

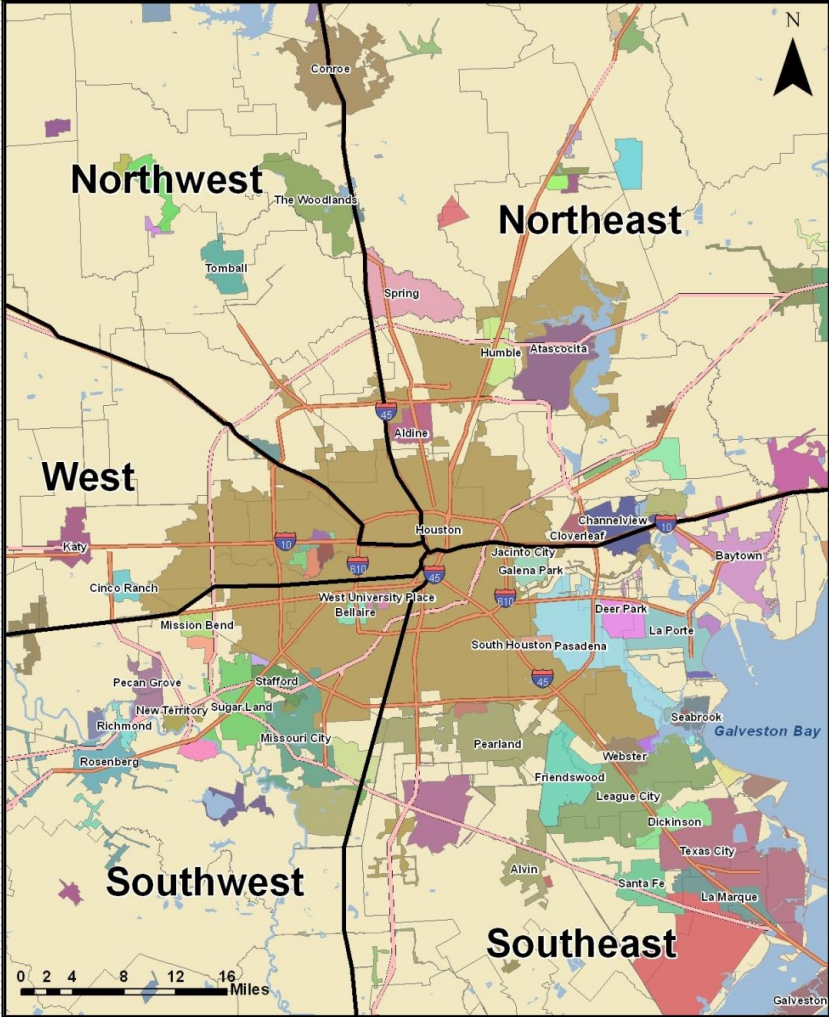
First Of The Year 2022 Lot Price Survey – Key Findings

