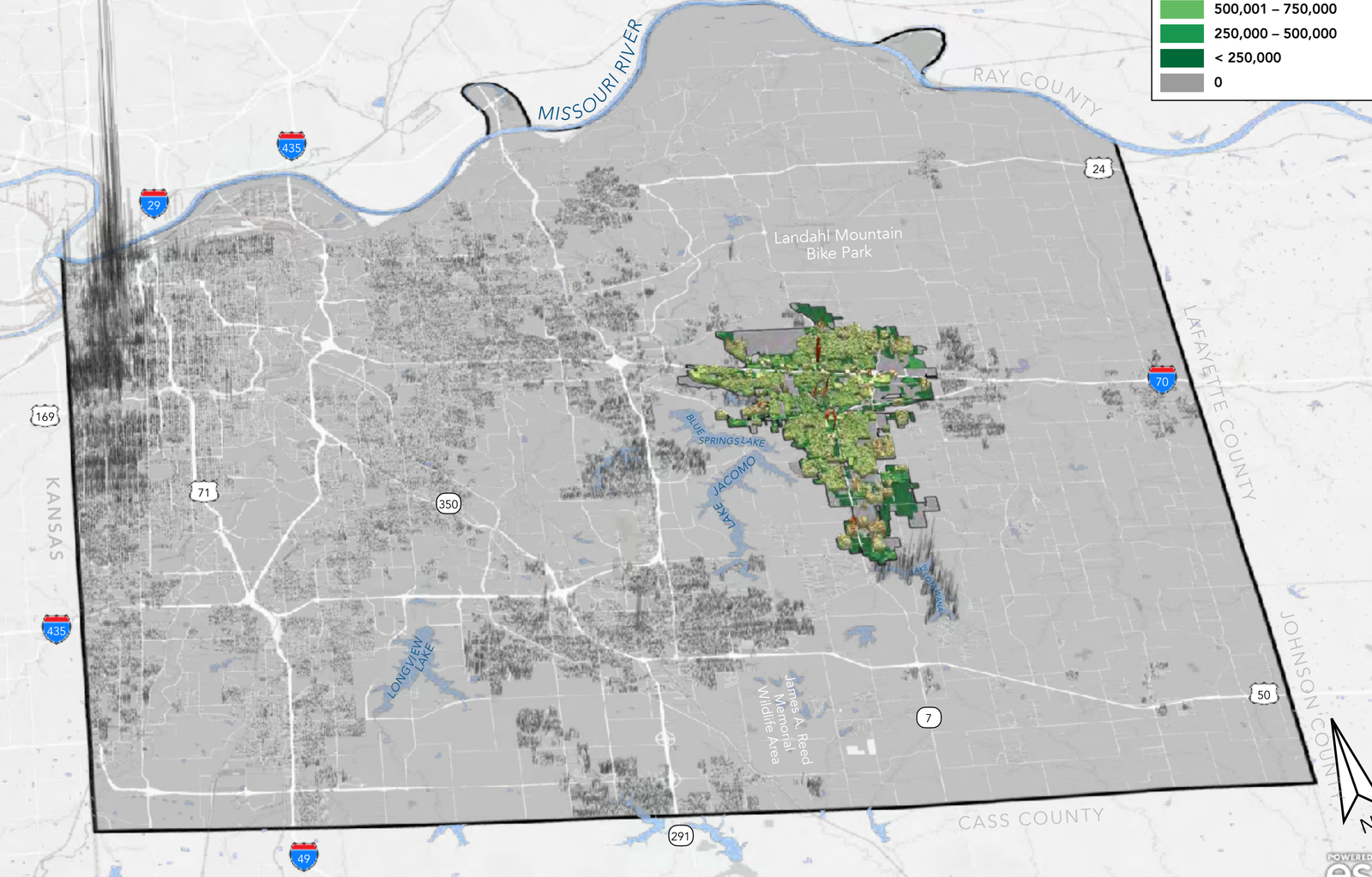


Total Value



City

County



Value Per Acre ($)

- > 10,000,000
- 5,000,001 – 10,000,000
- 4,000,001 – 5,000,000
- 3,000,001 – 4,000,000
- 2,500,001 – 3,000,000
- 2,000,001 – 2,500,000
- 1,500,001 – 2,000,000
- 1,000,001 – 1,500,000
- 750,001 – 1,000,000
- 500,001 – 750,000
- 250,000 – 500,000
- < 250,000
- 0

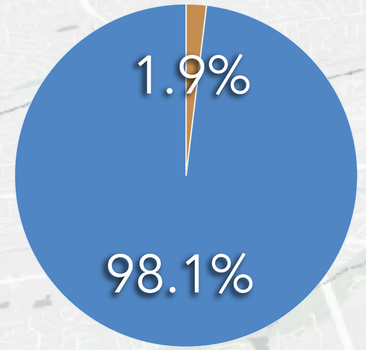
Source: Jackson County Assessor (2024)

URBAN3

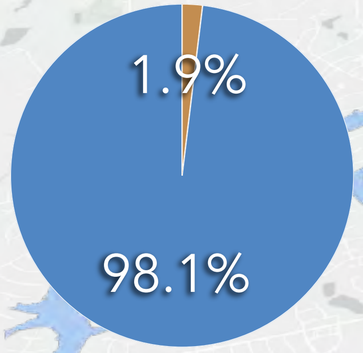
Productivity

Downtown Blue Springs vs City of Blue Springs, MO

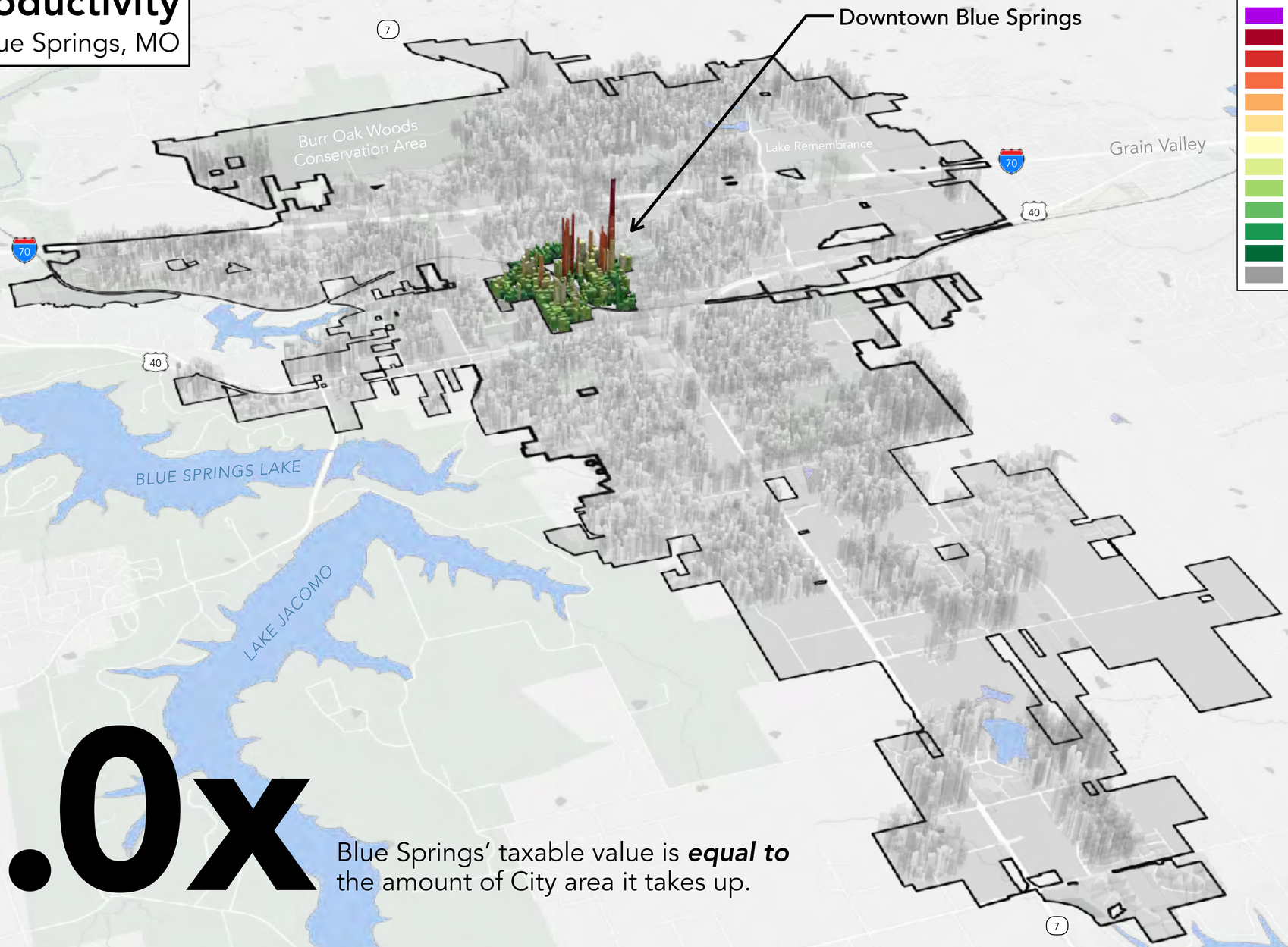
Taxable Acres



Total Value



Downtown
City



Value Per Acre ($)

- > 10,000,000
- 5,000,001 – 10,000,000
- 4,000,001 – 5,000,000
- 3,000,001 – 4,000,000
- 2,500,001 – 3,000,000
- 2,000,001 – 2,500,000
- 1,500,001 – 2,000,000
- 1,000,001 – 1,500,000
- 750,001 – 1,000,000
- 500,001 – 750,000
- 250,000 – 500,000
- < 250,000
- 0

1.0x

Blue Springs' taxable value is ***equal to*** the amount of City area it takes up.

N

POWERED BY esri

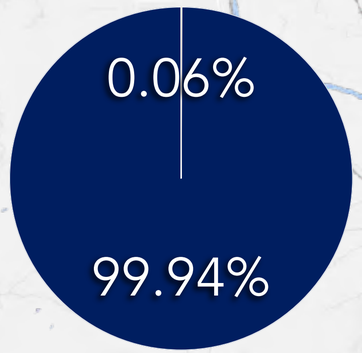
Source: Jackson County Assessor (2024)

URBAN3

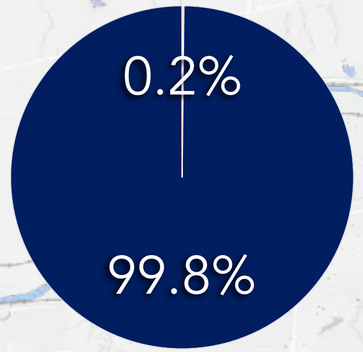
Productivity

Downtown Blue Springs vs Jackson County, MO

Taxable Acres



Total Value

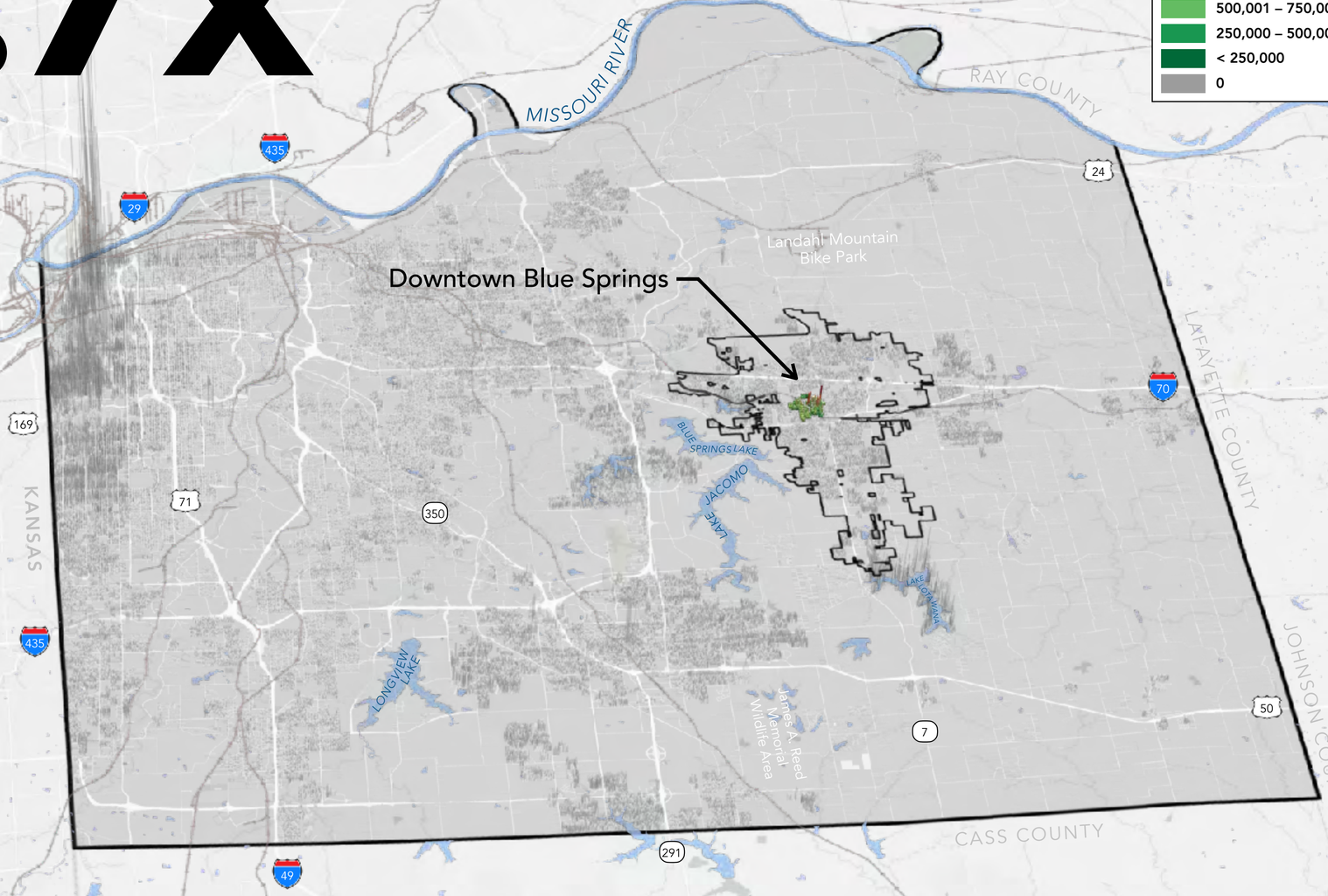


Downtown

County

2.7x

Downtown Blue Springs' taxable value is ***2.7 times greater*** than the amount of County area it takes up.

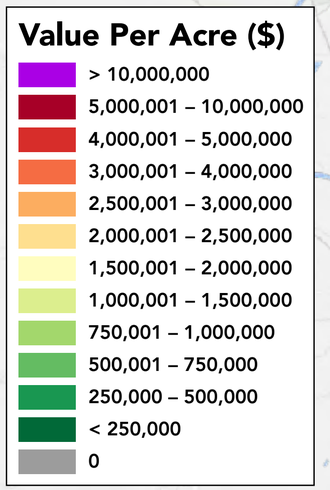


Source: Jackson County Assessor (2024)

URBAN3

Community Comparison

Jackson County, MO



Source: Jackson County Assessor (2024)

Community Comparison

Jackson County, MO

Value Per Acre ($)

- > 10,000,000
- 5,000,001 – 10,000,000
- 4,000,001 – 5,000,000
- 3,000,001 – 4,000,000
- 2,500,001 – 3,000,000
- 2,000,001 – 2,500,000
- 1,500,001 – 2,000,000
- 1,000,001 – 1,500,000
- 750,001 – 1,000,000
- 500,001 – 750,000
- 250,000 – 500,000
- < 250,000
- 0







	Independence	Lee's Summit	Blue Springs
Area (Acres)	50K	42K	15K
Density (People per Sq. Mi)	1,570	1,620	2,700
Average Value Per Acre	$0.7M	$2.4M	$0.5M

Source: Jackson County Assessor (2024)

URBAN3

Community Downtown Comparison

Jackson County, MO

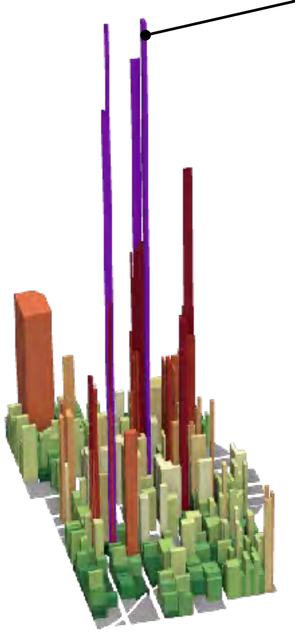
Value Per Acre ($)

- > 10,000,000
- 5,000,001 – 10,000,000
- 4,000,001 – 5,000,000
- 3,000,001 – 4,000,000
- 2,500,001 – 3,000,000
- 2,000,001 – 2,500,000
- 1,500,001 – 2,000,000
- 1,000,001 – 1,500,000
- 750,001 – 1,000,000
- 500,001 – 750,000
- 250,000 – 500,000
- < 250,000
- 0

POWERED BY esri



Average Value Per Acre: **$0.7M**



Downtown Independence



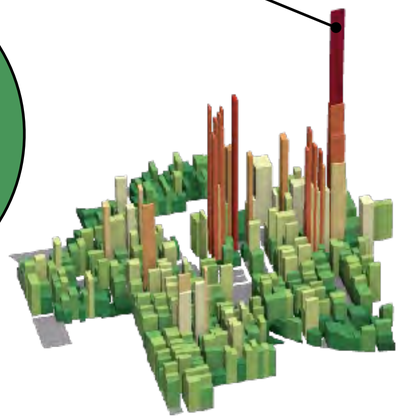
Average Value Per Acre: **$2.4M**



Downtown Lee's Summit

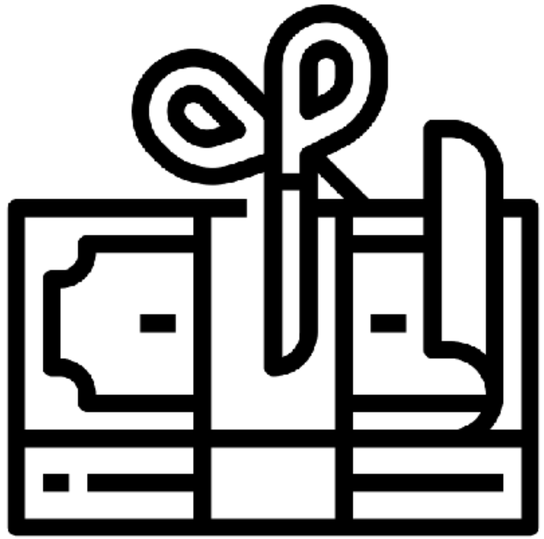


Average Value Per Acre: **$0.5M**



Downtown Blue Springs

Source: Jackson County Assessor (2024)

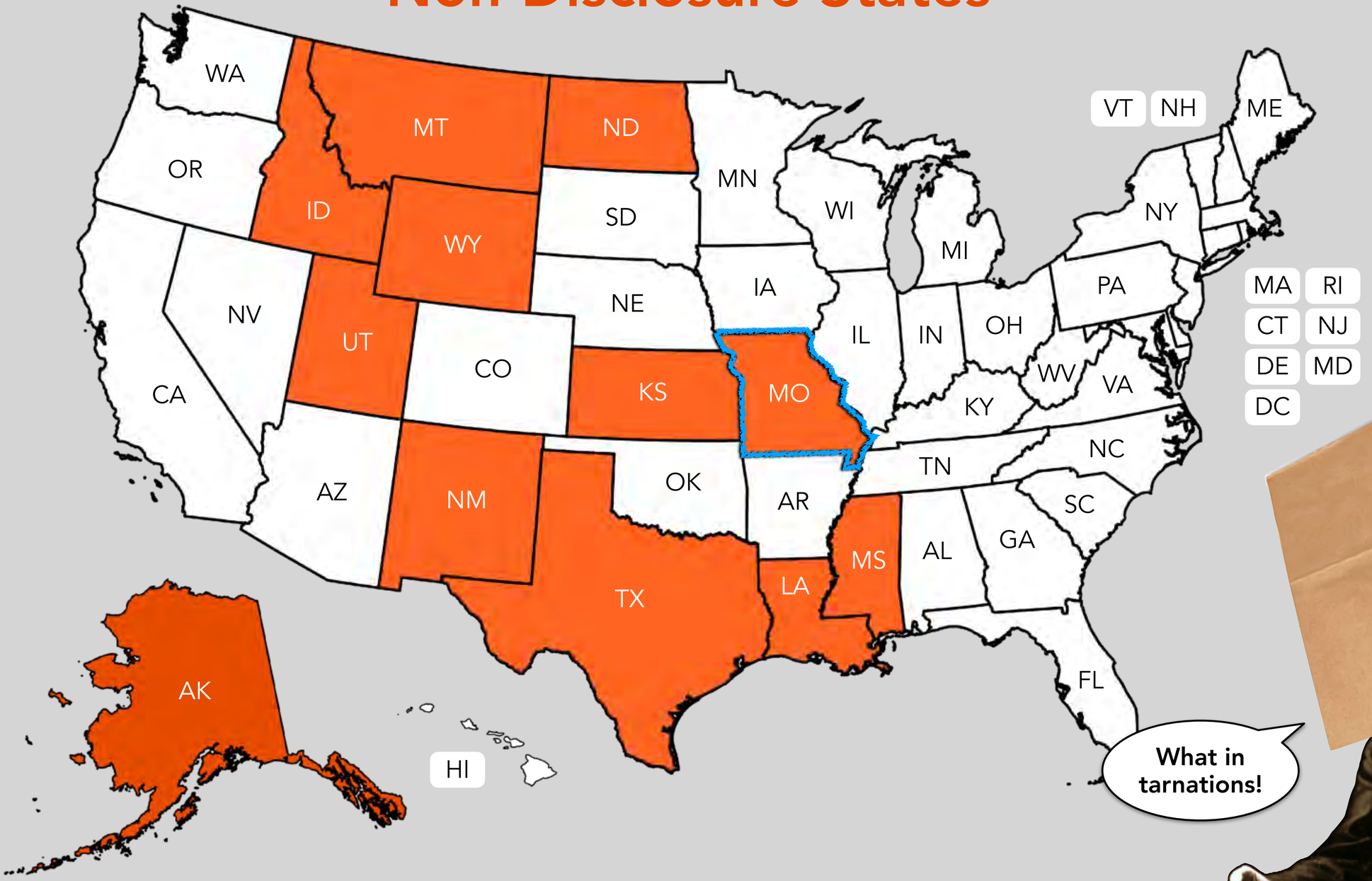


Spatializing Tax Breaks

Visualizing Tax Exemptions in the Model

URBAN3

Non-Disclosure States



Home Members Committees Hearings Legislation Session Media

2025 Regular Session

All Bills

Search By Bill

HB 579
HB 580
HB 581
HB 582
HB 583
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HB 585
HB 586
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HB 588
HB 589
HB 590
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HB 592
HB 593
HB 594
HB 595

103rd General Assembly, 1st Regular Session

HB 579

Requires disclosure of sales prices in real estate sales

Sponsor: Weber, Emily (024)
Proposed Effective Date: 8/28/2025
LR Number: 0372H.01I
Last Action: 03/26/2025 - Referred: Commerce(H)
Bill String: HB 579
Next House Hearing: Hearing not scheduled
Calendar: Bill currently not on a House calendar

Co-Sponsors | Actions | Hearings

Date	Jrn Pg	Activ
12/17/2024		Prefiled (H)
1/08/2025	H 81	Read First Time (H)
1/09/2025	H 244	Read Second Time (H)
3/26/2025	H 1380	Referred: Commerce(H)

The activity can be referenced in the House or Senate Journal. The JRN PG column indicates the H-House or S-Se urna umb



Source: house.mo.gov



So now you know.

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Value Per Acre: Visualizing Tax Exemptions

Downtown Blue Springs, MO



Market Value = **$265,000**



Market Value = **$222,000**

Market Value Per Acre ($)

- > 10,000,000
- 5,000,001 – 10,000,000
- 4,000,001 – 5,000,000
- 3,000,001 – 4,000,000
- 2,500,001 – 3,000,000
- 2,000,001 – 2,500,000
- 1,500,001 – 2,000,000
- 1,000,001 – 1,500,000
- 750,001 – 1,000,000
- 500,001 – 750,000
- 250,000 – 500,000
- < 250,000
- 0

W Main St

SW 15 St

7

40

N

POWERED BY esri

Source: Jackson County Assessor (2024)

URBAN3

Value Per Acre: Visualizing Tax Exemptions

Downtown Blue Springs, MO



Market Value = **$265,000**



Taxable Value = **$84,800**

Assessed value = 32% of market value

Market Value = **$222,000**

Taxable Value = **$42,000**

Assessed value = 19% of market value

Taxable Value Per Acre ($)

- > 10,000,000
- 5,000,001 – 10,000,000
- 4,000,001 – 5,000,000
- 3,000,001 – 4,000,000
- 2,500,001 – 3,000,000
- 2,000,001 – 2,500,000
- 1,500,001 – 2,000,000
- 1,000,001 – 1,500,000
- 750,001 – 1,000,000
- 500,001 – 750,000
- 250,000 – 500,000
- < 250,000
- 0

W Main St

SW 15 St

7

40

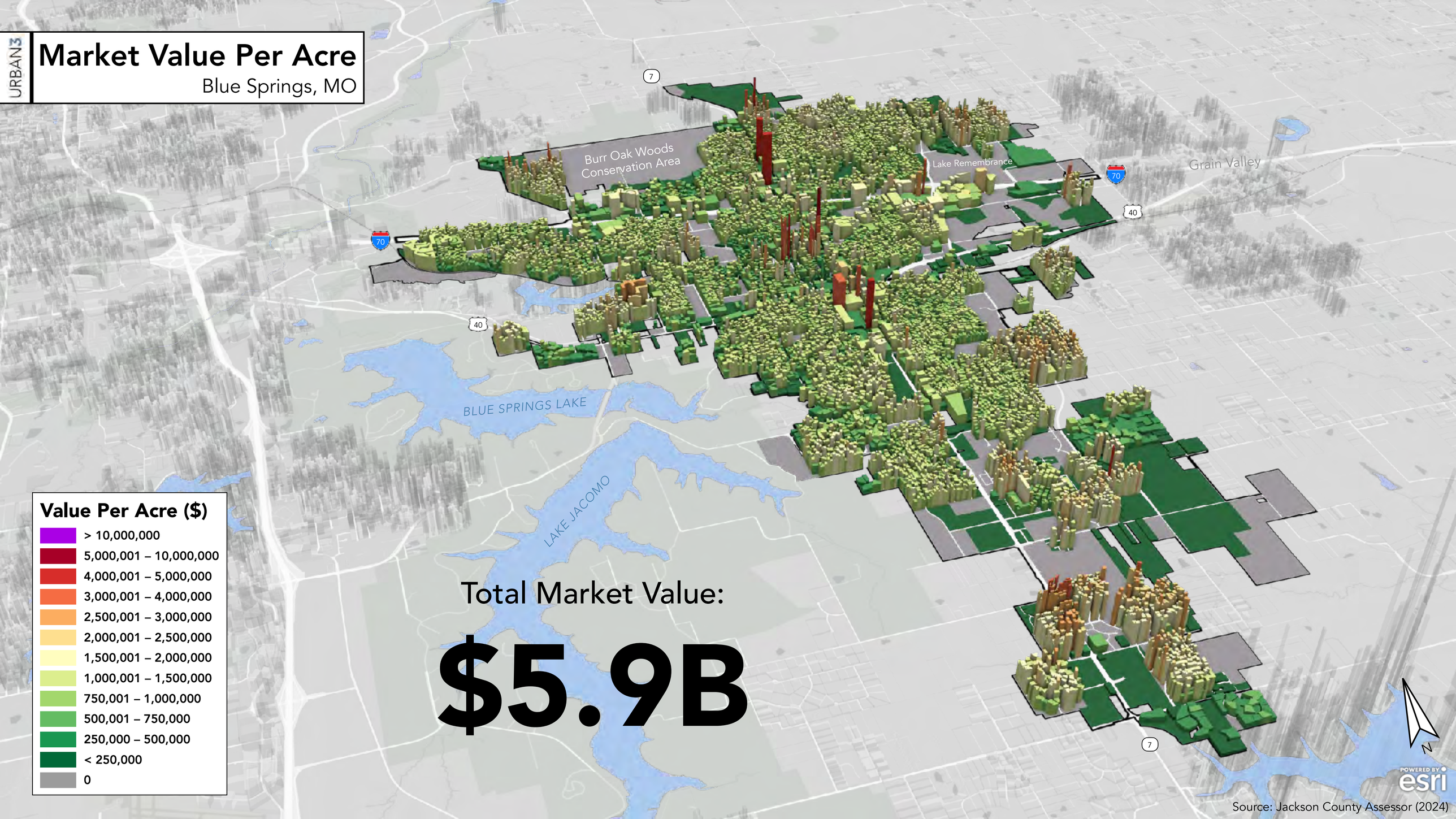
N

Source: Jackson County Assessor (2024)

URBAN3

Market Value Per Acre

Blue Springs, MO



Value Per Acre ($)

- > 10,000,000
- 5,000,001 – 10,000,000
- 4,000,001 – 5,000,000
- 3,000,001 – 4,000,000
- 2,500,001 – 3,000,000
- 2,000,001 – 2,500,000
- 1,500,001 – 2,000,000
- 1,000,001 – 1,500,000
- 750,001 – 1,000,000
- 500,001 – 750,000
- 250,000 – 500,000
- < 250,000
- 0

Total Market Value:

$5.9B

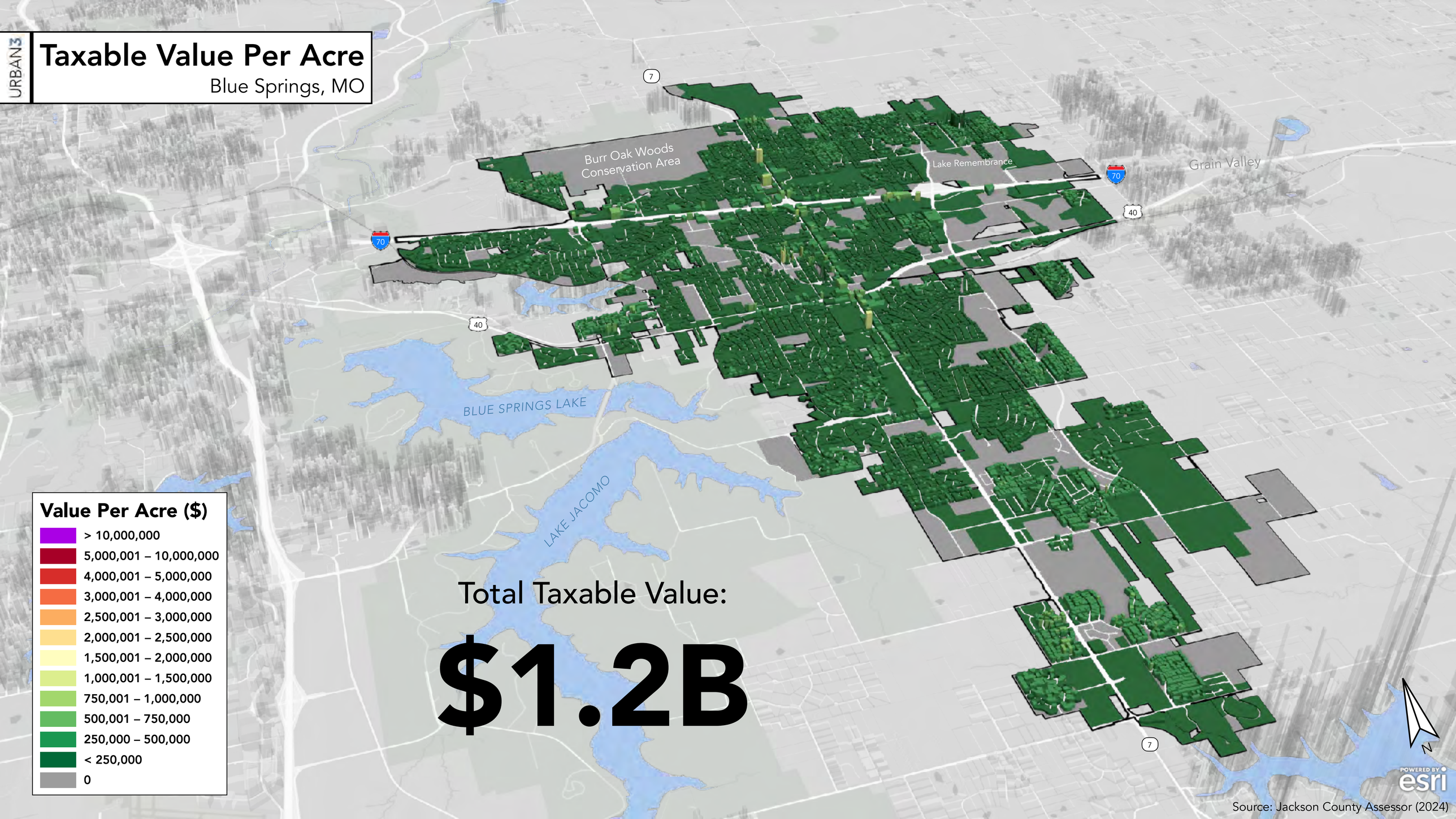
POWERED BY esri

Source: Jackson County Assessor (2024)

URBAN3

Taxable Value Per Acre

Blue Springs, MO



Value Per Acre ($)

- > 10,000,000
- 5,000,001 – 10,000,000
- 4,000,001 – 5,000,000
- 3,000,001 – 4,000,000
- 2,500,001 – 3,000,000
- 2,000,001 – 2,500,000
- 1,500,001 – 2,000,000
- 1,000,001 – 1,500,000
- 750,001 – 1,000,000
- 500,001 – 750,000
- 250,000 – 500,000
- < 250,000
- 0

Total Taxable Value:

$1.2B

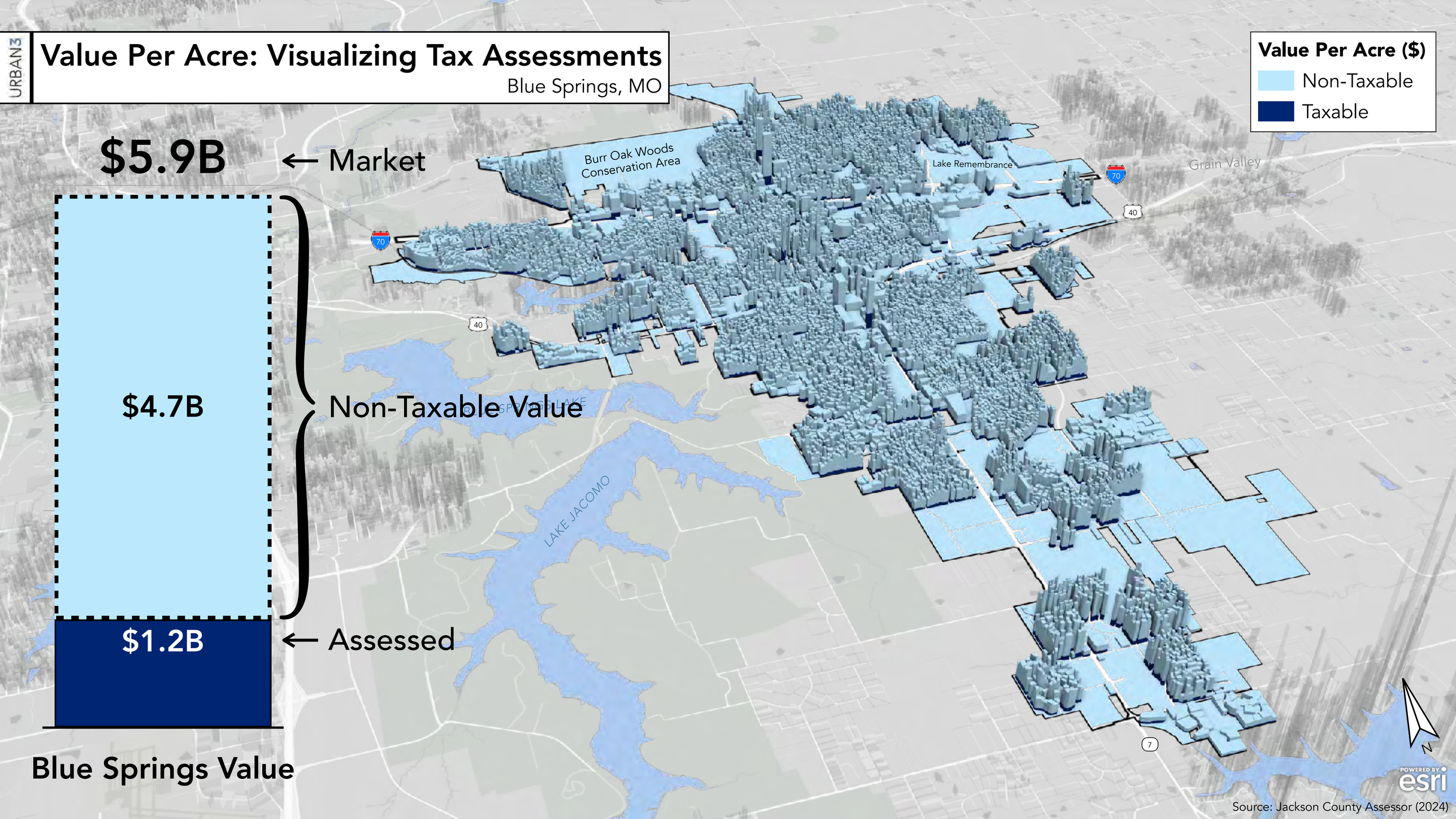
POWERED BY esri

Source: Jackson County Assessor (2024)

Value Per Acre: Visualizing Tax Assessments

Blue Springs, MO

URBAN3

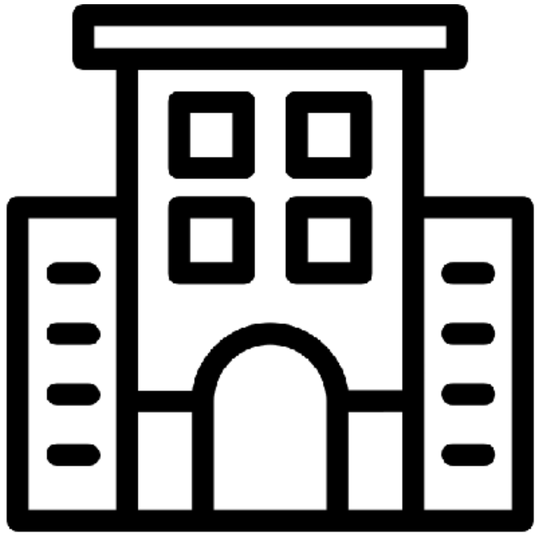


Source: Jackson County Assessor (2024)

URBAN3

STATE POLICY



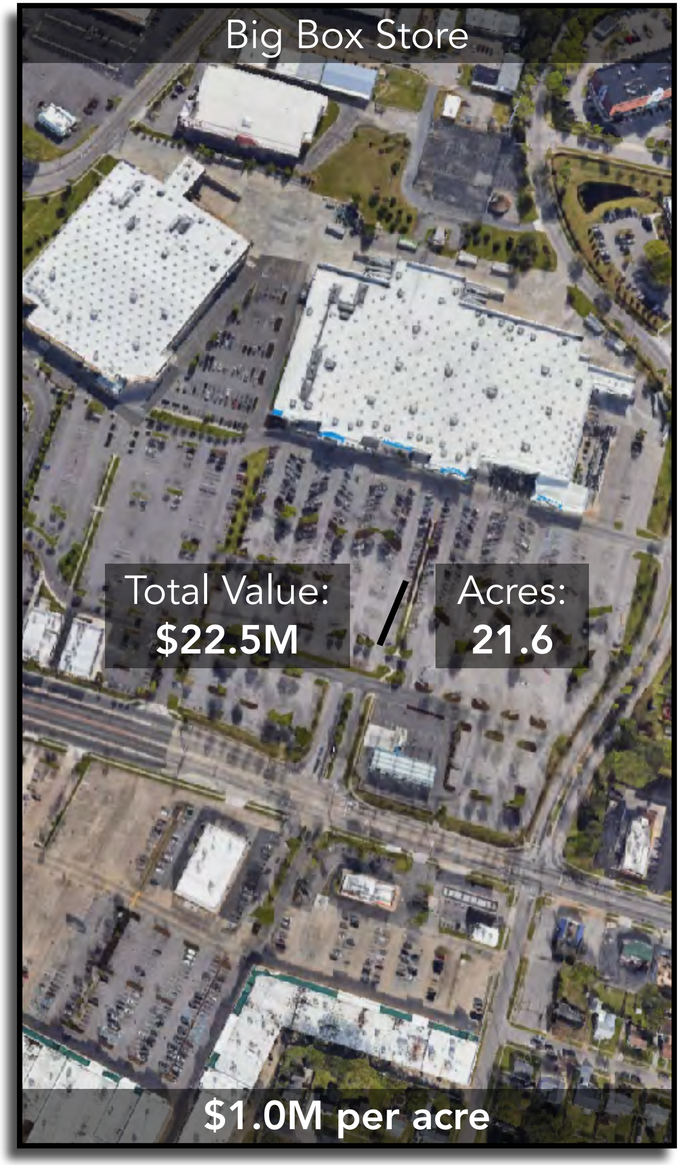


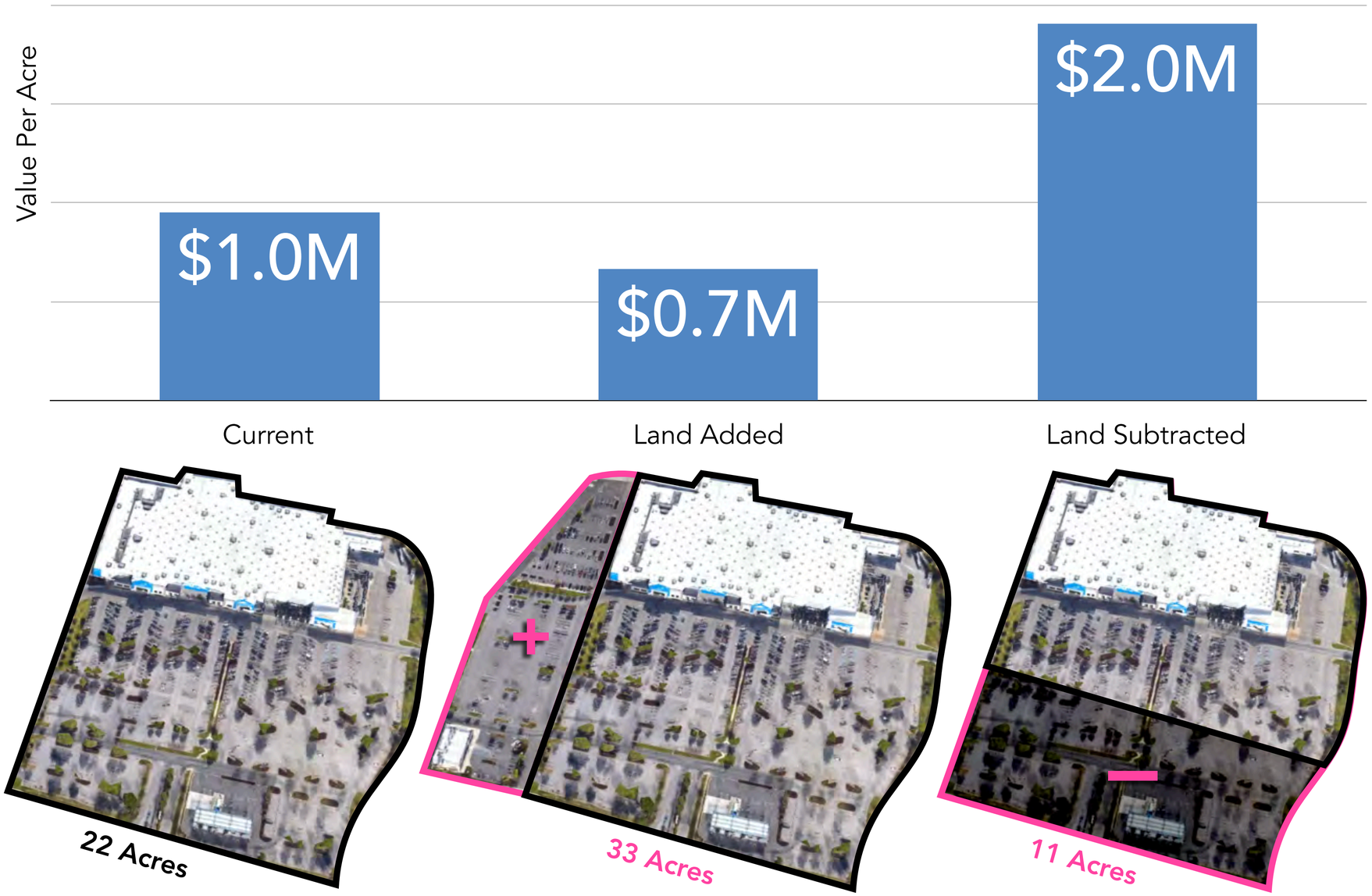
Land Use Types

Local Samples of Buildings and Developments

URBAN3

Taxable Value Per Acre





URBAN3

URBAN3

Value Per Acre: Walmarts

Jackson County, MO



Walmart *(Coronado Dr, Blue Springs)*
$0.7M per acre



Walmart *(133rd St, Kansas City)*
$0.8M per acre



Walmart *(Sam Walton Ln, Lee's Summit)*
$0.8M per acre



Walmart *(E US Hwy 40, Kansas City)*
$1.0M per acre

Walmart Average
$0.8M per acre

Source: Jackson County Assessor (2024), Google Maps

Land Use Type:

Residential

URBAN3

URBAN3

Residential Typologies

Anywhere, USA



Low Density

Detached Single Family Homes

Gentle Density

Duplexes, Triplexes, Fourplexes

Medium Density

Big Houses, Row Townhouses, Courtyard Apartments

High Density

Apartments

Source: opticosdesign.com

Value Per Acre: Single Family Residential

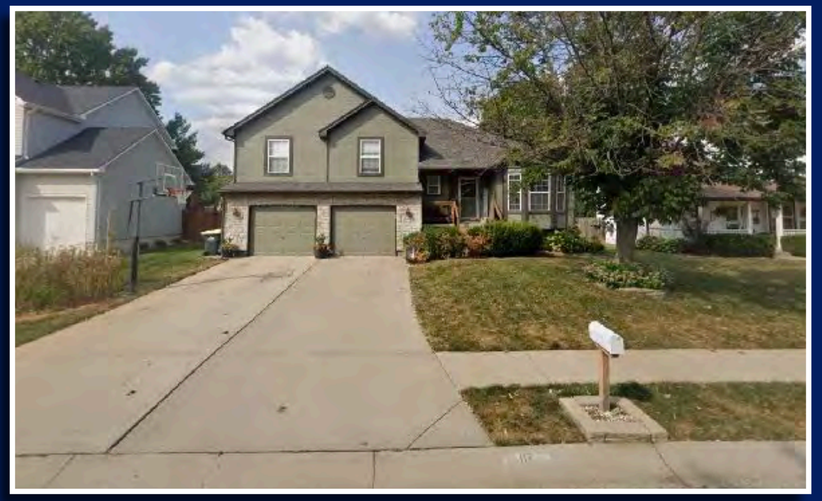
Blue Springs, MO





Average Value:

$0.8M per acre







Walmart Average
$0.8M per acre

Source: Jackson County Assessor (2024), Google Maps

Value Per Acre: Missing Middle Residential

Blue Springs, MO

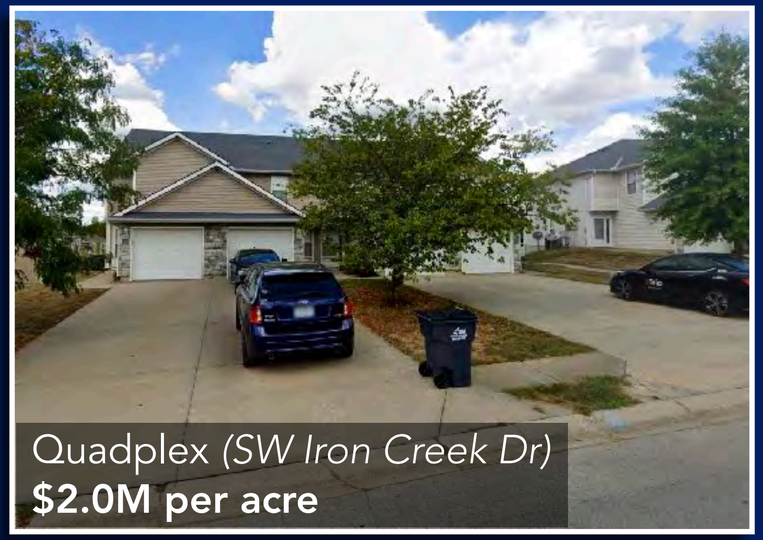












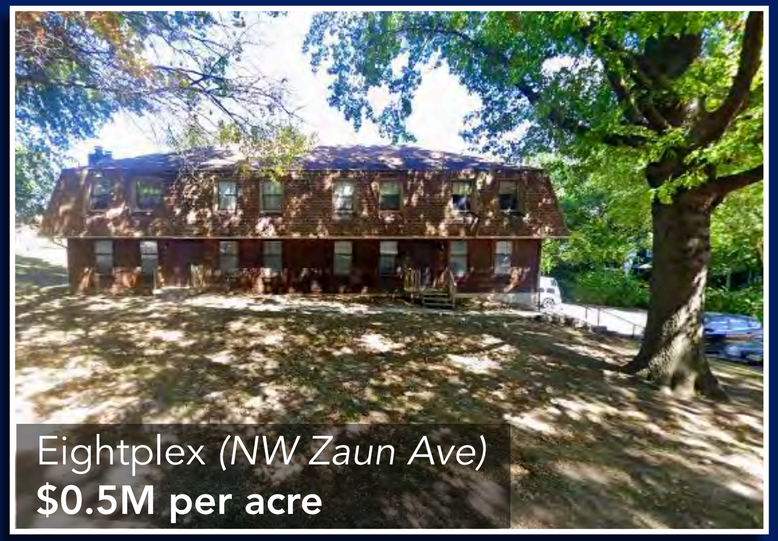
Walmart Average
$0.8M per acre

Source: Jackson County Assessor (2024), Google Maps

URBAN3

Value Per Acre: Multifamily Residential

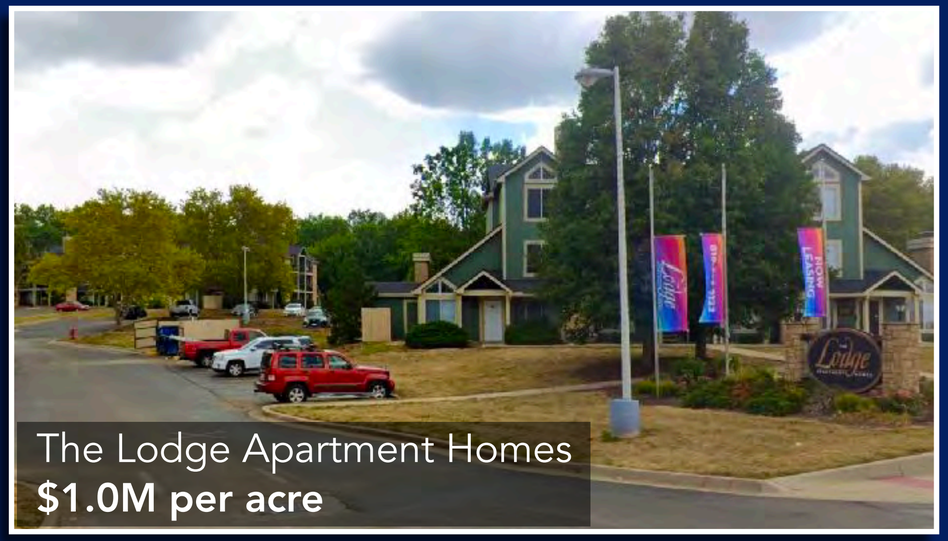
Blue Springs, MO



Eightplex *(NW Zaun Ave)*
$0.5M per acre



Apartments *(SW Hwy 7)*
$0.9M per acre



The Lodge Apartment Homes
$1.0M per acre



Apartments *(NW Vesper St)*
$1.1M per acre



Apartments *(NW 6th Terrace)*
$1.3M per acre

Walmart Average
$0.8M per acre

Source: Jackson County Assessor (2024), Google Maps

URBAN3

Value Per Acre: Peak Parcels

Blue Springs, MO

Value Per Acre ($)

- > 10,000,000
- 5,000,001 – 10,000,000
- 4,000,001 – 5,000,000
- 3,000,001 – 4,000,000
- 2,500,001 – 3,000,000
- 2,000,001 – 2,500,000
- 1,500,001 – 2,000,000
- 1,000,001 – 1,500,000
- 750,001 – 1,000,000
- 500,001 – 750,000
- 250,000 – 500,000
- < 250,000
- 0



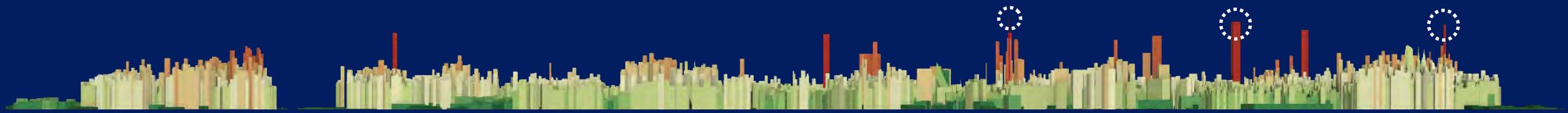
MajorLux Apartments
$4.8M per acre



Two Story Duplex
$6.4M per acre



Townhouse Duplex
$4.6M per acre



Blue Springs looking West

Source: Jackson County Assessor (2024), Google Maps

Comparison of Average Value Per Acre for Residential Properties

Blue Springs, MO



$0.8M



$1.1M



$1.0M

Value Per Acre ($)

- > 10,000,000
- 5,000,001 – 10,000,000
- 4,000,001 – 5,000,000
- 3,000,001 – 4,000,000
- 2,500,001 – 3,000,000
- 2,000,001 – 2,500,000
- 1,500,001 – 2,000,000
- 1,000,001 – 1,500,000
- 750,001 – 1,000,000
- 500,001 – 750,000
- 250,000 – 500,000
- < 250,000
- 0

Walmart Average
$0.8M per acre

Source: Jackson County Assessor (2024), Google Maps

Land Use Type:

Commercial

URBAN3

Value Per Acre: Big Box Commercial

Jackson County, MO



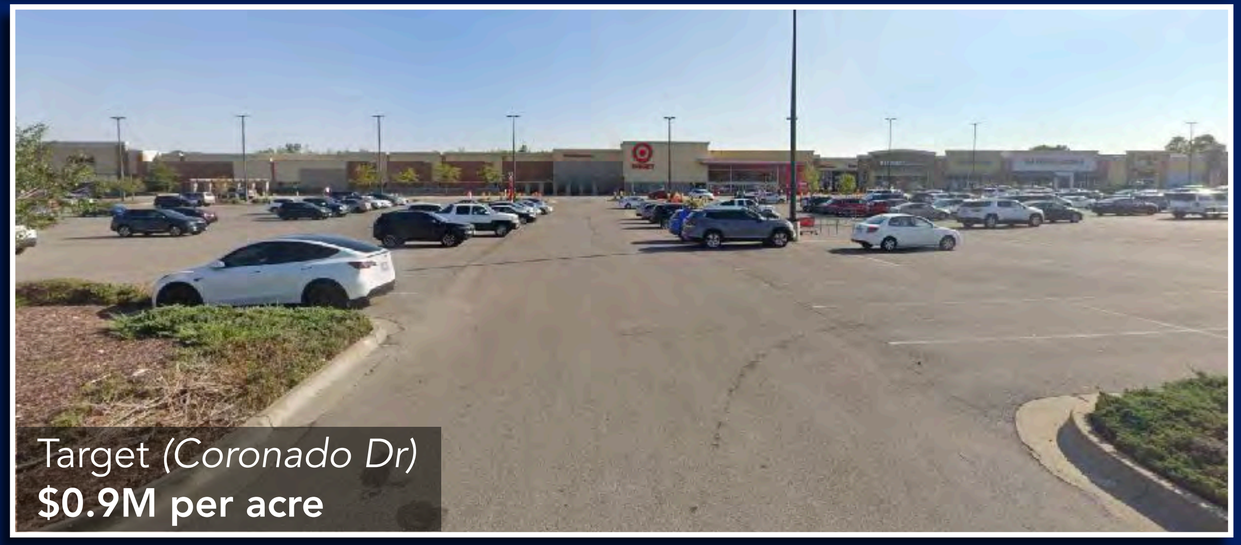
Cosentino's Price Chopper *(NW 7 Hwy)*
$0.5M per acre



Haymarket Shopping Center
$0.5M per acre



Lowe's *(Independence)*
$0.5M per acre



Target *(Coronado Dr)*
$0.9M per acre

Walmart Average
$0.8M per acre

Source: Jackson County Assessor (2024), Google Maps

Value Per Acre: Mall

Jackson County, MO



Independence Center Shopping Mall
$0.8M per acre

Walmart Average
$0.8M per acre

Source: Jackson County Assessor (2024), Google Maps

URBAN3

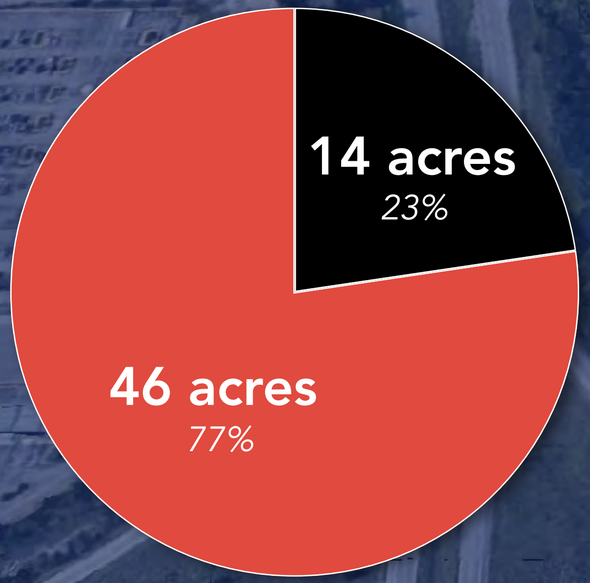
Value Per Acre: Mall

Jackson County, MO

291

East 39th St S

60 Total Acres



Building

Parking & Roads



Walmart Average
$0.8M per acre

70

N

Source: Jackson County Assessor (2024), Google Earth

Value Per Acre: Golf Course

Blue Springs, MO



Source: Jackson County Assessor (2024), Google Earth

Value Per Acre: Medium-Scale Commercial

Blue Springs, MO



Feldman's Farm & Home *(310 SW 7 Hwy)*
$0.6M per acre



Stairway Cannabis *(490 SW 7 Hwy)*
$0.8M per acre



WalMart Neighborhood Market
(1700 NW 7 Hwy)
$1.3M per acre



Big Frog Custom T-Shirts *(807 W Main St)*
$1.5M per acre

Walmart Average
$0.8M per acre

Source: Jackson County Assessor (2024), Google Maps

Value Per Acre: Small-Scale Commercial

Blue Springs, MO



WashHouse *(410 SW 7 Hwy)*
$0.9M per acre



Waffle House *(1500 NW Woods Chapel Rd)*
$1.3M per acre



Premium Realty *(900 Main St)*
$1.5M per acre



GO Car Wash *(2015 NW Hwy 7)*
$4.3M per acre

Walmart Average
$0.8M per acre

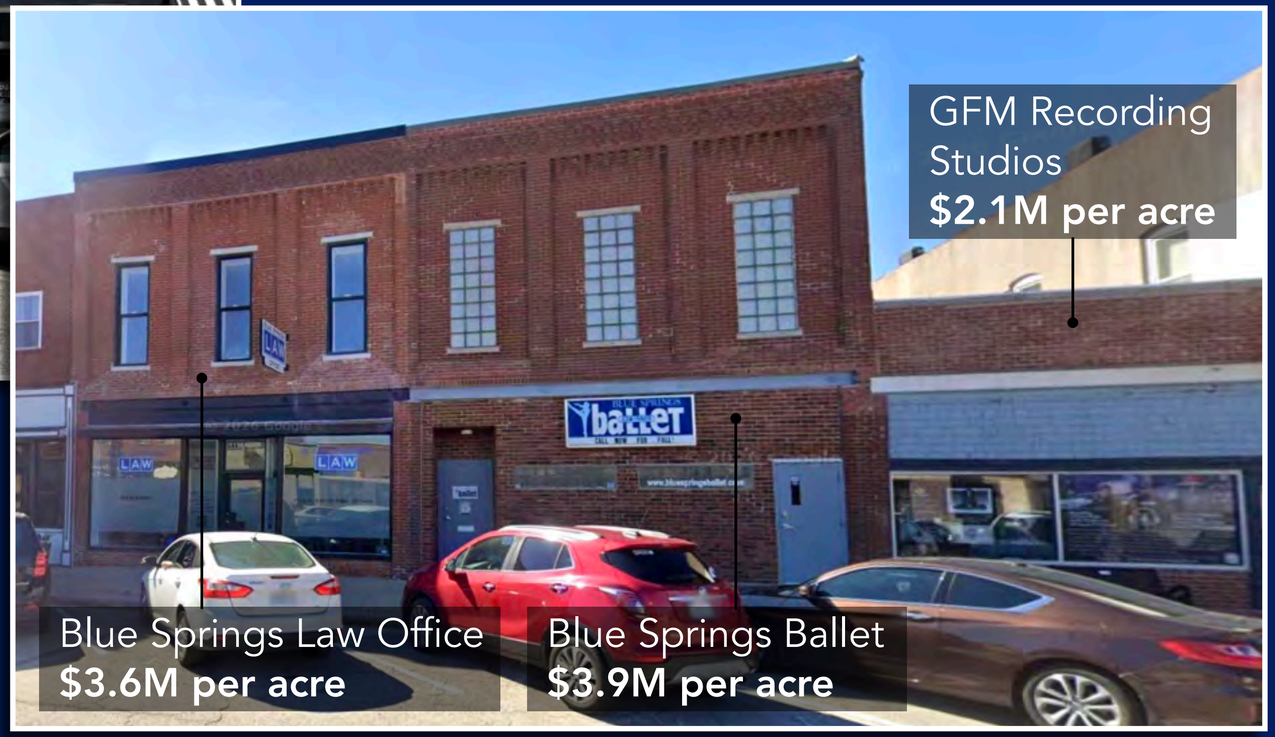
Source: Jackson County Assessor (2024), Google Maps

URBAN3

Value Per Acre: Main Street Commercial

Blue Springs, MO





Walmart Average
$0.8M per acre

Source: Jackson County Assessor (2024), Google Maps

Comparison of Average Value Per Acre for Commercial Properties

Blue Springs, MO



$0.80M



$0.82M



$2.04M



$2.08M

Value Per Acre ($)

- > 10,000,000
- 5,000,001 – 10,000,000
- 4,000,001 – 5,000,000
- 3,000,001 – 4,000,000
- 2,500,001 – 3,000,000
- 2,000,001 – 2,500,000
- 1,500,001 – 2,000,000
- 1,000,001 – 1,500,000
- 750,001 – 1,000,000
- 500,001 – 750,000
- 250,000 – 500,000
- < 250,000
- 0

Walmart Average
$0.8M per acre

Note: Average values calculated from selected sample of properties, and do not reflect data set averages. | Source: Jackson County Assessor (2024), Google Maps

A Closer Look:

A Lasting Value

URBAN3

Value Per Acre: Historic Buildings

Blue Springs, MO





Walmart Average
$0.8M per acre

Source: Blue Springs Historical Society Archives, Jackson County Assessor (2024), Google Maps

A Closer Look:

Scale & Use Comparison

URBAN3

URBAN3

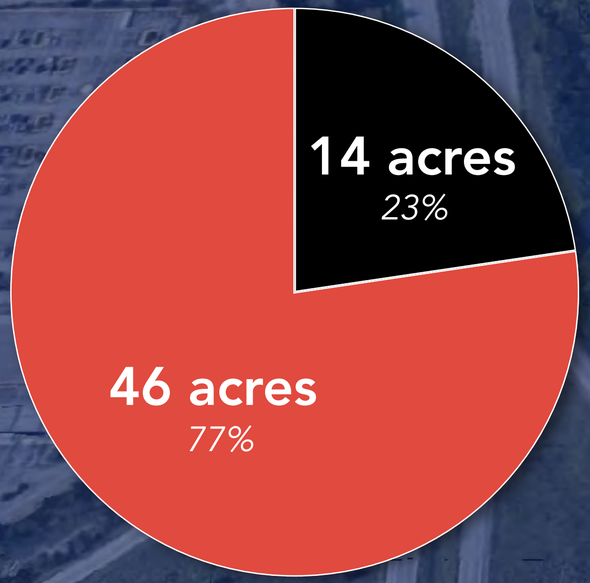
Value Per Acre: Mall

Jackson County, MO

291

East 39th St S

60 Total Acres



Building

Parking & Roads



Walmart Average
$0.8M per acre

70

N

Source: Jackson County Assessor (2024), Google Earth

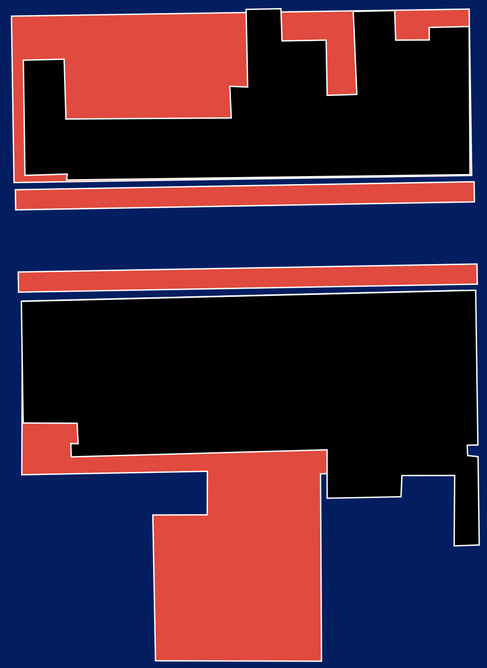
URBAN3

Total Value: Scale & Use Comparison

Blue Springs, MO

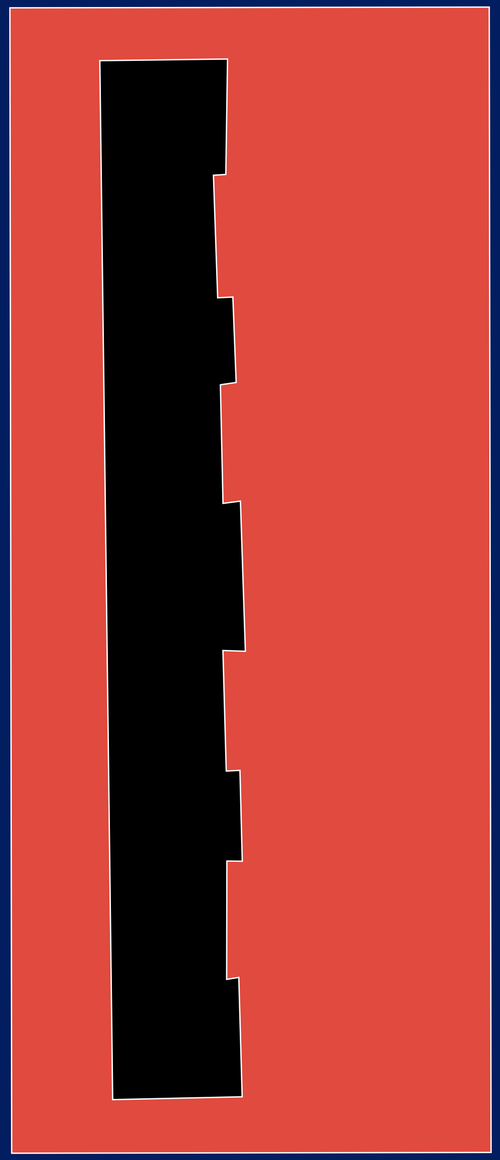
Building
Parking





1.8 acres

=



5.7 acres



Parcels are shown to scale.

Source: Appraisal Districts of Tarrant, Johnson, & Ellis Counties TX (2024); City of Mansfield, TX (2024), Google Maps

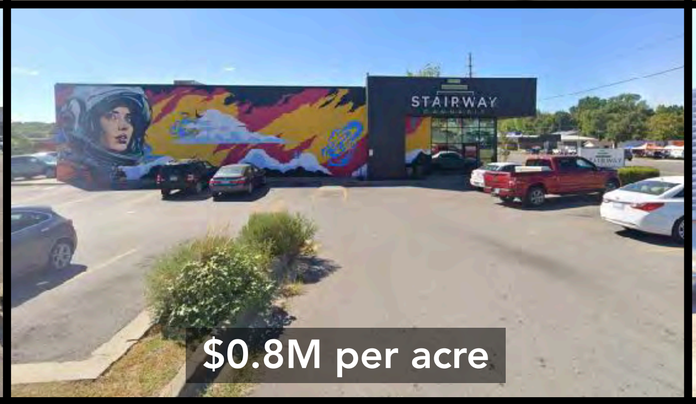


Land Uses in the Model

Reconnecting the Tax Model with On-Street Examples

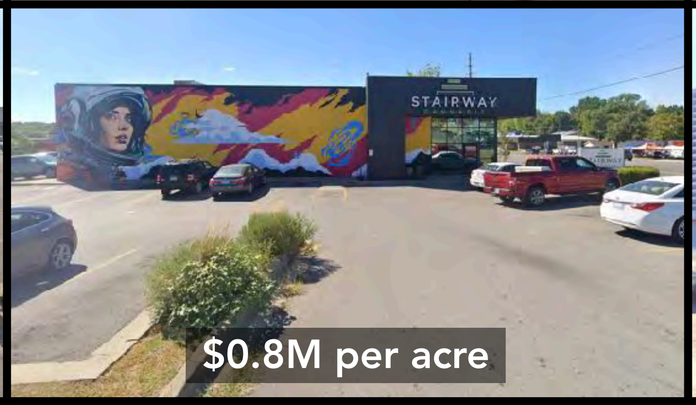
URBAN3

Blue Springs, Missouri: **Value Per Acre Averages by Building Type**

	LOWER DENSITY	MEDIUM DENSITY	HIGHER DENSITY
RESIDENTIAL	 $0.8M per acre	 $1.1M per acre	 $1.0M per acre
COMMERCIAL	 $0.5M per acre	 $0.8M per acre	 $1.5M per acre
MIXED USE			

Source: Jackson County Assessor (2024), Google Maps

Jackson County, Missouri: **Value Per Acre Averages by Building Type**

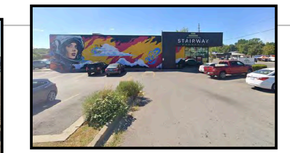
	LOWER DENSITY	MEDIUM DENSITY	HIGHER DENSITY
RESIDENTIAL	 $0.8M per acre	 $1.1M per acre	 $1.0M per acre
COMMERCIAL	 $0.5M per acre	 $0.8M per acre	 $1.5M per acre
MIXED USE	 Lee's Summit $6.2M per acre	 Independence $8.7M per acre	 Kansas City $18.5M per acre

Note: Residential and Commercial values are dataset averages, while Mixed Use values are specific property values. | Source: Jackson County Assessor (2024), Google Maps

Jackson County, Missouri: **Value Per Acre Averages by Building Type**

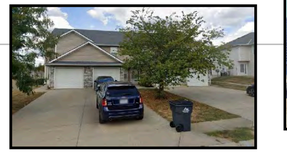
Residential
Commercial
Mixed Use


$0.5M
Lower


$0.8M
Medium


$0.8M
Lower


$1.0M
Higher


$1.1M
Medium


$1.5M
Higher


Lee's Summit
$6.2M
Lower


Independence
$8.7M
Medium


Kansas City
$18.5M
Higher

Density

Note: Residential and Commercial values are dataset averages, while Mixed Use values are specific property values. | Source: Jackson County Assessor (2024), Google Maps

URBAN3

Market Value Per Acre

Blue Springs, MO











Value Per Acre ($)

- > 10,000,000
- 5,000,001 – 10,000,000
- 4,000,001 – 5,000,000
- 3,000,001 – 4,000,000
- 2,500,001 – 3,000,000
- 2,000,001 – 2,500,000
- 1,500,001 – 2,000,000
- 1,000,001 – 1,500,000
- 750,001 – 1,000,000
- 500,001 – 750,000
- 250,000 – 500,000
- < 250,000
- 0

Burr Oak Woods Conservation Area

Lake Remembrance

LAKE JACOMO

LAKE LOTAWANA

N

POWERED BY esri

Source: Jackson County Assessor (2024)

URBAN3

Market Value Per Acre

Downtown Blue Springs, MO







Blue Springs High School

St Mary's

Rotary Park

NW Vesper St

SW Walnut St

70

7

40

Value Per Acre ($)

- > 10,000,000
- 5,000,001 – 10,000,000
- 4,000,001 – 5,000,000
- 3,000,001 – 4,000,000
- 2,500,001 – 3,000,000
- 2,000,001 – 2,500,000
- 1,500,001 – 2,000,000
- 1,000,001 – 1,500,000
- 750,001 – 1,000,000
- 500,001 – 750,000
- 250,000 – 500,000
- < 250,000
- 0

N

POWERED BY esri

Source: Jackson County Assessor (2024)

URBAN3

Market Value Per Acre

Jackson County, MO

Value Per Acre ($)

- > 10,000,000
- 5,000,001 – 10,000,000
- 4,000,001 – 5,000,000
- 3,000,001 – 4,000,000
- 2,500,001 – 3,000,000
- 2,000,001 – 2,500,000
- 1,500,001 – 2,000,000
- 1,000,001 – 1,500,000
- 750,001 – 1,000,000
- 500,001 – 750,000
- 250,000 – 500,000
- < 250,000
- 0



Mixed Use *(Kansas City)*
$18.5M per acre



Mixed Use *(Lee's Summit)*
$10.3M per acre



Elevate Apartments
(Lee's Summit)
$14.6M per acre



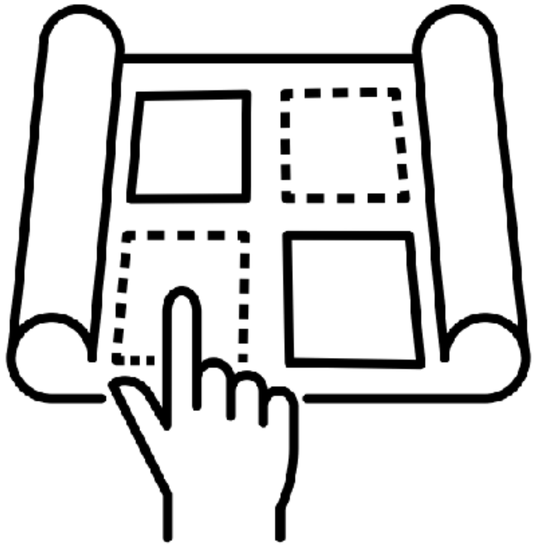
Townhomes
(Independence)
$2.5M per acre



Single Family Home
(Grain Valley)
$2.9M per acre

Source: Jackson County Assessor (2024)

POWERED BY esri



Land Use

How Land Use Relates to Fiscal Productivity

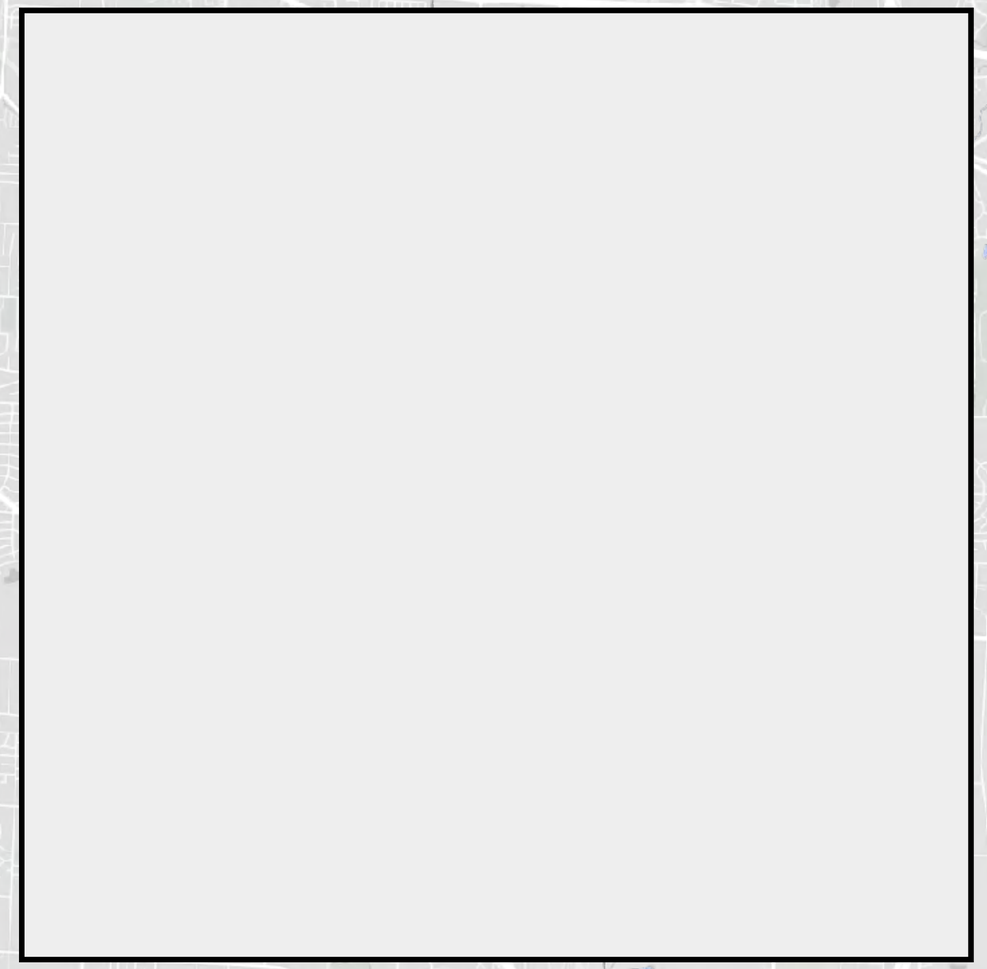
URBAN3

URBAN3

Land Use

Blue Springs, MO

12,400 Acres



Burr Oak Woods Conservation Area

Lake Remembrance

Grain Valley

BLUE SPRINGS LAKE

LAKE JACOMO

LAKE LOTAWANA

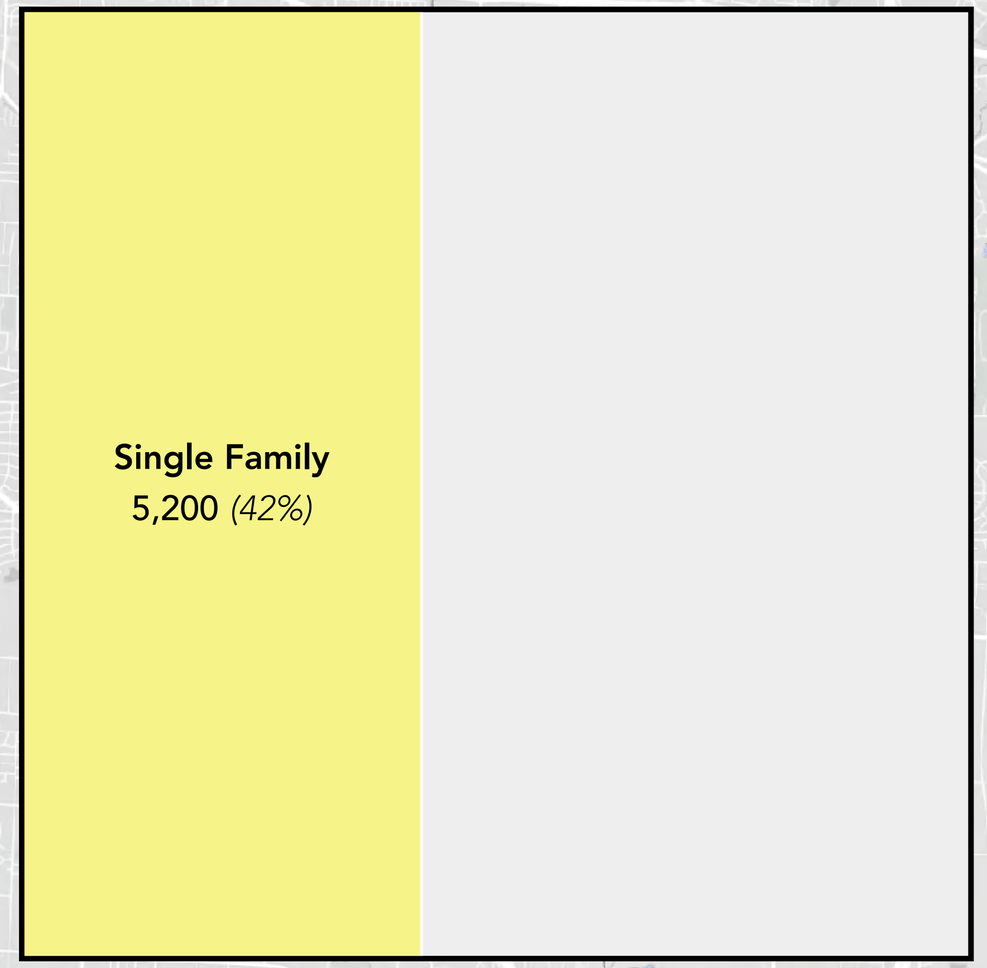
N

Source: Jackson County Assessor (2024)

