

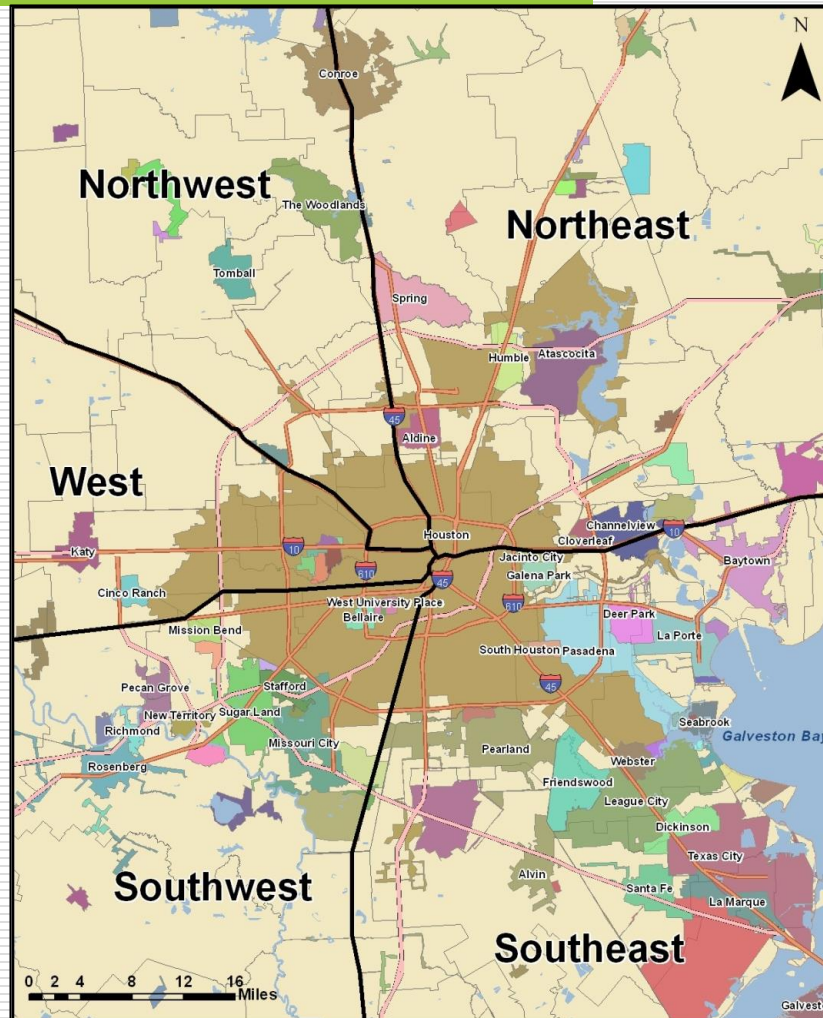
First-Of-Year 2020 Lot Price Survey – Key Findings