CDS Community Development Strategies
Lot Pricing Update Presentation

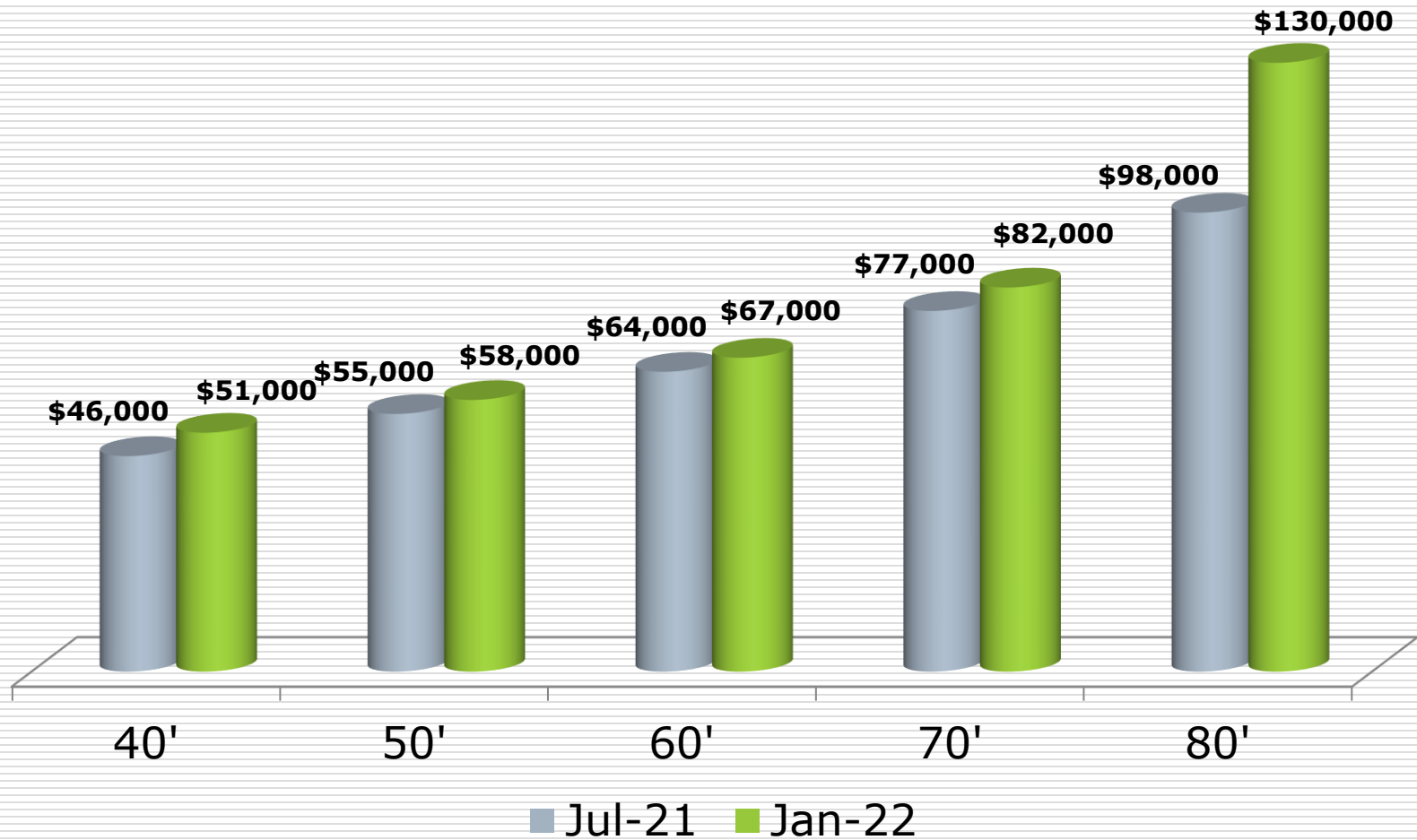