Land Use

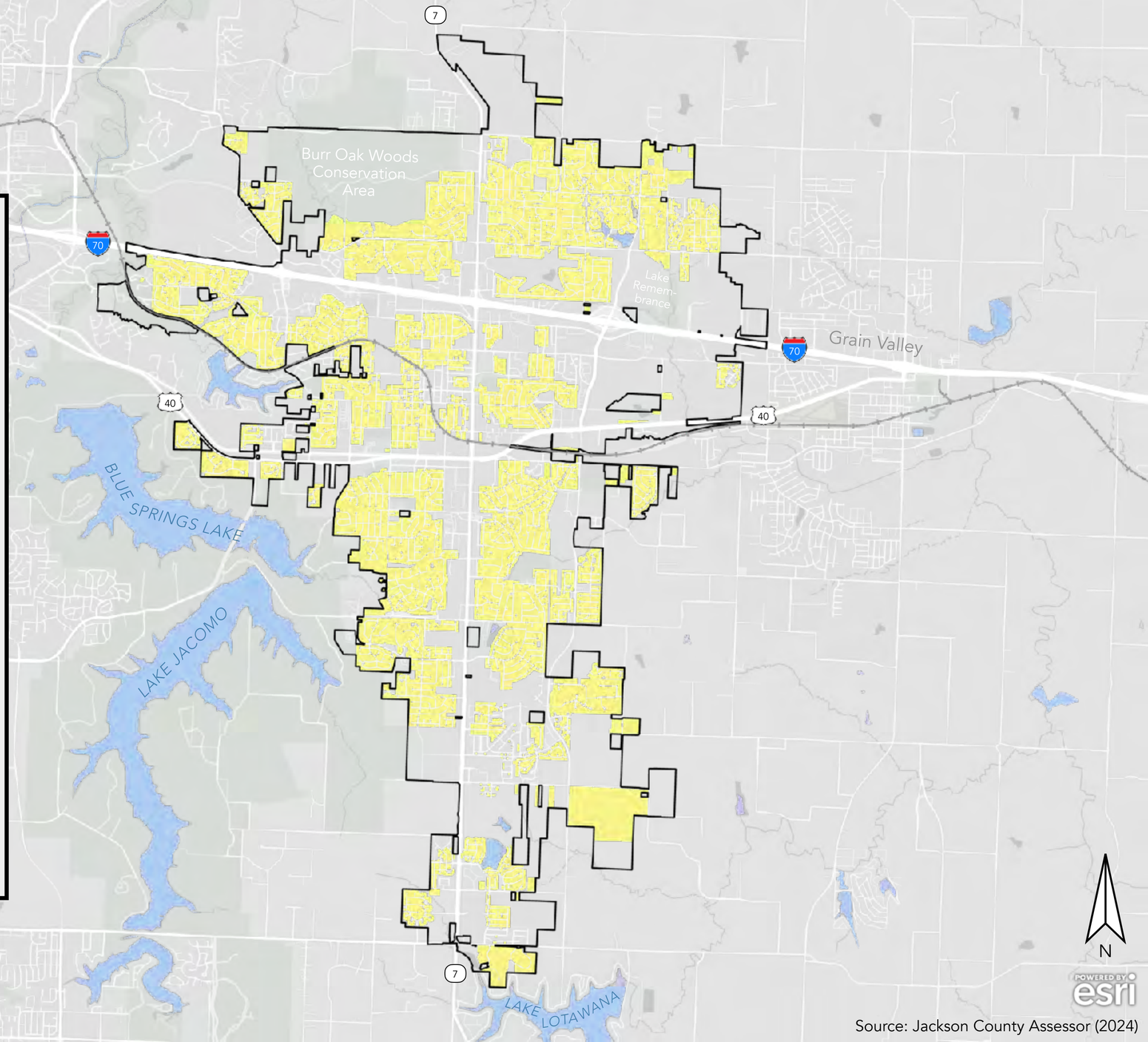
Blue Springs, MO

12,400 Acres



Single Family

5,200 *(42%)*

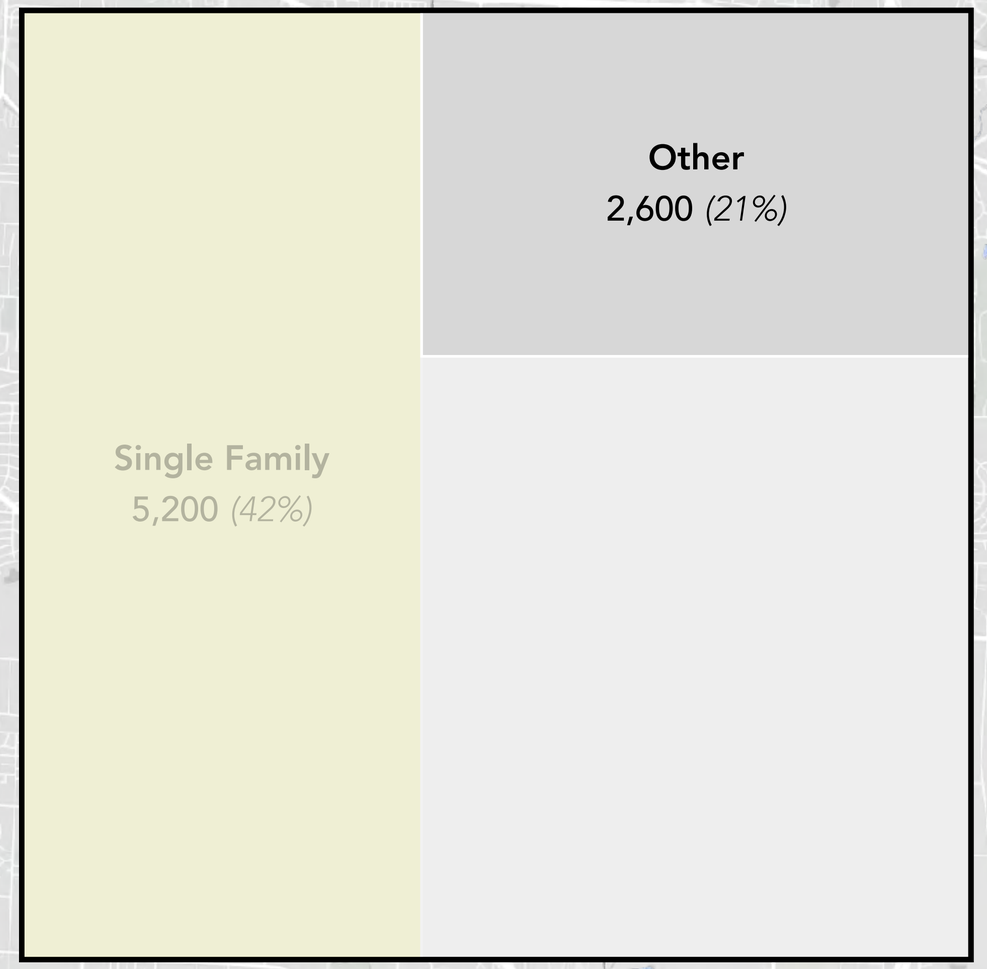


Source: Jackson County Assessor (2024)

Land Use

Blue Springs, MO

12,400 Acres



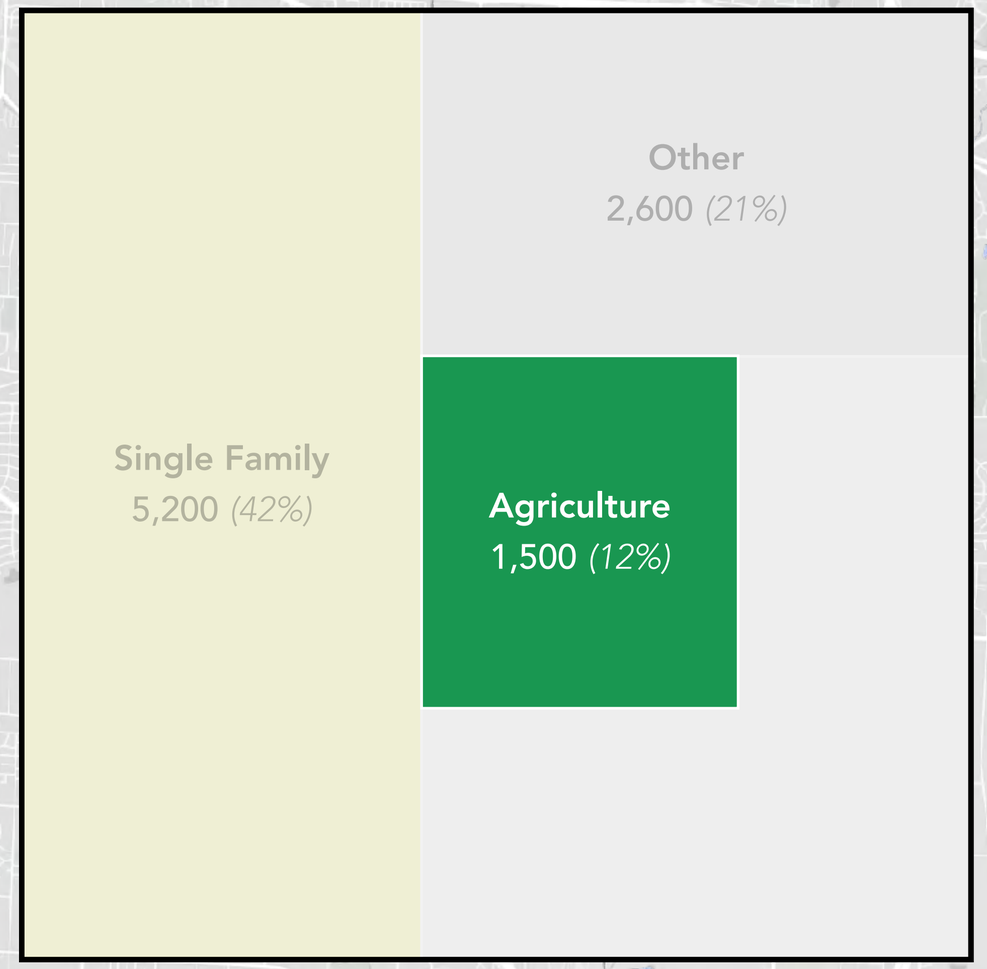
Source: Jackson County Assessor (2024)

URBAN3

Land Use

Blue Springs, MO

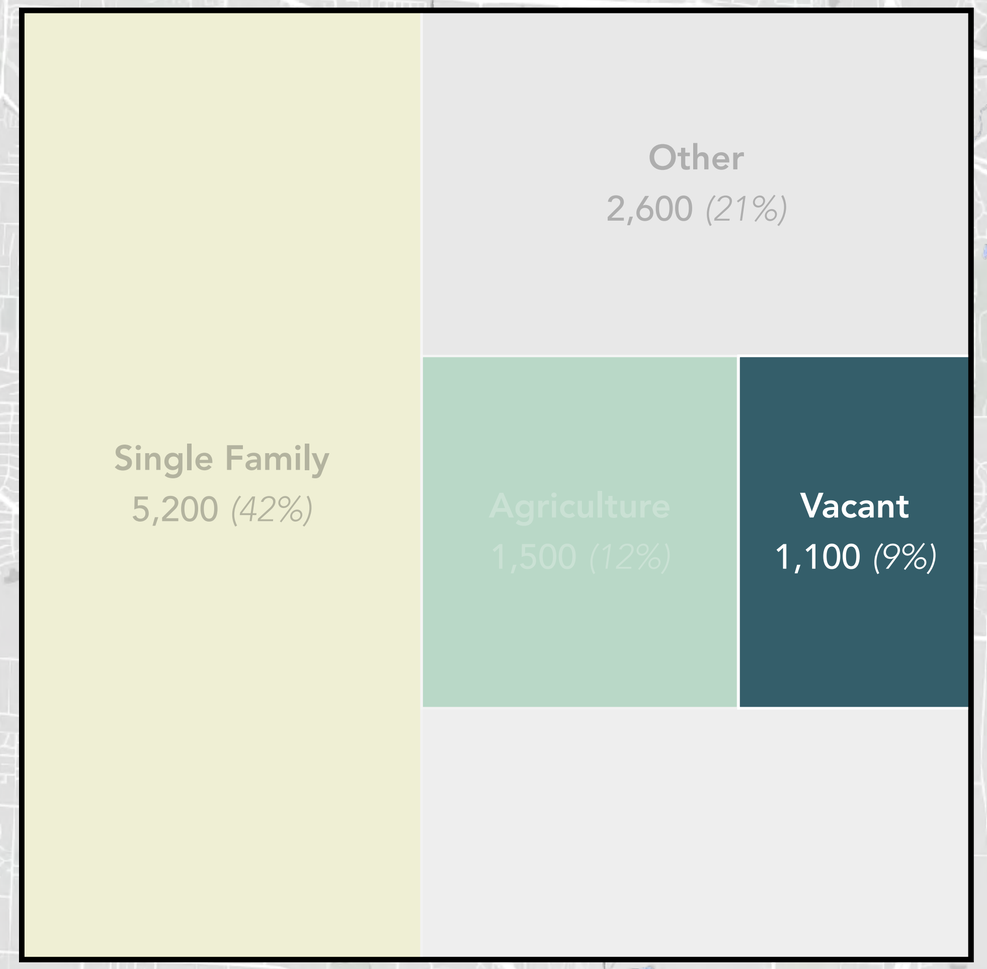
12,400 Acres



Source: Jackson County Assessor (2024)

Land Use
Blue Springs, MO

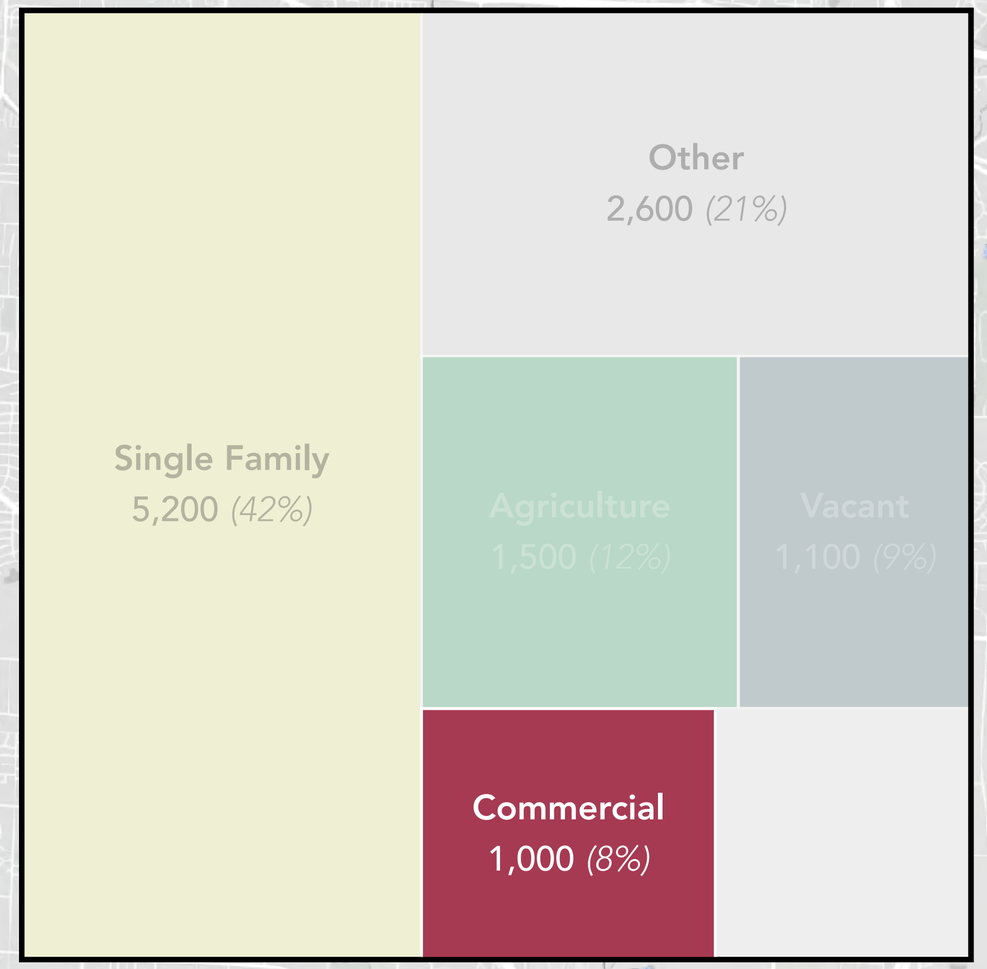
12,400 Acres



Source: Jackson County Assessor (2024)

Land Use
Blue Springs, MO

12,400 Acres



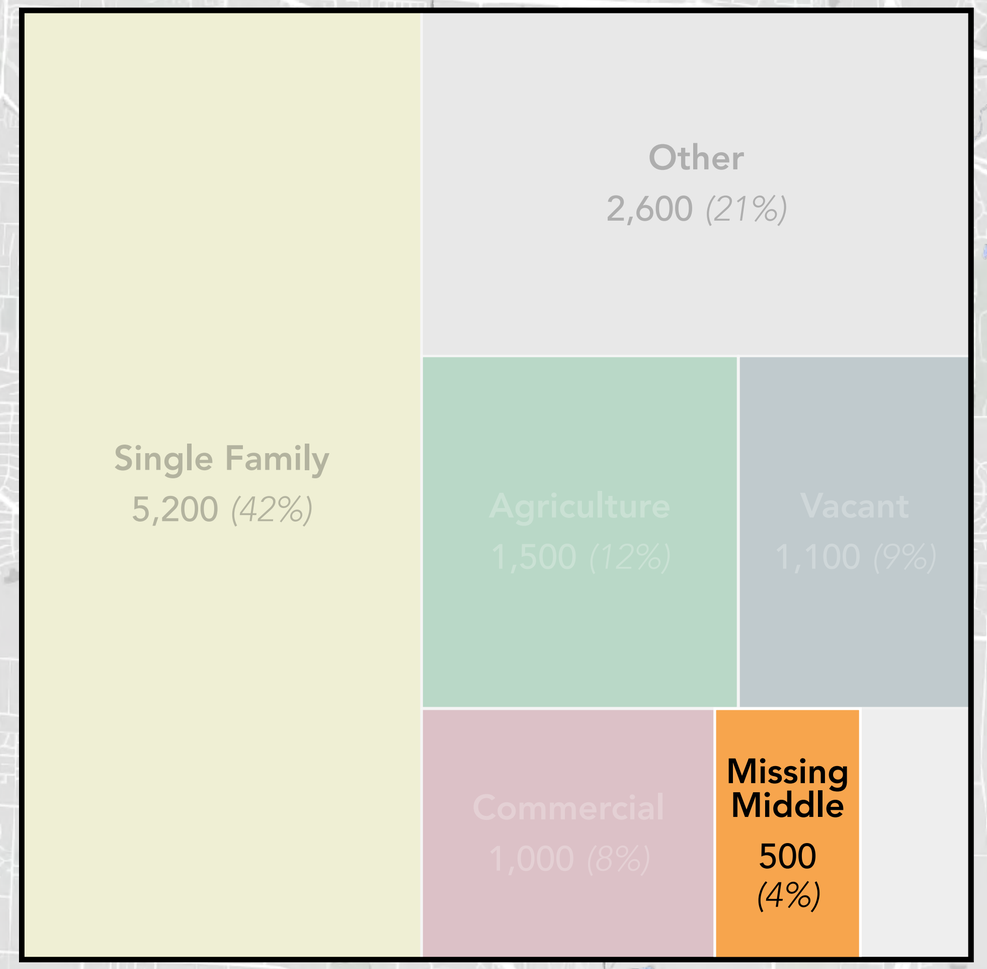
Source: Jackson County Assessor (2024)

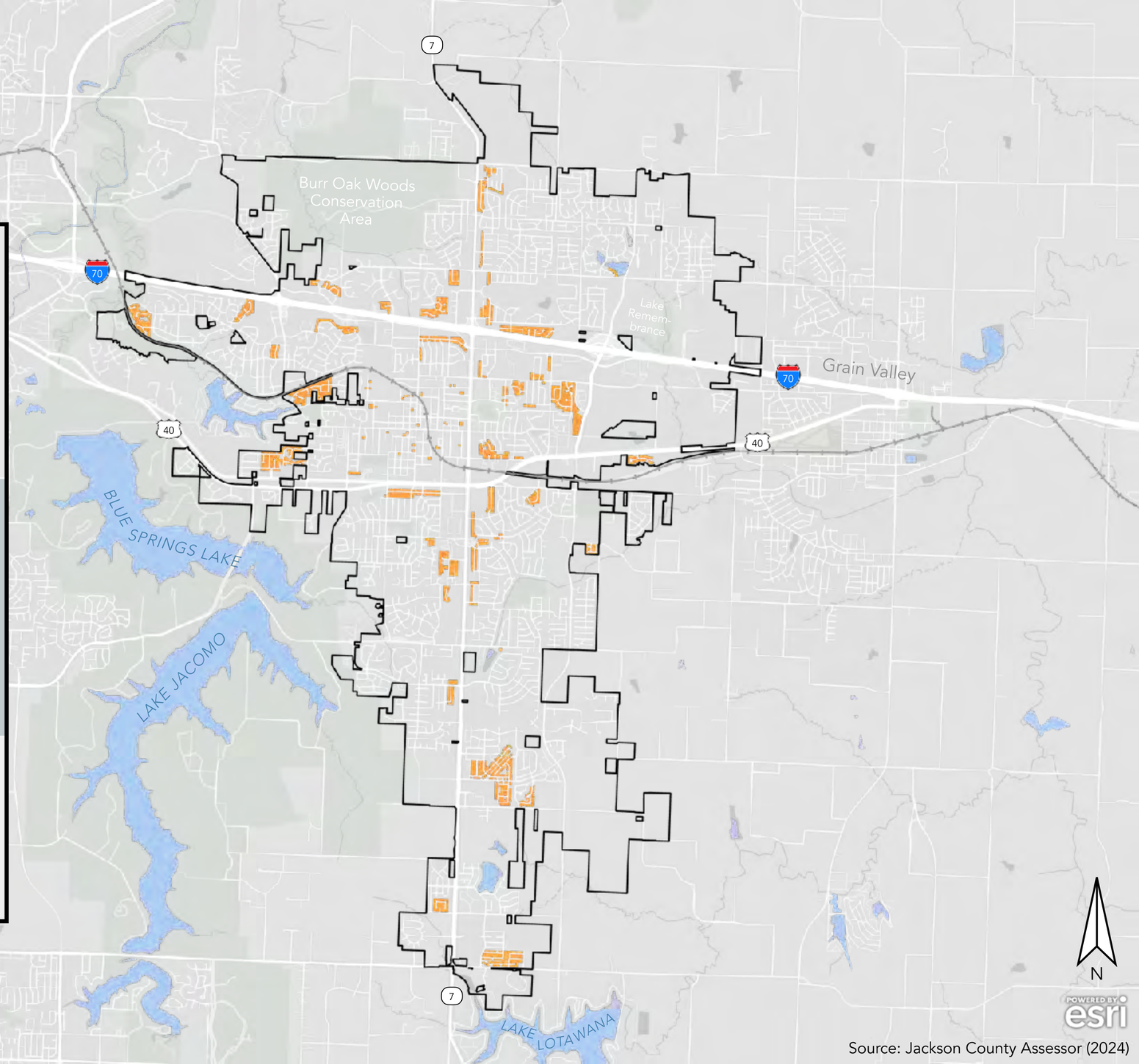
URBAN3

Land Use

Blue Springs, MO

12,400 Acres



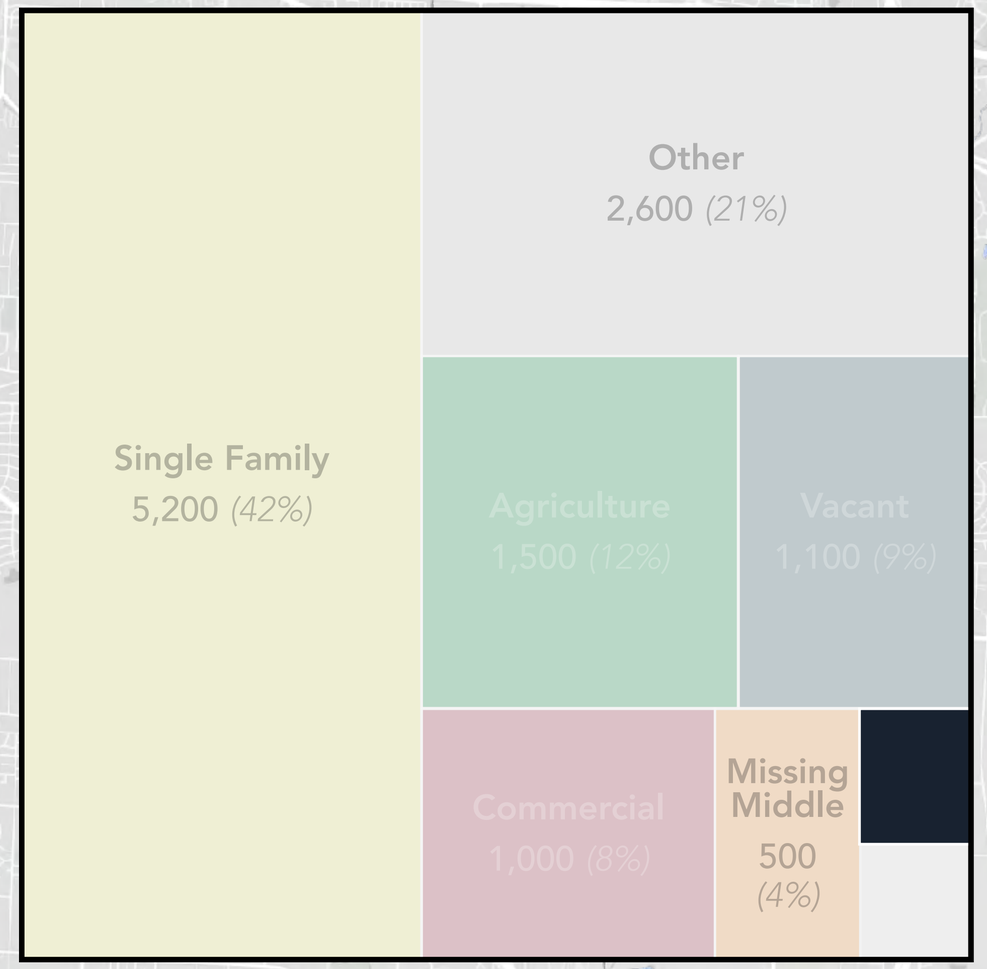


Source: Jackson County Assessor (2024)

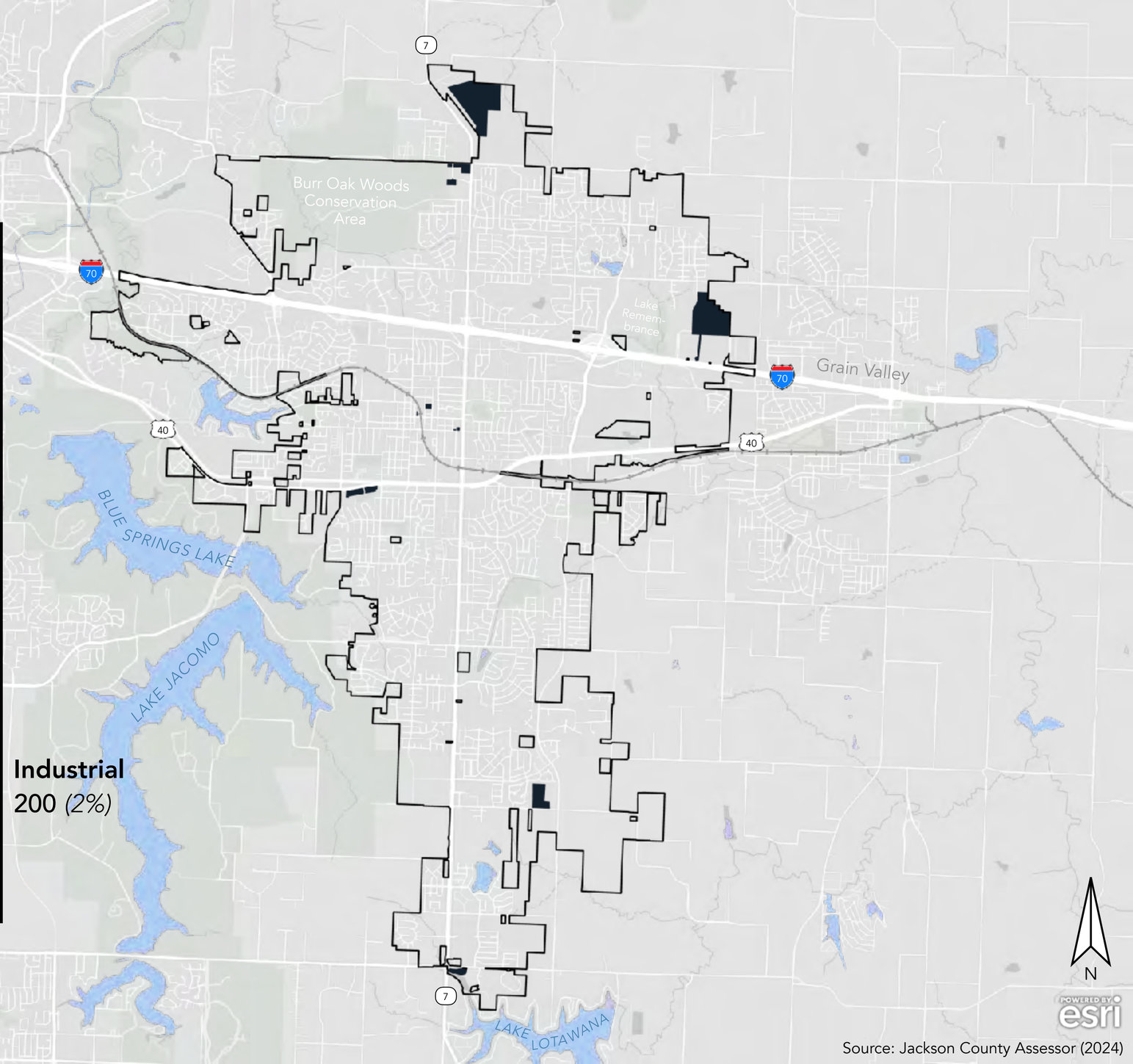
Land Use

Blue Springs, MO

12,400 Acres



Industrial
200 *(2%)*

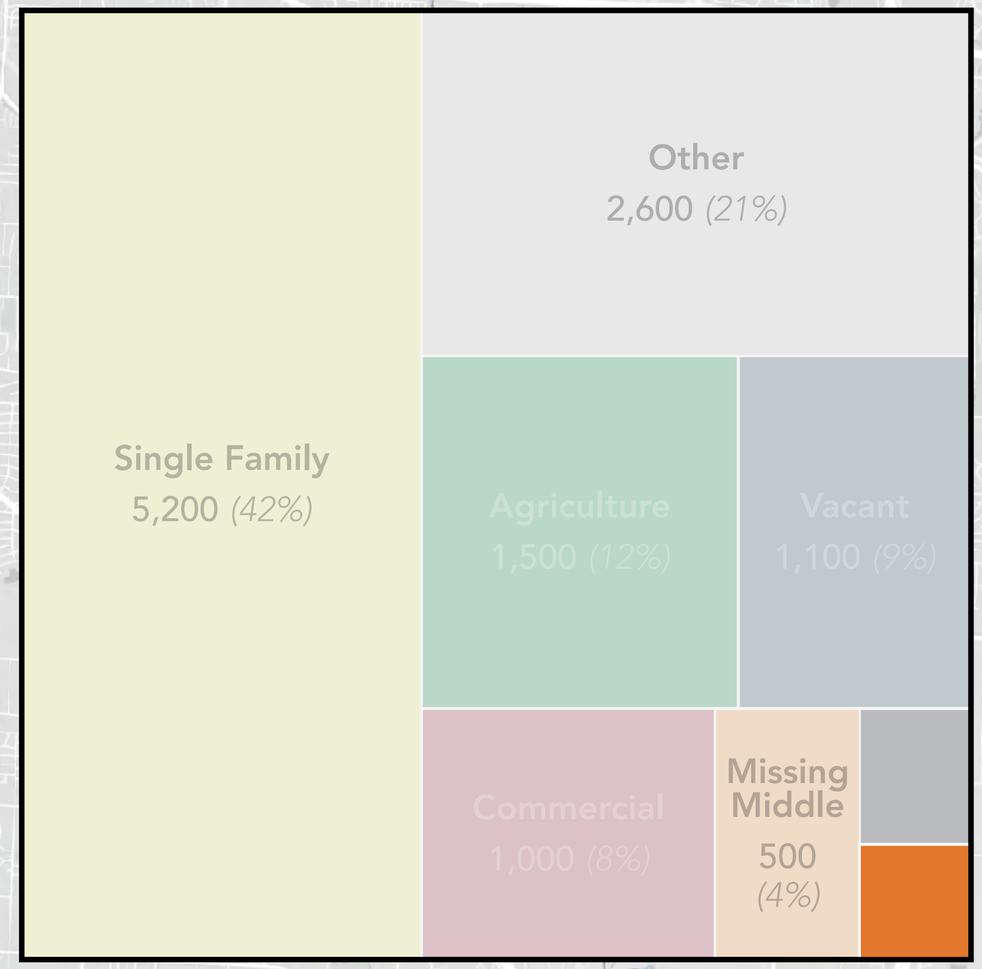


Source: Jackson County Assessor (2024)

Land Use

Blue Springs, MO

12,400 Acres



Industrial
200 (2%)

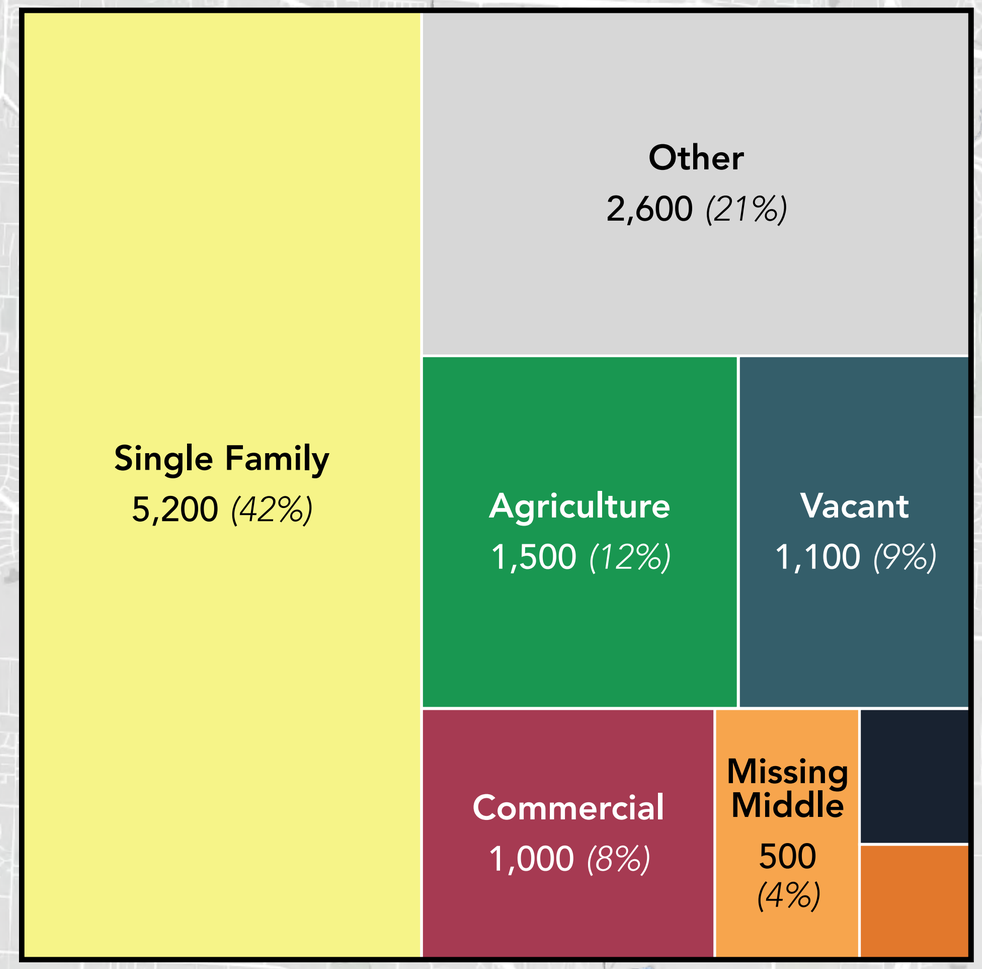
Multifamily
170 (1%)

Source: Jackson County Assessor (2024)

Land Use

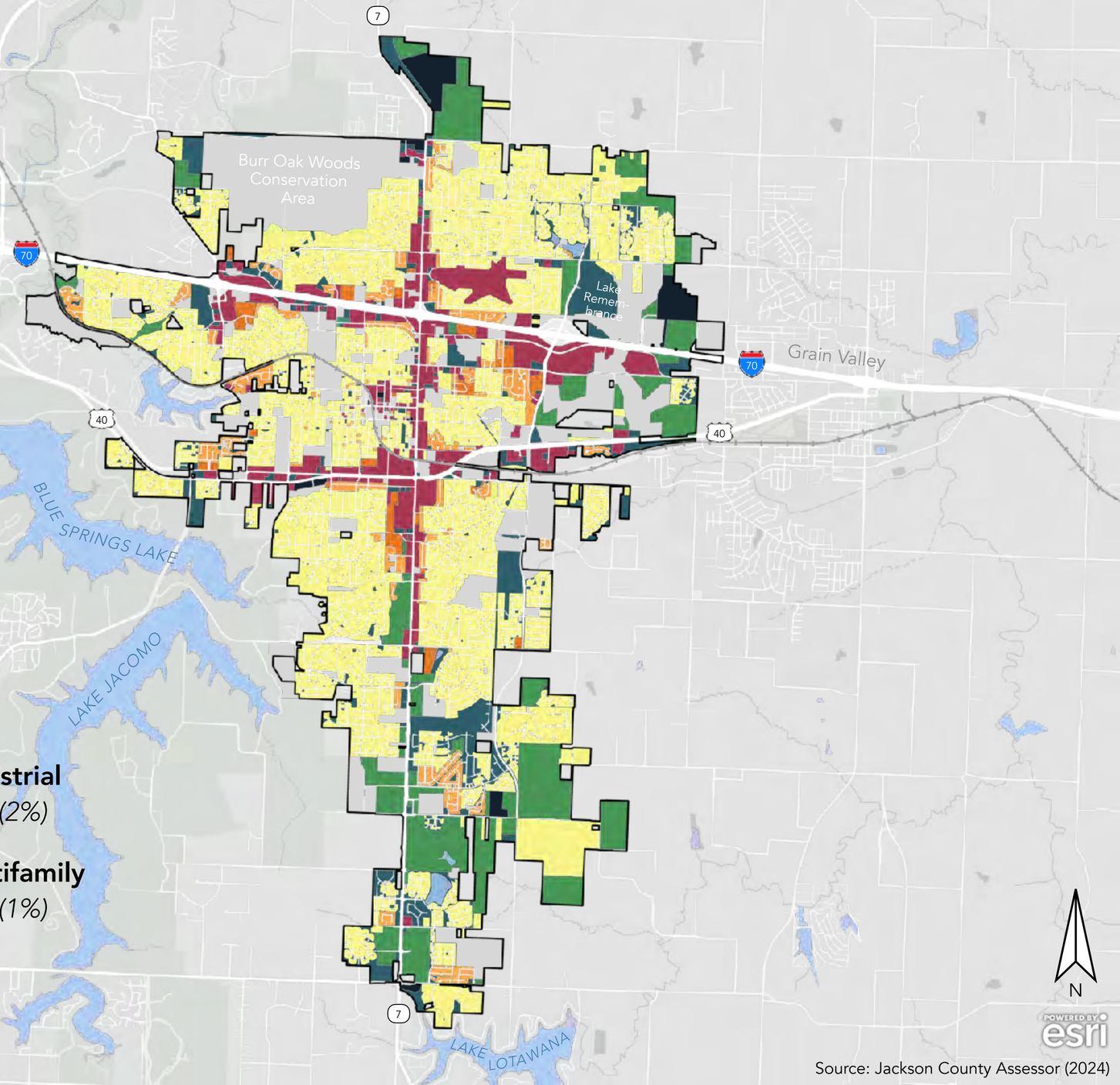
Blue Springs, MO

12,400 Acres



Industrial
200 *(2%)*

Multifamily
170 *(1%)*



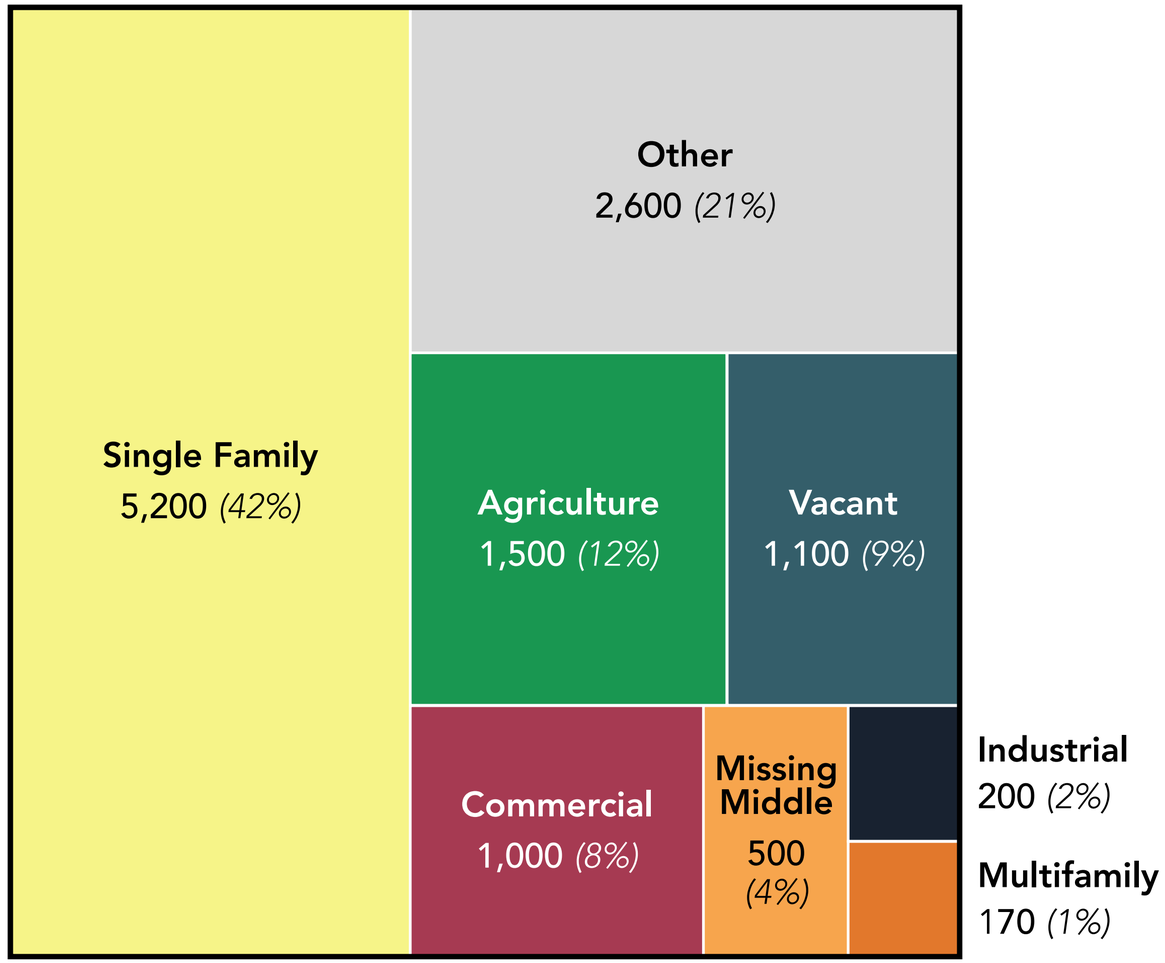
N

Source: Jackson County Assessor (2024)