CDS Community Development Strategies
Lot Pricing Update Presentation

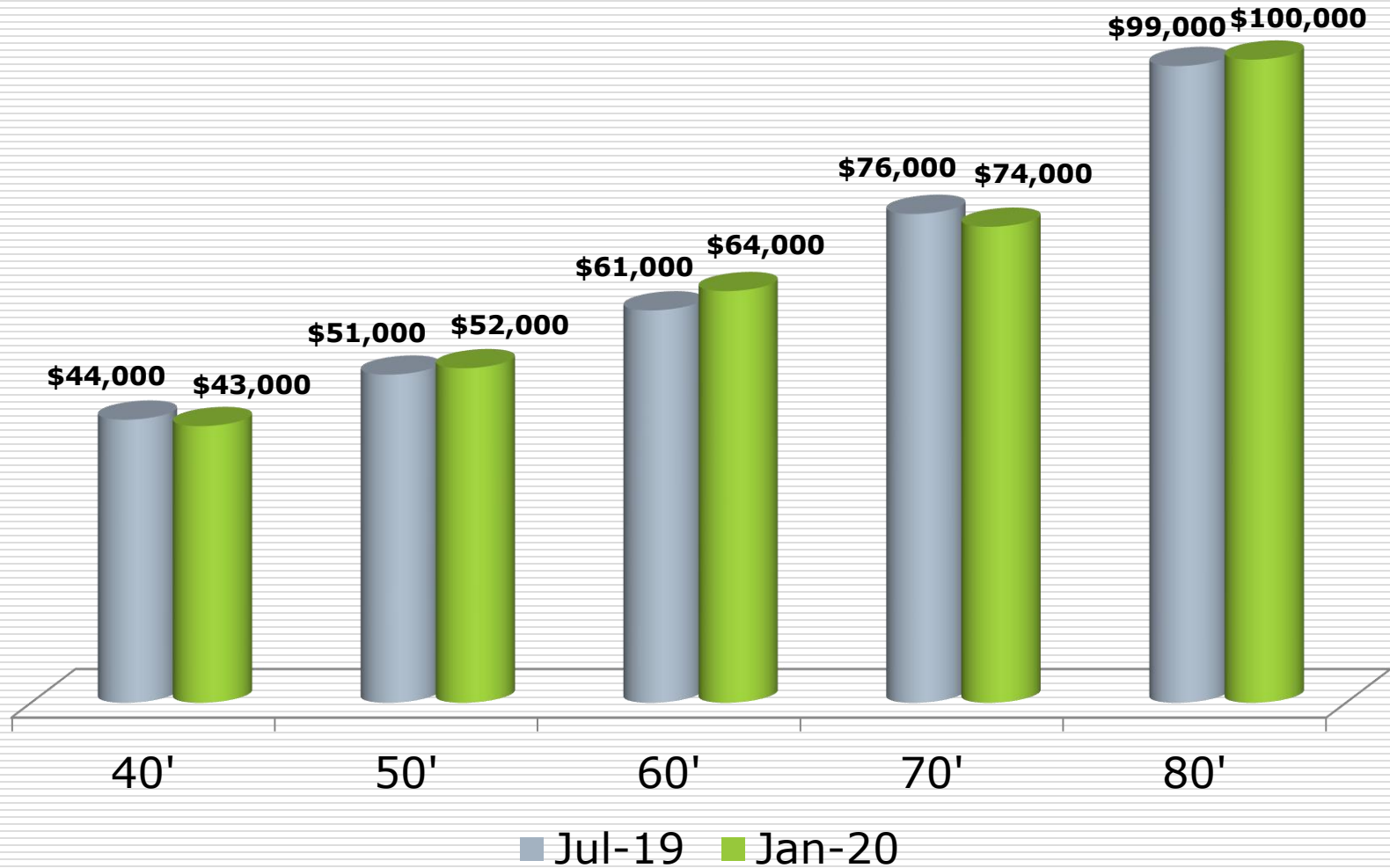