April 26, 2022



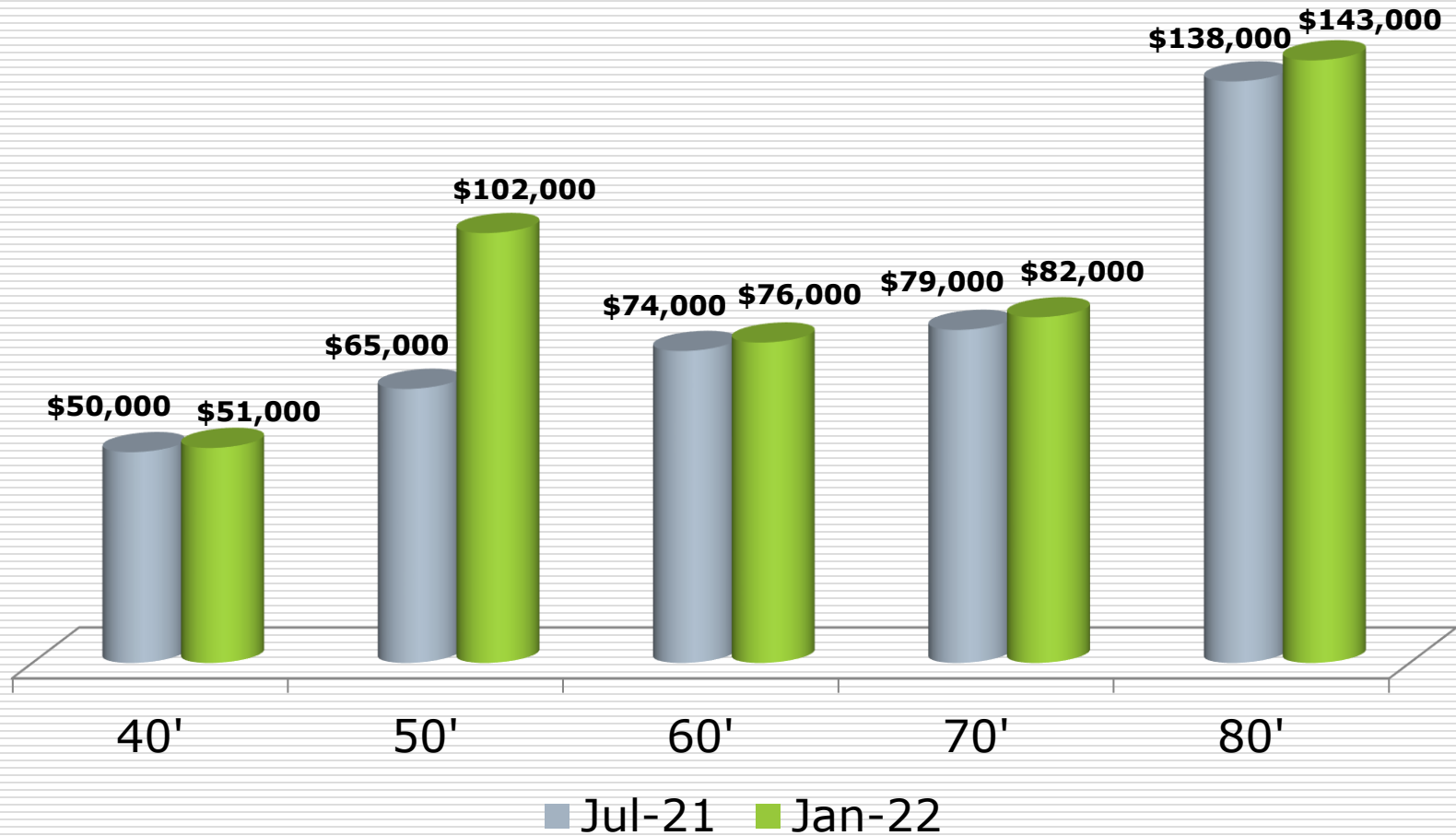
Sector Map