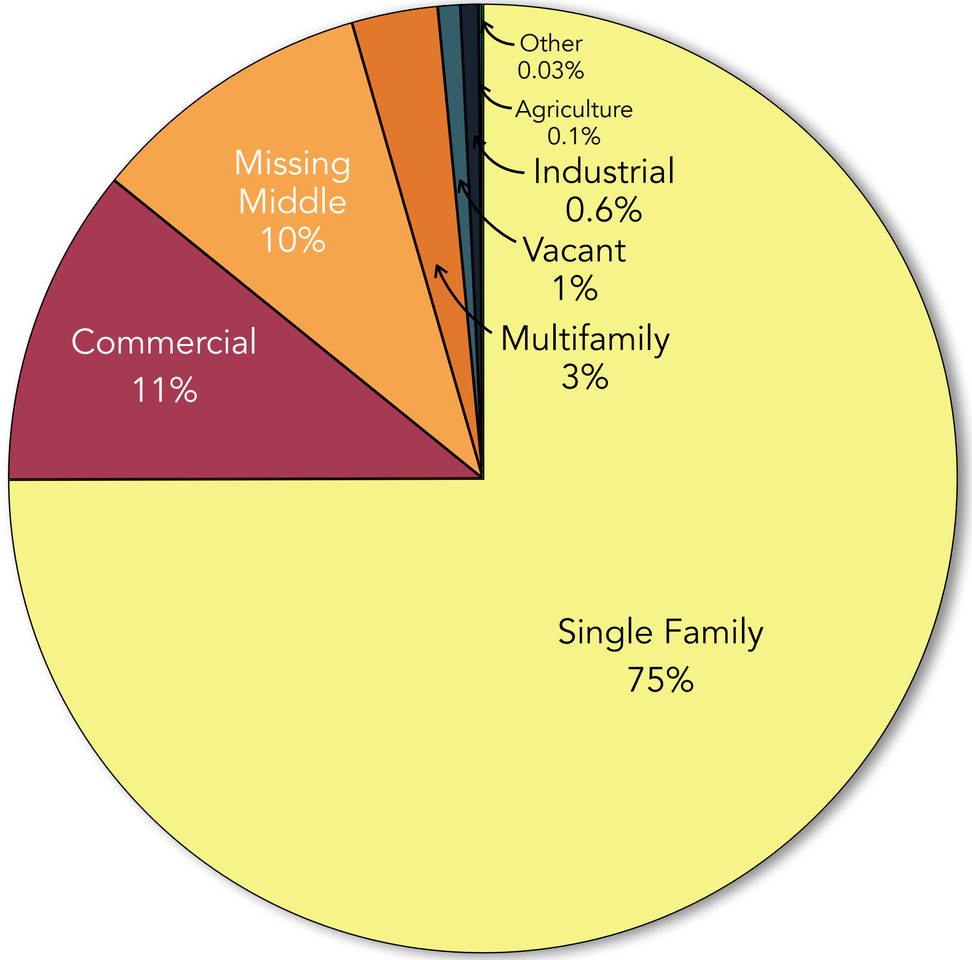
Land Use vs Value

Blue Springs, MO

12,400 Acres



$5.9B Value

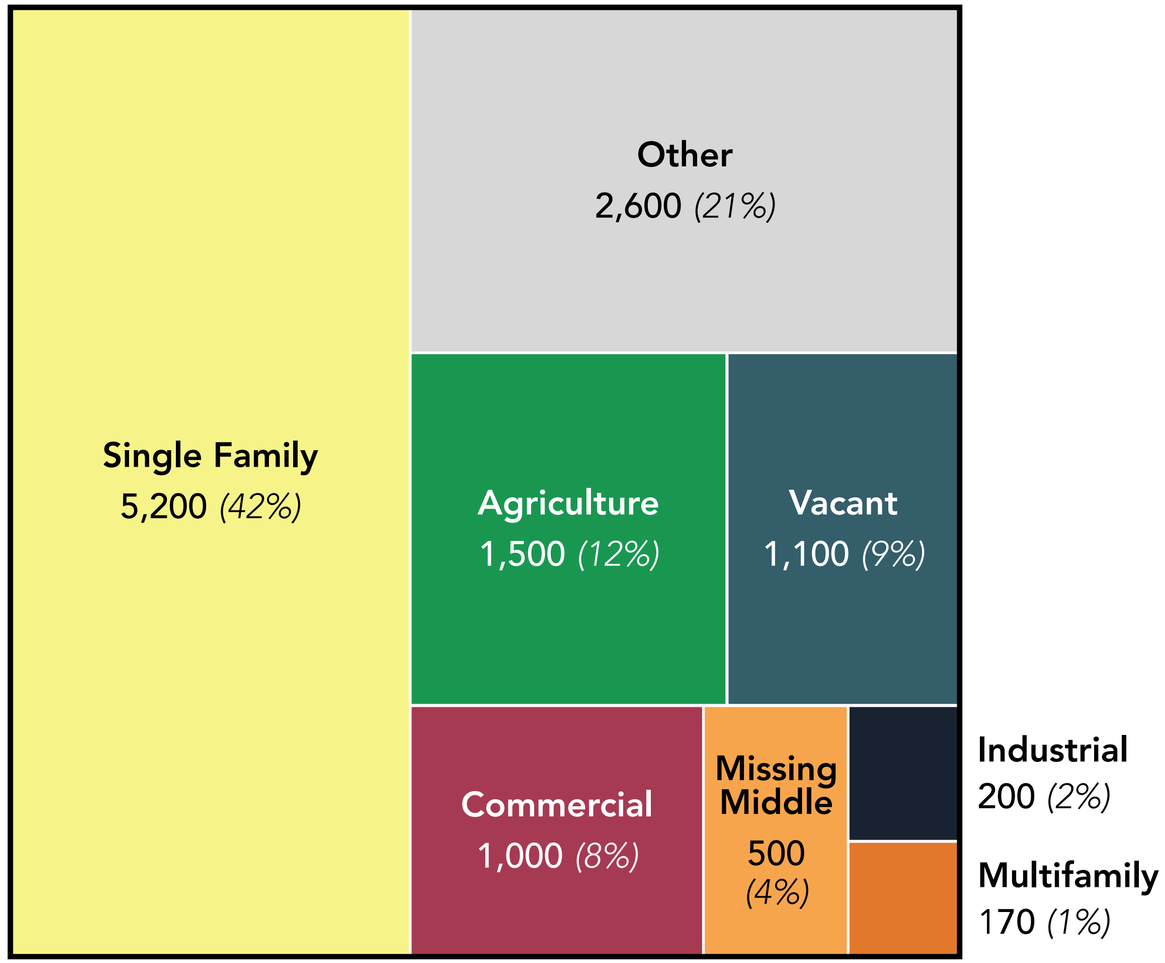


Source: Jackson County Assessor (2024)

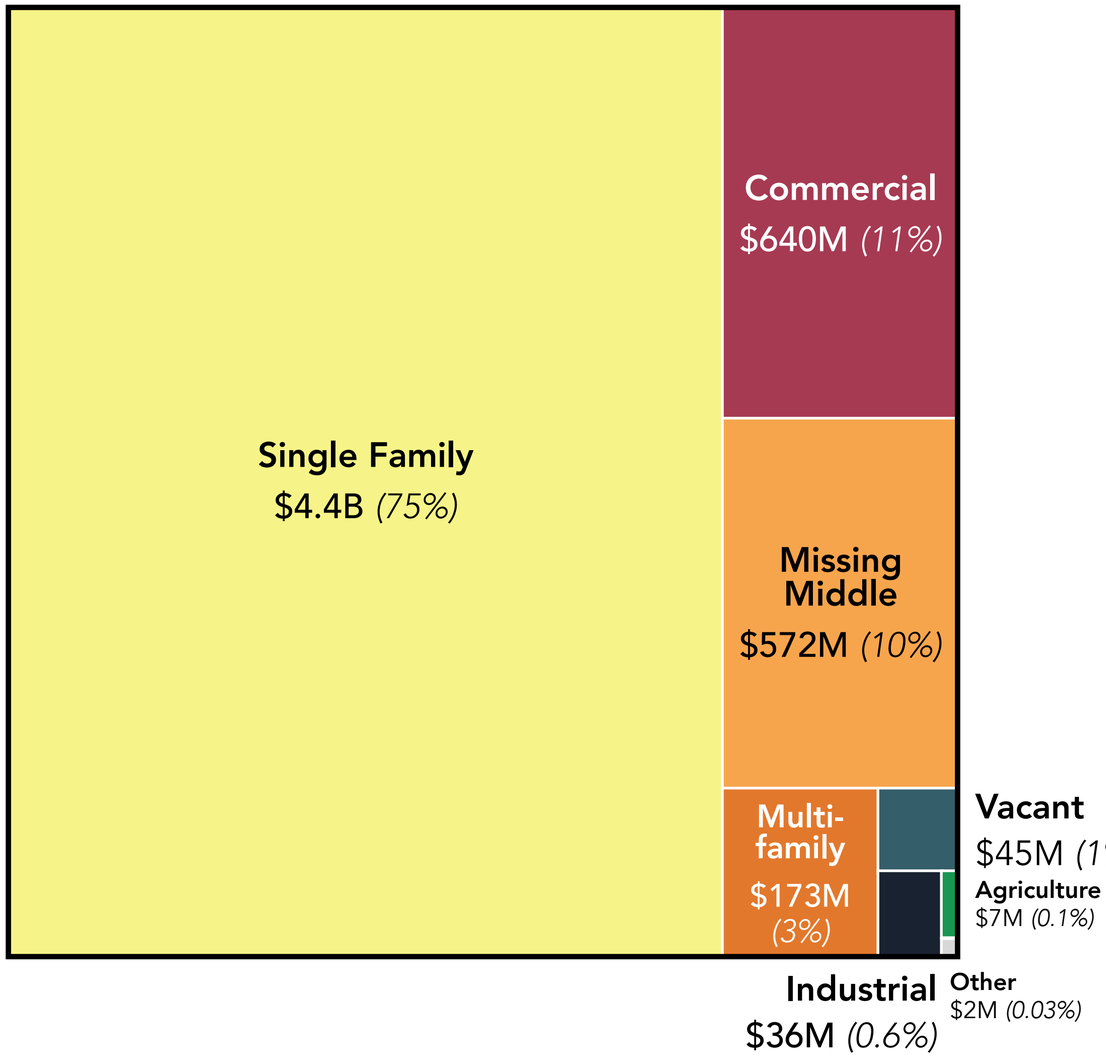
Land Use vs Value

Blue Springs, MO

12,400 Acres



$5.9B Value

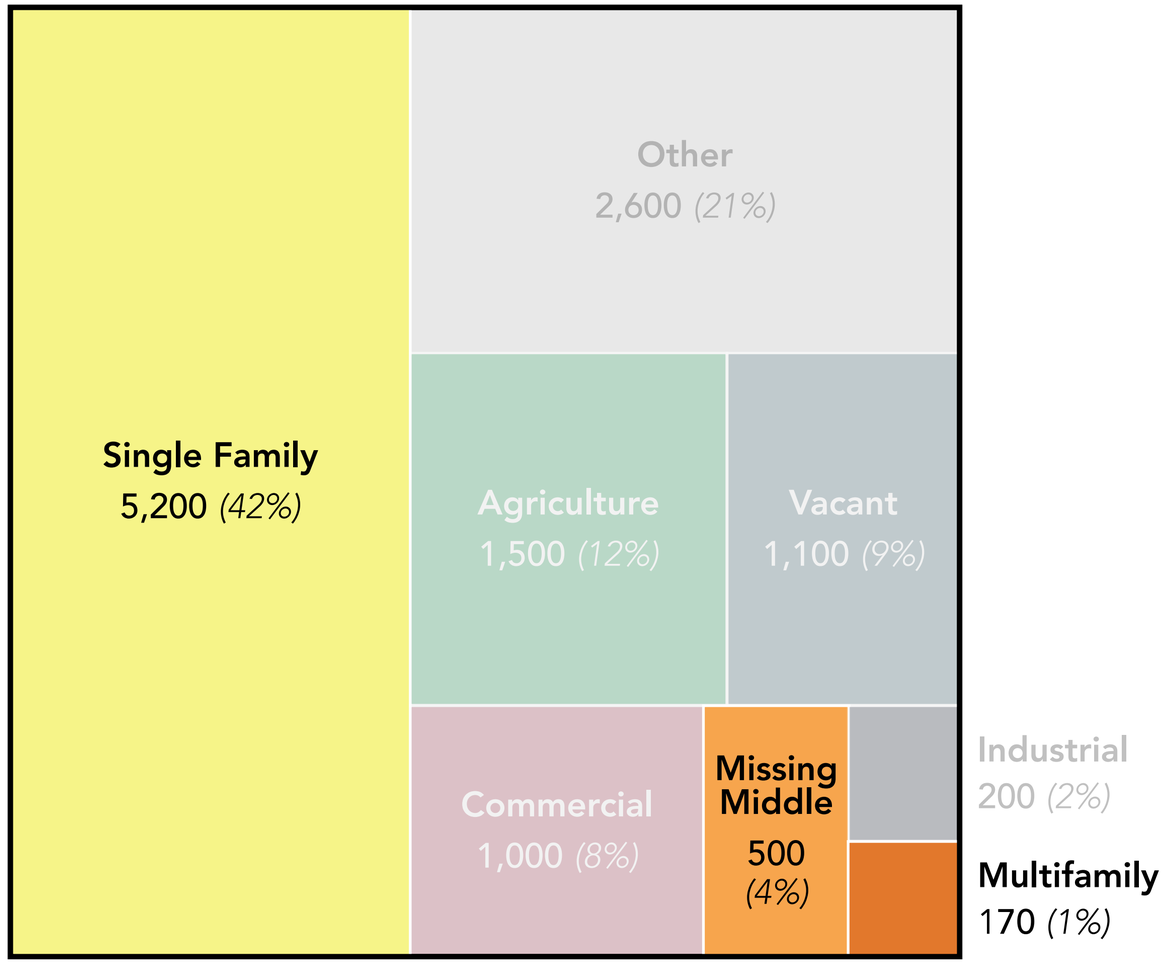


Source: Jackson County Assessor (2024)

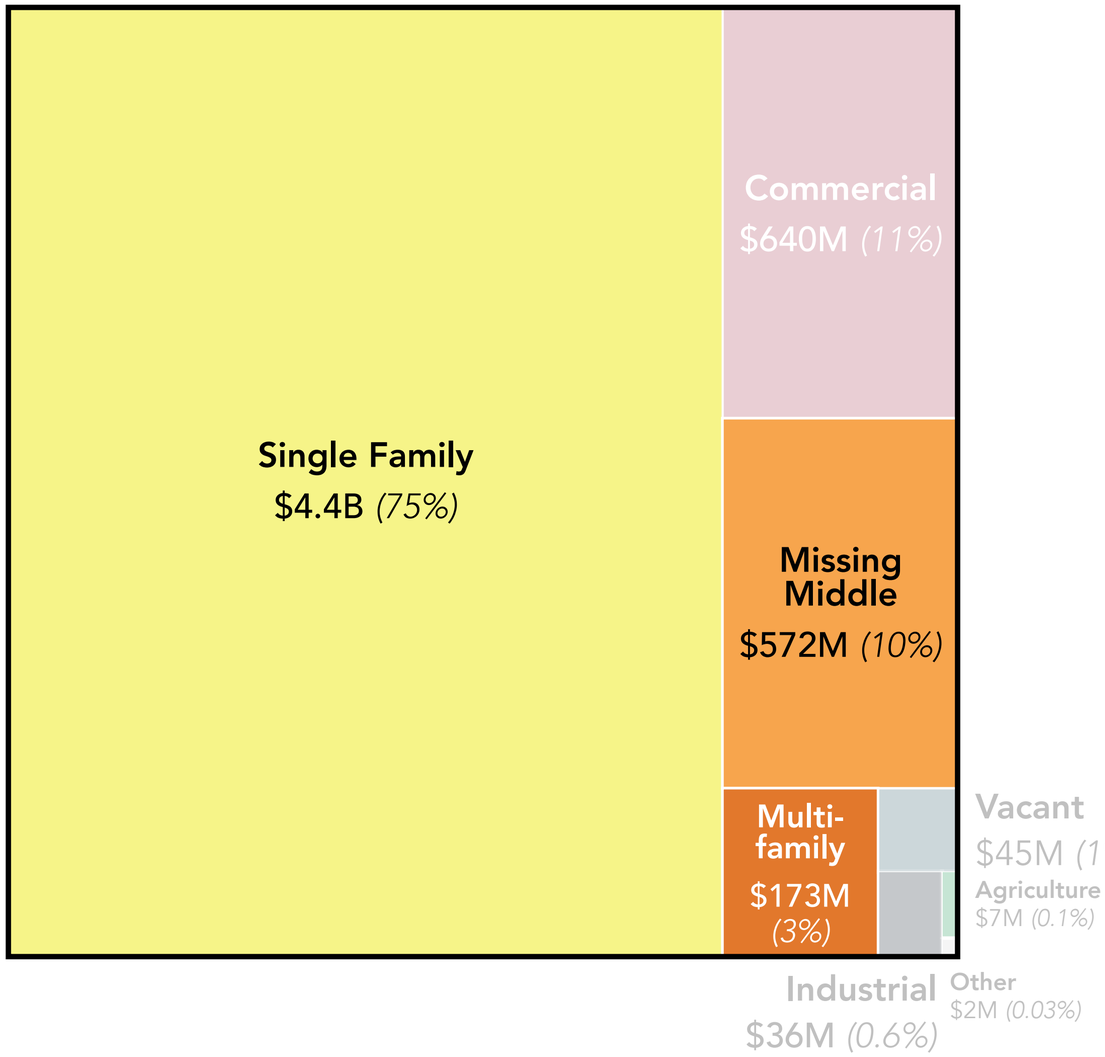
Residential Land Use vs Value

Blue Springs, MO

12,400 Acres



$5.9B Value



Source: Jackson County Assessor (2024)

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Residential Land Use vs Value

Blue Springs, MO







Acres

Single Family
5,200 *(42%)*

Missing Middle
500 *(4%)*

Multifamily
170 *(1%)*

Value

Single Family
$4.4B *(75%)*

Missing Middle
$572M *(10%)*

Multi-family
$173M *(3%)*

1.8x

2.4x

2.1x

Source: Jackson County Assessor (2024)

Residential Land Use vs Value

Blue Springs, MO

URBAN3

Acres

Taxable Value

Market Value



Single Family
5,200 *(42%)*

1.7x

Single Family
$839M



Missing Middle
500 *(4%)*

2.3x

Missing Middle
$108M



Multifamily
170 *(1%)*

1.9x

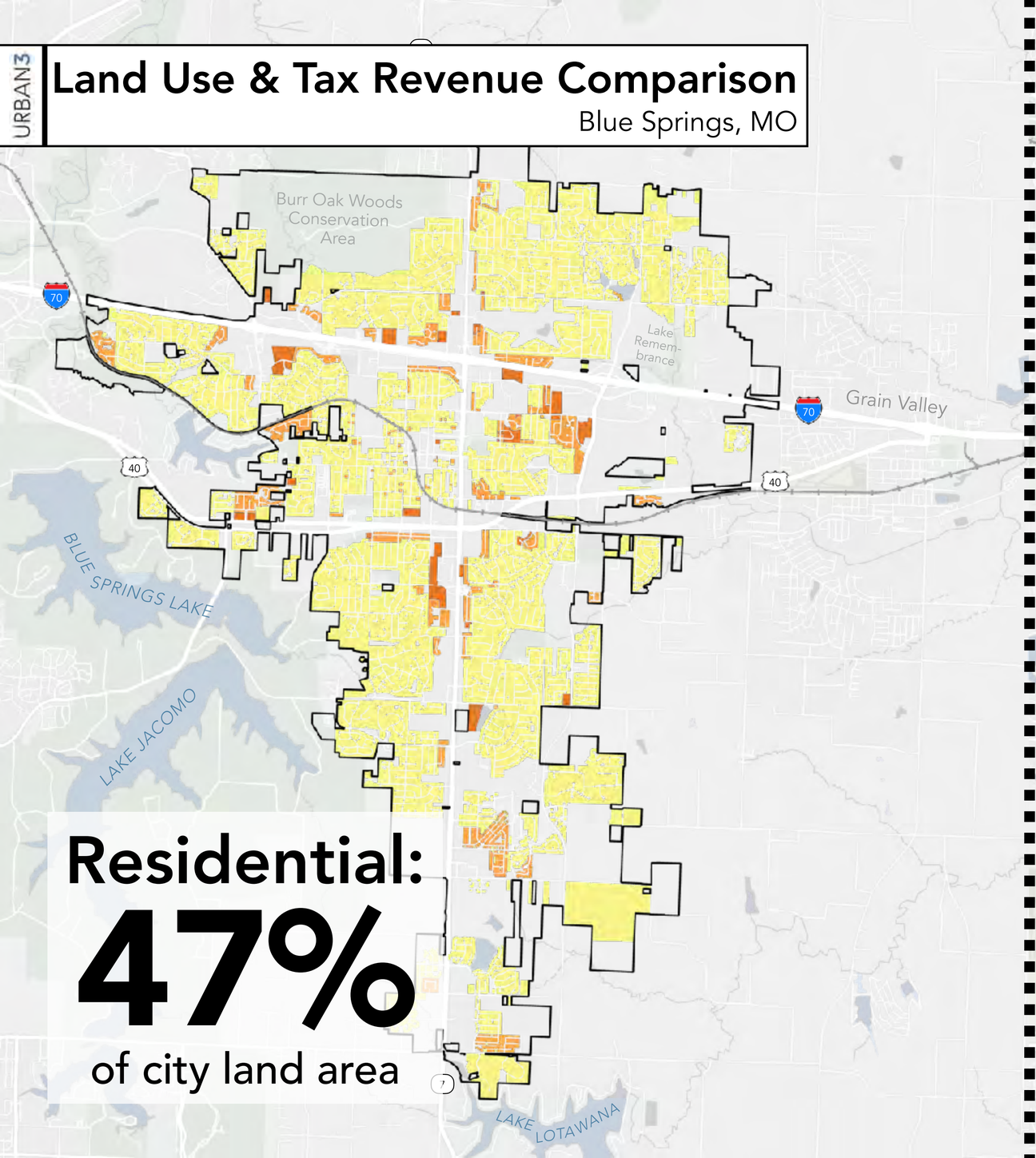
Multifamily
$31M

Source: Jackson County Assessor (2024)

URBAN3

Land Use & Tax Revenue Comparison

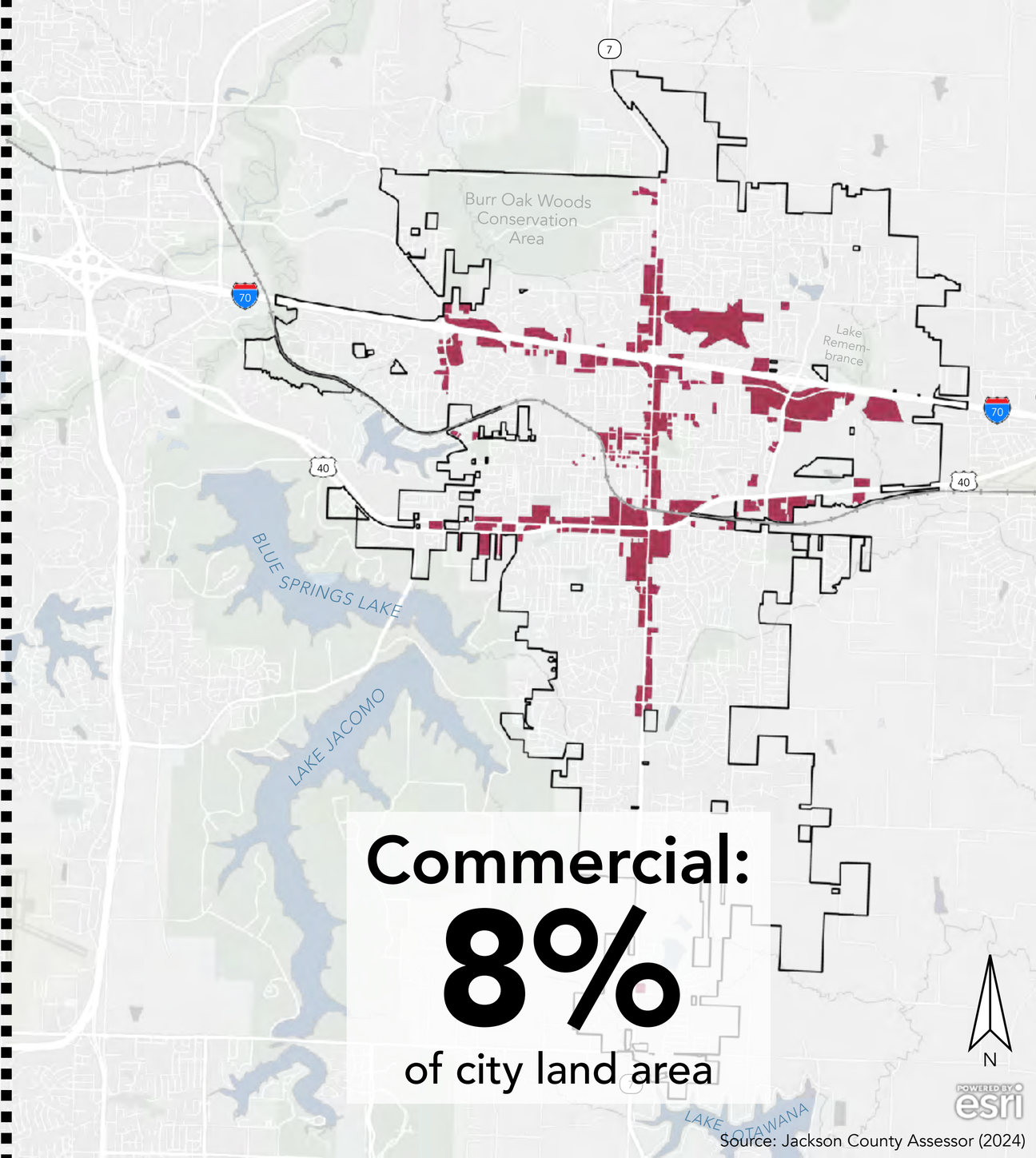
Blue Springs, MO



Residential:

47%

of city land area



Commercial:

8%

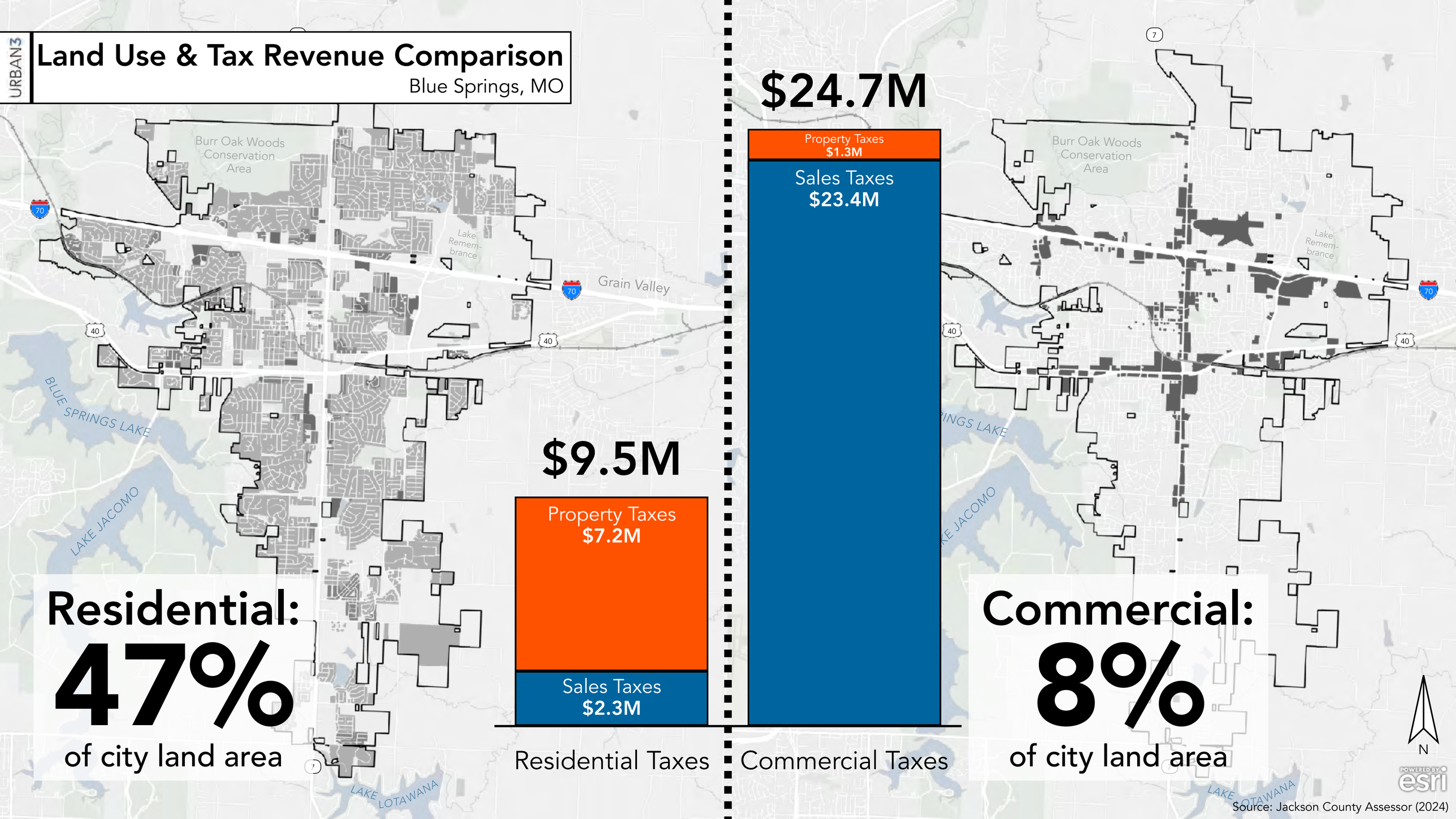
of city land area

Source: Jackson County Assessor (2024)

URBAN3

Land Use & Tax Revenue Comparison

Blue Springs, MO



Residential:

47%

of city land area

$9.5M

Property Taxes
$7.2M

Sales Taxes
$2.3M

Residential Taxes

$24.7M

Property Taxes
$1.3M

Sales Taxes
$23.4M

Commercial Taxes

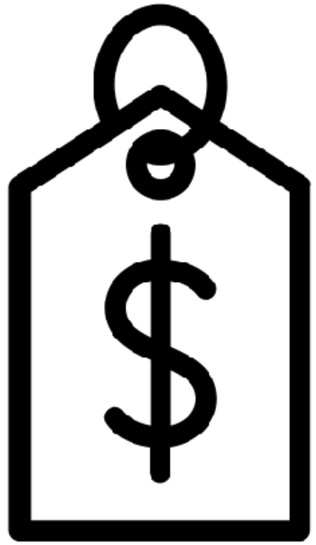
Commercial:

8%

of city land area

N

Source: Jackson County Assessor (2024)

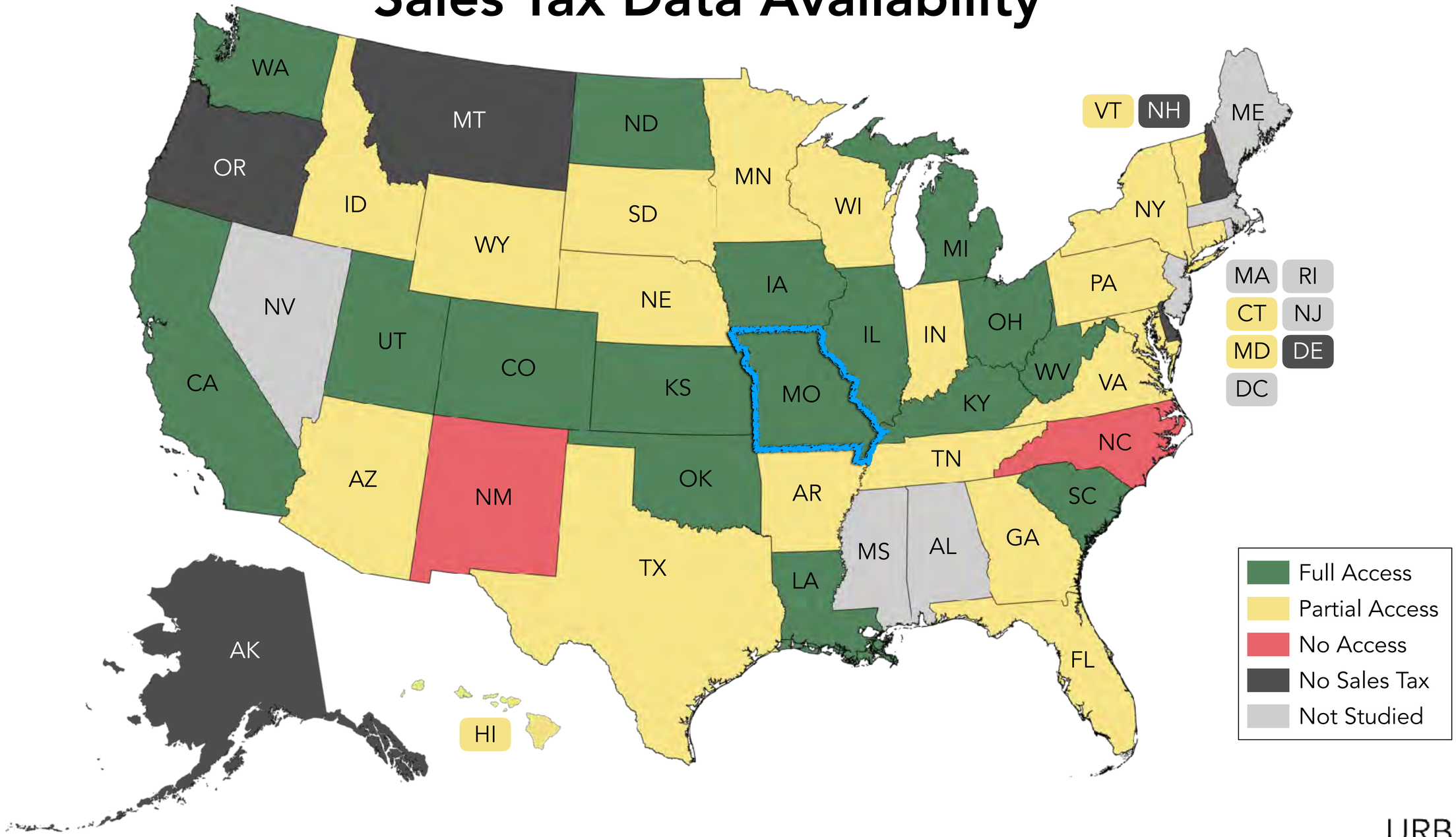


Sales Tax Analysis

Mapping Sales Tax Revenue

URBAN3

Sales Tax Data Availability



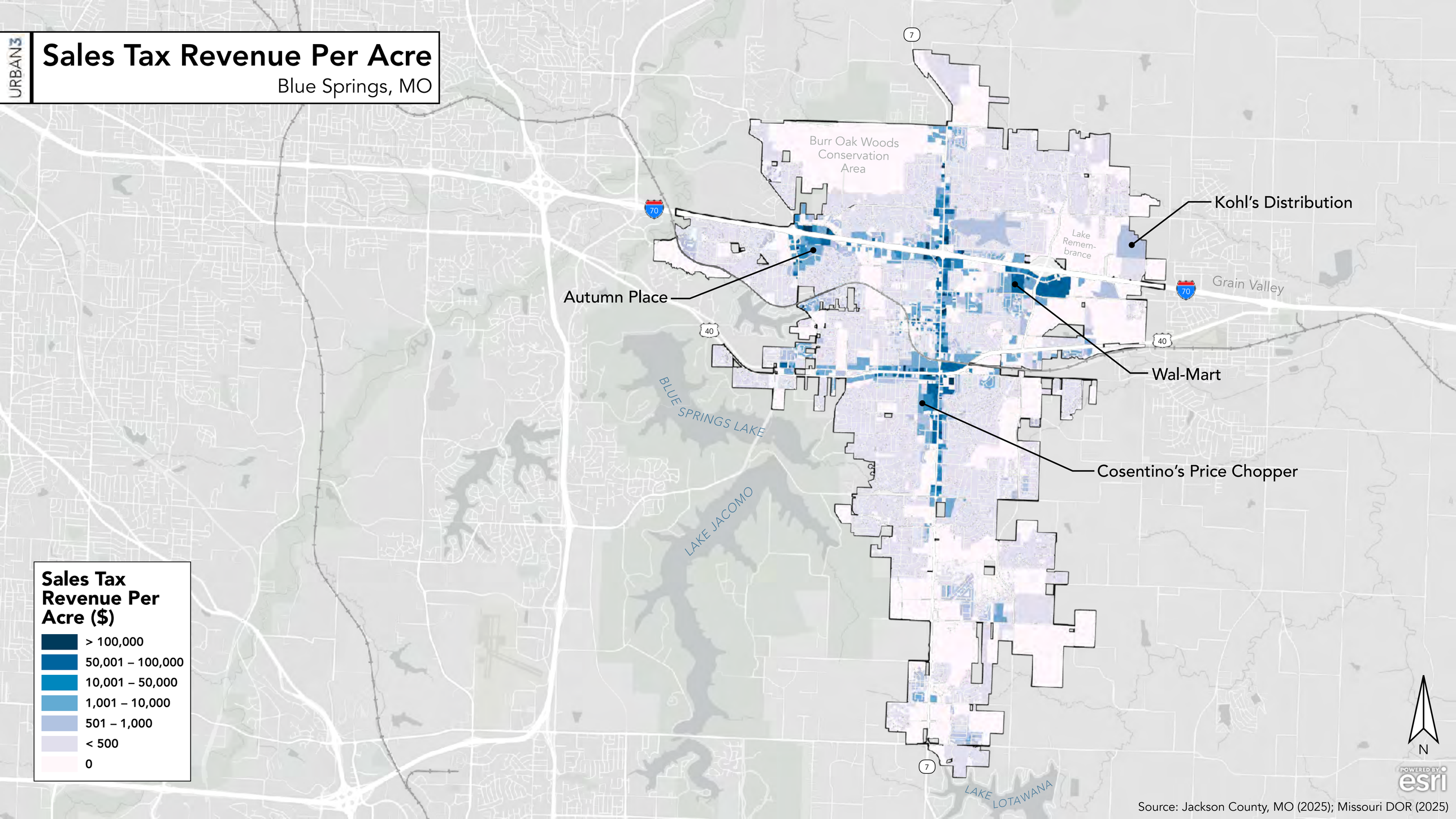
URBAN3

Source: States' Department of Revenue (Data year: 2025)

URBAN3

Sales Tax Revenue Per Acre

Blue Springs, MO



Sales Tax Revenue Per Acre ($)

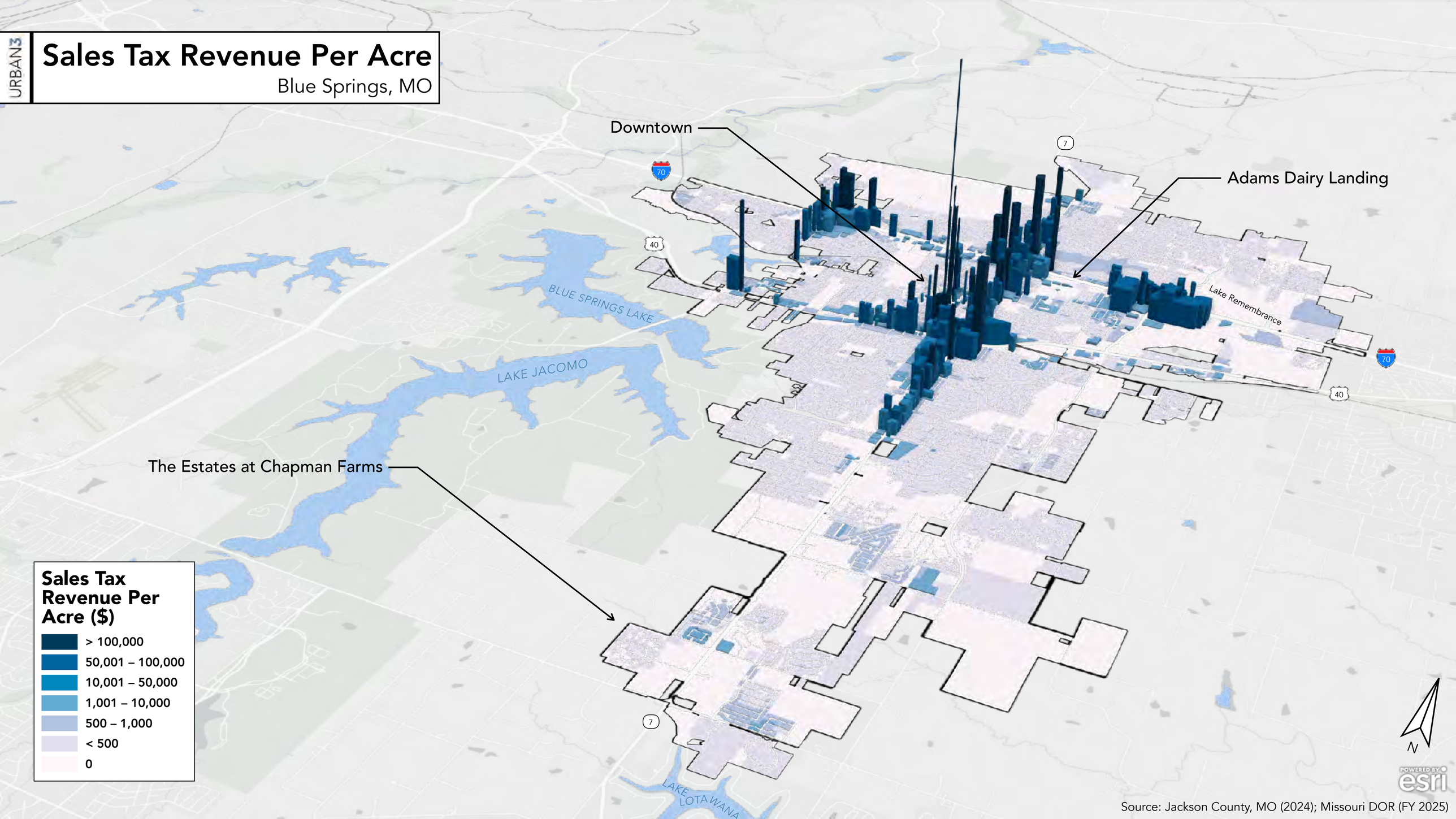
- > 100,000
- 50,001 – 100,000
- 10,001 – 50,000
- 1,001 – 10,000
- 501 – 1,000
- < 500
- 0

Source: Jackson County, MO (2025); Missouri DOR (2025)