April 2020



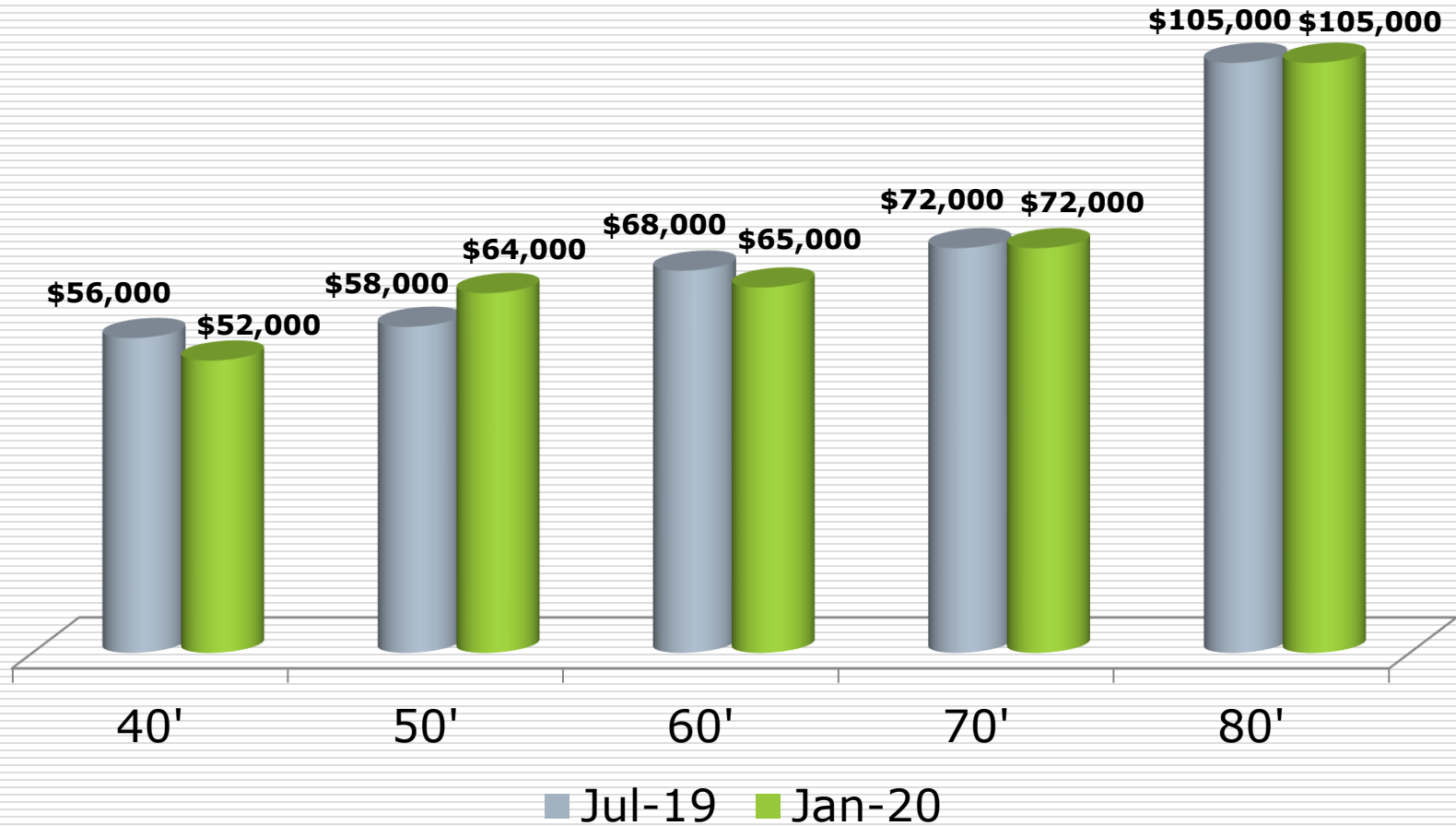
Sector Map



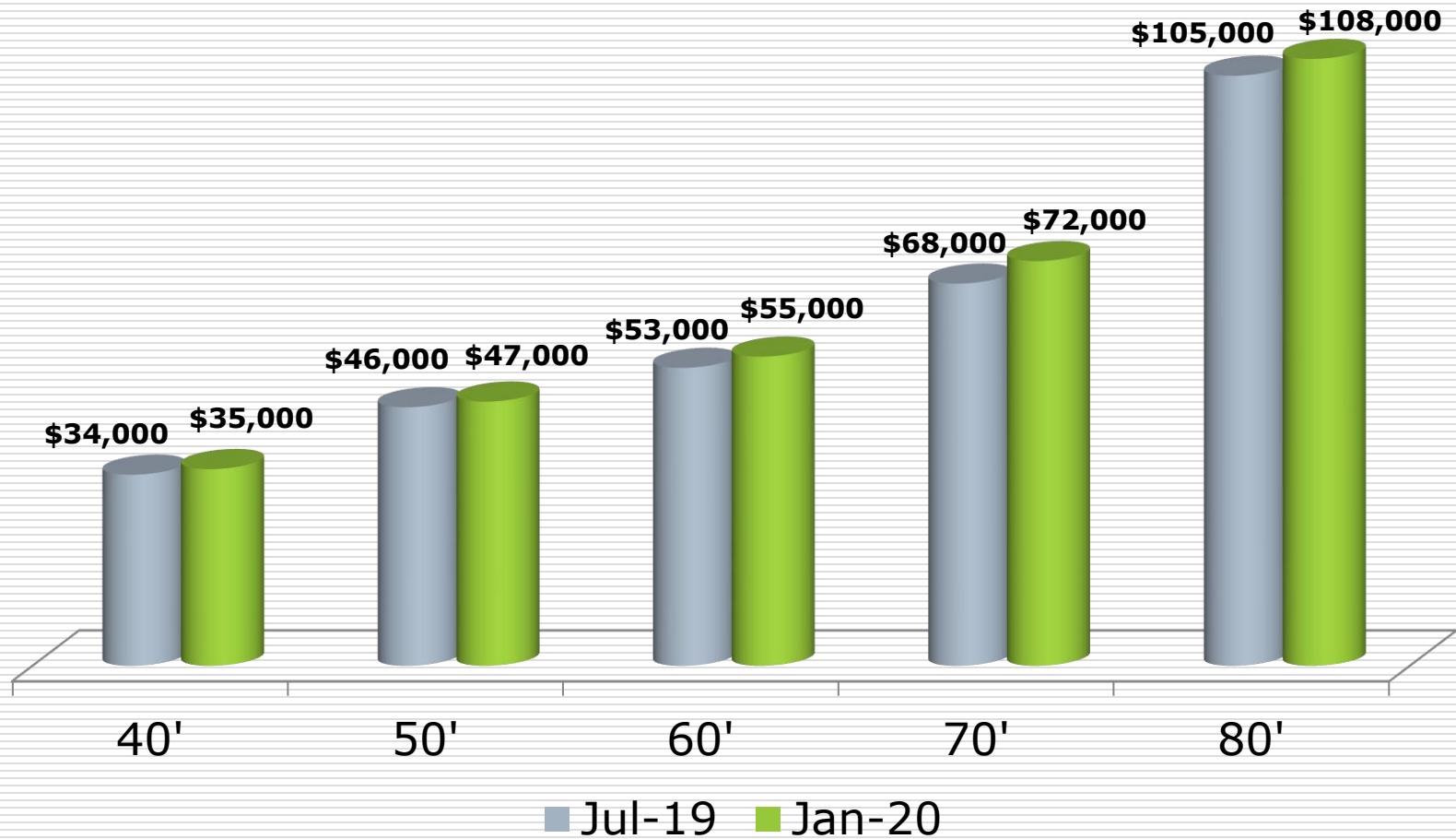
