

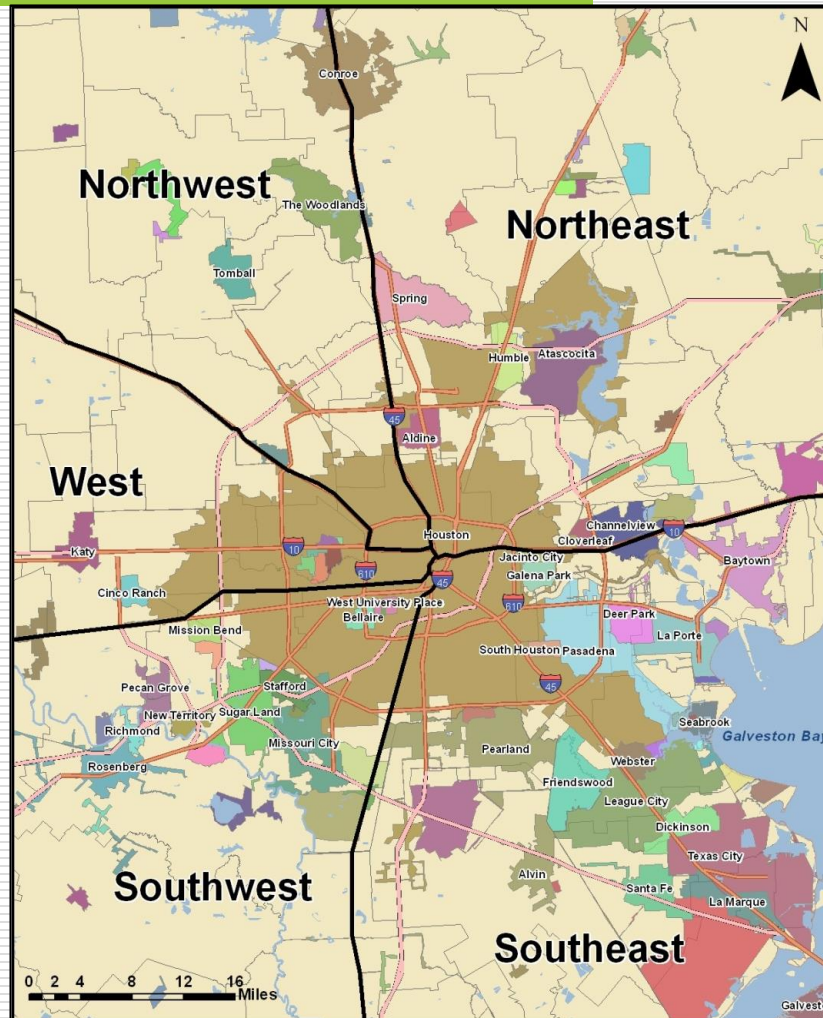
First of the Year 2024 Lot Price Survey – Key Findings