URBAN3

Sales Tax Revenue Per Acre

Blue Springs, MO

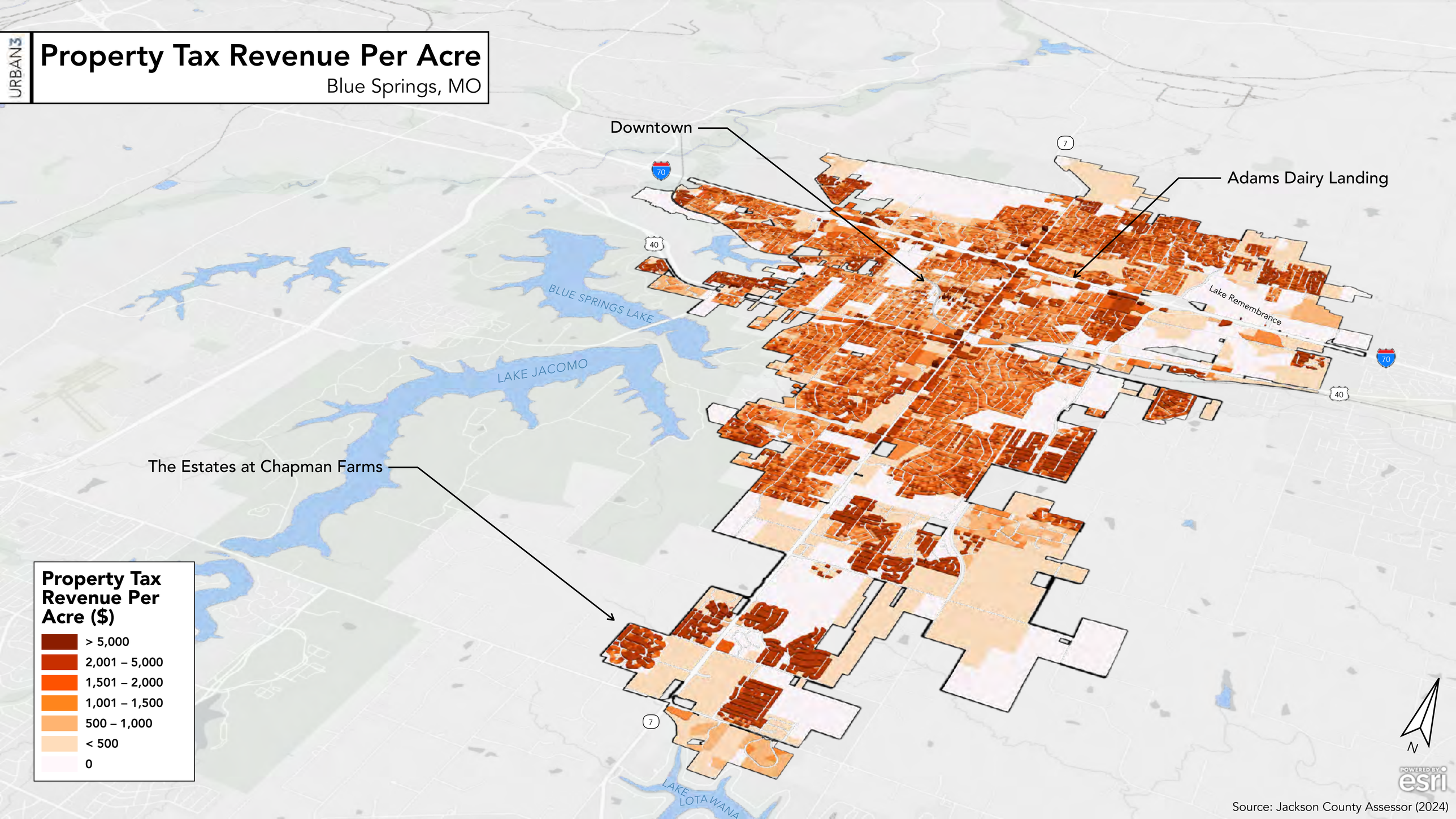


Source: Jackson County, MO (2024); Missouri DOR (FY 2025)

URBAN3

Property Tax Revenue Per Acre

Blue Springs, MO

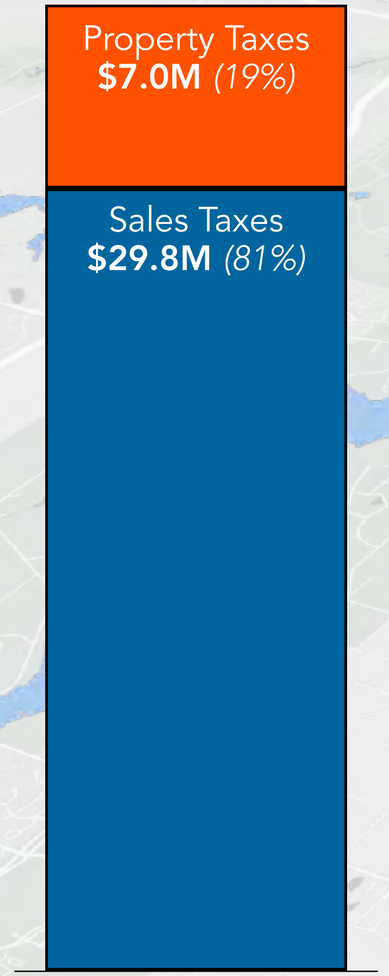


Source: Jackson County Assessor (2024)

URBAN3

Tax Revenue Per Acre

Blue Springs, MO



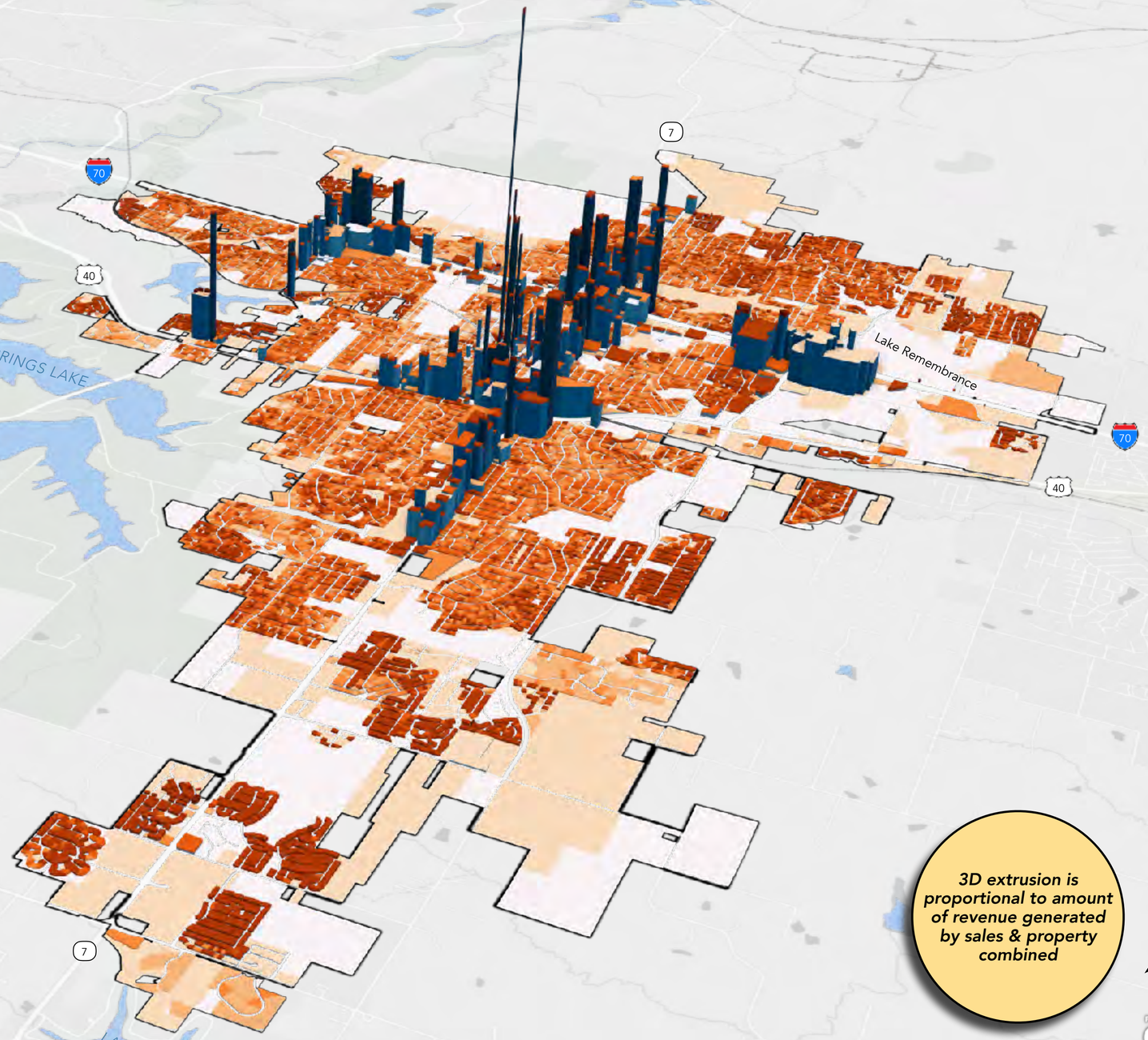
City Tax Revenue

Property Tax Revenue Per Acre ($)

- > 5,000
- 2,001 – 5,000
- 1,501 – 2,000
- 1,001 – 1,500
- 500 – 1,000
- < 500
- 0

Sales Tax Revenue Per Acre ($)

- > 100,000
- 50,001 – 100,000
- 10,001 – 50,000
- 1,001 – 10,000
- 500 – 1,000
- < 500
- 0



3D extrusion is proportional to amount of revenue generated by sales & property combined

N

Note: This data only reflects real property, not personal or utilities assessed by the state.

Source: Jackson County, MO (2024); Missouri DOR (FY 2025)

POWERED BY esri

Sales & Property Revenue by Development Types

Blue Springs, MO

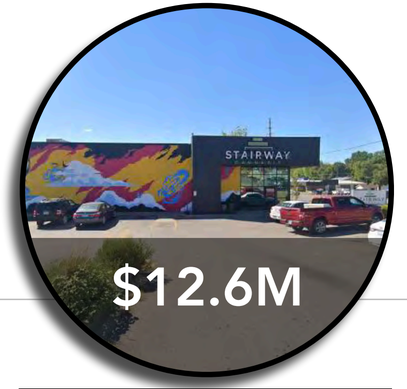
Property Tax Revenue
Sales Tax Revenue

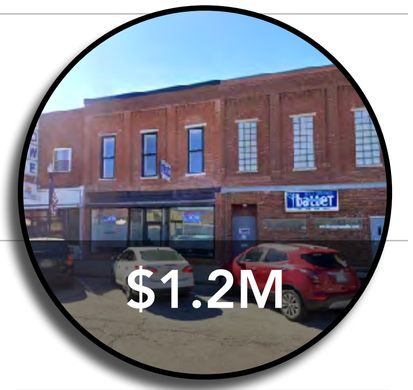












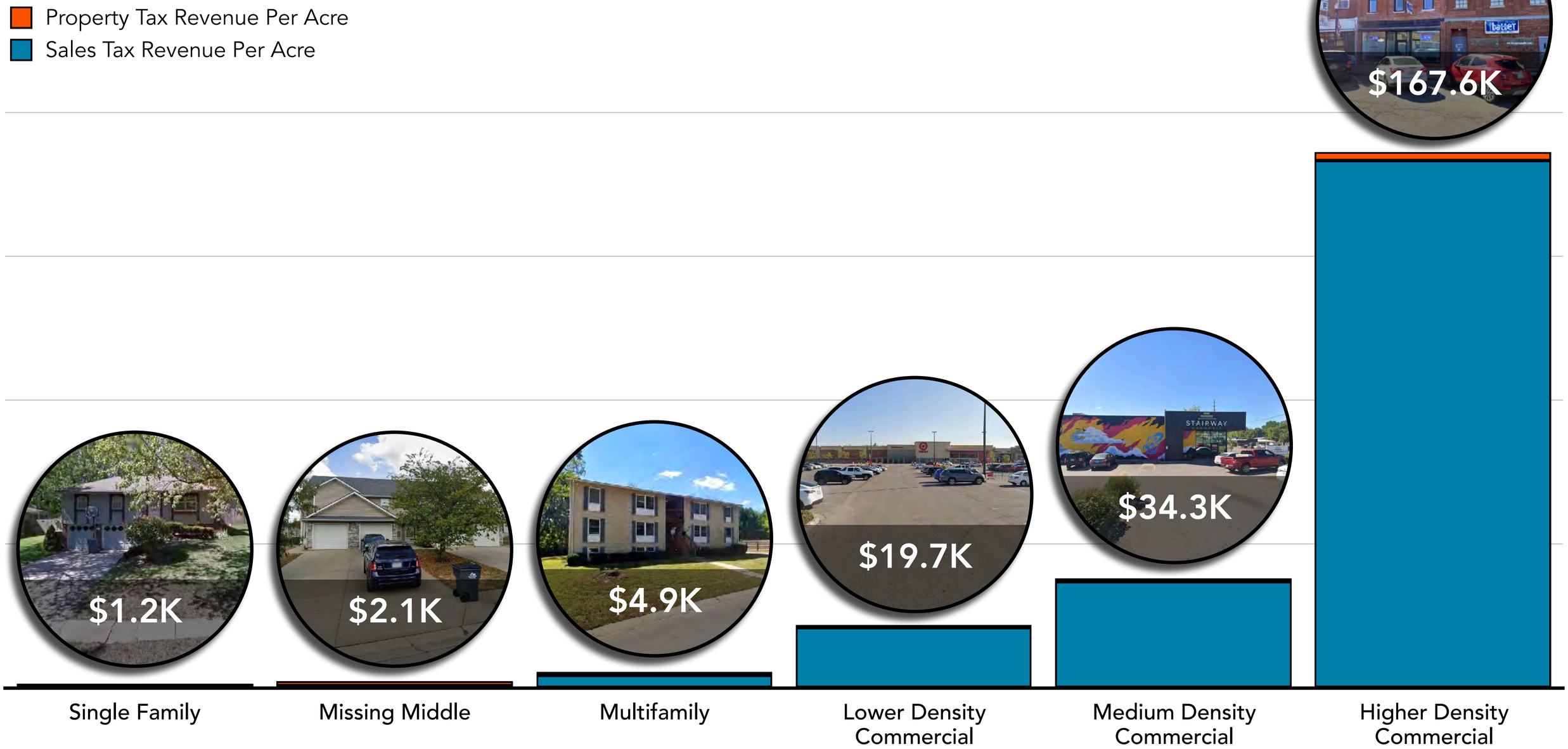
Single Family
Missing Middle
Multifamily
Lower Density Commercial
Medium Density Commercial
Higher Density Commercial

Note: Sales revenue from online shopping were distributed to residential properties per unit. The remainder are assigned using NAICS and Land Use Records.

Source: Jackson County Assessor (2024), Missouri State Department of Revenue.

Sales & Property Revenue Per Acre by Development Types

Blue Springs, MO



Note: Sales revenue from online shopping were distributed to residential properties per unit. The remainder are assigned using NAICS and Land Use Records.

Source: Jackson County Assessor (2024), Missouri State Department of Revenue.

URBAN3

Land Use & Tax Revenue

Blue Springs, MO

Tax Revenue by Development Types

Property Tax Revenue Per Acre

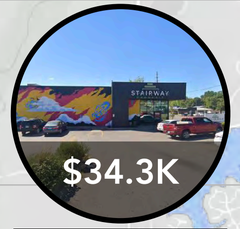
Sales Tax Revenue Per Acre













Single Family

Missing Middle

Multifamily

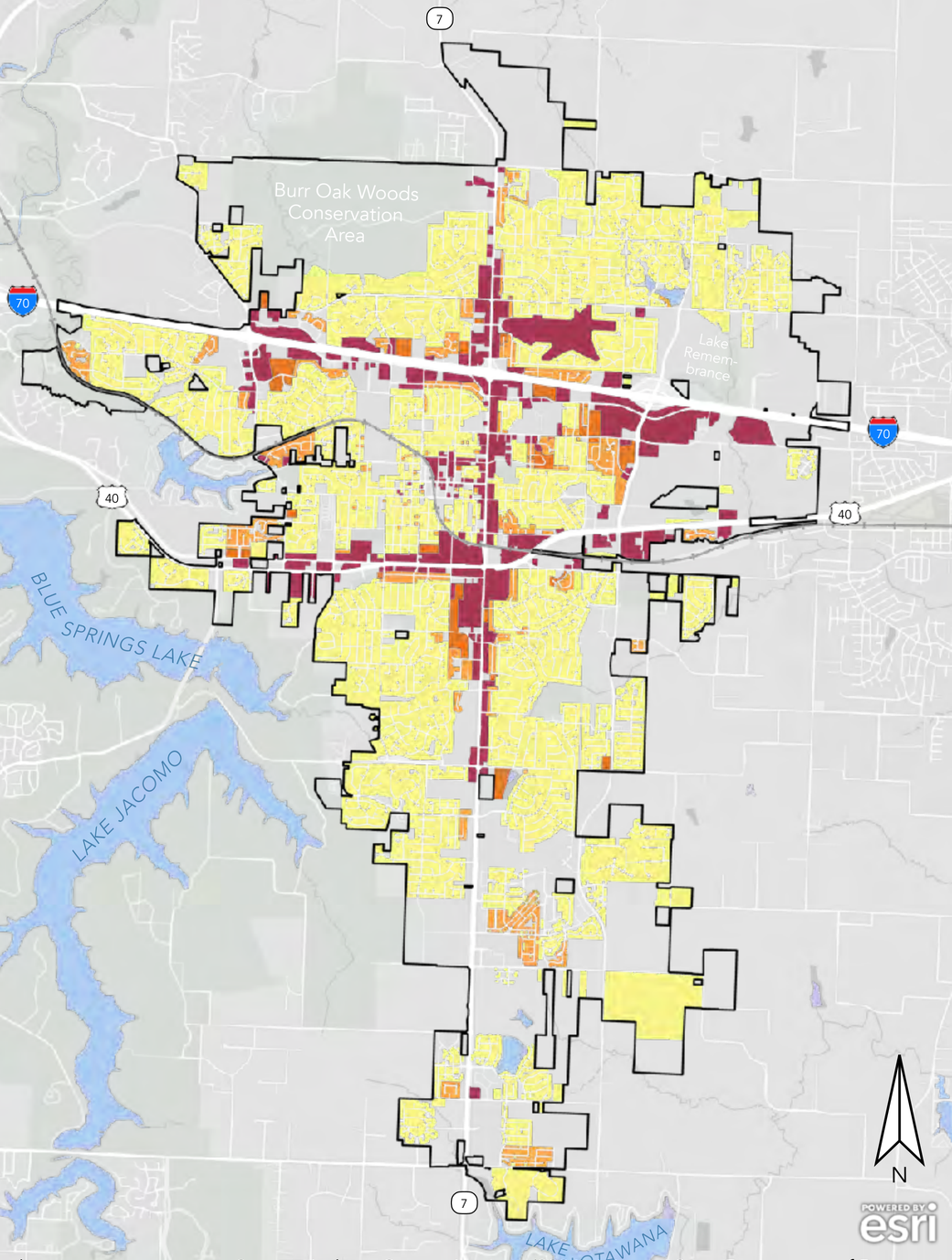
Lower Density Commercial

Medium Density Commercial

Higher Density Commercial

Residential: 47%
of city land area

Commercial: 8%
of city land area

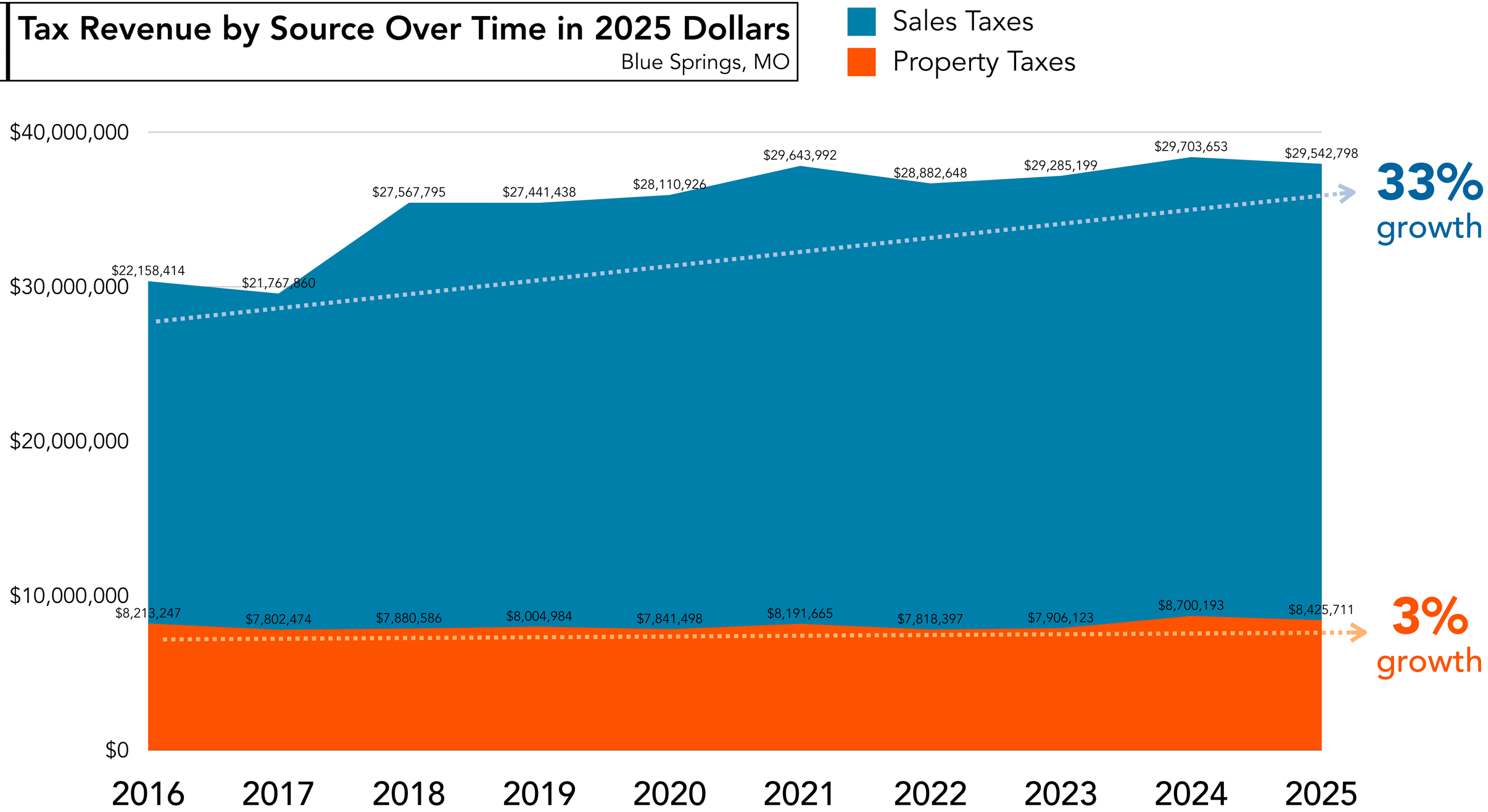


Note: Sales revenue from online shopping were distributed to residential properties per unit. The remainder are assigned using NAICS and Land Use Records.

Source: Jackson County Assessor (2024), Missouri State Department of Revenue.

Tax Revenue by Source Over Time in 2025 Dollars

Blue Springs, MO



Note: Values have been adjusted for inflation. | Source: Blue Springs ACFR 2025

Comparing City Sales Tax Productivity

Blue Springs, MO



Main Street



Adams Dairy Landing

Land Consumed (Acres)

1.7 — 11.2

% Building Coverage

69% — 21%

City Sales Tax Revenue (Per Acre)

$110.9K — $59.8K

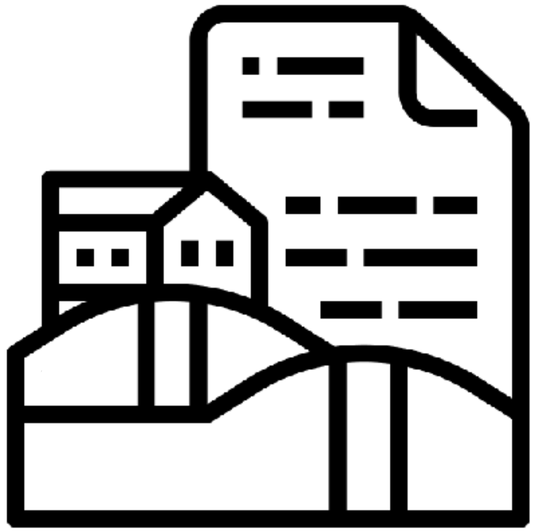
Property Tax Revenue (Per Acre)

$4,900 — $320[1] — $1,700[2]

TIF District

[1]Value because of TIF (Tax Increment Financing) | [2]Value if there was no TIF

Source: Jackson County, MO (2024); Missouri DOR (FY 2025)



Land Value Per Acre

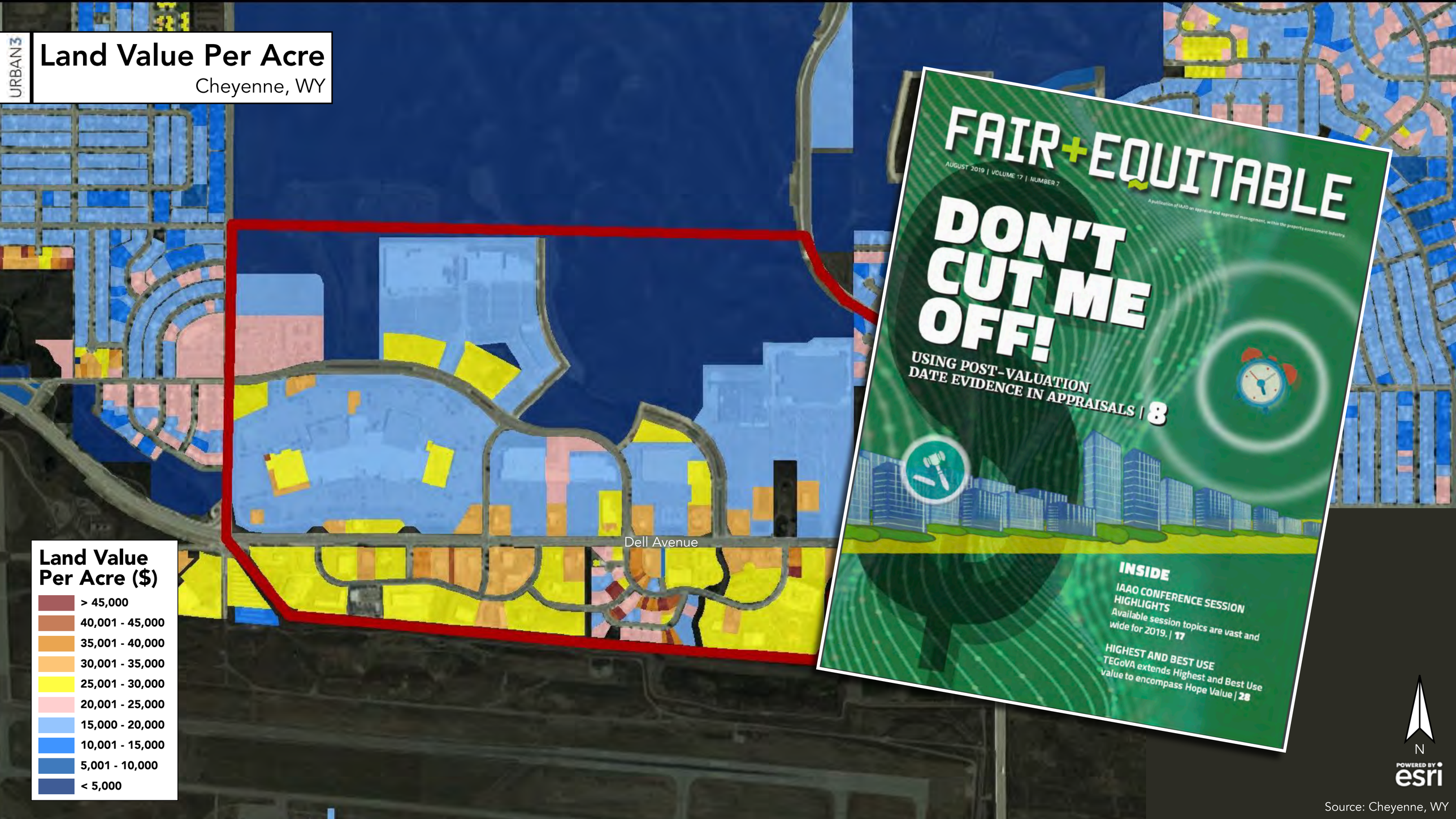
The Economics of Land Use

URBAN3

URBAN3

Land Value Per Acre

Cheyenne, WY



Land Value Per Acre ($)

- > 45,000
- 40,001 - 45,000
- 35,001 - 40,000
- 30,001 - 35,000
- 25,001 - 30,000
- 20,001 - 25,000
- 15,000 - 20,000
- 10,001 - 15,000
- 5,001 - 10,000
- < 5,000

N

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Source: Cheyenne, WY


Tax
Code
URBAN3

URBAN3

International Association of Assessing Officers

Curriculum Training

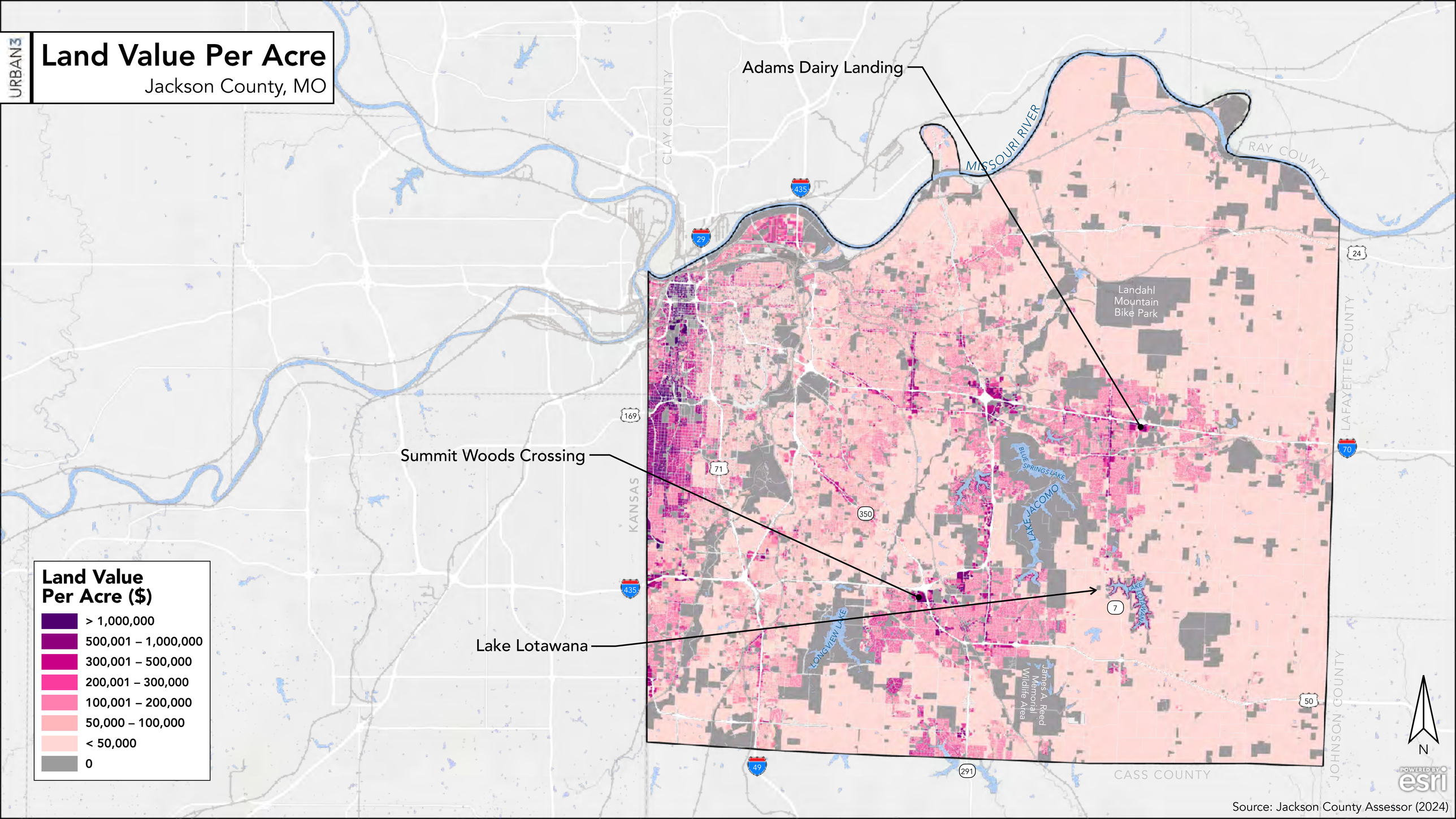


Photo Source: Urban3

URBAN3

Land Value Per Acre

Jackson County, MO

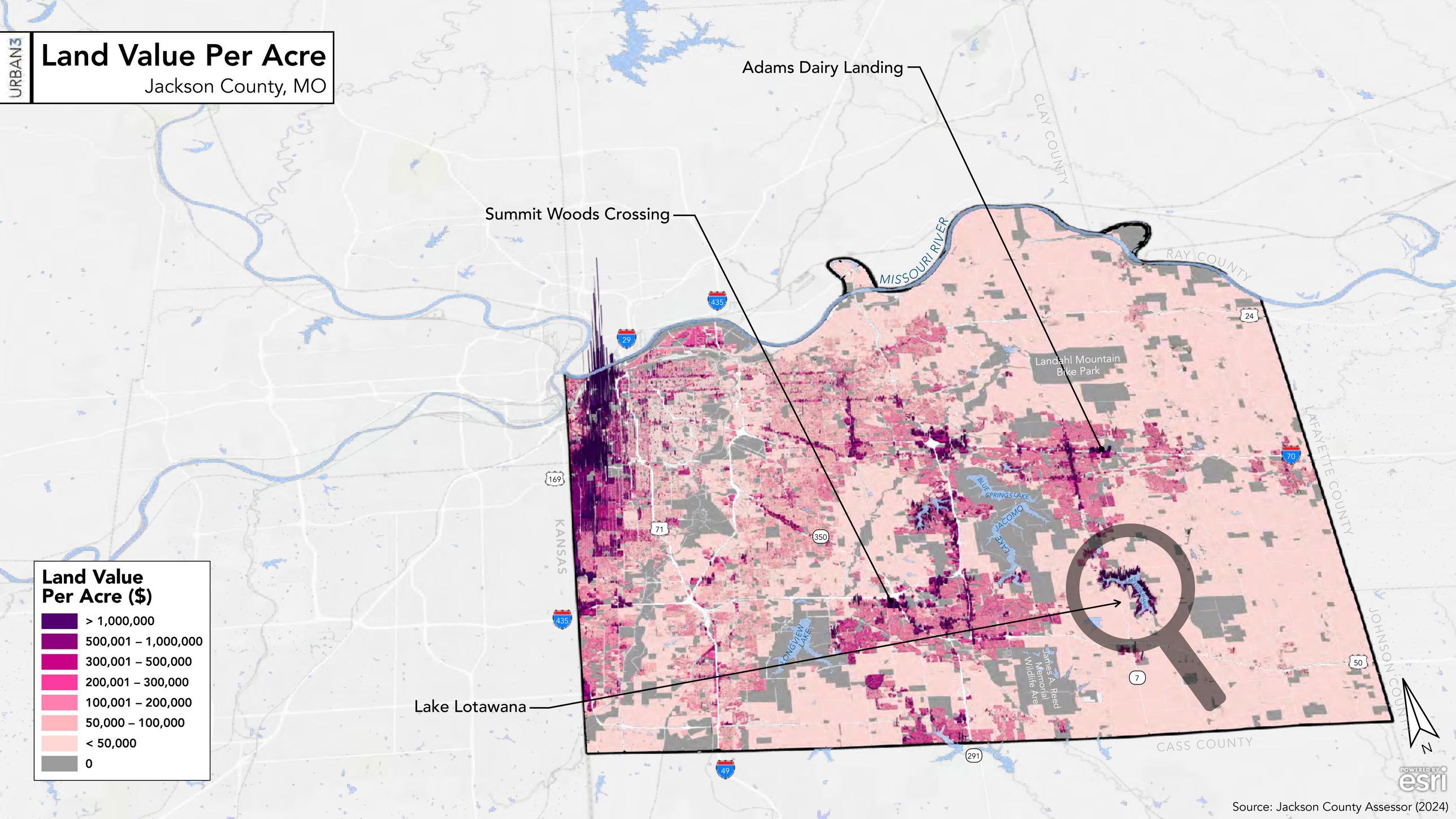


Source: Jackson County Assessor (2024)

URBAN3

Land Value Per Acre

Jackson County, MO



Land Value Per Acre ($)

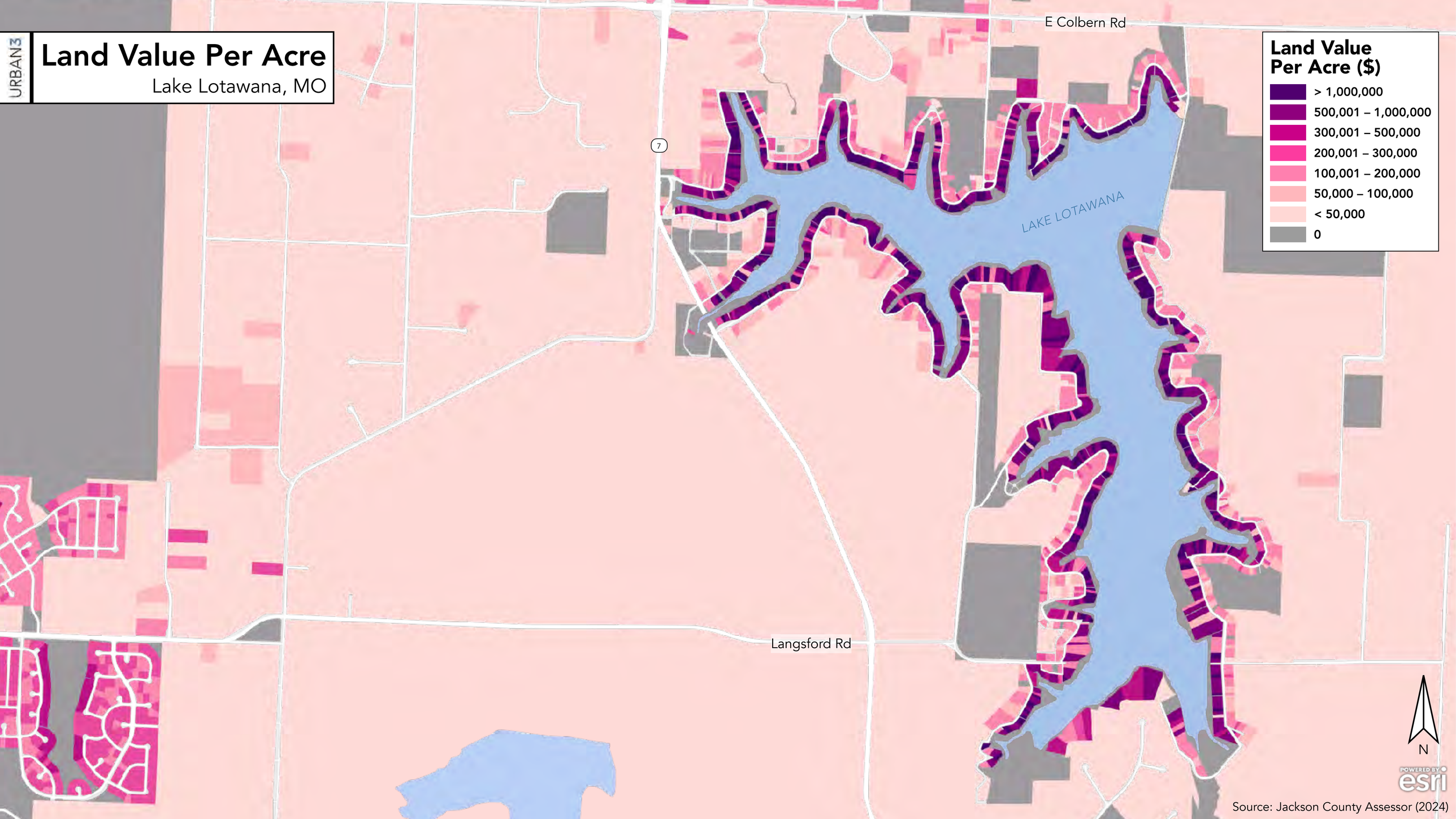
- > 1,000,000
- 500,001 – 1,000,000
- 300,001 – 500,000
- 200,001 – 300,000
- 100,001 – 200,000
- 50,000 – 100,000
- < 50,000
- 0

Source: Jackson County Assessor (2024)

URBAN3

Land Value Per Acre

Lake Lotawana, MO



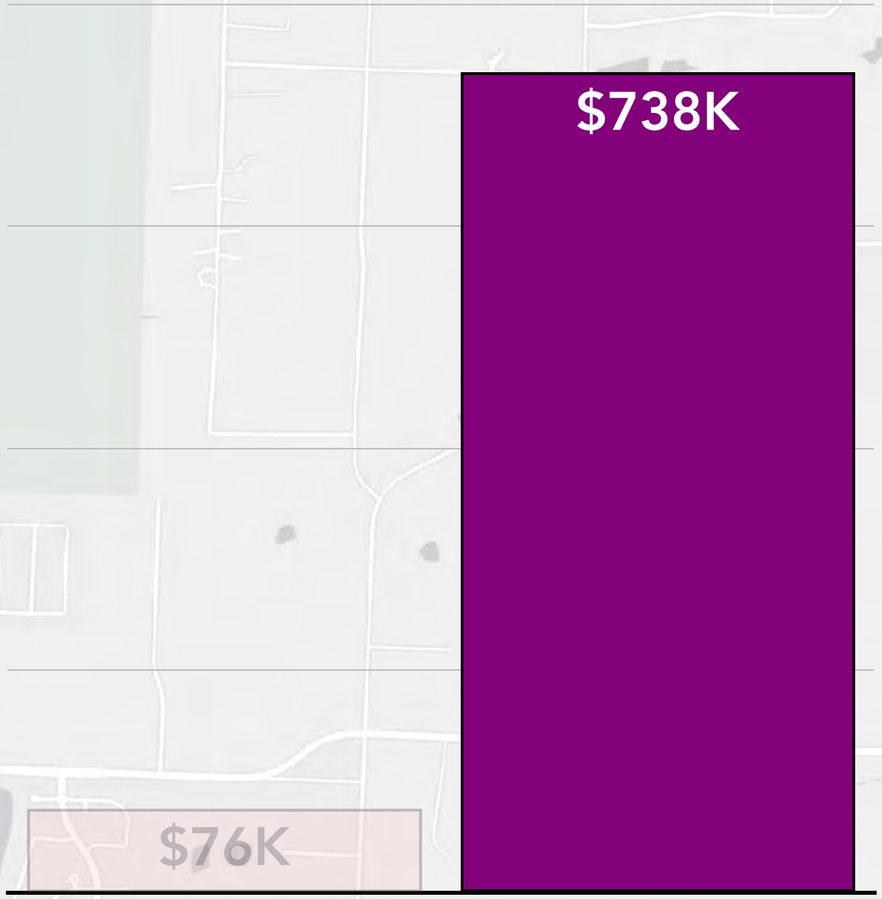
Source: Jackson County Assessor (2024)