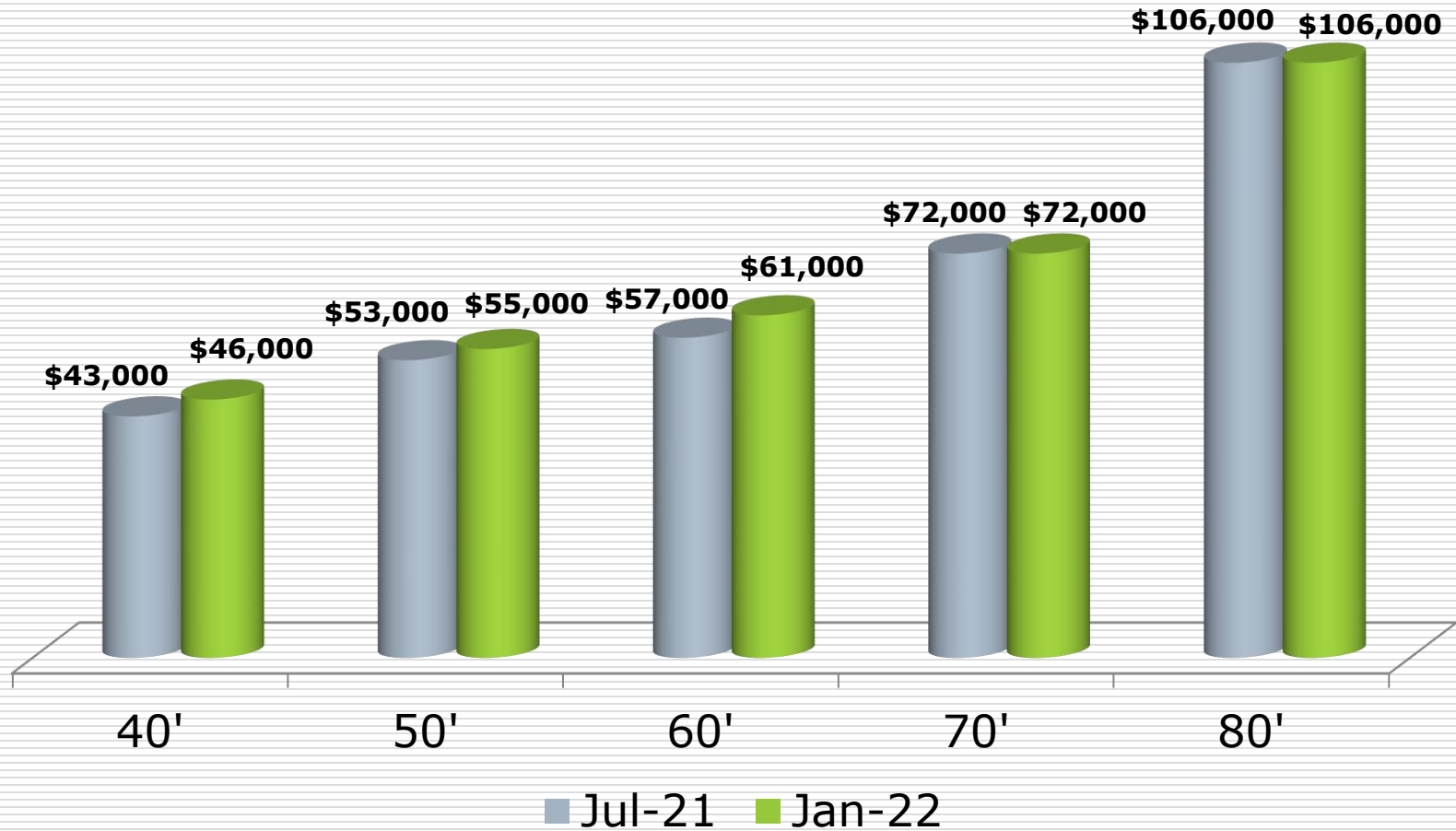
Northeast Sector Lot Prices



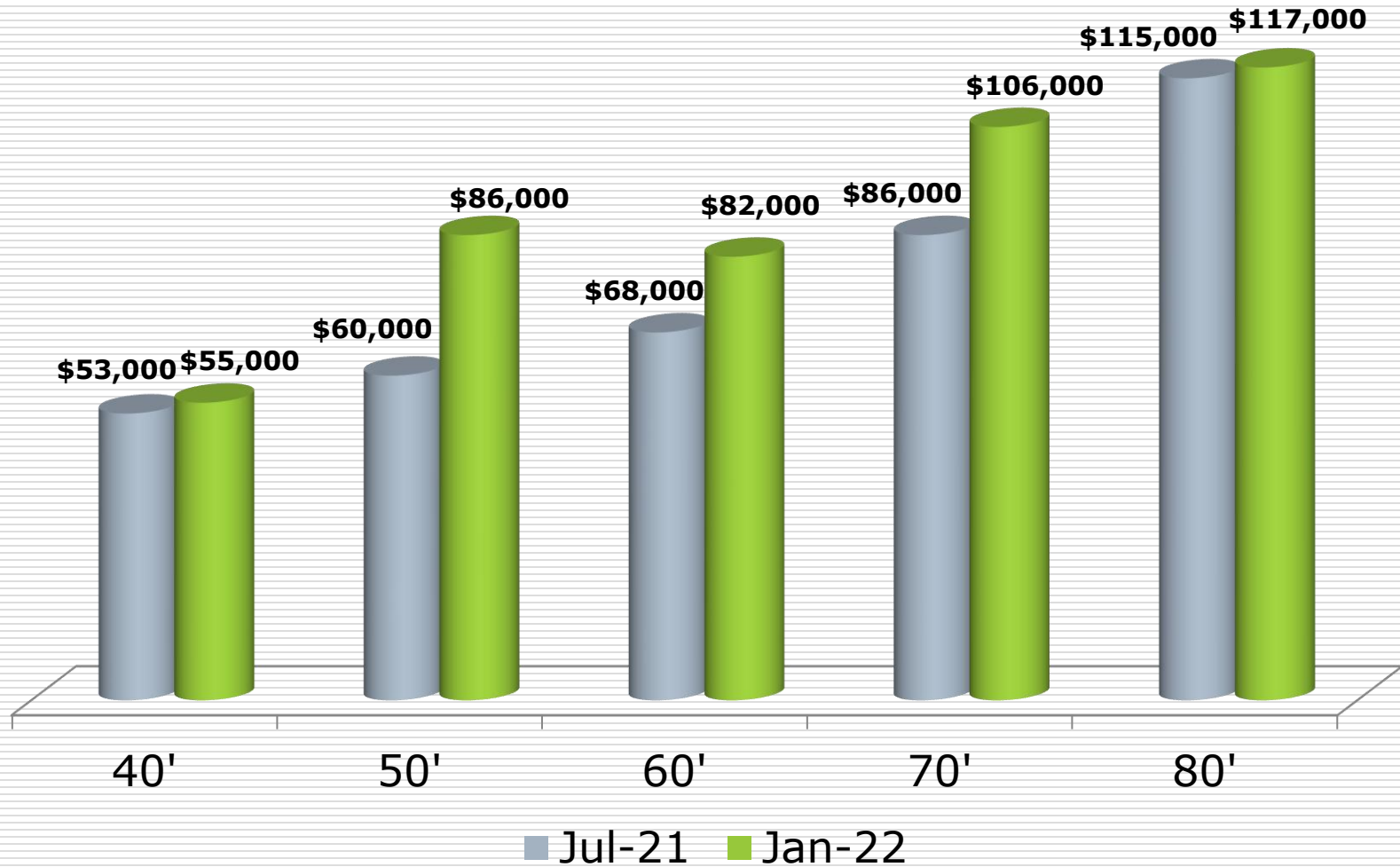