Northeast Sector Lot Prices



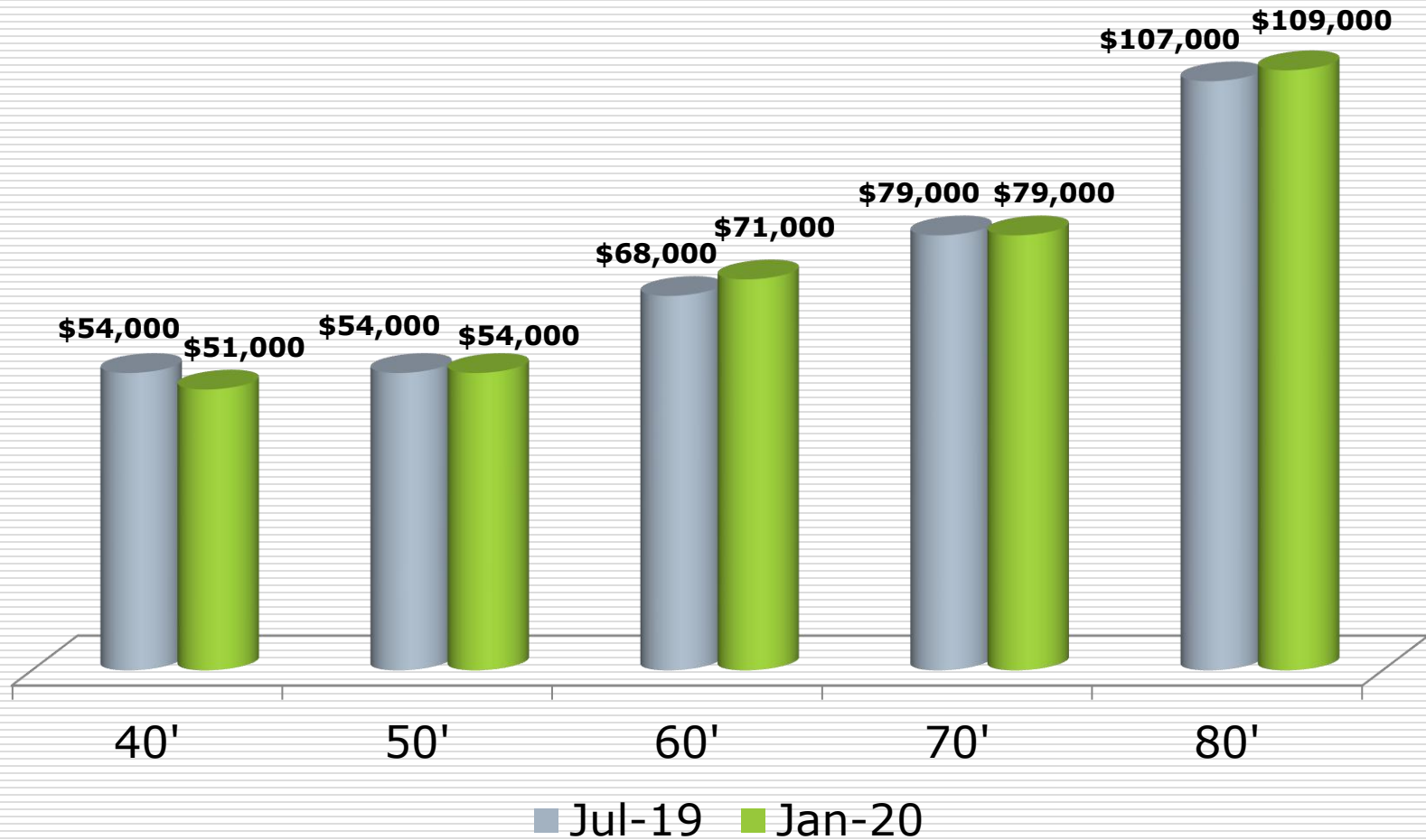
Northwest Sector Lot Prices