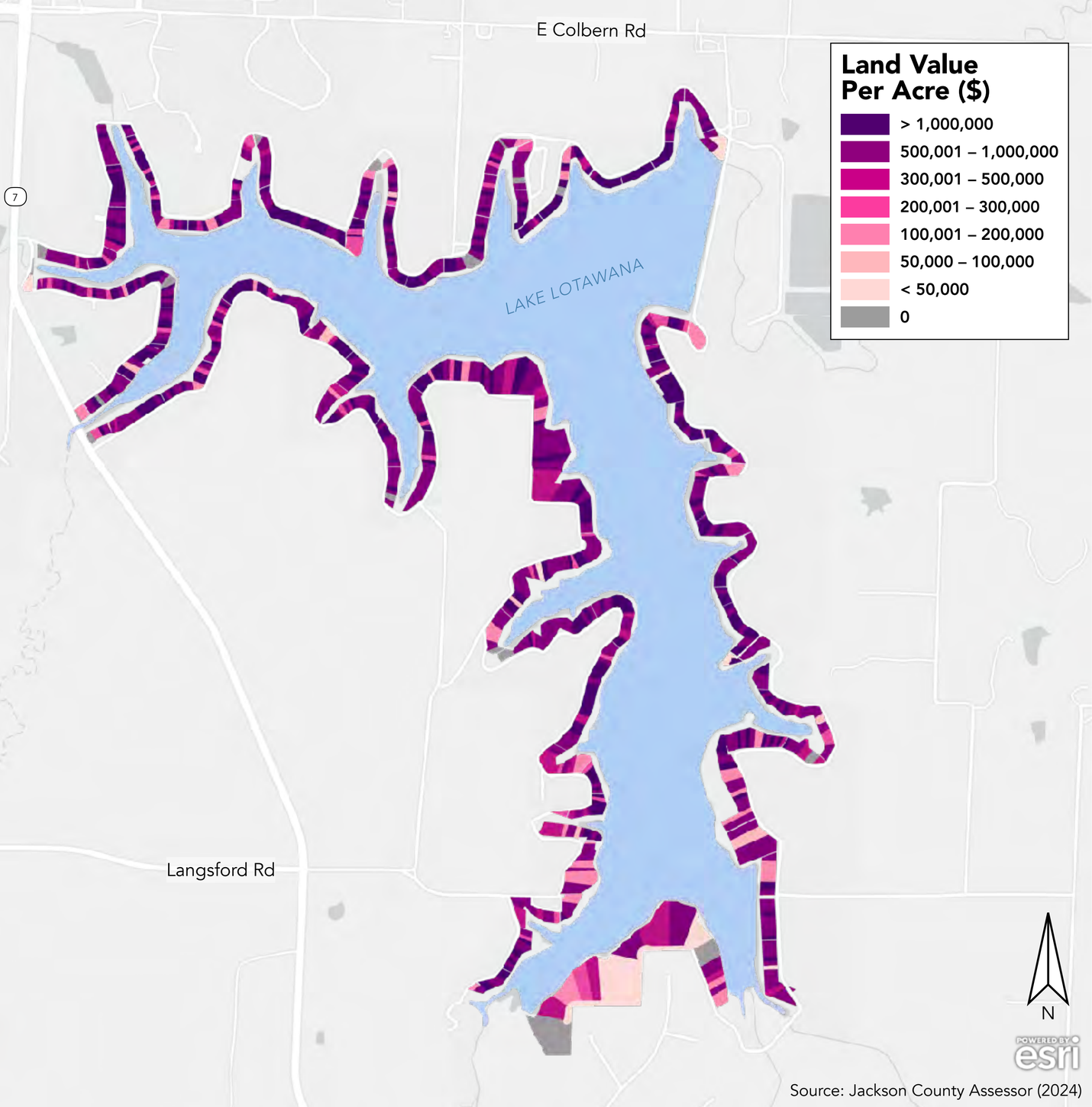
URBAN3

Land Value Per Acre

Lake Lotawana, MO

Average Land Value Per Acre





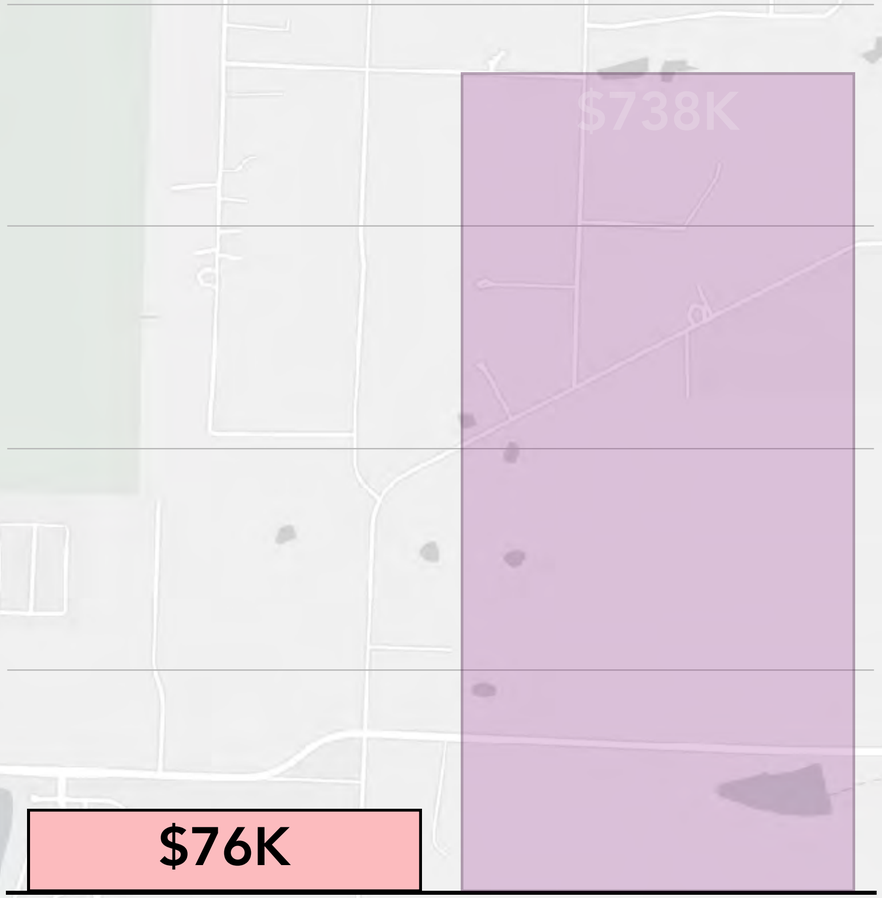
Source: Jackson County Assessor (2024)

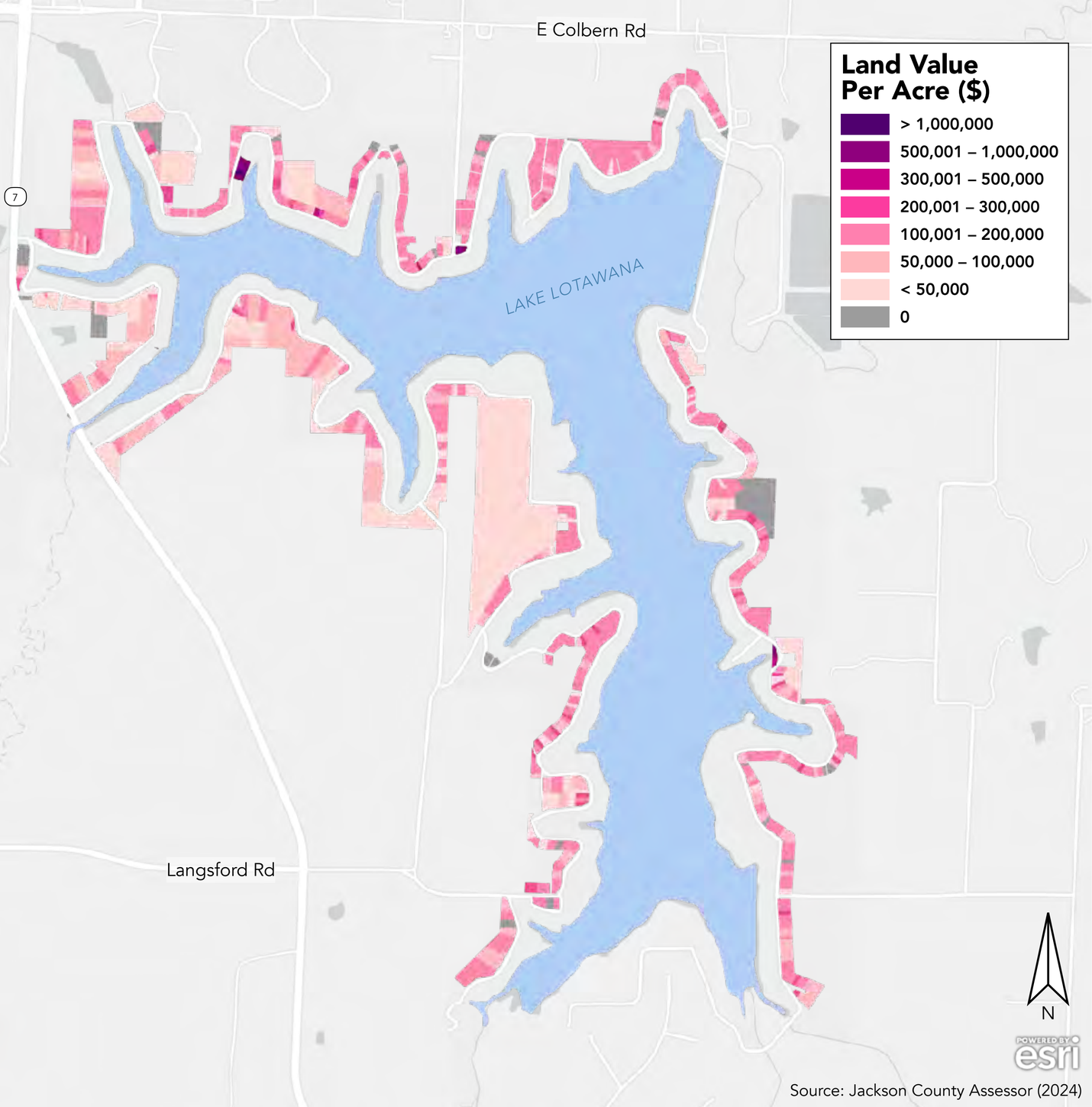
URBAN3

Land Value Per Acre

Lake Lotawana, MO

Average Land Value Per Acre



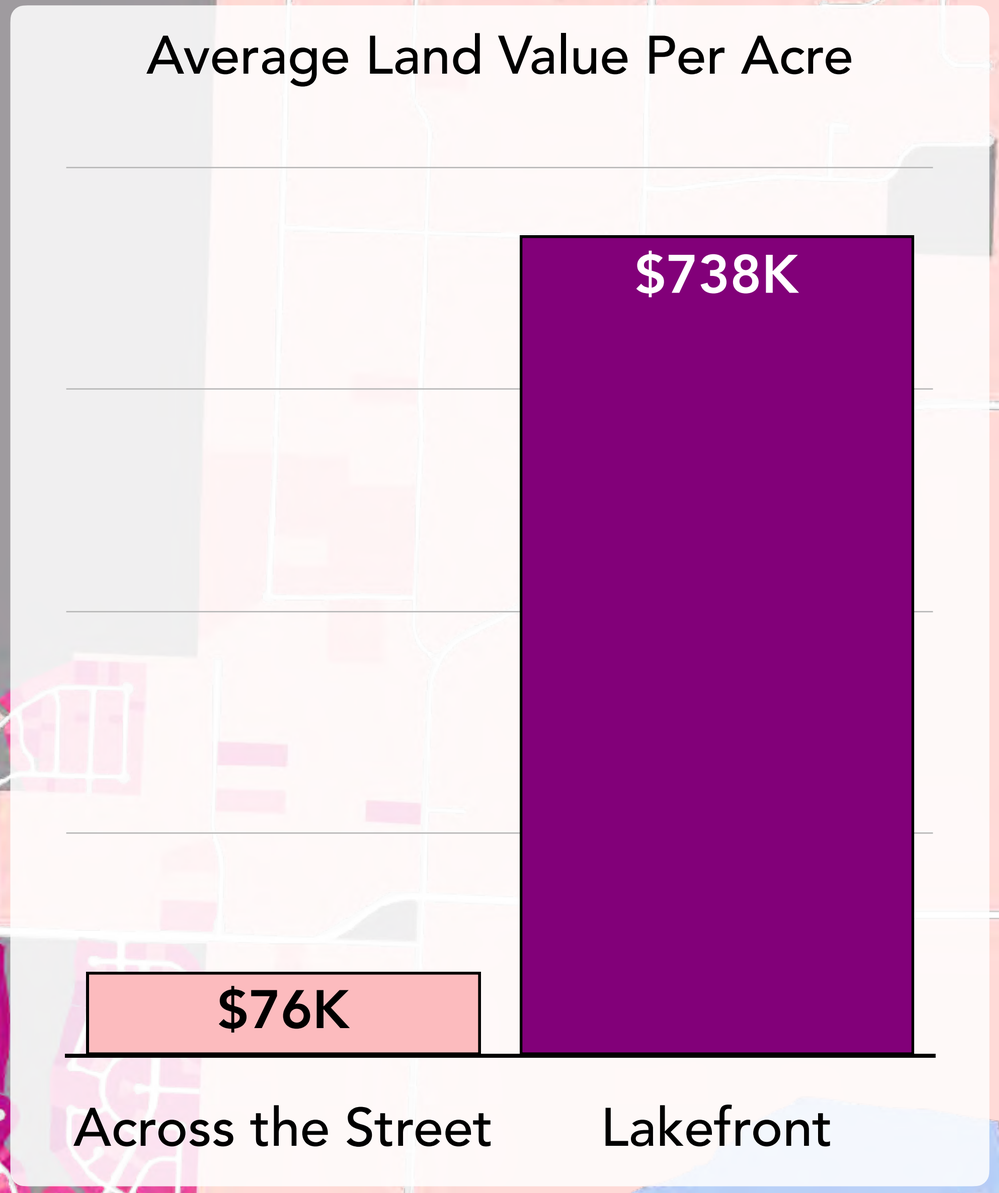


Source: Jackson County Assessor (2024)

URBAN3

Land Value Per Acre

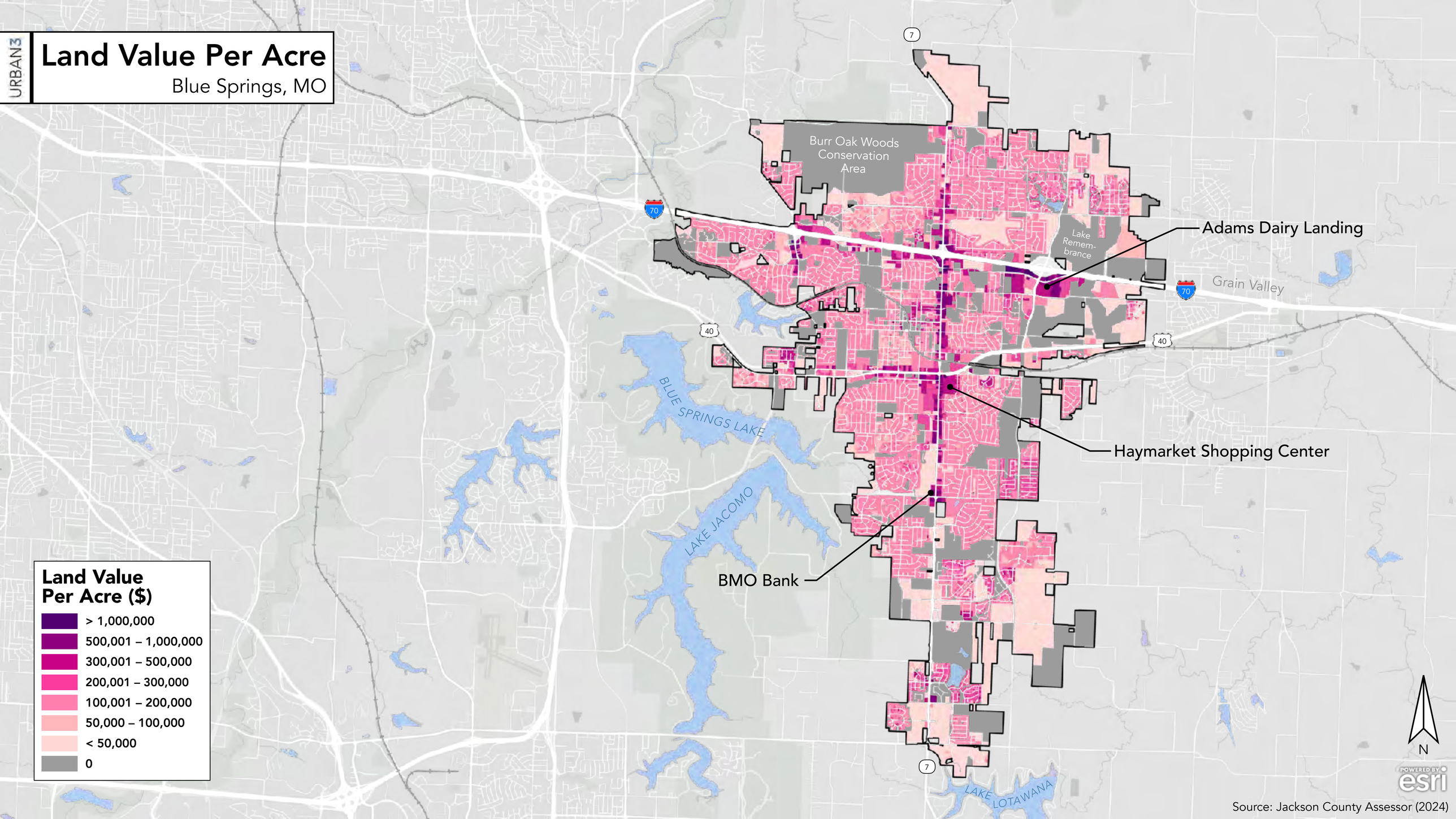
Lake Lotawana, MO



Source: Jackson County Assessor (2024)

Land Value Per Acre

Blue Springs, MO

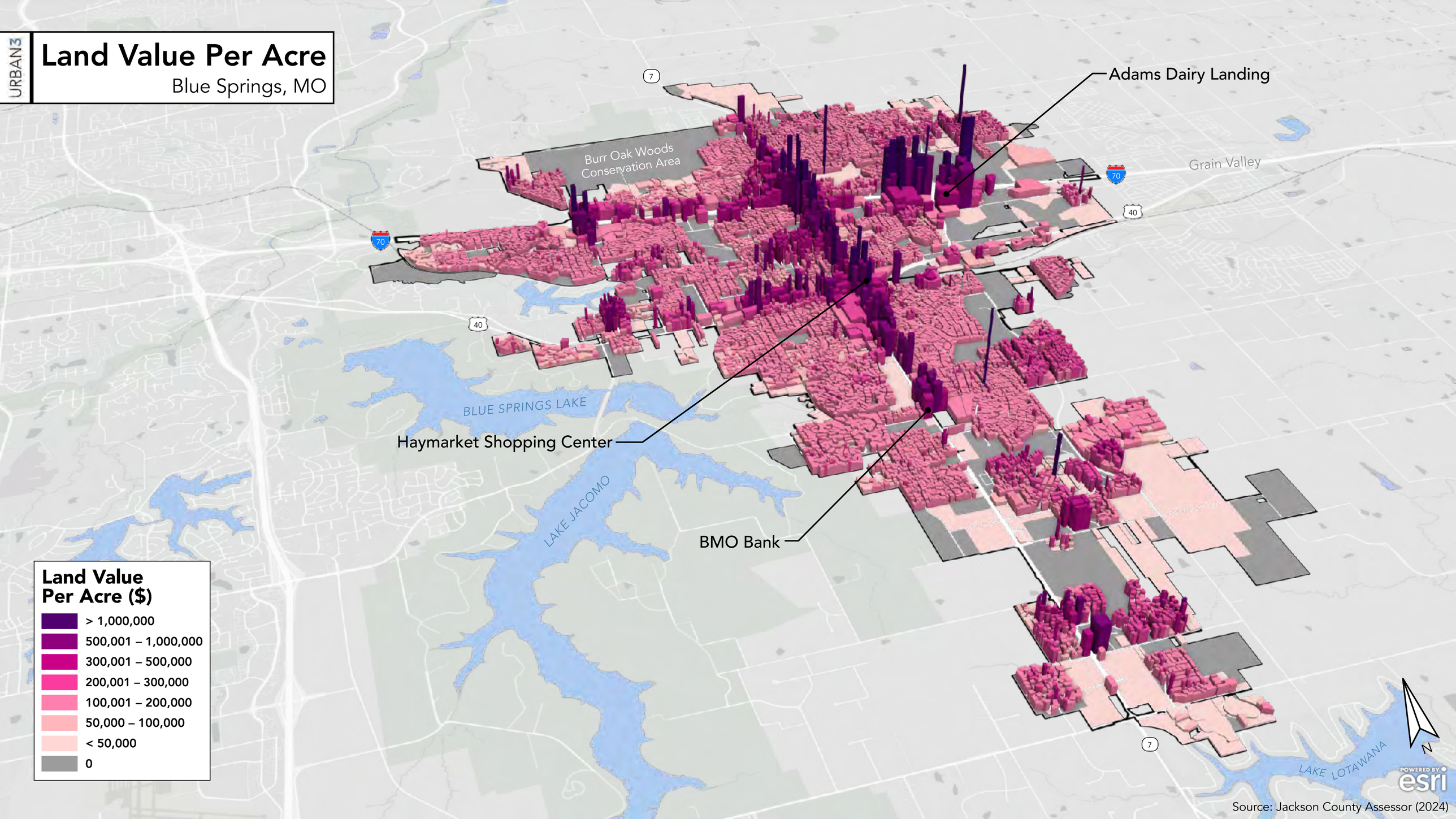


Source: Jackson County Assessor (2024)

URBAN3

Land Value Per Acre

Blue Springs, MO



Land Value Per Acre ($)

- > 1,000,000
- 500,001 – 1,000,000
- 300,001 – 500,000
- 200,001 – 300,000
- 100,001 – 200,000
- 50,000 – 100,000
- < 50,000
- 0

POWERED BY esri

Source: Jackson County Assessor (2024)

URBAN3

Sales Tax Per Acre

Blue Springs, MO

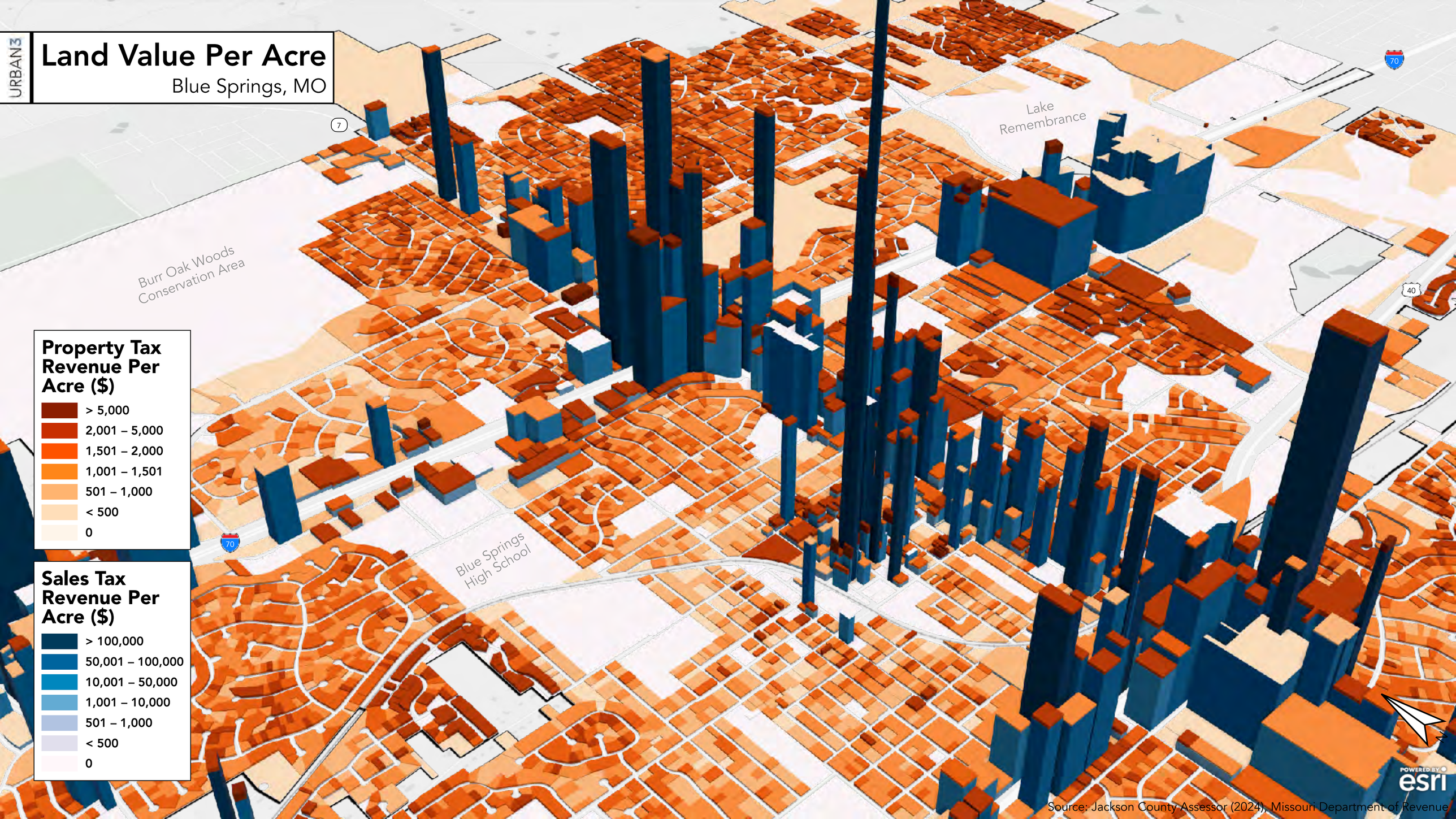


Source: Jackson County Assessor (2024), Missouri Department of Revenue

URBAN3

Land Value Per Acre

Blue Springs, MO



Property Tax Revenue Per Acre ($)

- > 5,000
- 2,001 – 5,000
- 1,501 – 2,000
- 1,001 – 1,501
- 501 – 1,000
- < 500
- 0

Sales Tax Revenue Per Acre ($)

- > 100,000
- 50,001 – 100,000
- 10,001 – 50,000
- 1,001 – 10,000
- 501 – 1,000
- < 500
- 0

POWERED BY esri

Source: Jackson County Assessor (2024), Missouri Department of Revenue

URBAN3

Land Value Per Acre

Blue Springs, MO



Land Value Per Acre ($)

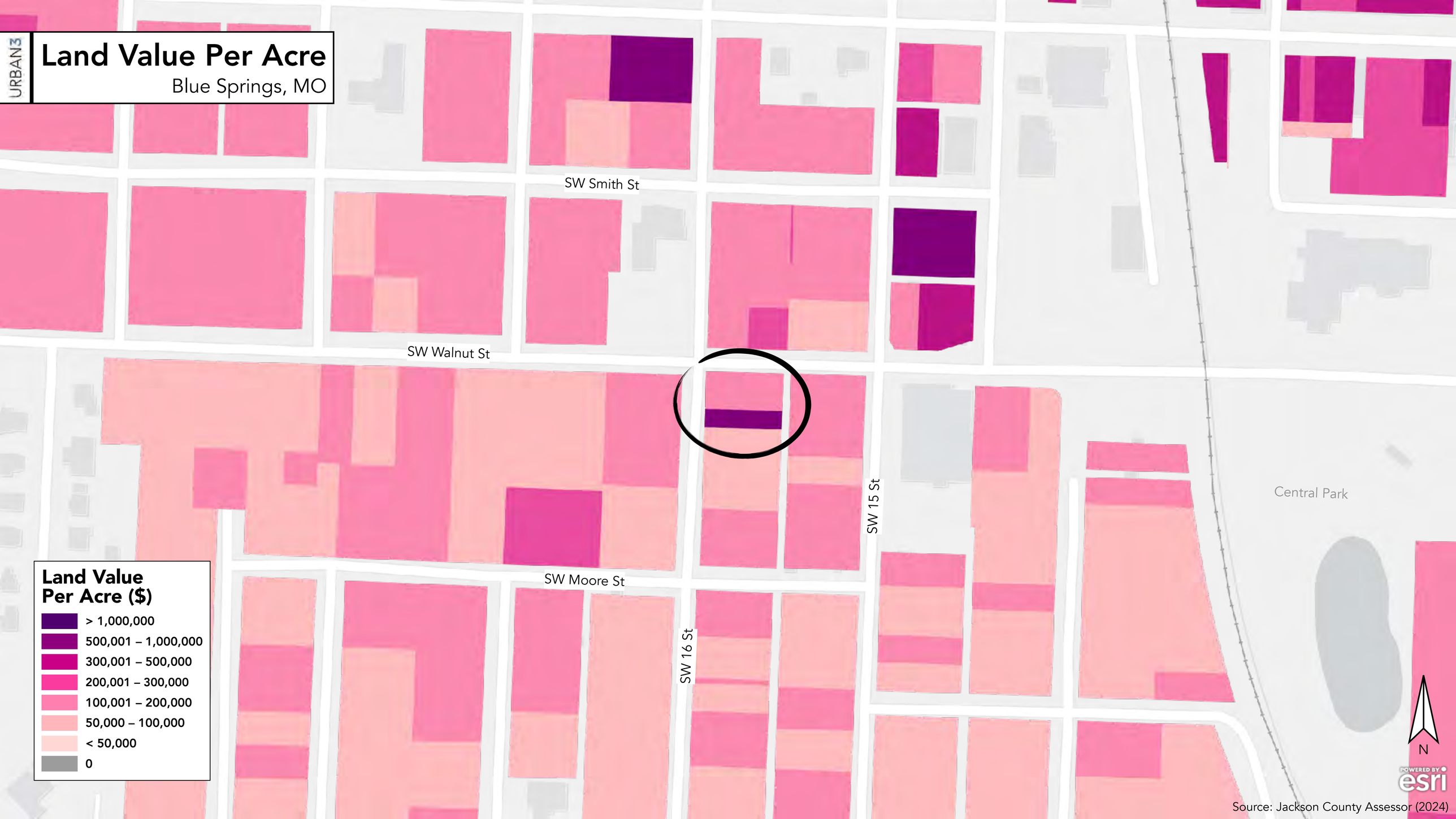
- > 1,000,000
- 500,001 – 1,000,000
- 300,001 – 500,000
- 200,001 – 300,000
- 100,001 – 200,000
- 50,000 – 100,000
- < 50,000
- 0

N

POWERED BY esri

Showing the Market Value of Land

Source: Jackson County Assessor (2024)


URBAN3
Land Value Per Acre
Blue Springs, MO
SW Smith St
SW Walnut St
SW 15 St
SW Moore St
SW 16 St
Central Park
Land Value Per Acre ($)
> 1,000,000
500,001 – 1,000,000
300,001 – 500,000
200,001 – 300,000
100,001 – 200,000
50,000 – 100,000
< 50,000
0
N
POWERED BY esri
Source: Jackson County Assessor (2024)


URBAN3
Land Value Per Acre
Blue Springs, MO
SW 10 St
Central Park
SW Walnut St
Land Value Per Acre ($)
> 1,000,000
500,001 – 1,000,000
300,001 – 500,000
200,001 – 300,000
100,001 – 200,000
50,000 – 100,000
< 50,000
0
N
POWERED BY esri
Source: Jackson County Assessor (2024)

Land Value Per Acre

Blue Springs, MO

URBAN3

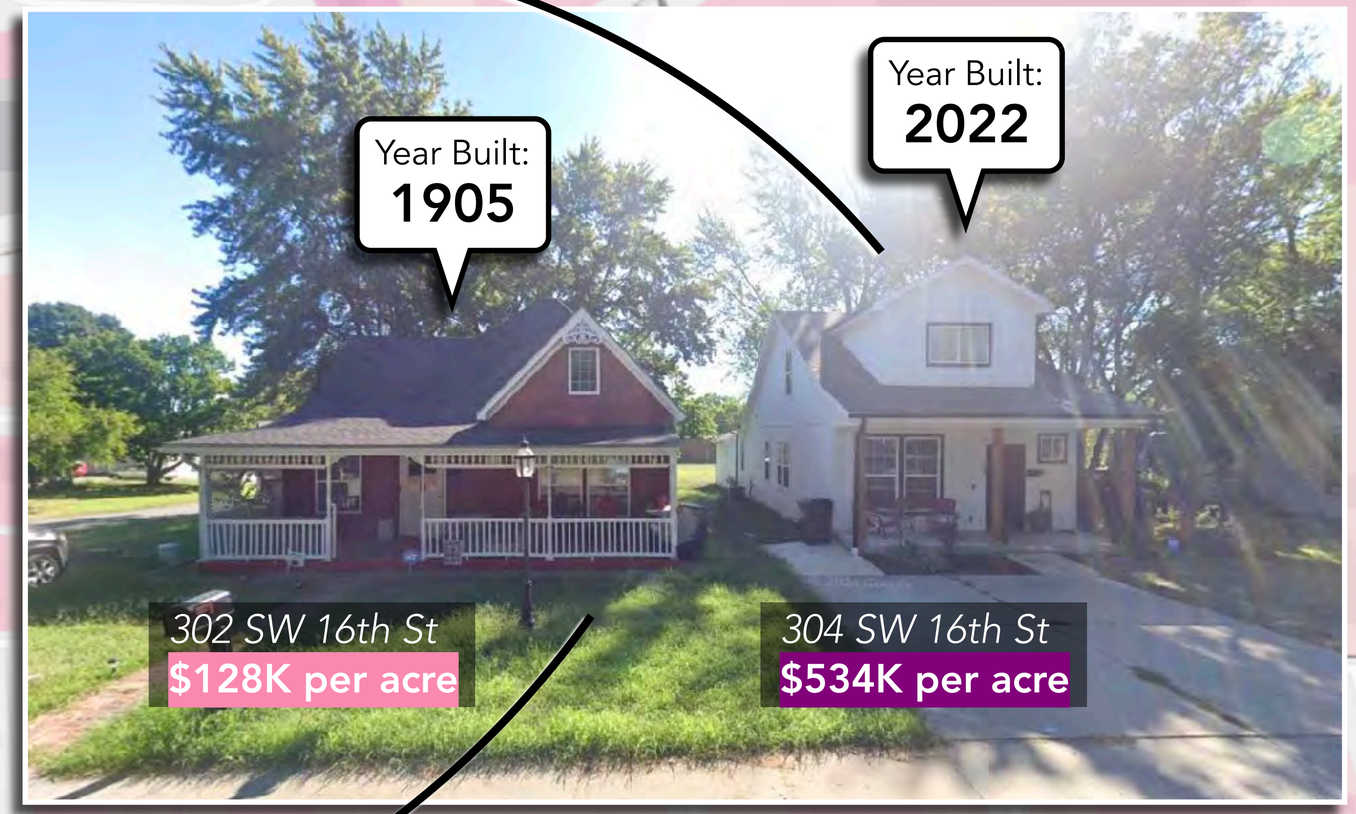
SW 10 St

Central Park

SW 15 St

SW 16 St

SW Walnut St



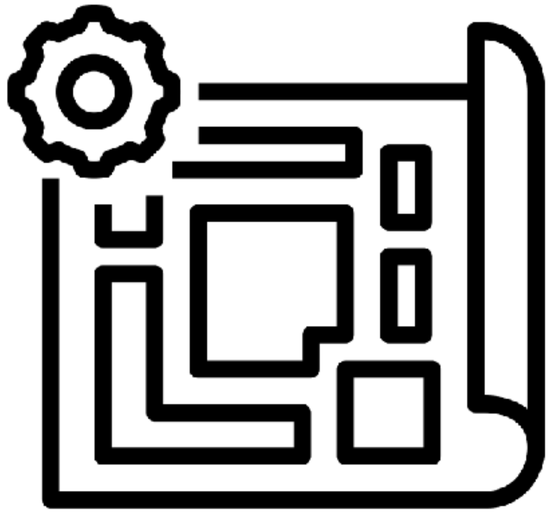
Land Value Per Acre ($)

- > 1,000,000
- 500,001 – 1,000,000
- 300,001 – 500,000
- 200,001 – 300,000
- 100,001 – 200,000
- 50,000 – 100,000
- < 50,000
- 0

N

Source: Jackson County Assessor (2024)


WELL
ISN'T THAT SPATIAL
URBAN3

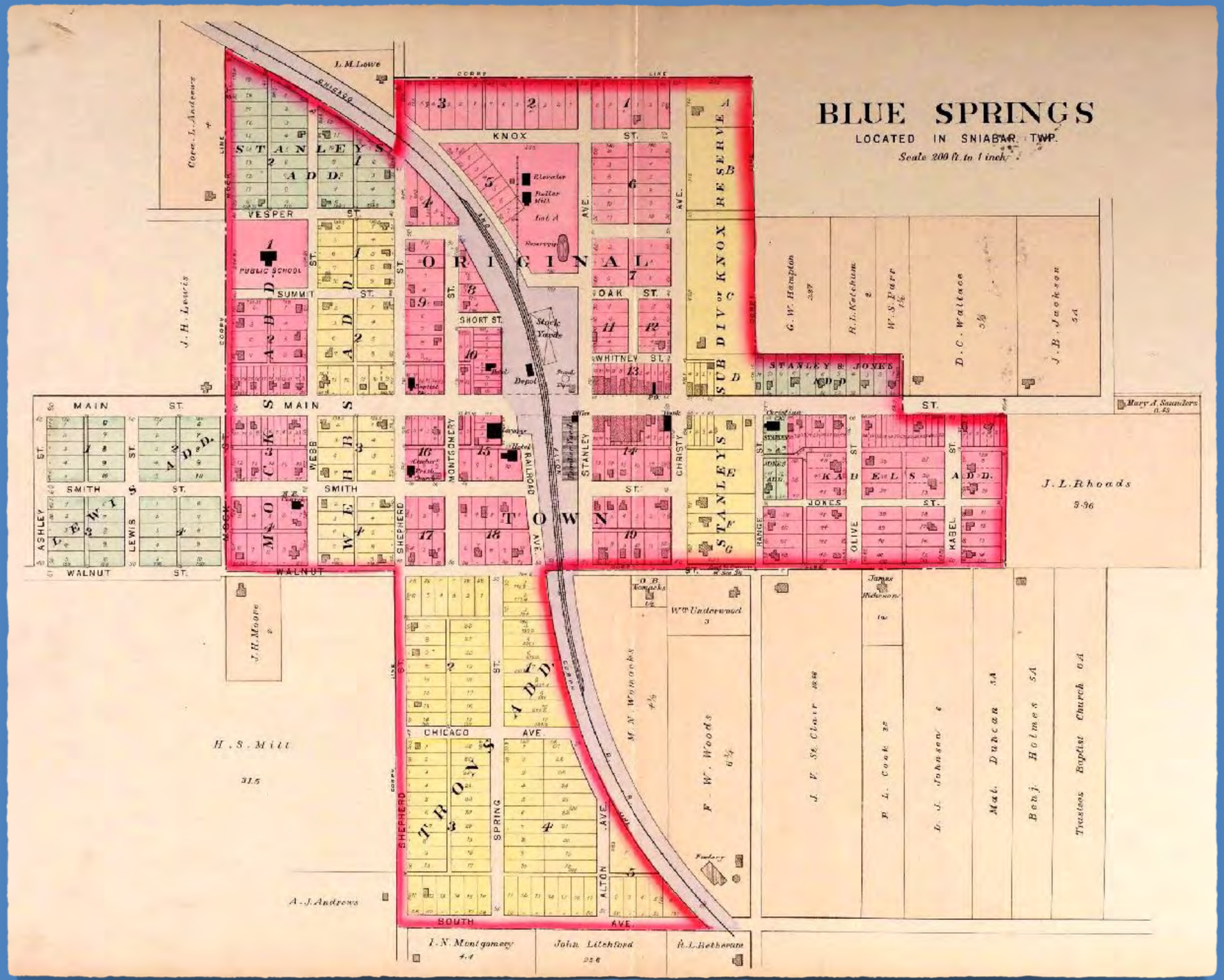


Development Patterns

How Different Land Use Patterns Affect Fiscal Productivity

URBAN3

1904

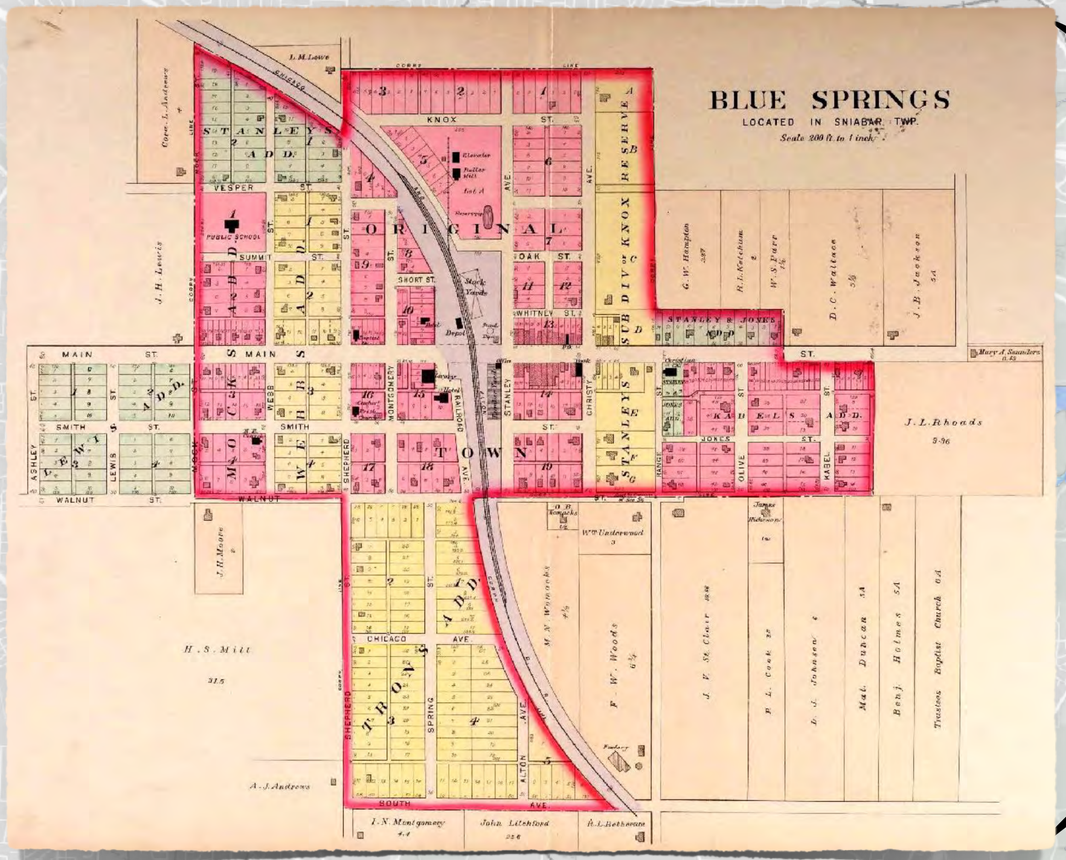


Source: The State Historical Society of Missouri

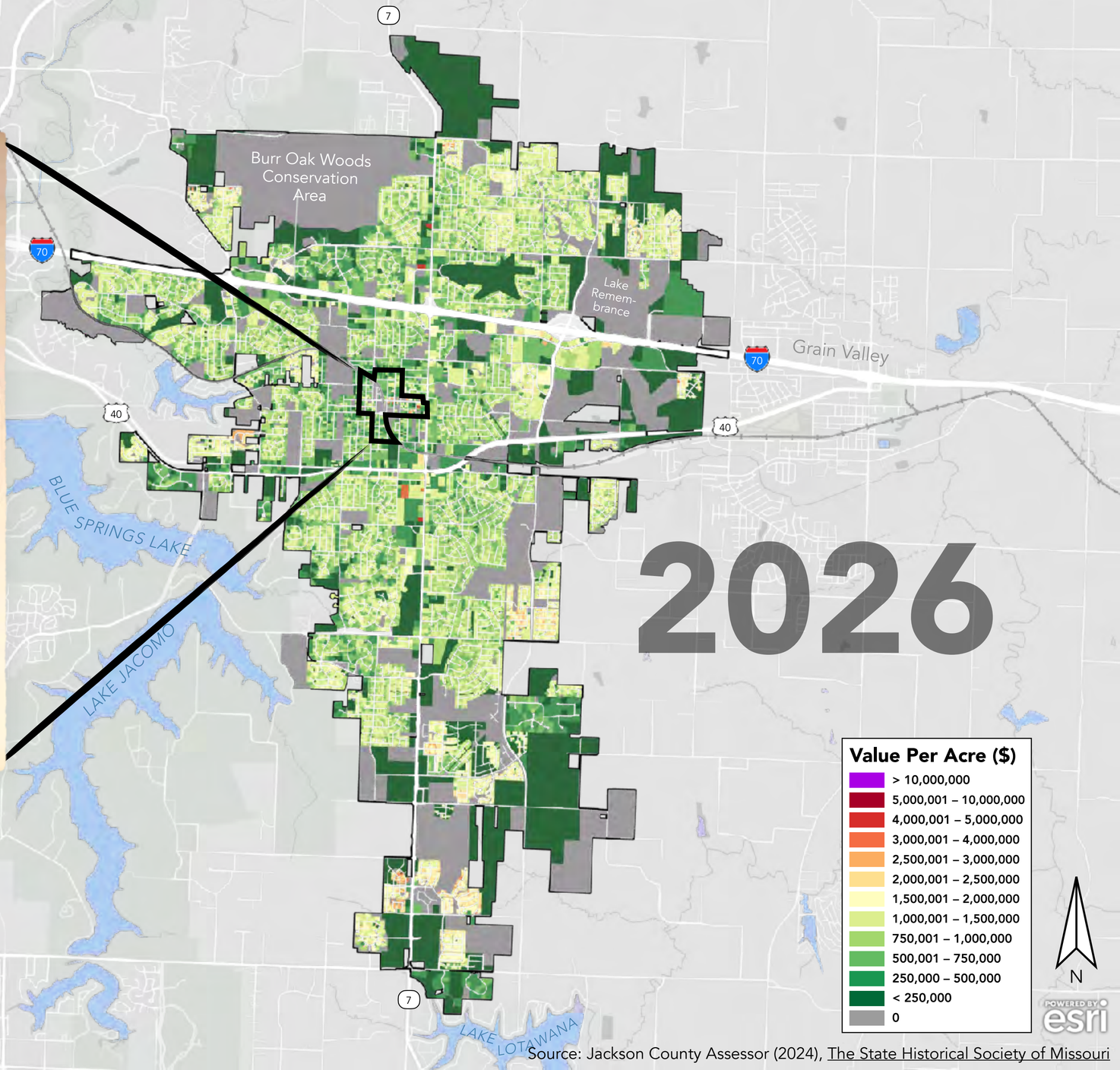
URBAN3

Market Value Per Acre

Blue Springs, MO



1904



2026

Value Per Acre ($)