Northwest Sector Lot Prices



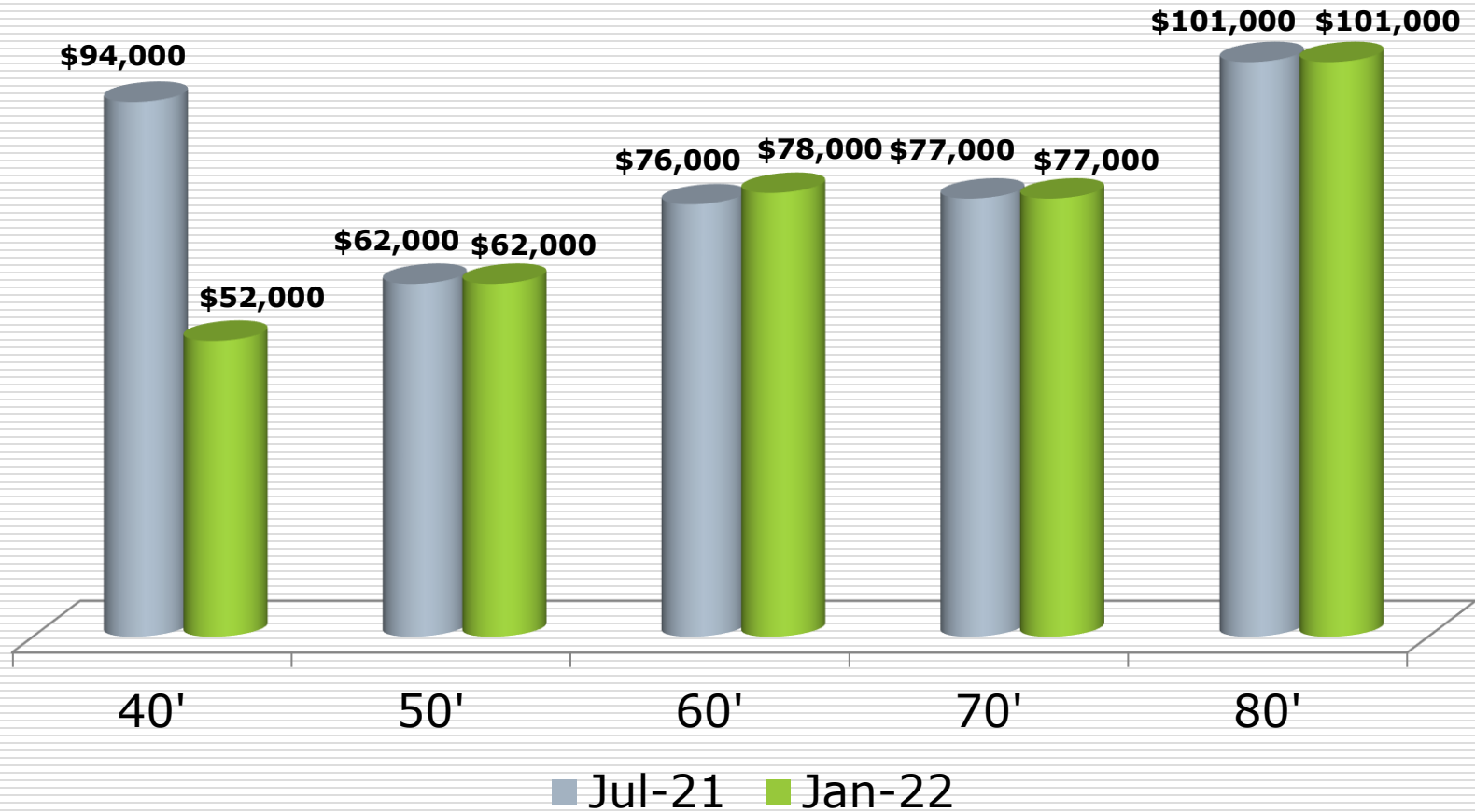
Southeast Sector Lot Prices