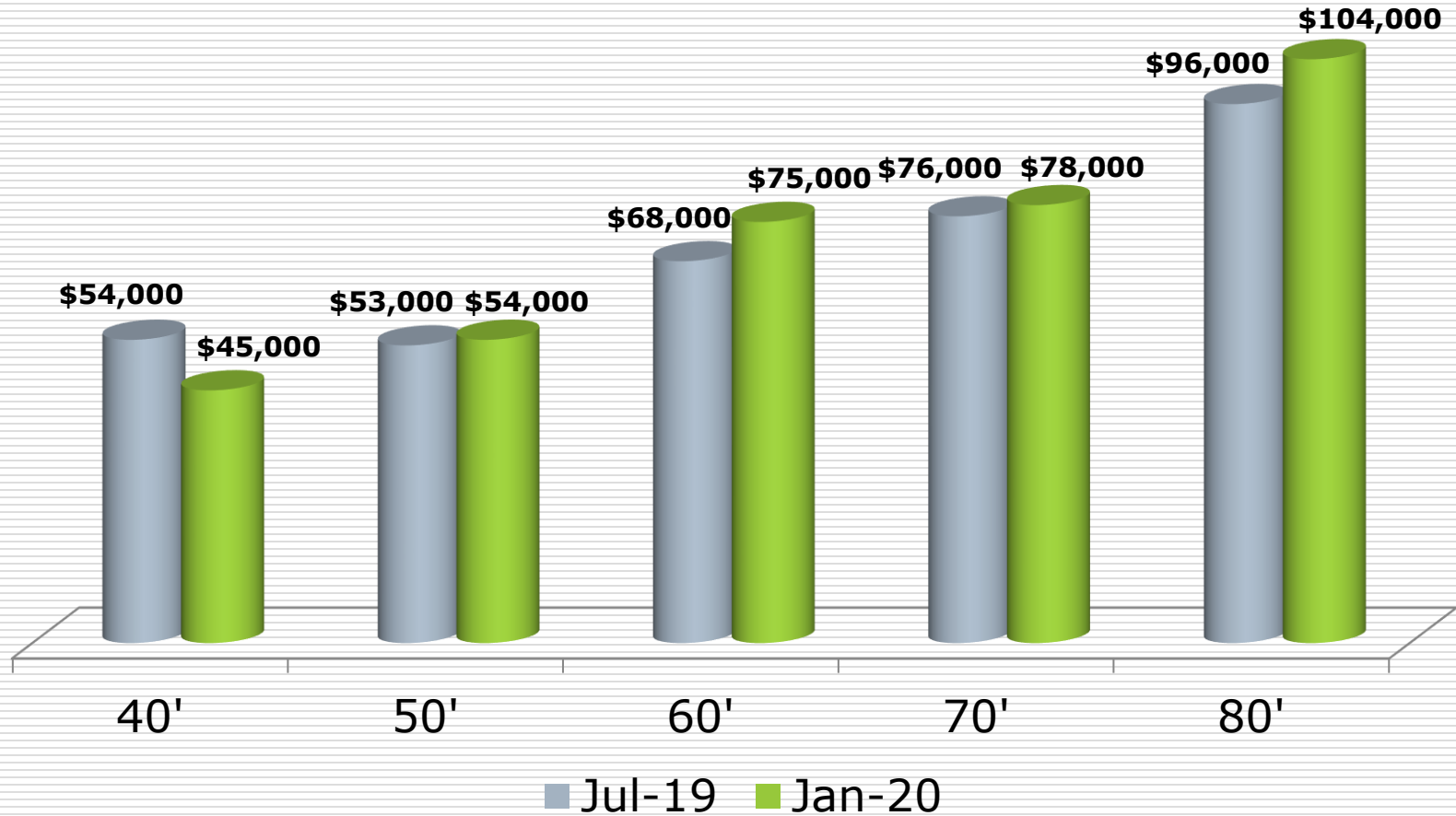
Southeast Sector Lot Prices