- > 10,000,000
- 5,000,001 – 10,000,000
- 4,000,001 – 5,000,000
- 3,000,001 – 4,000,000
- 2,500,001 – 3,000,000
- 2,000,001 – 2,500,000
- 1,500,001 – 2,000,000
- 1,000,001 – 1,500,000
- 750,001 – 1,000,000
- 500,001 – 750,000
- 250,000 – 500,000
- < 250,000
- 0

N

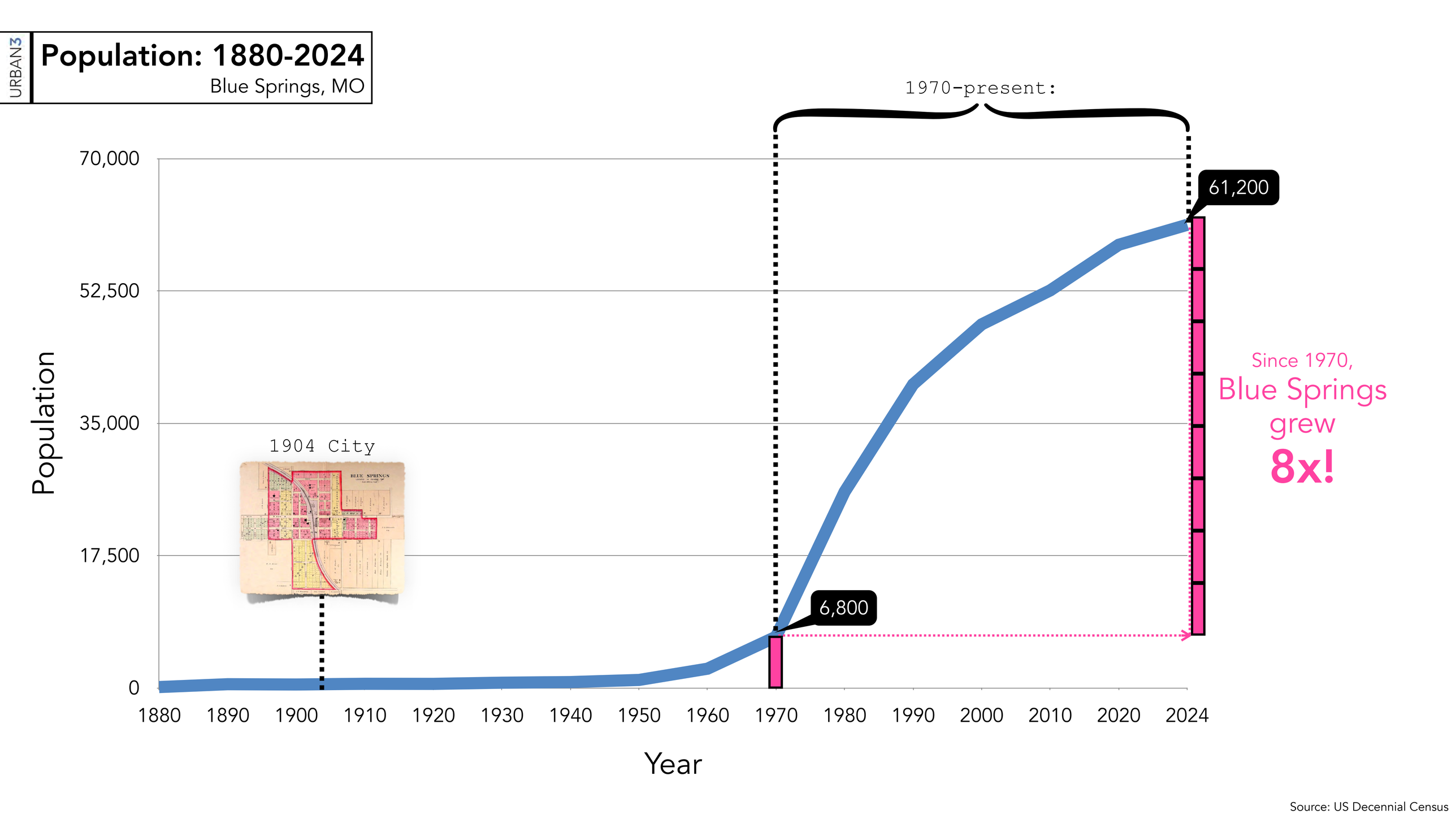
POWERED BY esri

Source: Jackson County Assessor (2024), The State Historical Society of Missouri

URBAN3

Population: 1880-2024

Blue Springs, MO

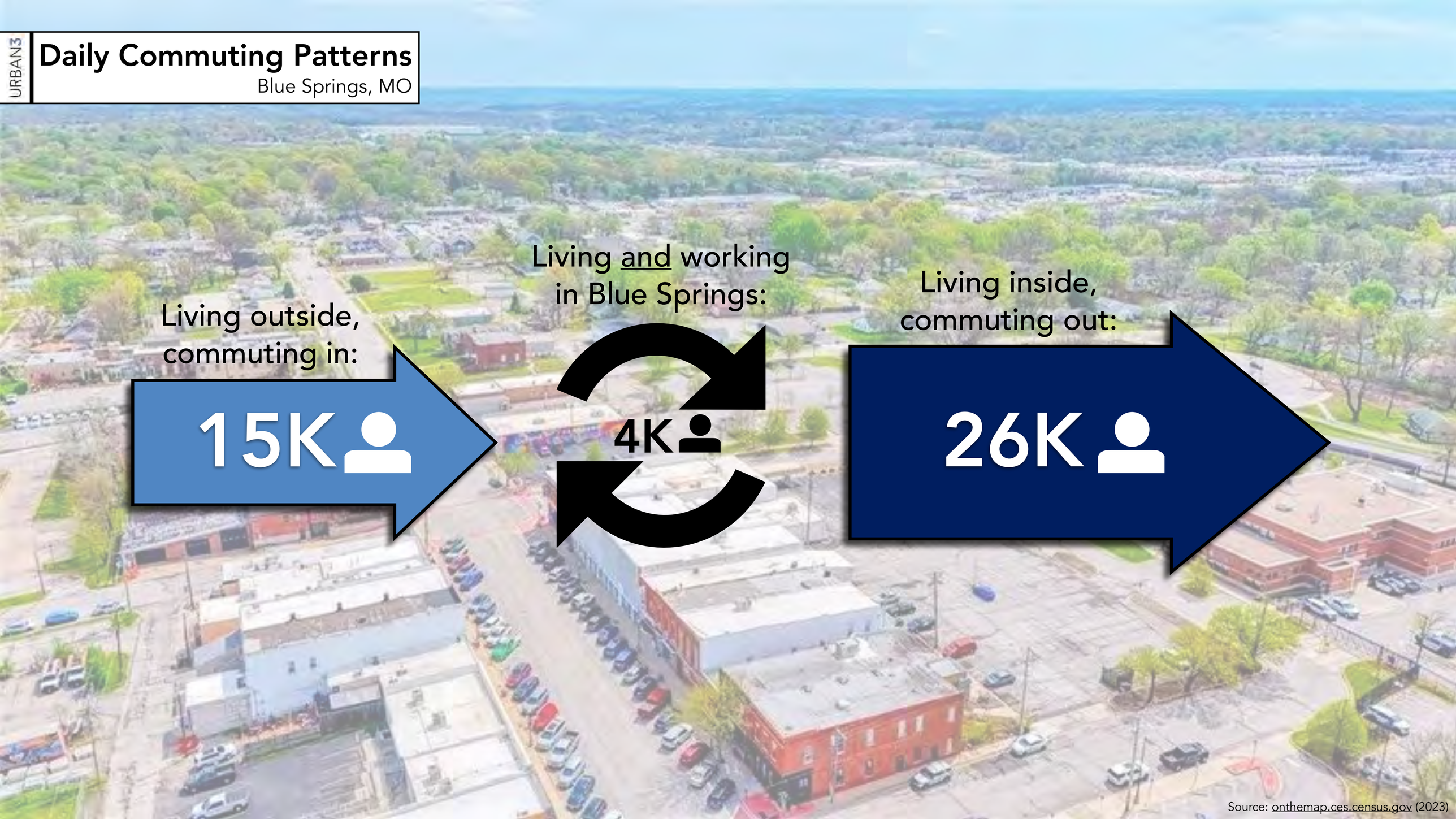


Source: US Decennial Census

URBAN3

Daily Commuting Patterns

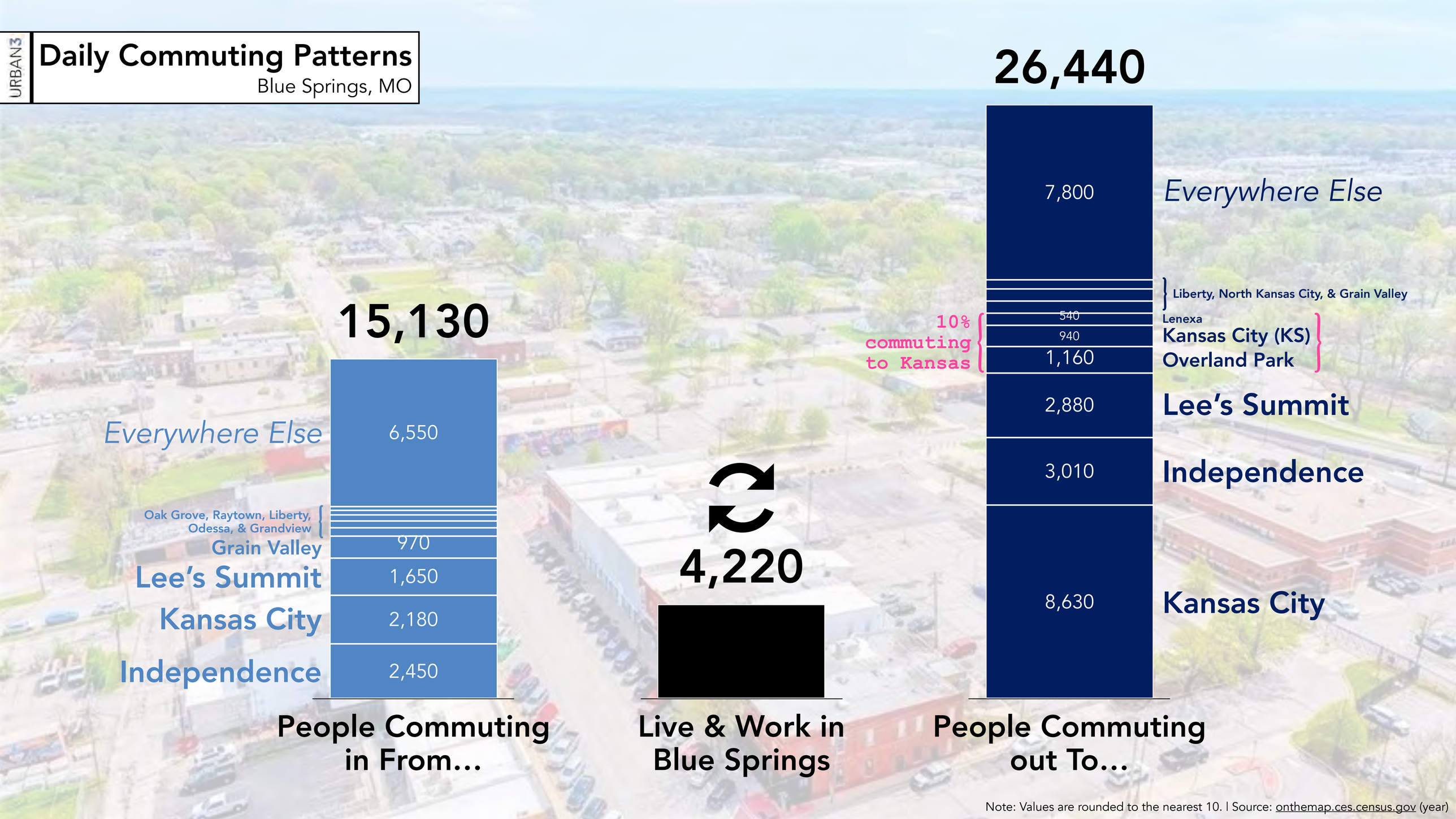
Blue Springs, MO



Source: onthemap.ces.census.gov (2023)

Daily Commuting Patterns

Blue Springs, MO



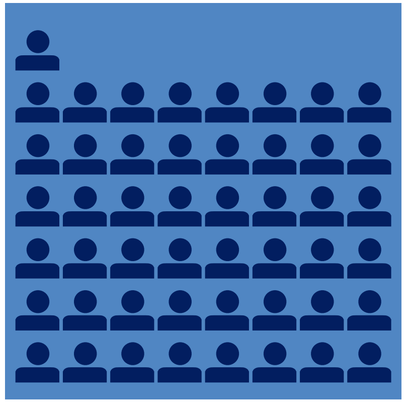
Note: Values are rounded to the nearest 10. | Source: onthemap.ces.census.gov (year)

URBAN3

People Per Square Mile

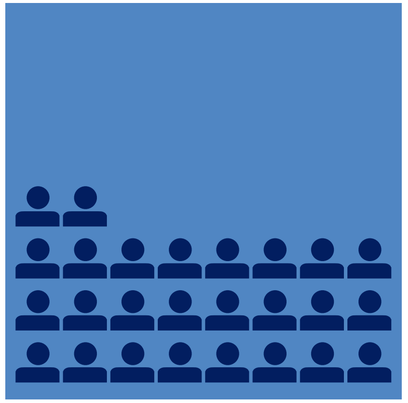
Various MO Locations

= 100 people



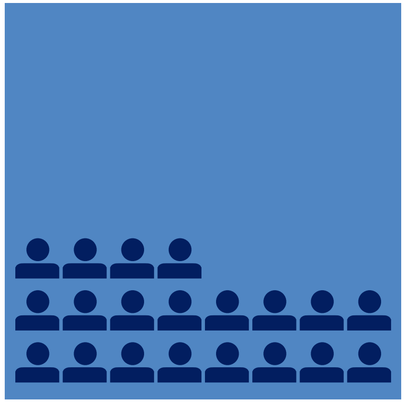
St. Louis, MO

4,900 people per sq. mi



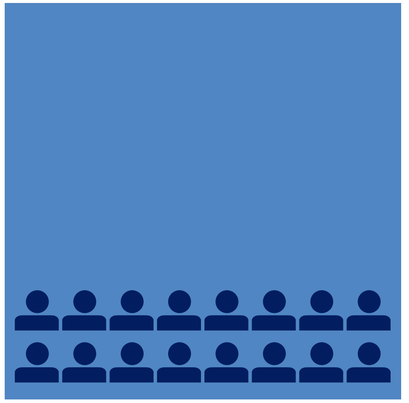
Blue Springs, MO

2,600 people per sq. mi



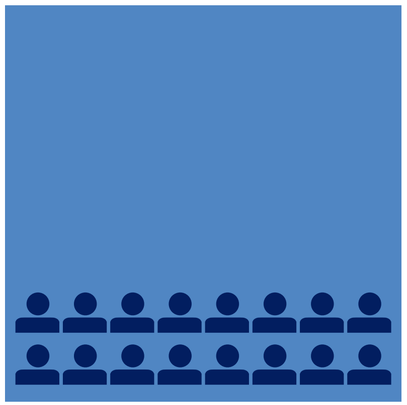
Springfield, MO

2,000 people per sq. mi



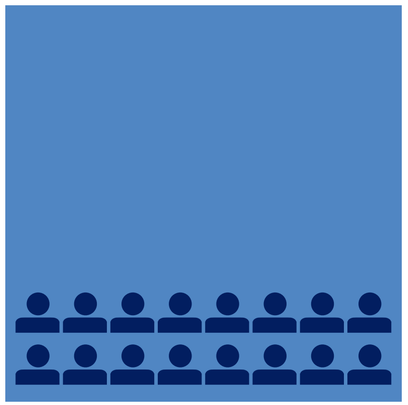
Kansas City, MO

1,600 people per sq. mi



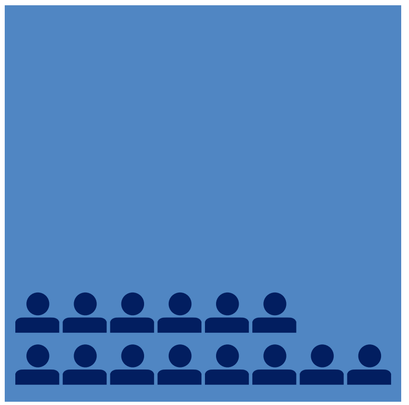
Lee's Summit, MO

1,600 people per sq. mi



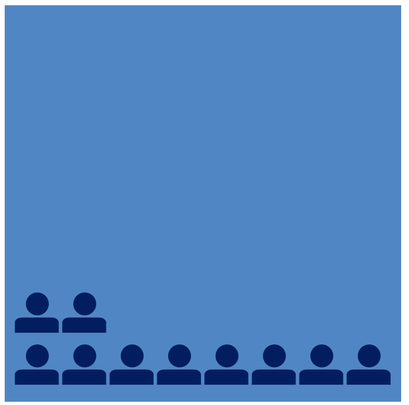
Independence, MO

1,600 people per sq. mi



Odessa, MO

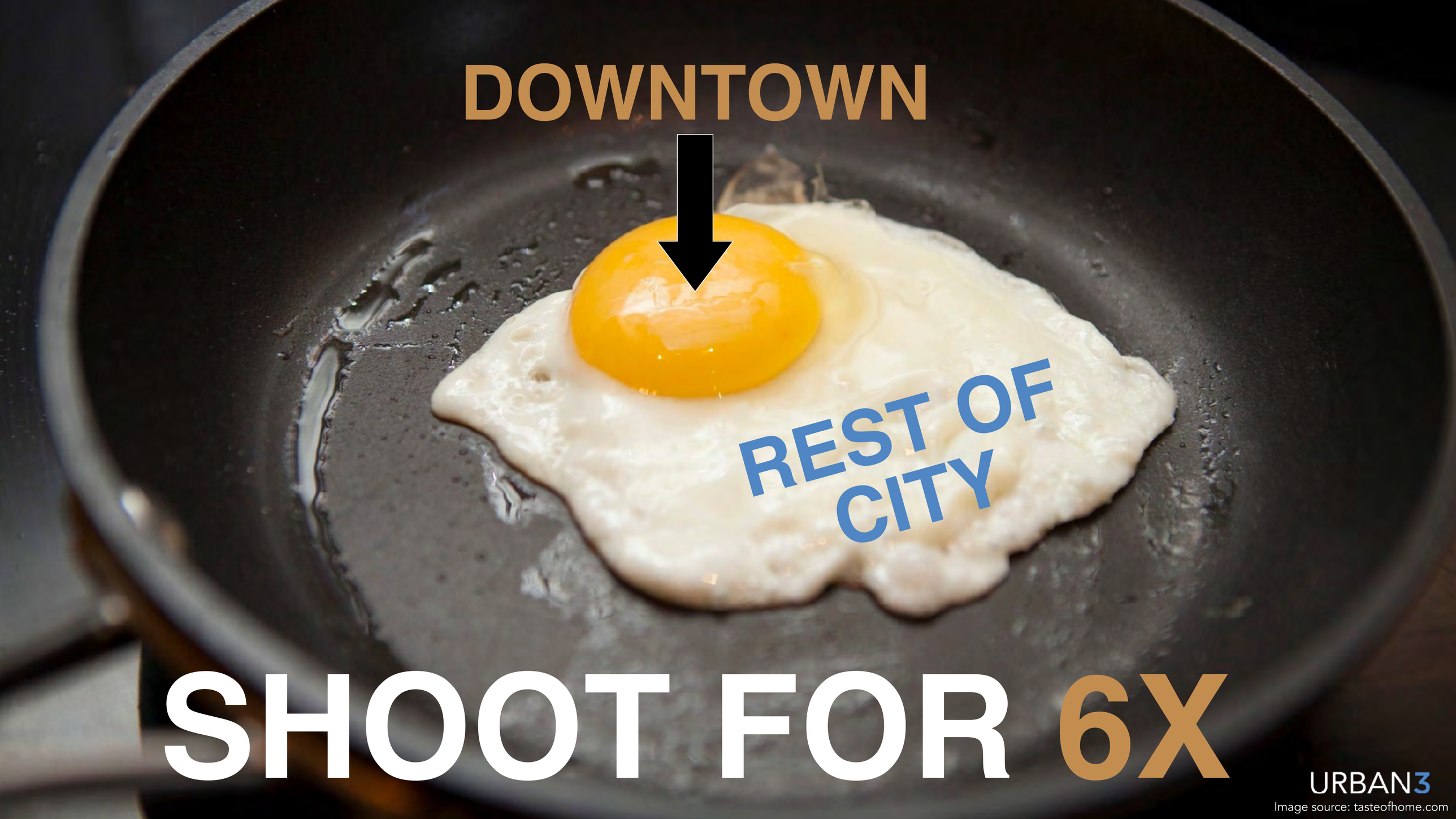
1,400 people per sq. mi



Liberty, MO

1,000 people per sq. mi

Source: U.S. Census



URBAN3

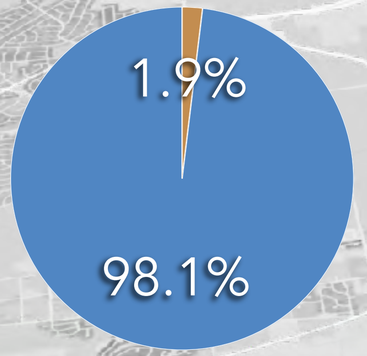
Image source: tasteofhome.com

URBAN3

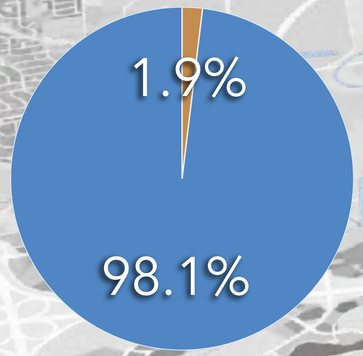
Current Productivity

Downtown Blue Springs vs City of Blue Springs, MO

Taxable Acres



Total Value



Downtown
City

1.0x

Blue Springs' taxable value is ***equal to*** the amount of City area it takes up.

Value Per Acre ($)

- > 10,000,000
- 5,000,001 – 10,000,000
- 4,000,001 – 5,000,000
- 3,000,001 – 4,000,000
- 2,500,001 – 3,000,000
- 2,000,001 – 2,500,000
- 1,500,001 – 2,000,000
- 1,000,001 – 1,500,000
- 750,001 – 1,000,000
- 500,001 – 750,000
- 250,000 – 500,000
- < 250,000
- 0

Burr Oak Woods Conservation Area
Lake Remembrance
Grain Valley
BLUE SPRINGS LAKE
70
40
7

N

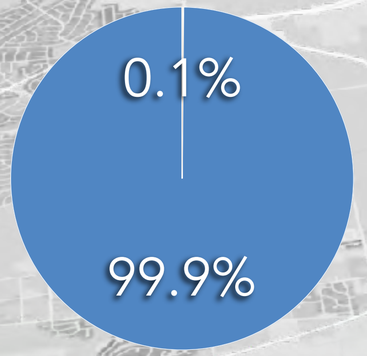
Source: Jackson County Assessor (2024)

URBAN3

Hypothetical Future Productivity

Downtown Blue Springs, MO

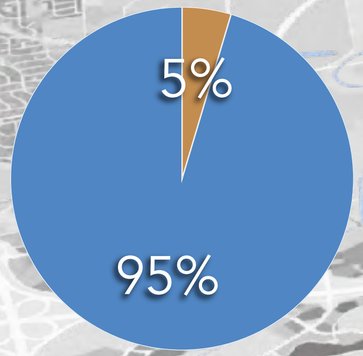
Taxable Acres



6.0x

Blue Springs' taxable value ***would be 6 times greater*** than the amount of City area it takes up.

Total Value



Downtown
City

Value Per Acre ($)

- > 10,000,000
- 5,000,001 – 10,000,000
- 4,000,001 – 5,000,000
- 3,000,001 – 4,000,000
- 2,500,001 – 3,000,000
- 2,000,001 – 2,500,000
- 1,500,001 – 2,000,000
- 1,000,001 – 1,500,000
- 750,001 – 1,000,000
- 500,001 – 750,000
- 250,000 – 500,000
- < 250,000
- 0

Burr Oak Woods Conservation Area
Lake Remembrance
Grain Valley
BLUE SPRINGS LAKE
70
40
7

N

POWERED BY esri

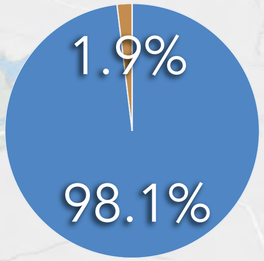
Source: Jackson County Assessor (2024)

URBAN3

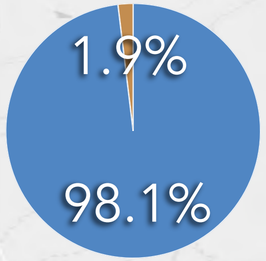
Hypothetical Productivity

Downtown Blue Springs, MO

Taxable Acres



Total Value



City Downtown

$108M



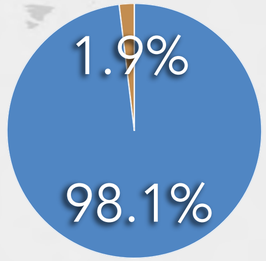
Current

$647M

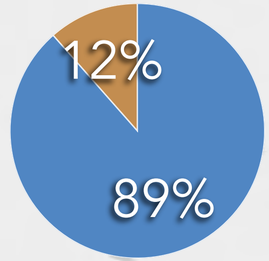


Hypothetical

Taxable Acres



Total Value



City Downtown

Total Downtown Value

1.0x

Downtown Blue Spring's taxable value is ***1.0 times greater*** than the amount of City area it takes up.

6.0x

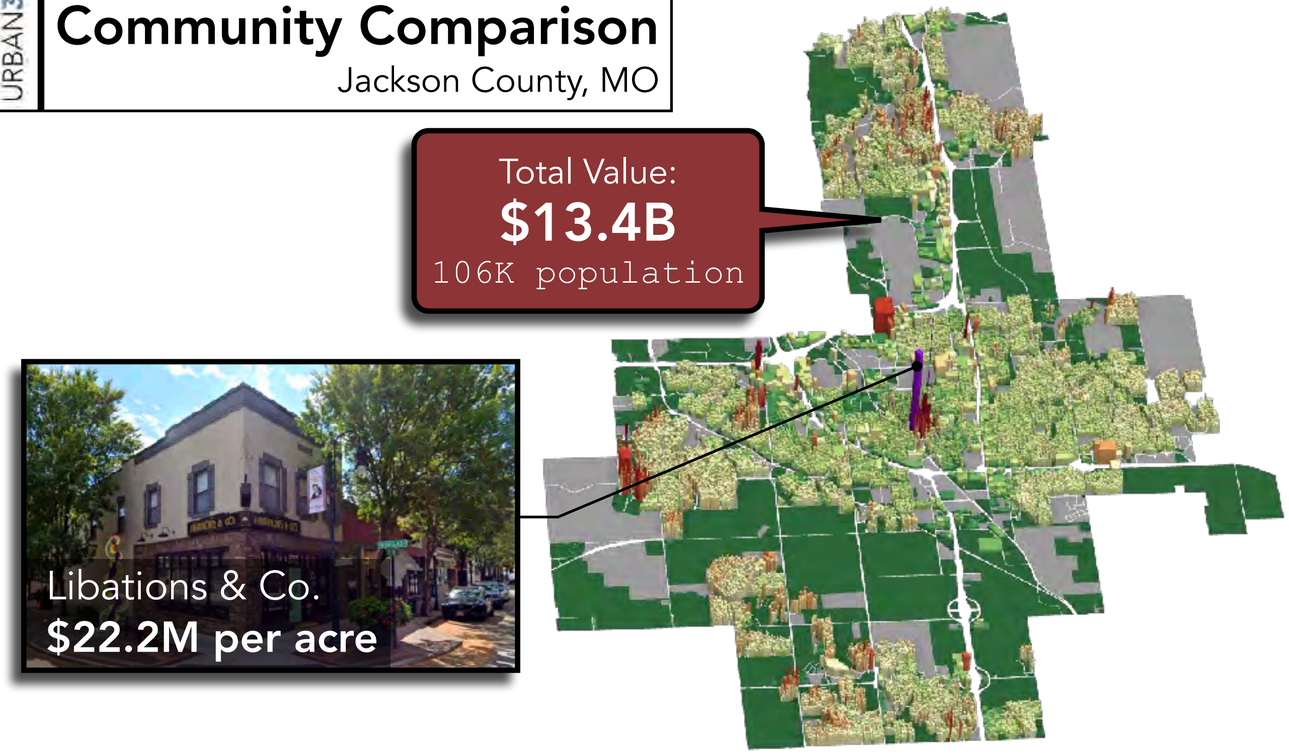
Downtown Blue Springs if its taxable value were ***6 times greater*** than the amount of City area it takes up.

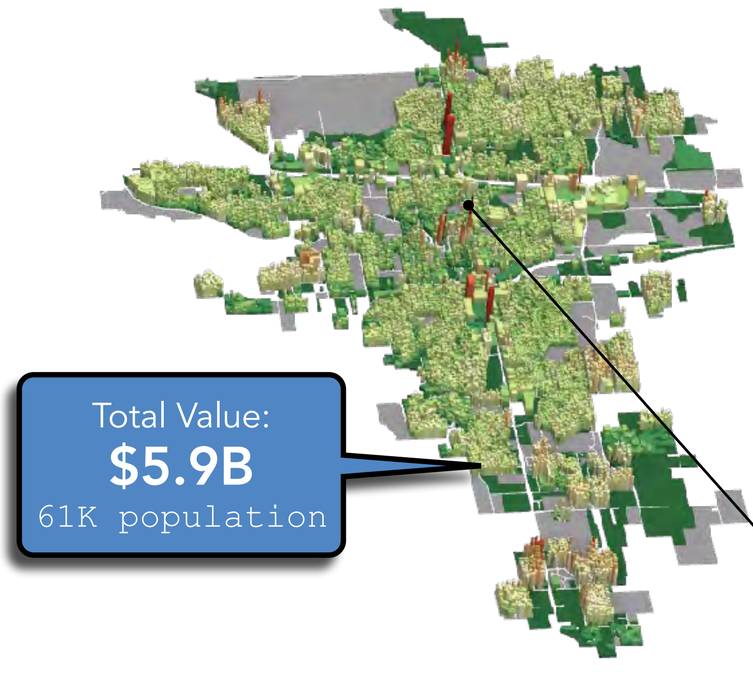
Source: Jackson County Assessor (2024)

URBAN3

Community Comparison

Jackson County, MO





Value Per Acre ($)

- > 10,000,000
- 5,000,001 – 10,000,000
- 4,000,001 – 5,000,000
- 3,000,001 – 4,000,000
- 2,500,001 – 3,000,000
- 2,000,001 – 2,500,000
- 1,500,001 – 2,000,000
- 1,000,001 – 1,500,000
- 750,001 – 1,000,000
- 500,001 – 750,000
- 250,000 – 500,000
- < 250,000
- 0

Lee's Summit

Blue Springs

Total Area* (Sq. Mi)

66 | 23

Population Density (People Per Sq. Mi)

1,620 | 2,700

Taxable Value Per Acre

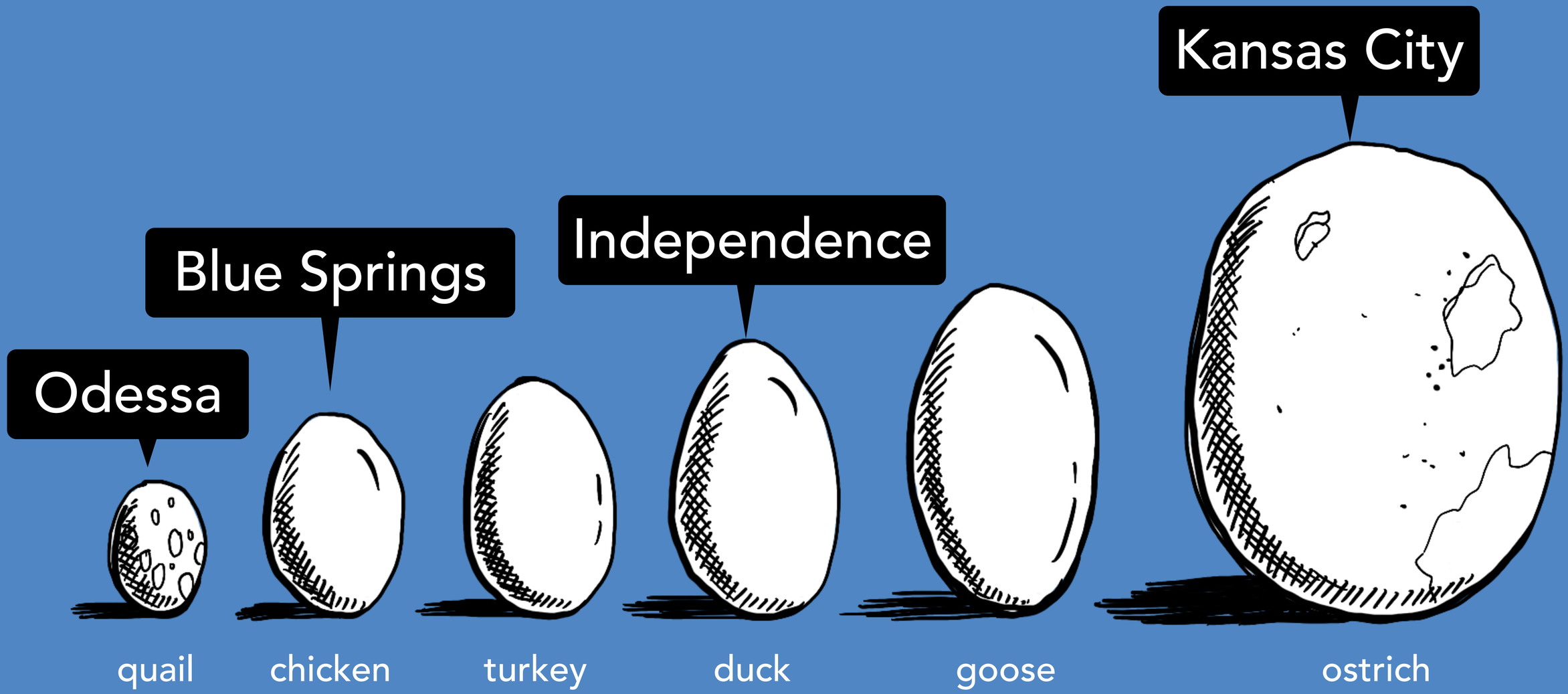
$376.9K | $475.6K

N

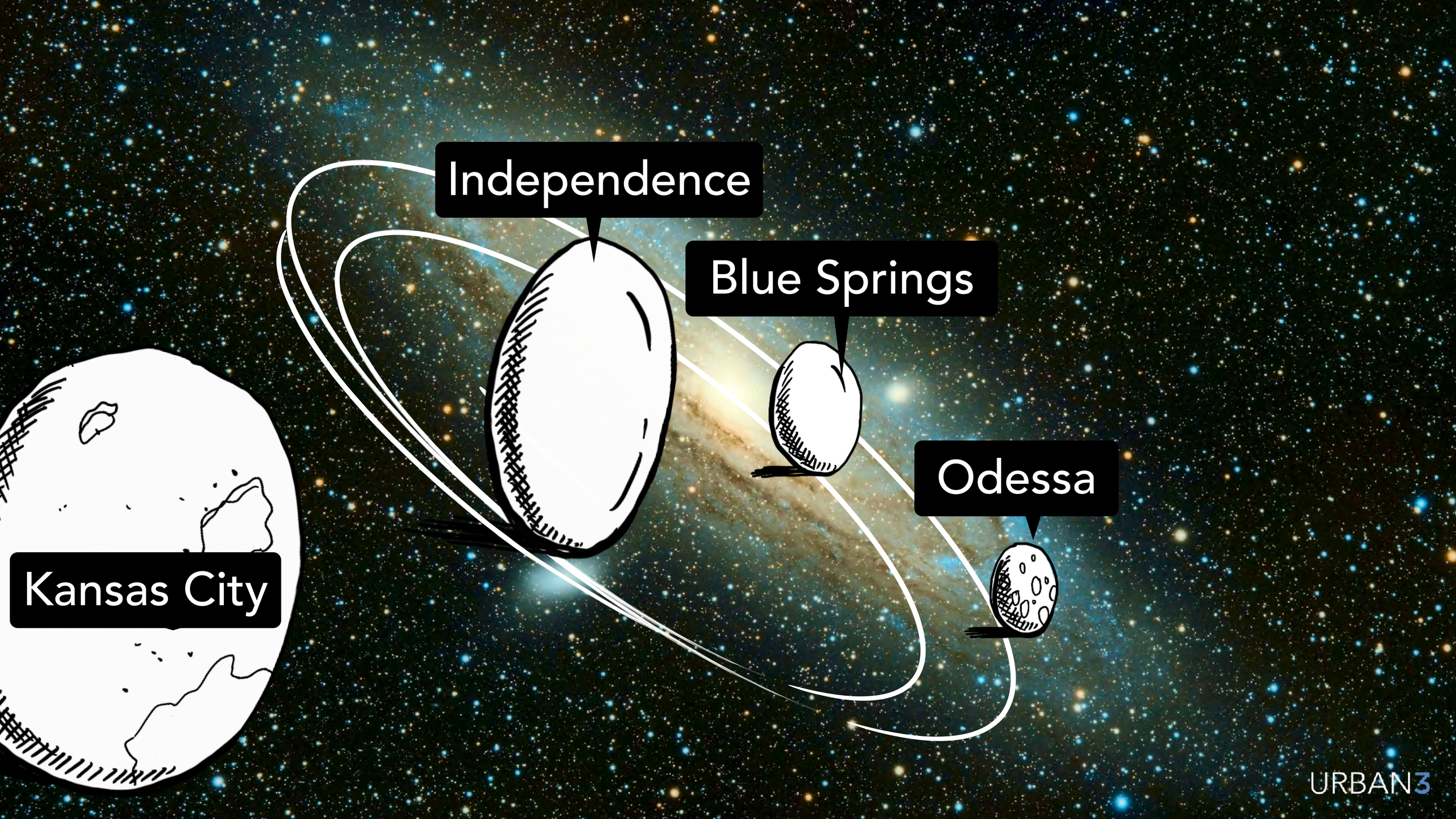
POWERED BY esri

*Note: Value Per Acre models are not to scale with each other.