CDS Community Development Strategies
Lot Pricing Update Presentation

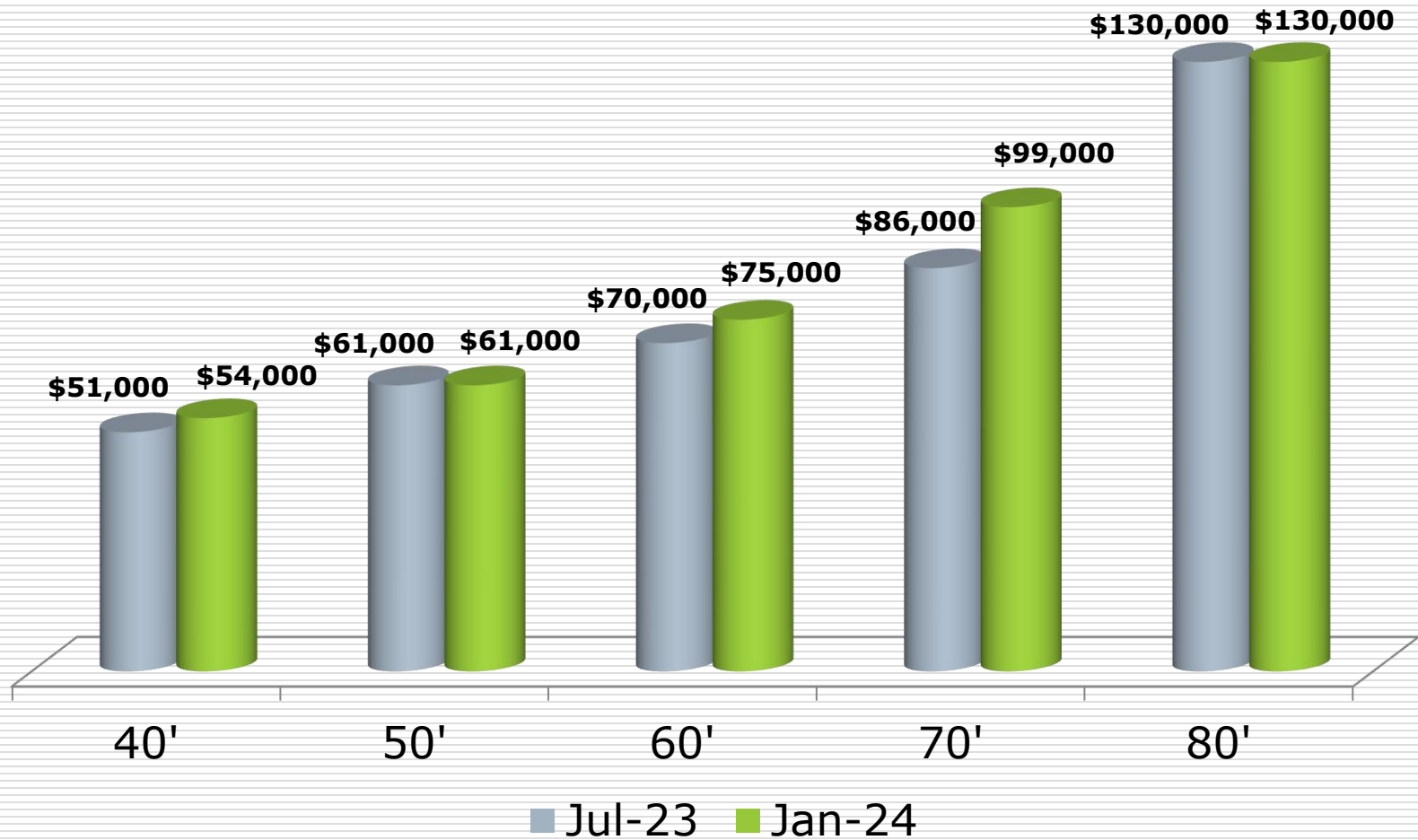