Southwest Sector Lot Prices



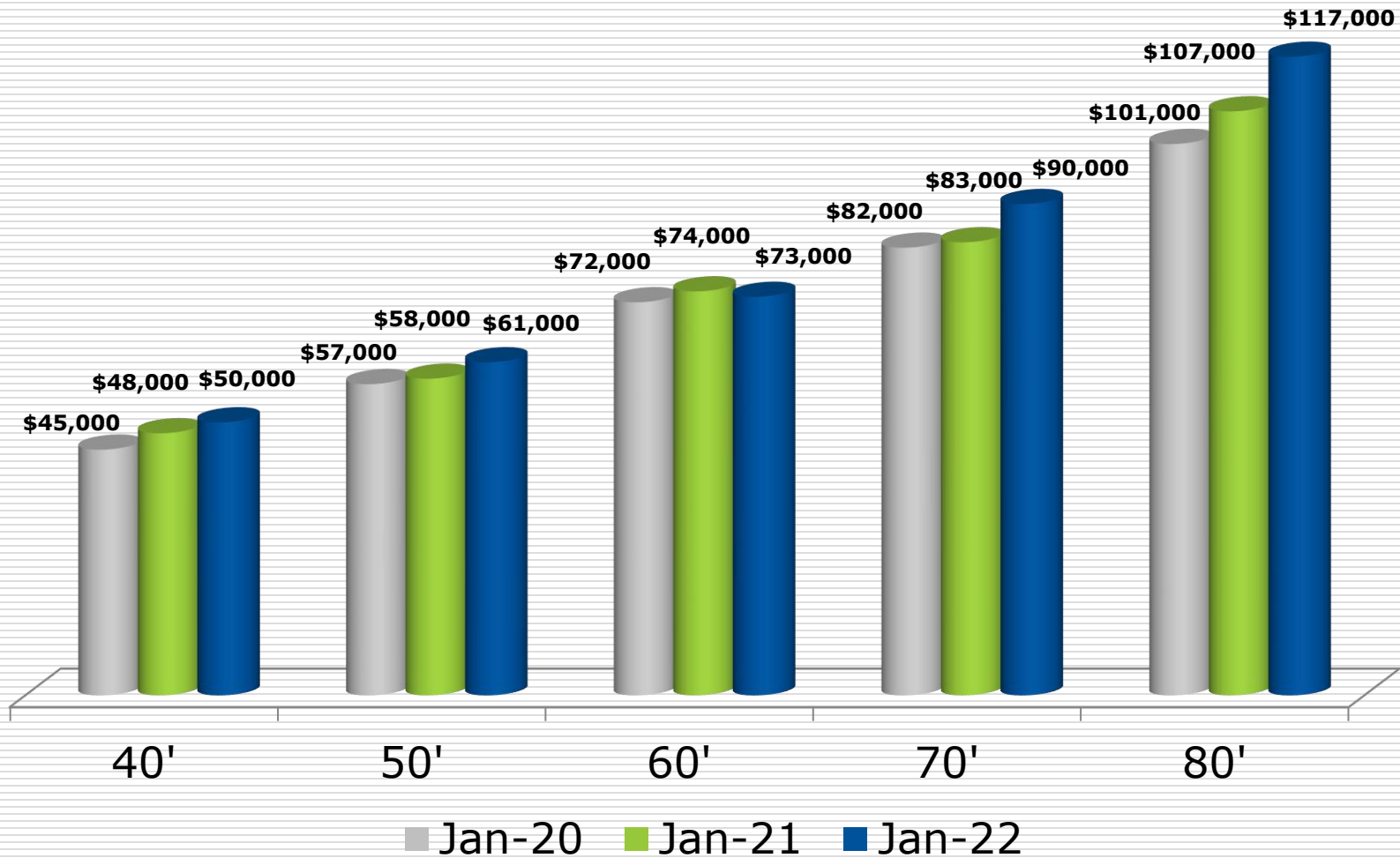
West Sector Lot Prices