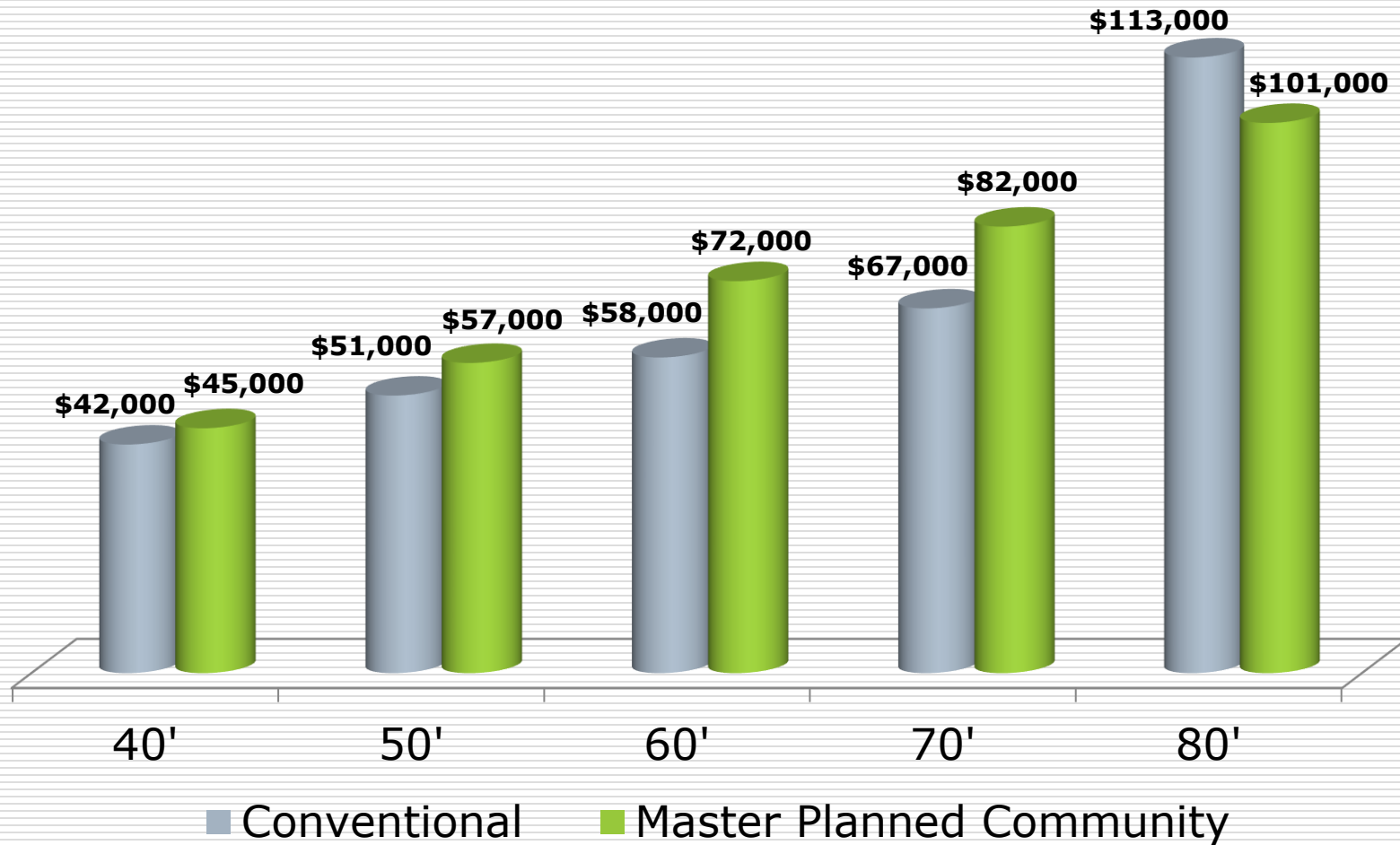
Southwest Sector Lot Prices



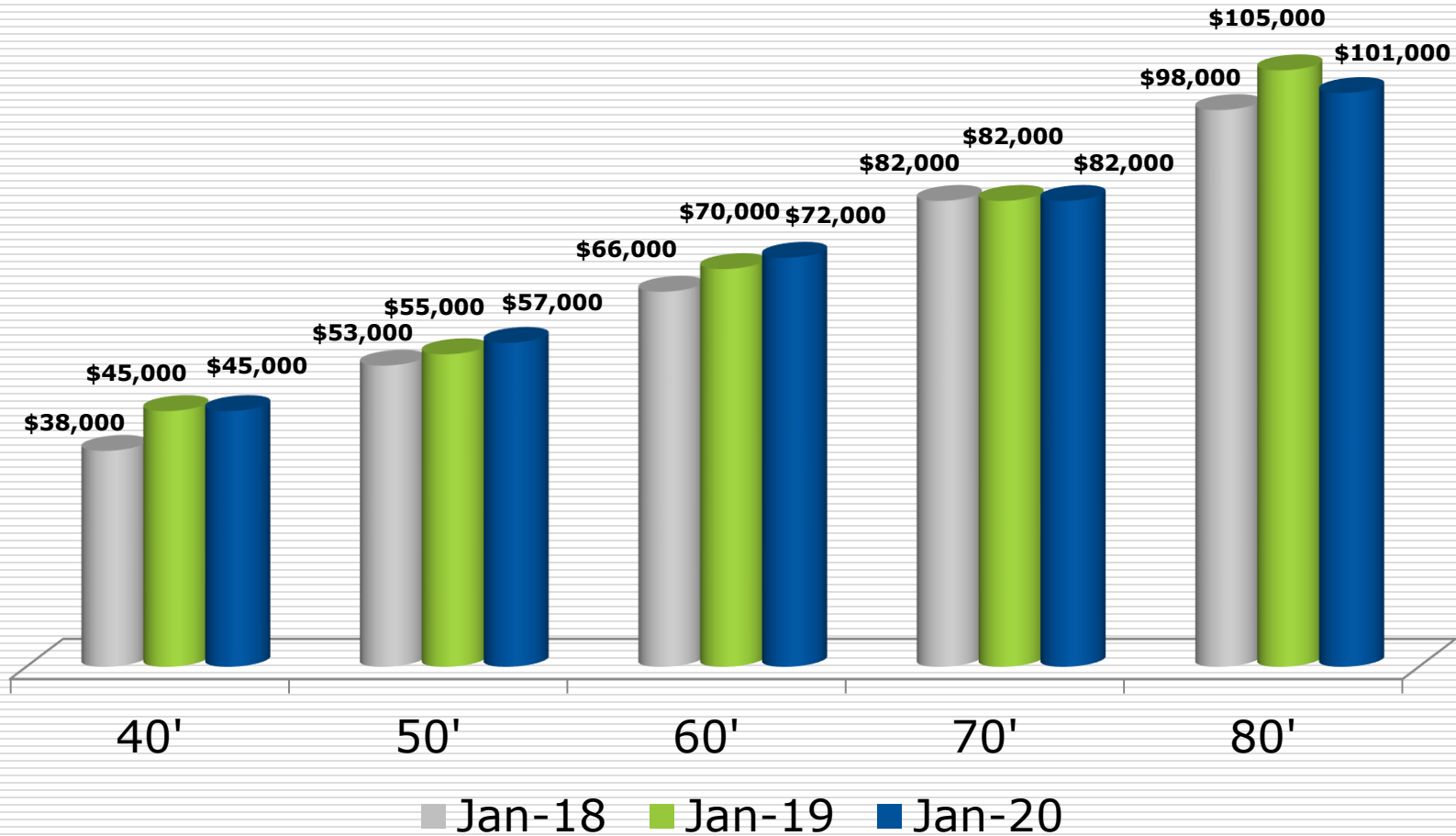