April 23, 2024



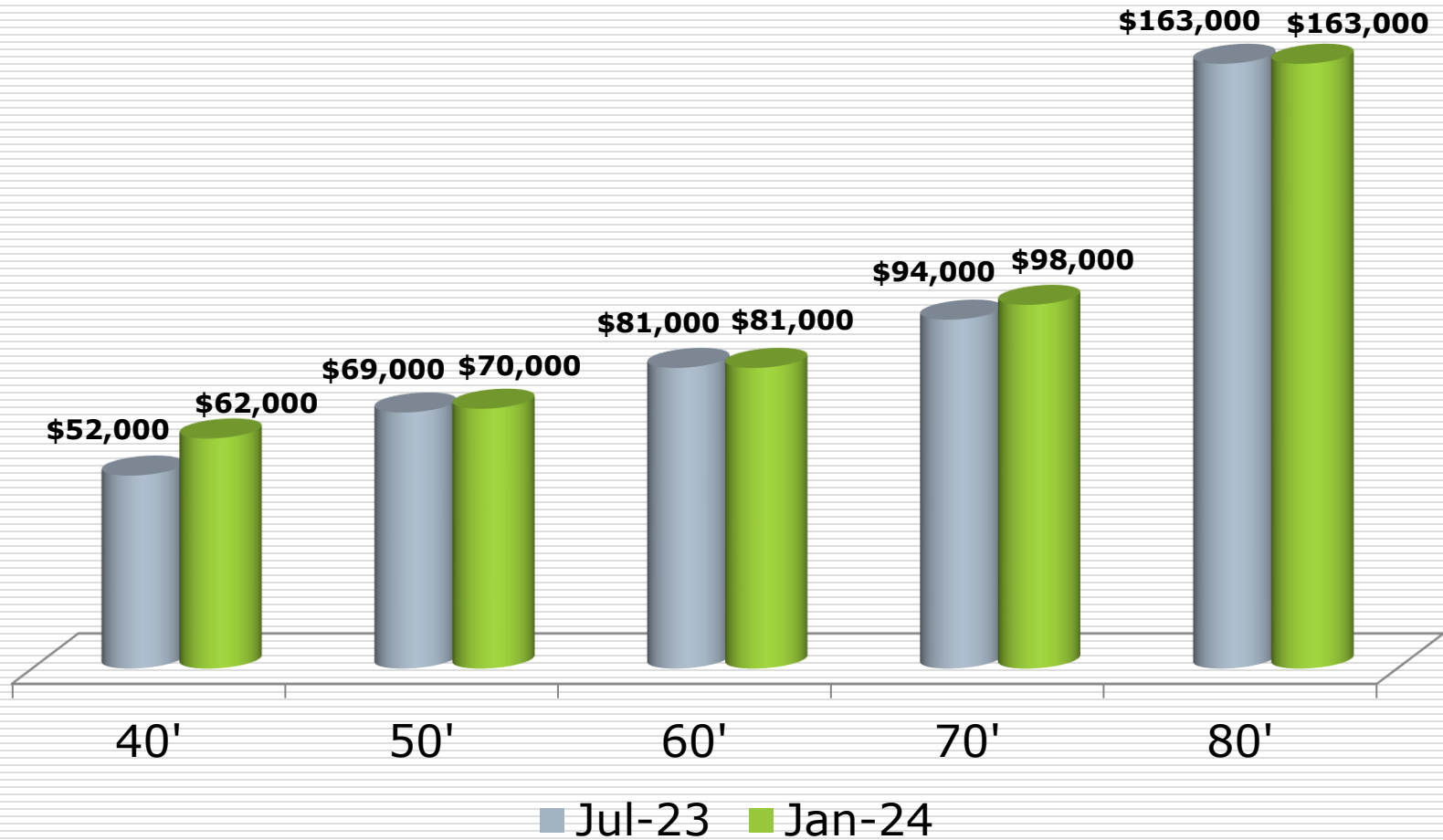
Sector Map