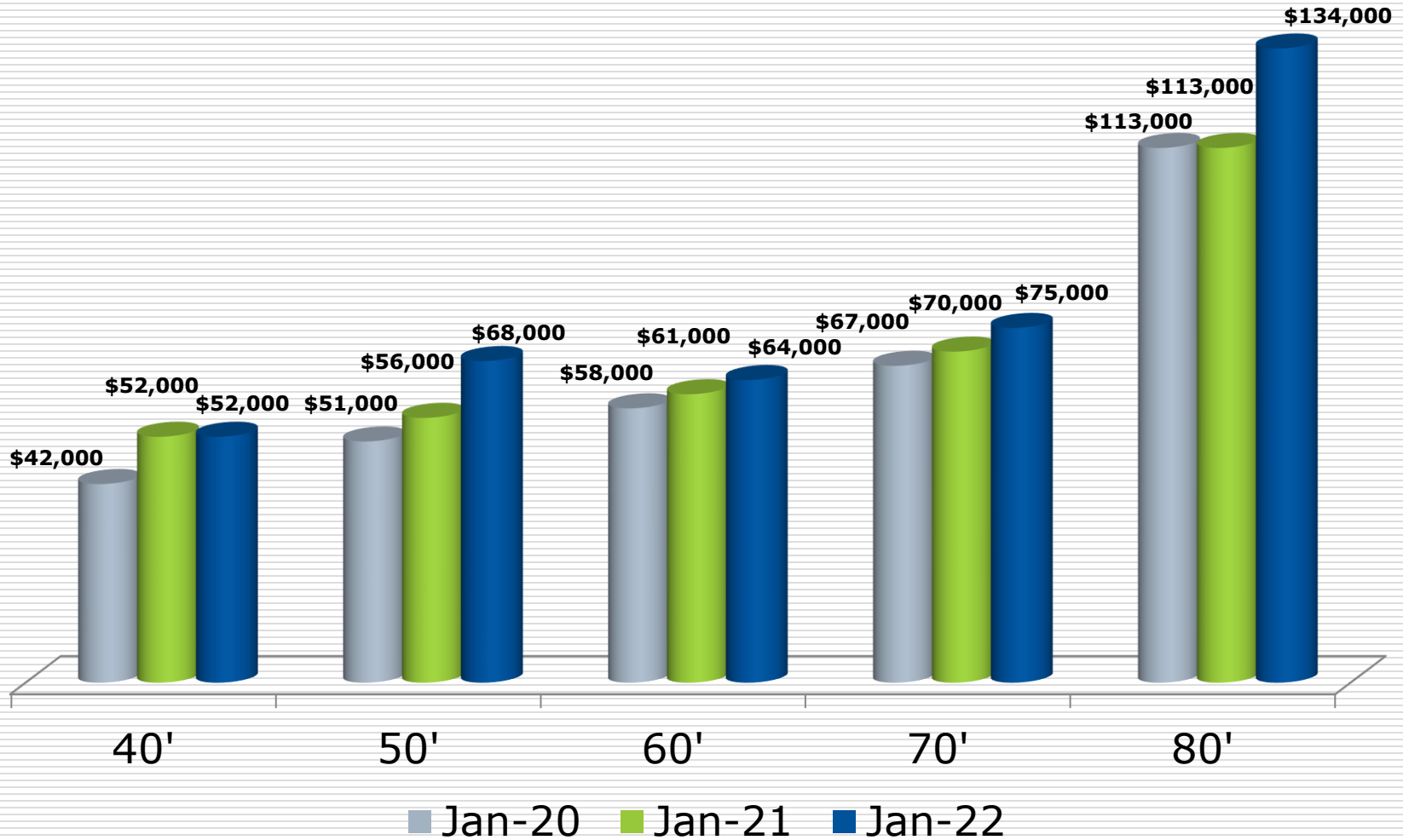
Lot Prices by Size – Conventional vs. MPC