West Sector Lot Prices



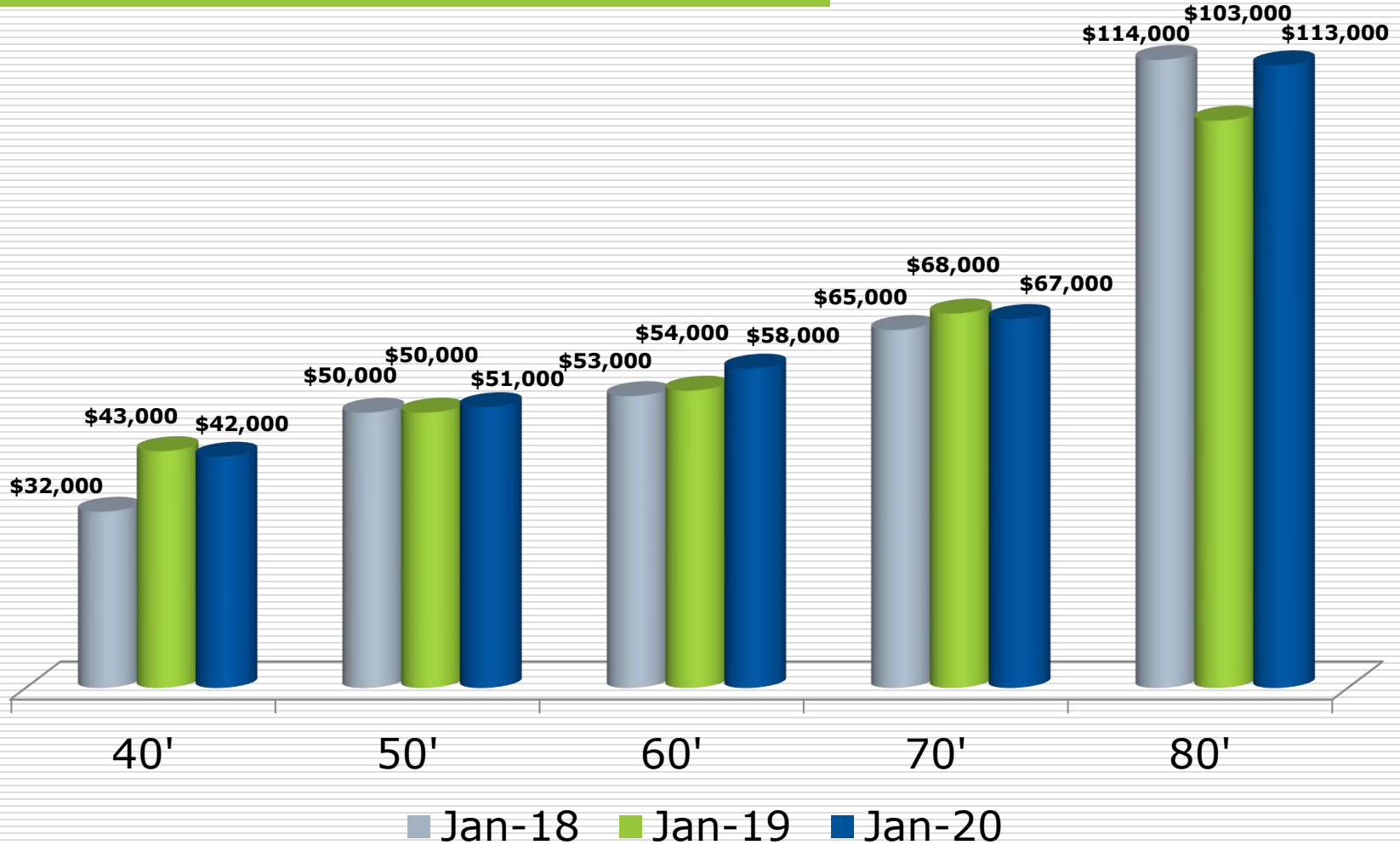
Lot Prices by Size – Conventional vs. MPC