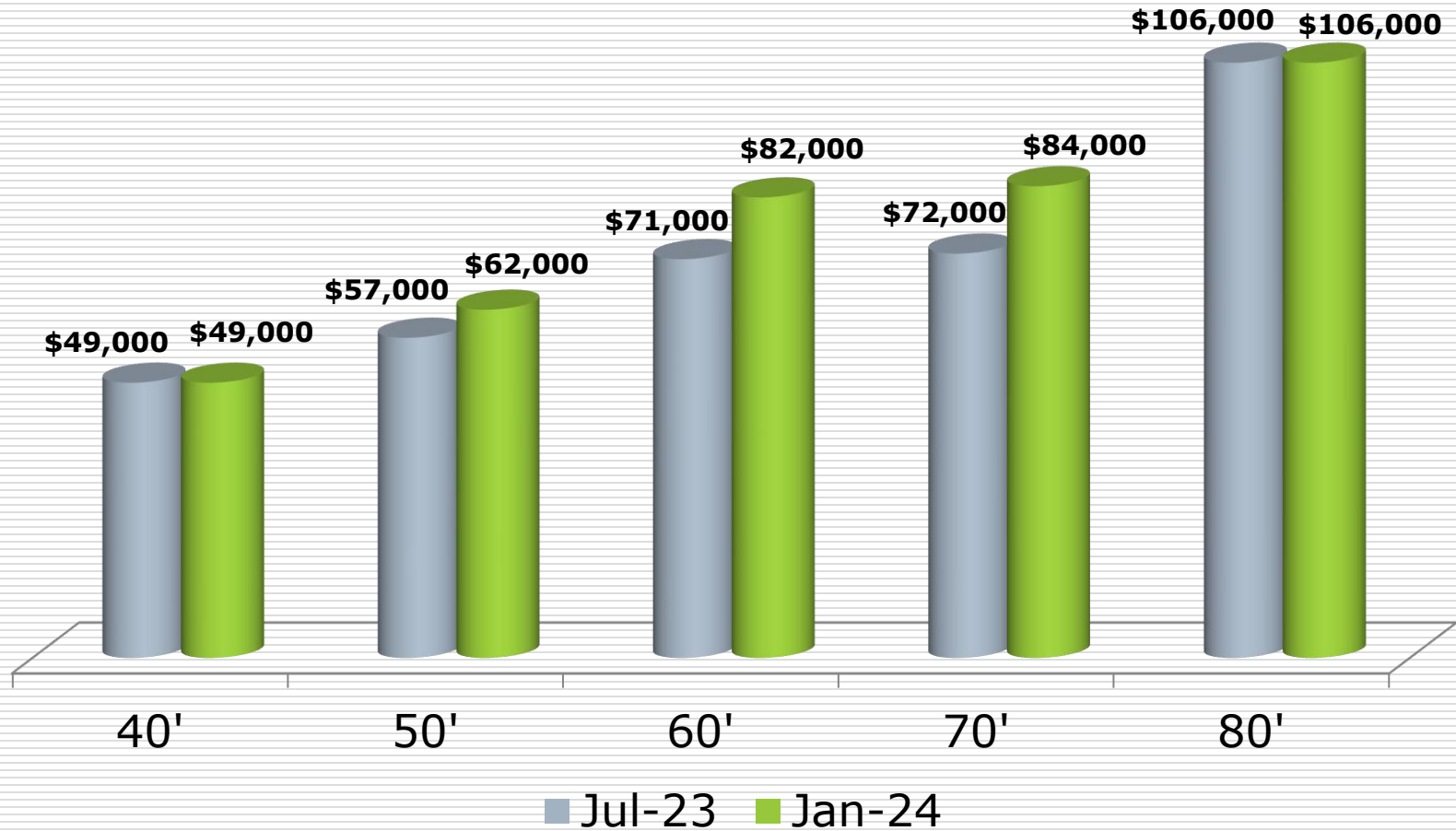
Northeast Sector Lot Prices



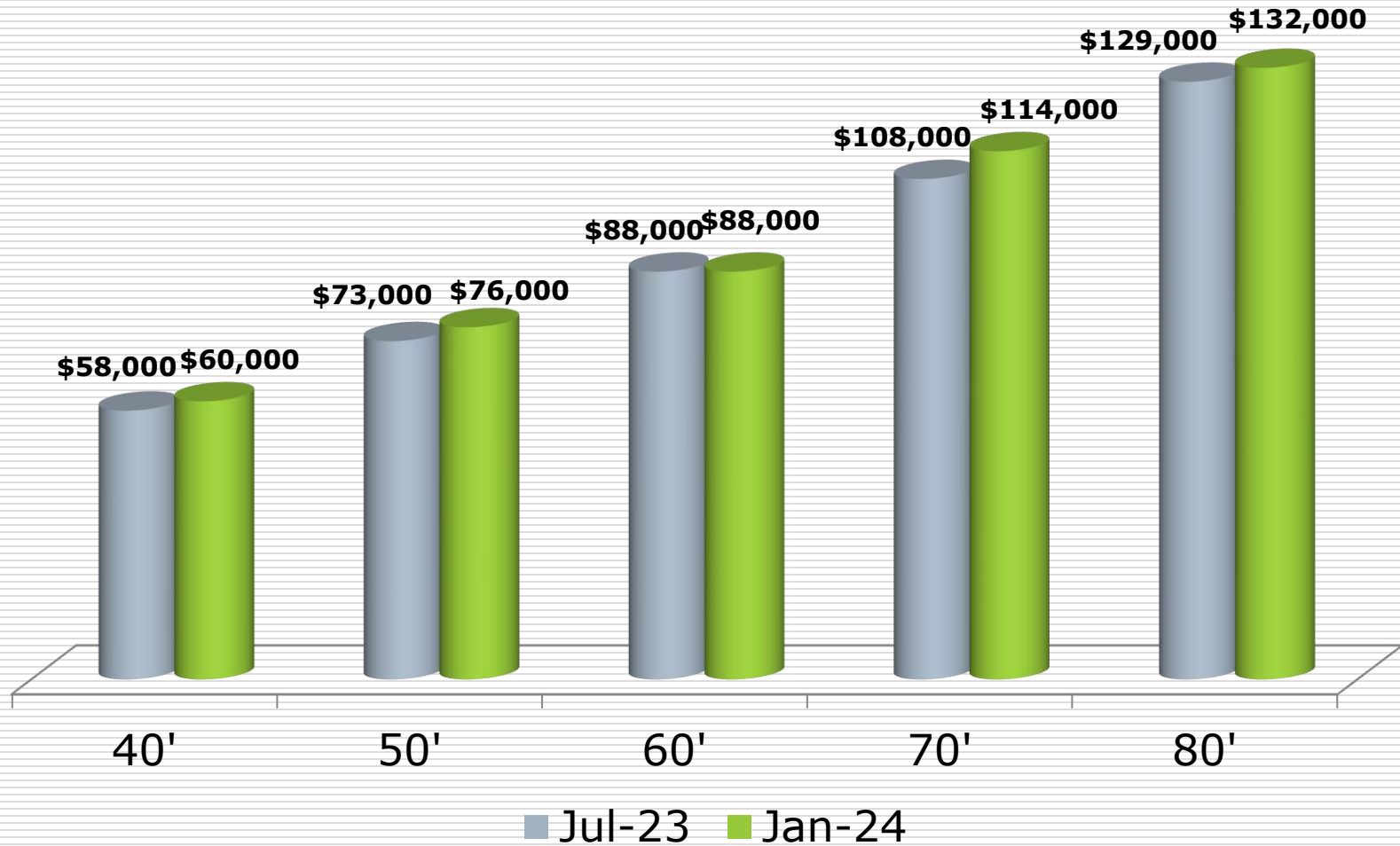