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 Southeast and Southwest with a decreased share of new lots developed in the Northeast, Northwest, and West sectors

 - Lot pricing facts and trends over the past year
 - MPC lots are 5.8% above conventional on average, largest differences are in 60'-70' lots and 45' lots
 - Largest price increases for conventional subdivisions have been in 50' and 60' lot sizes
 - MPCs saw their largest price increases in 45' and 70' lots
 - Prices have increased in most lot sizes over the past year, the largest increases in conventional subdivisions are in small and large lot sizes, but not middle sizes, while MPCs saw larger increases in small lots almost exclusively
 - 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 Southwest, Northeast, and Northwest sectors saw the strongest price increases in the past six months
 - The West sector's long-held price premium began narrowing in 2015 and disappeared in 2019. The prices in the Southwest and Northwest are now slightly higher than in the West.
 - The strongest increases across all sectors are seen in the smaller lot sizes, under 60'.
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The Lot Price Survey Website



Microsoft Power BI

← 1 of 8 →

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The screenshot displays the LPS-CDS website interface within a browser window. The browser address bar shows the URL https://www.cdsmr.com/lps-cds.html. The website header features the CDS logo and the text 'COMMUNITY DEVELOPMENT STRATEGIES'. A navigation menu includes links for HOME, WHO WE ARE, SERVICES, NEWSWORTHY, LOT PRICE SURVEY, and CONTACT. The main content area is titled 'Subdivisions' and shows '118 Subdivisions Selected'. On the left, there is a sidebar with navigation options: Home, Lot Premium, Lot Price Comparison, Taxes/Utilities/Fees, Pricing, Builders, and Reports. Below these options is a table listing subdivisions with columns for 'Subdivision Name' and 'Sector'. The table lists various subdivisions such as Albury Trails Estates, Alexander Estates, Aliana, Arcadia Court, Artavia, Augusta Pines Creek Ridge, Avalon at Spring Green, Avalon Terrace, Balmoreal, Bay Colony West, Bayou Oaks, Bonbrook Plantation, Bradbury Forest, Breckenridge Forest, Cambridge Heights, Cane Island, Chapel Heights, Cinco Ranch, City Park, Country Colony, Creekside Ranch, Cross Creek Ranch, Cypress Creek Lakes, Delany Cove, Eagle Springs, Edgewater, Elyson, Enclave at Northpointe, Estates of Longwood, Esteridge, Fall Creek, Falls at Dry Creek, Fieldstone, Friendswood Trails, Fulshear Lakes, and Gilman Park. The right side of the interface features a map of the Houston area with colored markers representing subdivisions. To the right of the map are three filter panels: 'Sectors' (Northeast, Northwest, Southeast, Southwest, West), 'Counties' (Blank, Brazoria, Chambers, Fort Bend, Galveston, Harris, Montgomery, Waller), and 'School Districts' (Blank, Aldine ISD, Alief ISD, Alvin ISD, Alvin ISD (old), Barbers Hill ISD). The footer of the page contains the copyright notice: © 2019 CDS - All rights reserved. CDS is an InterDirect USA Ltd. company.

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- ❑ 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





1001 South Dairy Ashford Street
Suite 450
Houston, TX 77077
www.cdsmr.com

Steve Spillette
President
281-582-0847

sspillette@cdsmr.com

Brenda Crenshaw
Vice President
281-582-0935

bcrenshaw@cdsmr.com

Ty Jacobsen
Sr. Market/GIS Analyst
281-582-0864

tjacobsen@cdsmr.com

Mike Prats
Senior Market Analyst
281-582-0924

mprats@cdsmr.com

Scott Reineking
Senior Associate
281-582-0849

sreineking@cdsmr.com