Lot Price Changes for MPC



Lot Price Changes for Conventional Subdivisions



Observations

- Impact of new lot development
 - Increased share of new lots in the survey are in Northeast, Northwest, and Southeast sectors with a decreased share of new lots developed in the Southwest, and West sectors

 - Lot pricing facts and trends over the past year
 - MPC lots are 9.7% above conventional on average, largest differences are in 45' lots and mid-size lots, from 60' to 75'
 - Largest price increases for conventional subdivisions have been in 45' and 80' lot sizes
 - MPCs saw their largest price increases in 50' and 80' lots
 - Prices have slightly increased in most lot sizes over the past year, the largest increases seen in 45' lots in both MPC and conventional subdivisions
 - 40' lots consistently outperformed 45' lots on price per front foot basis in both conventional and MPC subdivisions
-

Observations

- Differences by sector
 - The highest lot prices are now seen in the Southwest sector, with the Northwest and West sectors just behind
 - The Northeast and Southeast sectors saw the strongest price increases in the past six months
 - The West sector price premium that had been narrowing since 2015 is gone and the prices in the Southwest and Northwest are now slightly higher
 - After several years of seeing the strongest price appreciation in the smaller lot sizes (40' to 50'), the most recent survey found the strongest increases across all sectors to be in the 55'-65' lot sizes. This trend is especially pronounced in the Southeast and West.
-

The **NEW** Lot Price Survey Site



The screenshot shows a web browser window displaying the LPS website. The browser address bar shows "https://www.cdsmr.com/lps-cds.html". The website header includes the "CDS COMMUNITY DEVELOPMENT STRATEGIES" logo and a navigation menu with links for HOME, WHO WE ARE, SERVICES, NEWSWORTHY, LOT PRICE SURVEY, and CONTACT.

The main content area is titled "Subdivisions" and features a map of the Houston area with 118 subdivisions marked by colored dots. To the left of the map is a table listing the selected subdivisions, and to the right are filter panels for Sectors, Counties, and School Districts.

118 Subdivisions Selected	
Subdivision Name	Sector
Albury Trails Estates	Northwest
Alexander Estates	Northwest
Alana	Southwest
Arcadia Court	West
Artavia	Northeast
Augusta Pines Creek Ridge	Northwest
Avalon at Spring Green	West
Avalon Terrace	Southeast
Balmoral	Northeast
Bay Colony West	Southeast
Bayou Oaks	Southeast
Bonbrook Plantation	Southwest
Bradbury Forest	Northeast
Breckenridge Forest	Northeast
Cambridge Heights	Southwest
Cane Island	West
Chapel Heights	Northwest
Cinco Ranch	West
City Park	Southeast
Country Colony	Northeast
Creskide Ranch	Southwest
Cross Creek Ranch	West
Cypress Creek Lakes	West
Delany Cove	Southeast
Eagle Springs	Northeast
Edgewater	Southeast
Elyson	West
Enclave at Northpointe	Northwest
Estates of Longwood	Northwest
Esterridge	Northeast
Fall Creek	Northeast
Falls at Dry Creek	Northwest
Fieldstone	Southeast
Friendswood Trails	Southeast
Fulshear Lakes	Southwest
Glenn Park	Northwest

Navigation: Microsoft Power BI | 1 of 8

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CDS is not just the LPS

- ❑ Market studies addressing MUD Creations and Bond Applications
- ❑ Market planning studies for acquisition and development planning
- ❑ Third-party feasibility studies for lenders, investors and financial partners
- ❑ Market studies for retail, multifamily, office, industrial and student housing
- ❑ Population and demographic trend analysis
- ❑ Market demand assessments for various lot and housing products





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