Northwest Sector Lot Prices



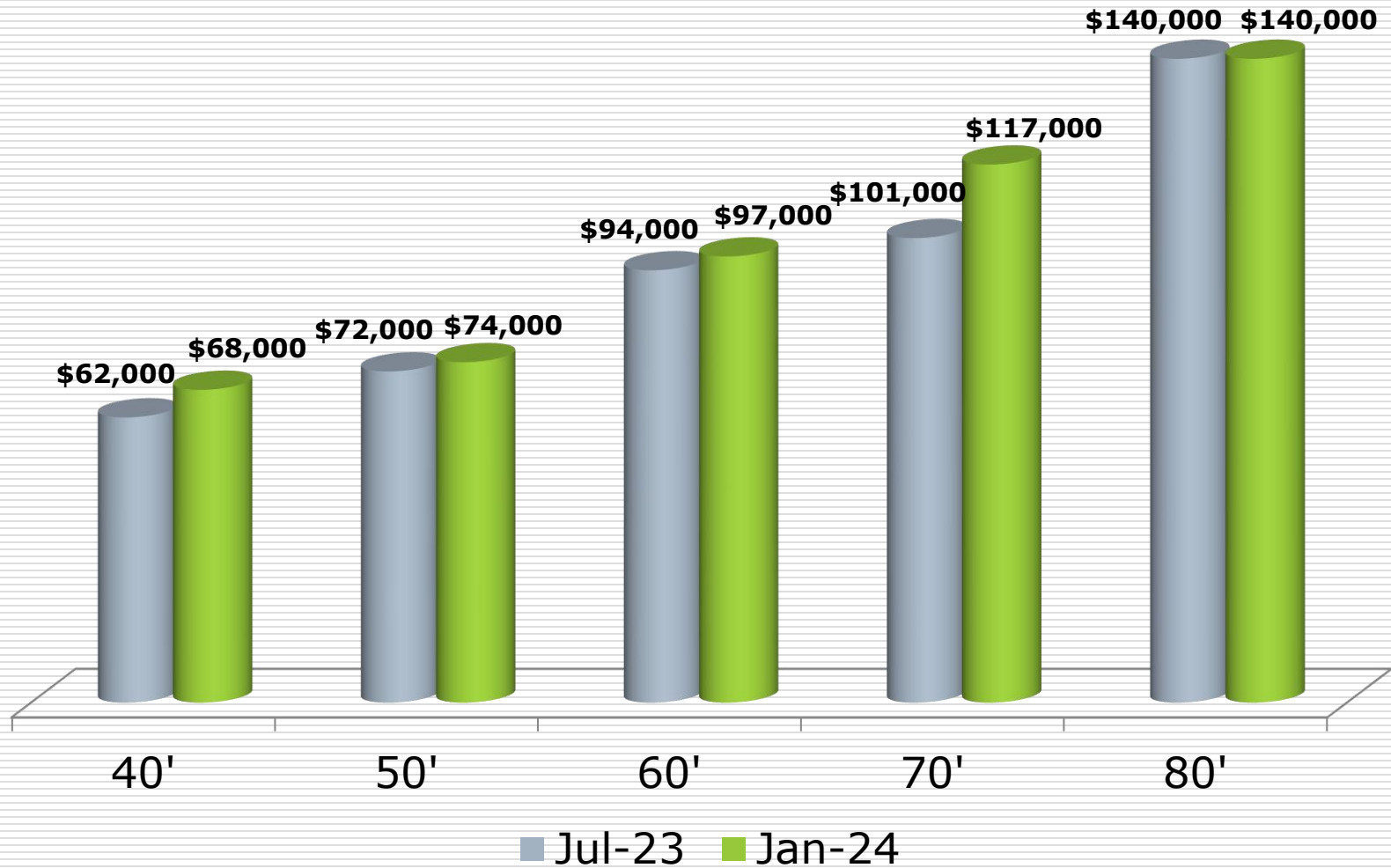