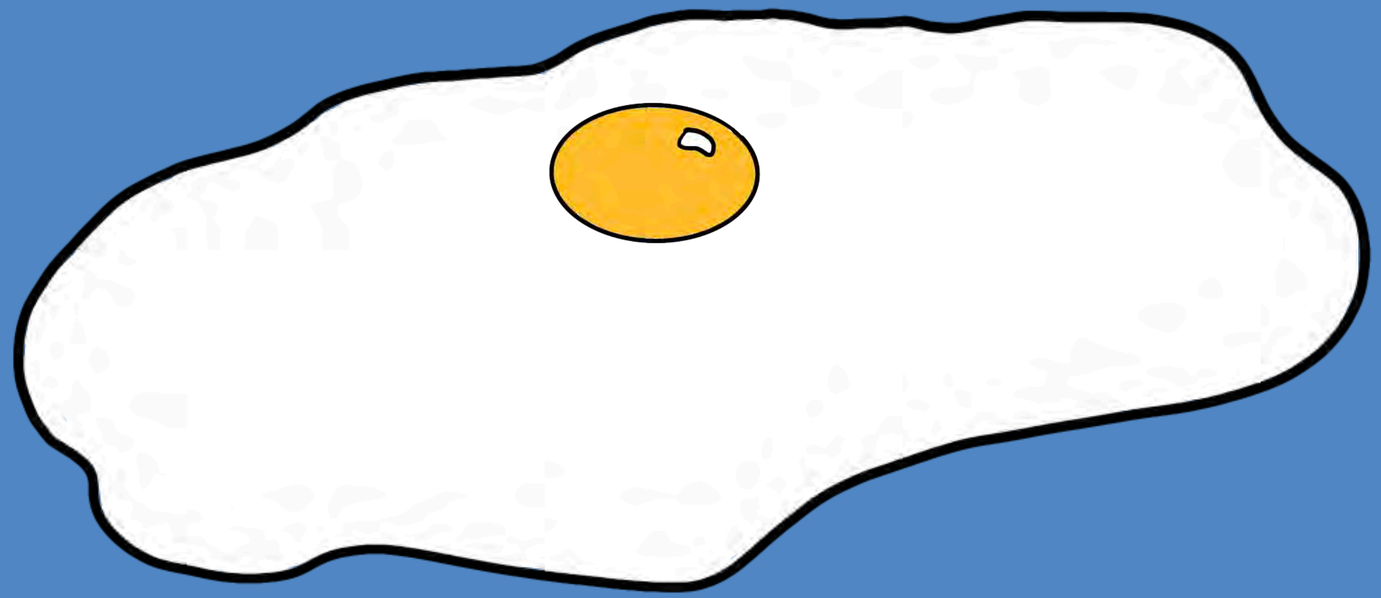
Source: Jackson County Assessor (2024)


Kansas City
Independence
Blue Springs
Odessa
quail
chicken
turkey
duck
goose
ostrich

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Independence
Blue Springs
Odessa
Kansas City
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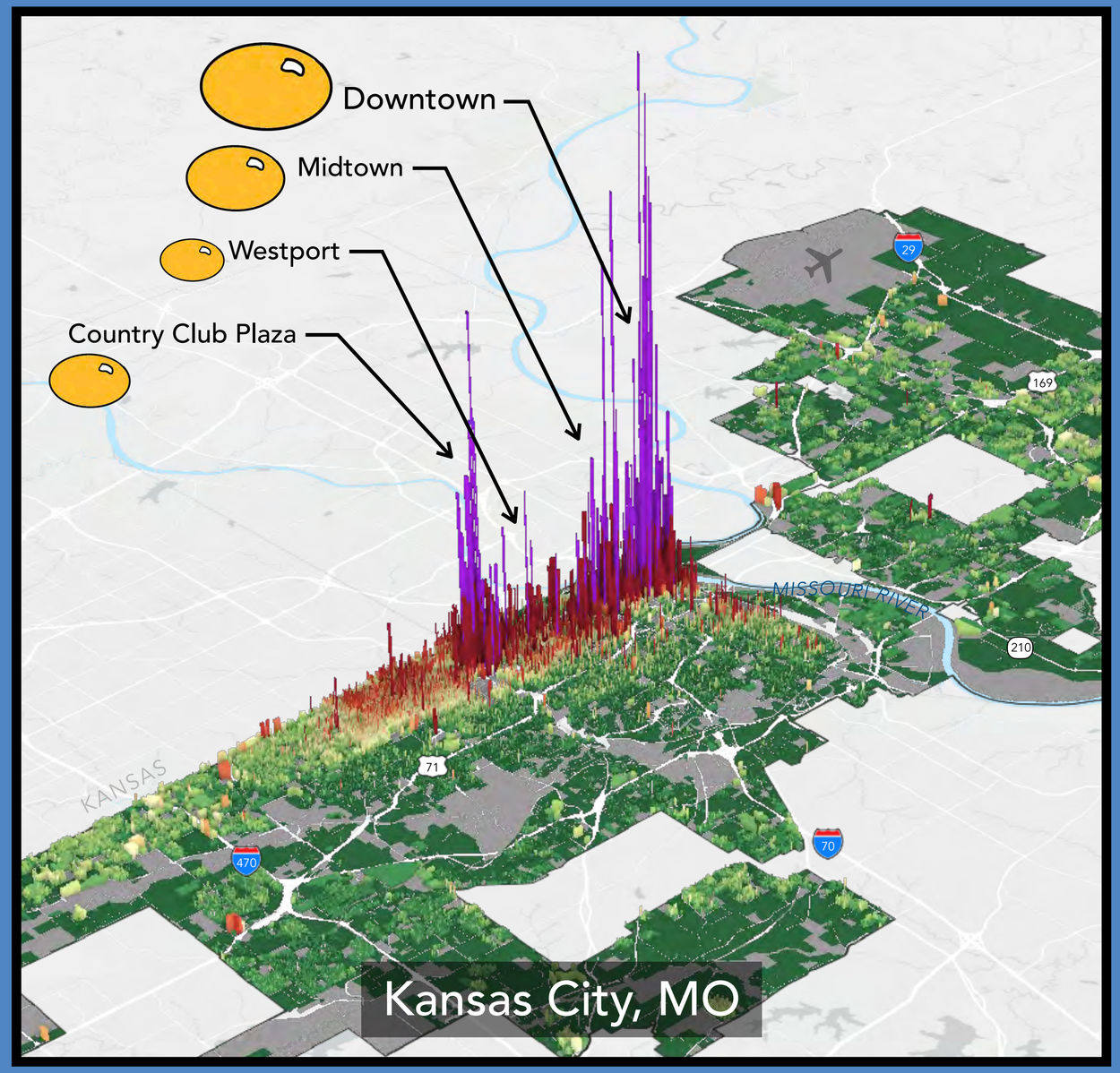
BLUE SPRINGS
MISSOURI

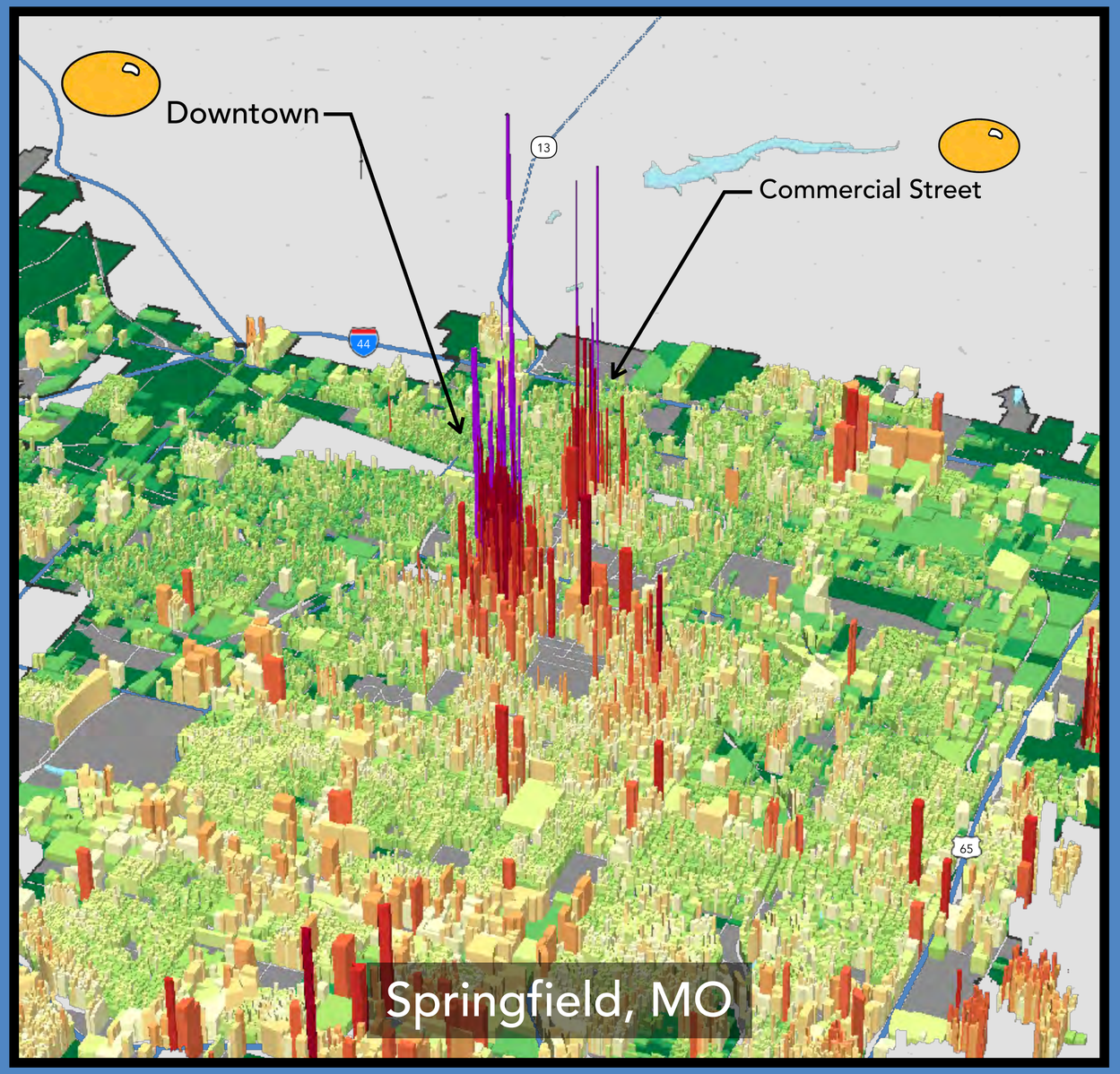


Current

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Multiple Walkable Cores: It's a Missouri Thing.

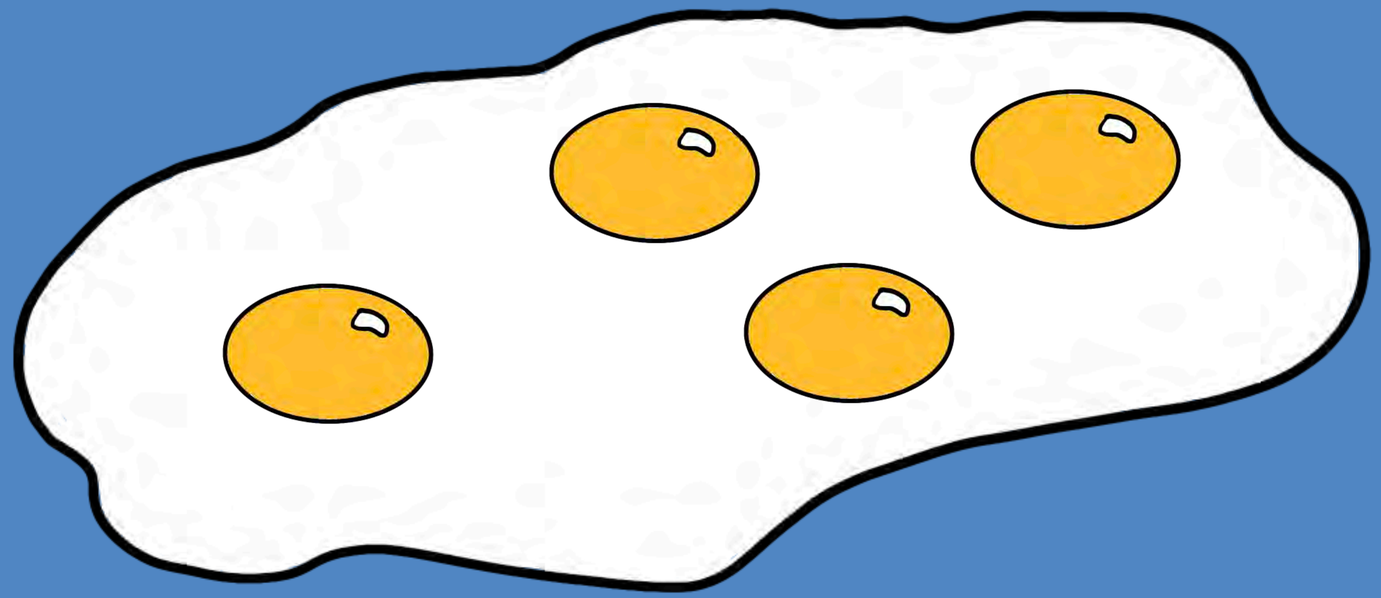




URBAN3

Source: Kansas City Appraisers Office (2023), Greene County Assessor (2022)

BLUE SPRINGS
MISSOURI



Possible Future

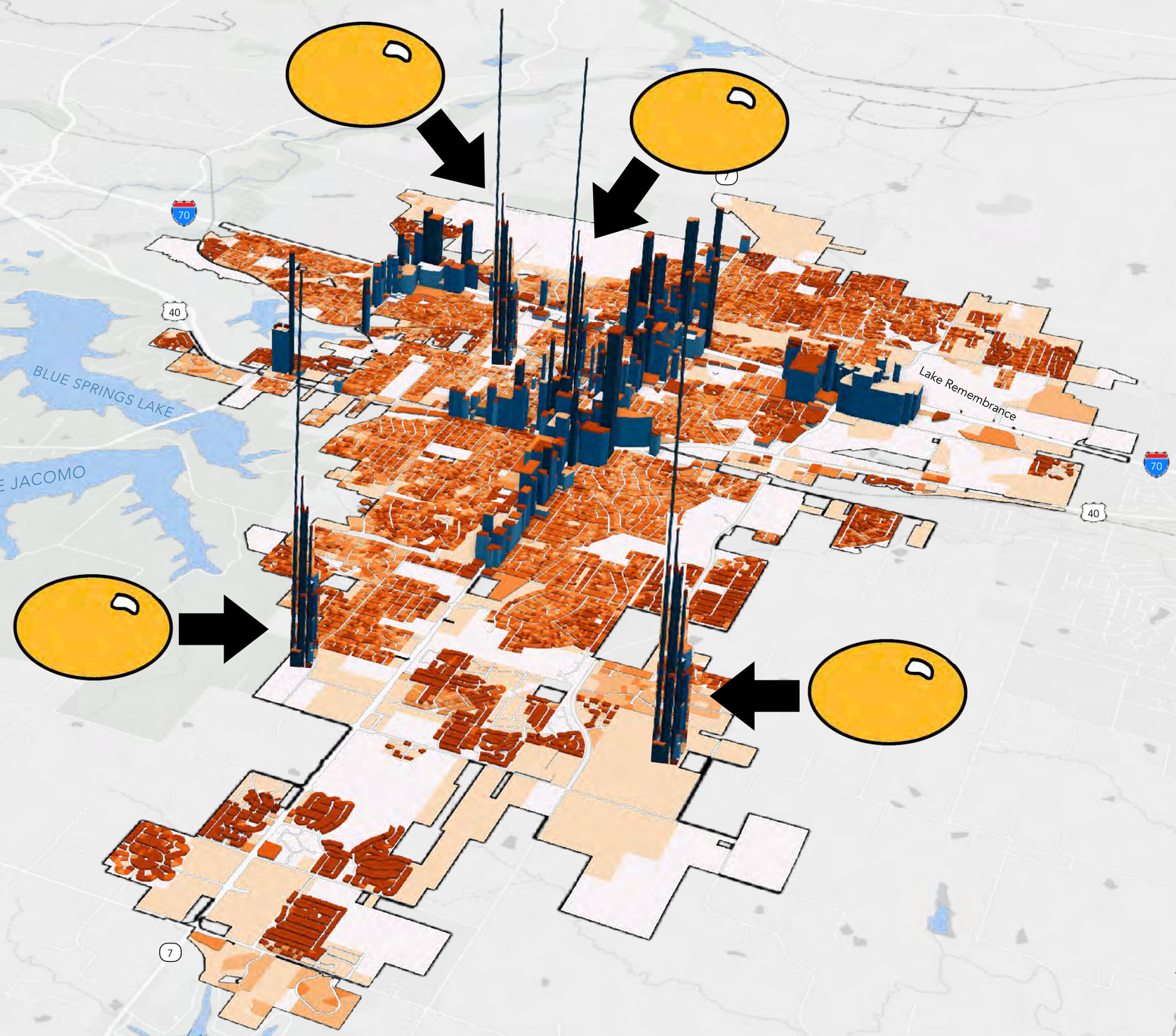
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URBAN3

Tax Revenue Per Acre

Blue Springs, MO

Hypothetical Model



Property Tax Revenue Per Acre ($)

- > 5,000
- 2,001 – 5,000
- 1,501 – 2,000
- 1,001 – 1,500
- 500 – 1,000
- < 500
- 0

Sales Tax Revenue Per Acre ($)

- > 100,000
- 50,001 – 100,000
- 10,001 – 50,000
- 1,001 – 10,000
- 500 – 1,000
- < 500
- 0

N

Note: This data only reflects real property, not personal or utilities assessed by the state.

Source: Jackson County, MO (2024); Missouri DOR (FY 2025)

Road Length

Blue Springs, MO

Chicago, IL

488 mile two lane road* to



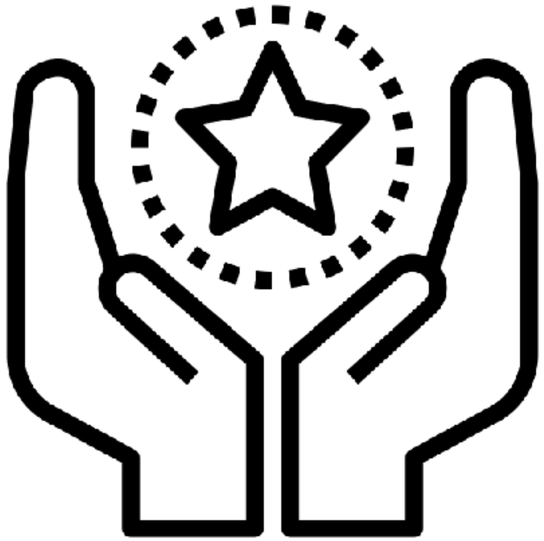
Blue Springs, MO

*Equivalent to 976 lane miles.

Source: Google Maps, Missouri DOT

N

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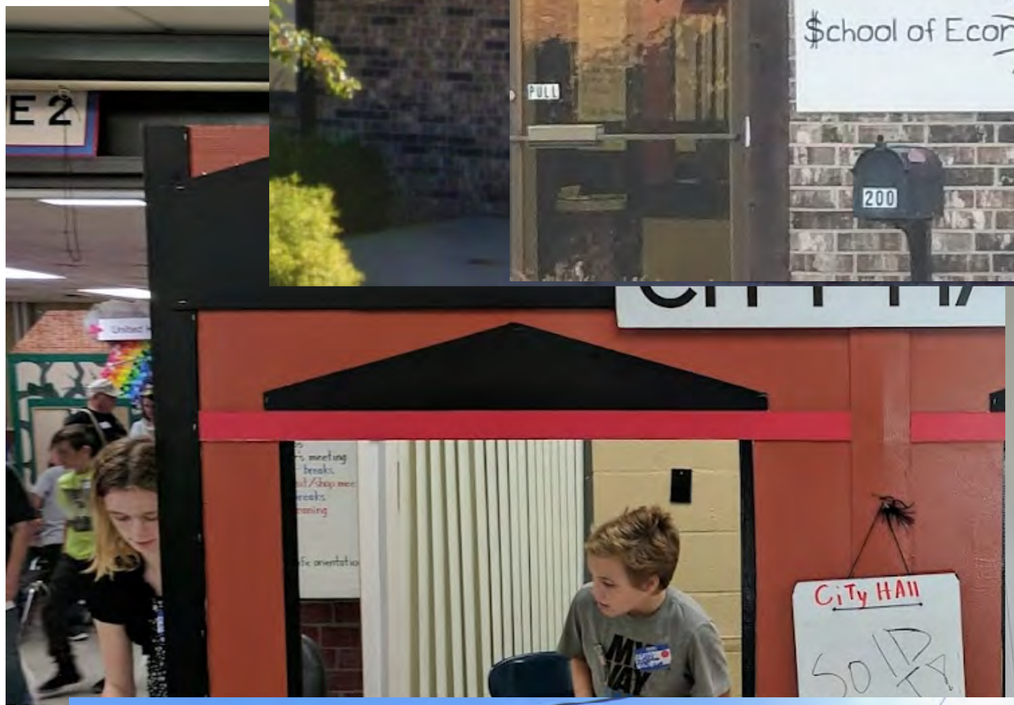


Okay, so now what?

Main Takeaways

URBAN3


$chool of Economics
200


City Hall




ACCOU
Kansas
Champion
CHAMPIONS


$chool of Economics
12:20
ACCOUNTING
Air Heads
Champion
BACK 2 BACK
CHAMPIONS


$chool of Economics
CITY HALL
City HALL
SOLD OUT!



“Form follows ~~function.~~ finance.”

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What you can do:

Know your costs and consequences.

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BLUE SPRINGS
MISSOURI



$5.9B

Royals



$1.6B

URBAN3

Source: Jackson County Assessor (2024), seatgeek.com, Forbes.com



$5.9B

=

3.6

$1.6B

URBAN3

Source: Jackson County Assessor (2024), seatgeek.com, Forbes.com


John Sherman, Bobby Witt Jr.
KC
Royals
7
URBAN3
Source: Reed Hoffman/AP

What you can do:

Create lasting value in your community.

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Value Per Acre: Historic Buildings

Blue Springs, MO





Walmart Average
$0.8M per acre

Source: Blue Springs Historical Society Archives, Jackson County Assessor (2024), Google Maps

What you can do:

Know your intake.



Nutrition Facts

Serving Size 1 cup (228g)
Servings Per Container 2

Amount Per Serving	
Calories 250	Calories from Fat 110
	% Daily Value*
Total Fat 12g	18%
Saturated Fat 3g	15%
Trans Fat 1.5g	
Cholesterol 30mg	10%
Sodium 470mg	20%
Total Carbohydrate 31g	10%
Dietary Fiber 0g	0%
Sugars 5g	
Protein 5g	
Vitamin A	4%
Vitamin C	2%
Calcium	20%
Iron	4%

* Percent Daily Values are based on a 2,000 calorie diet. Your Daily Values may be higher or lower depending on your calorie needs:

	Calories:	2,000	2,500
Total Fat	Less than	65g	80g
Sat Fat	Less than	20g	25g
Cholesterol	Less than	300mg	300mg
Sodium	Less than	2,400mg	2,400mg
Total Carbohydrate		300g	375g
Dietary Fiber		25g	30g

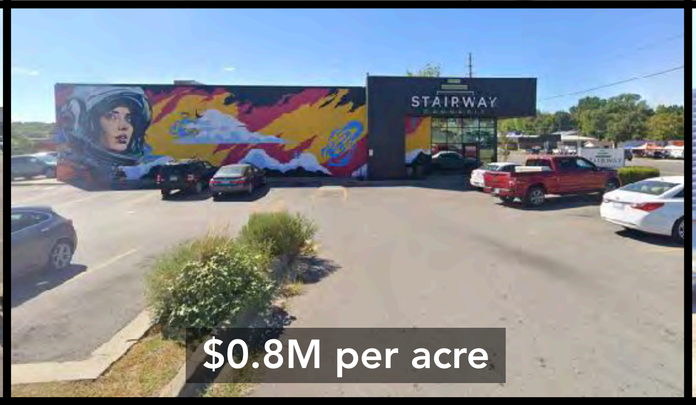
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What you can do:

Thicken up! Use your land wisely.

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Jackson County, Missouri: **Value Per Acre Averages by Building Type**

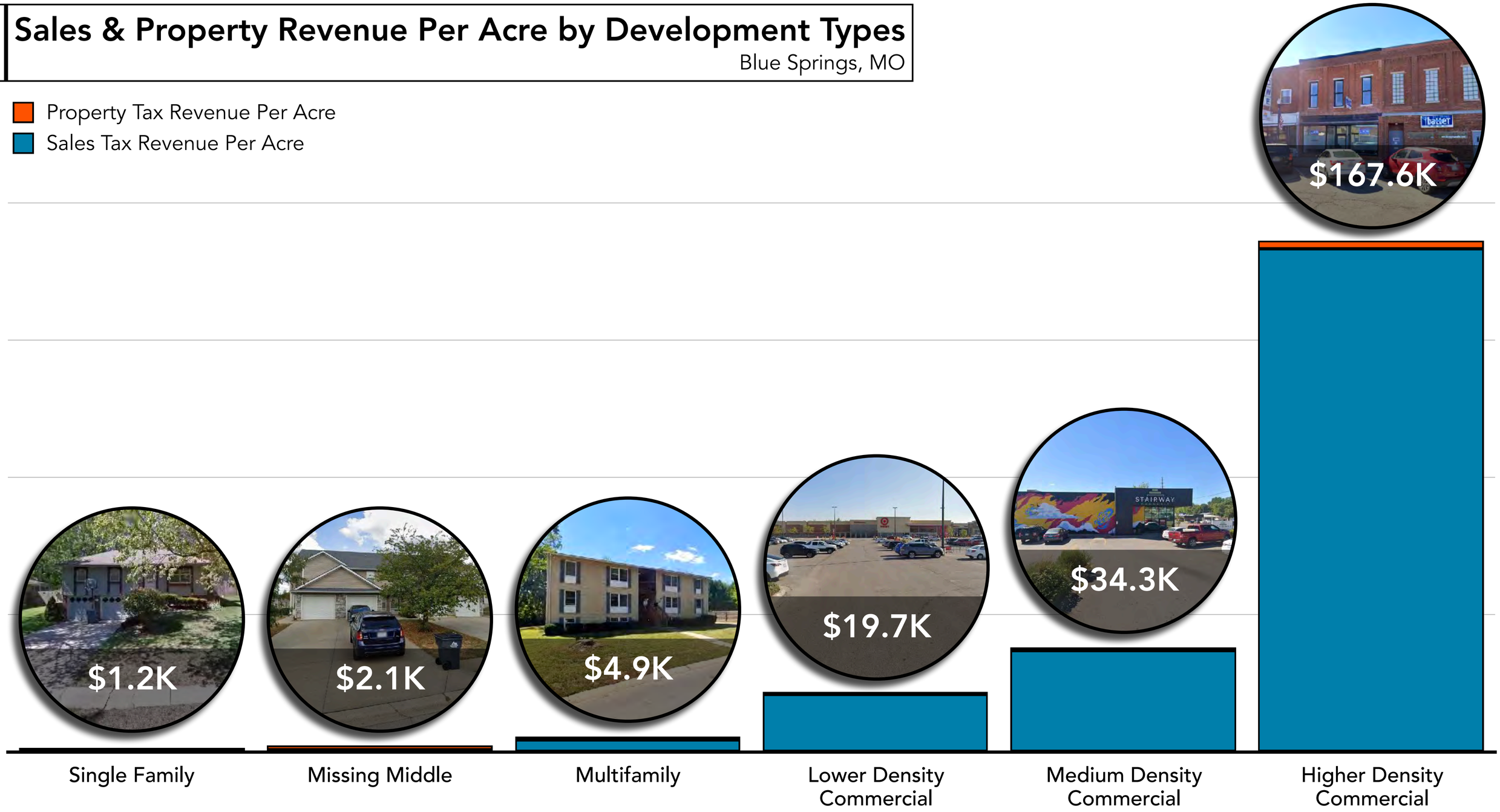
	LOWER DENSITY	MEDIUM DENSITY	HIGHER DENSITY
RESIDENTIAL	 $0.8M per acre	 $1.1M per acre	 $1.0M per acre
COMMERCIAL	 $0.5M per acre	 $0.8M per acre	 $1.5M per acre
MIXED USE	 Lee's Summit $6.2M per acre	 Independence $8.7M per acre	 Kansas City $18.5M per acre

Note: Residential and Commercial values are dataset averages, while Mixed Use values are specific property values. | Source: Jackson County Assessor (2024), Google Maps

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Sales & Property Revenue Per Acre by Development Types

Blue Springs, MO



Note: Sales revenue from online shopping were distributed to residential properties per unit. The remainder are assigned using NAICS and Land Use Records.

Source: Jackson County Assessor (2024), Missouri State Department of Revenue.

What you can do:

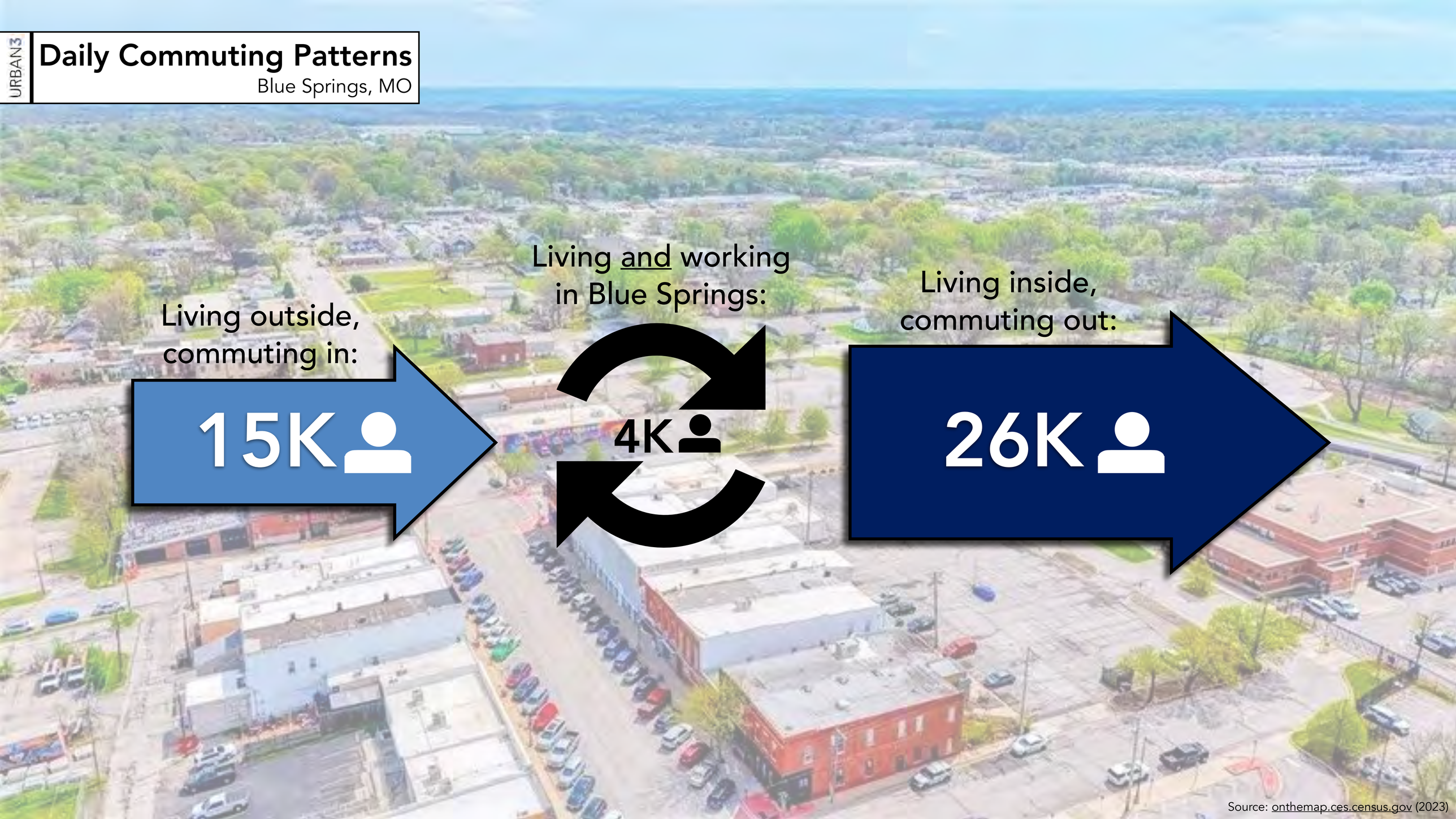
Find opportunities to capture commuters in your community.

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Daily Commuting Patterns

Blue Springs, MO

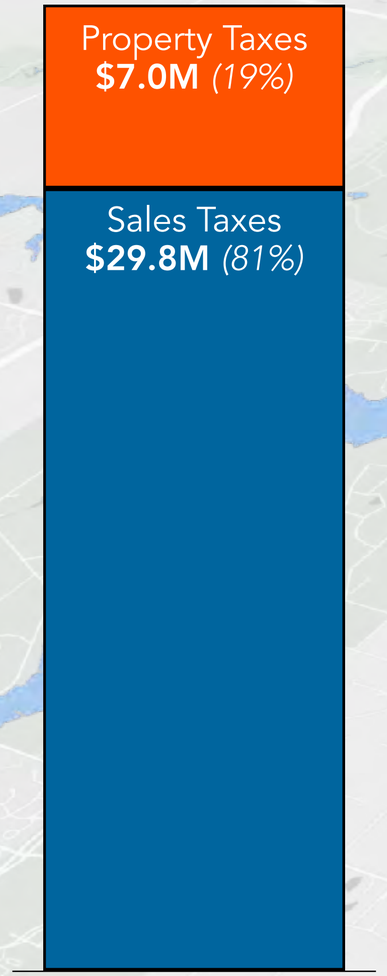


Source: onthemap.ces.census.gov (2023)

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Tax Revenue Per Acre

Blue Springs, MO



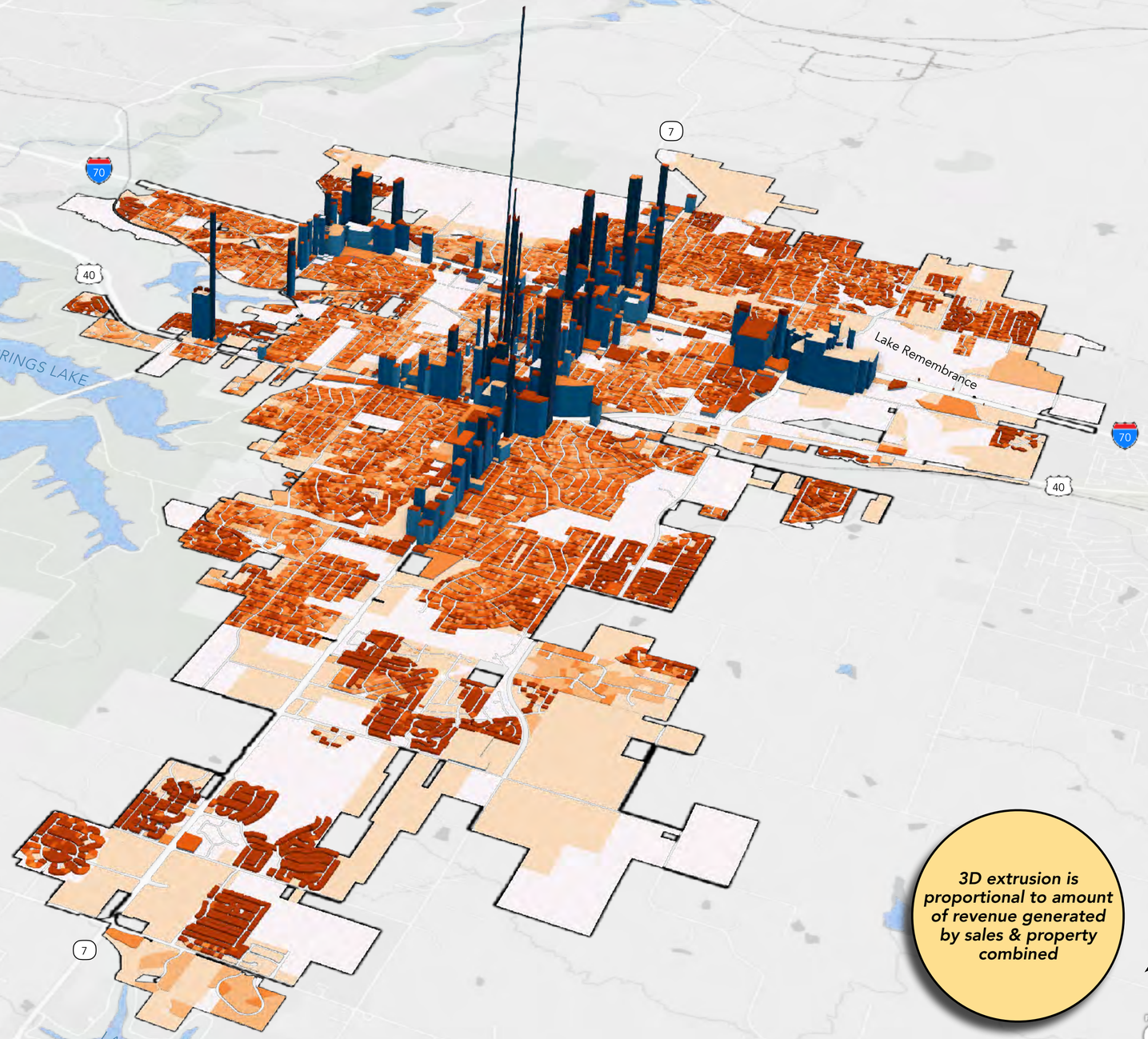
City Tax Revenue

Property Tax Revenue Per Acre ($)

- > 5,000
- 2,001 – 5,000
- 1,501 – 2,000
- 1,001 – 1,500
- 500 – 1,000
- < 500
- 0

Sales Tax Revenue Per Acre ($)

- > 100,000
- 50,001 – 100,000
- 10,001 – 50,000
- 1,001 – 10,000
- 500 – 1,000
- < 500
- 0



3D extrusion is proportional to amount of revenue generated by sales & property combined

N

Note: This data only reflects real property, not personal or utilities assessed by the state.

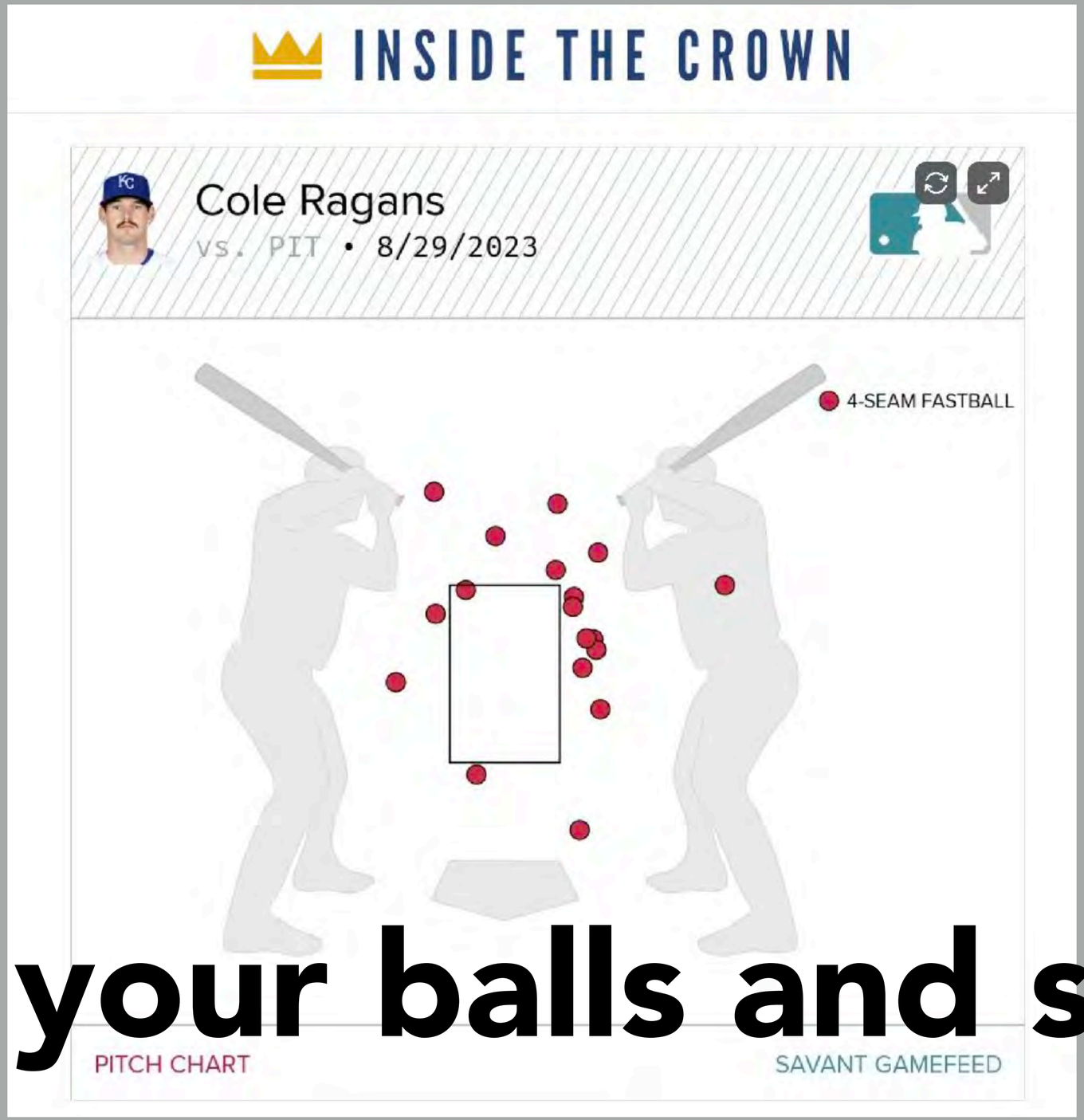
Source: Jackson County, MO (2024); Missouri DOR (FY 2025)

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What you can do:

Work with your cohort to improve data.

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Count your balls and strikes.

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Source: insidethecrown.substack.com


Cole Ragans, John Sherman
Royals
55
Count your balls and strikes.
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Source: kansascity.com


CHARLES L. MAROHN, JR.
A BOTTOM-UP REVOLUTION
STRONG TOWNS
TO REBUILD AMERICAN PROSPERITY
WILEY
Read this book!



DO THE MATH

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