Southeast Sector Lot Prices



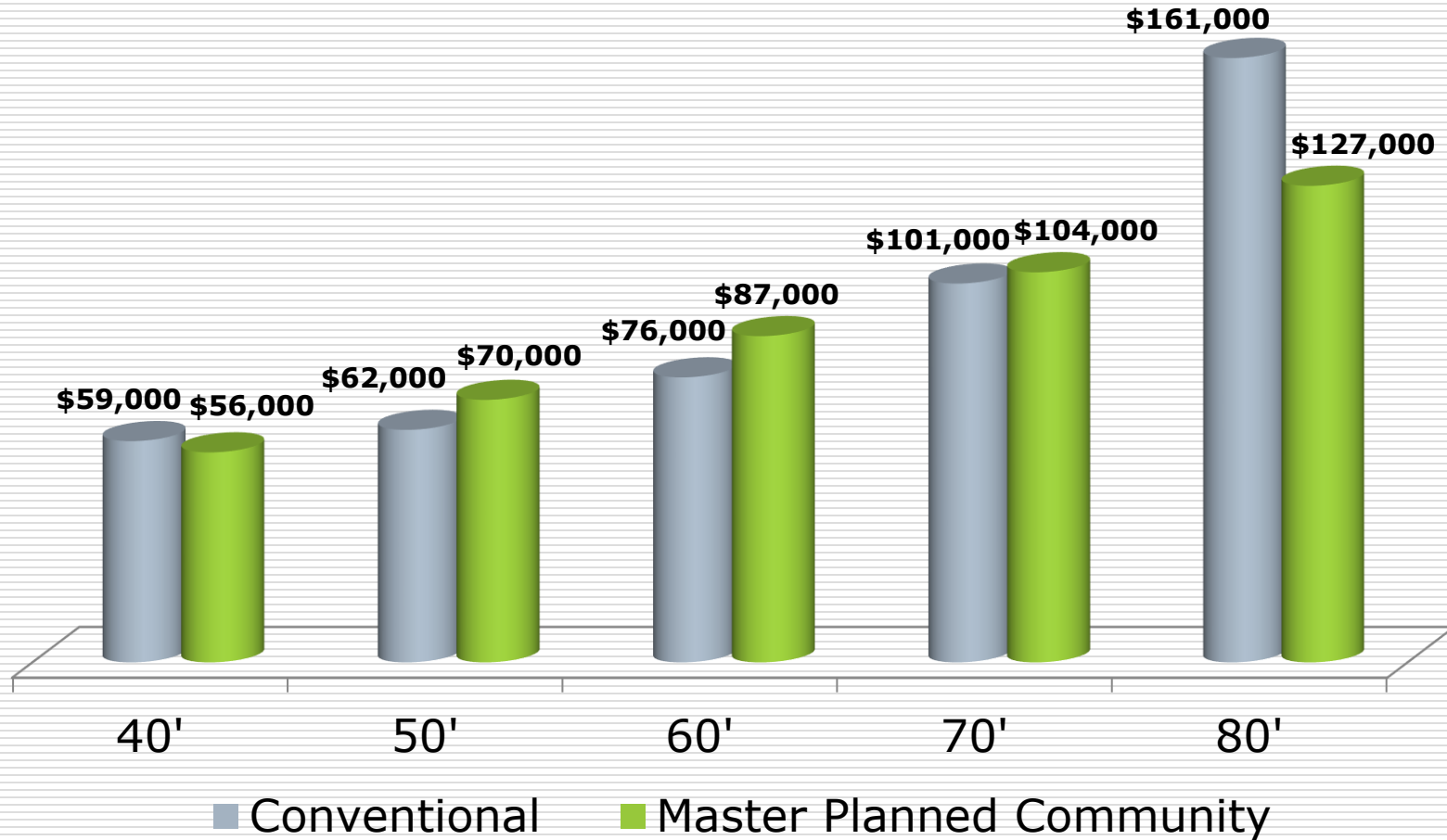
Southwest Sector Lot Prices



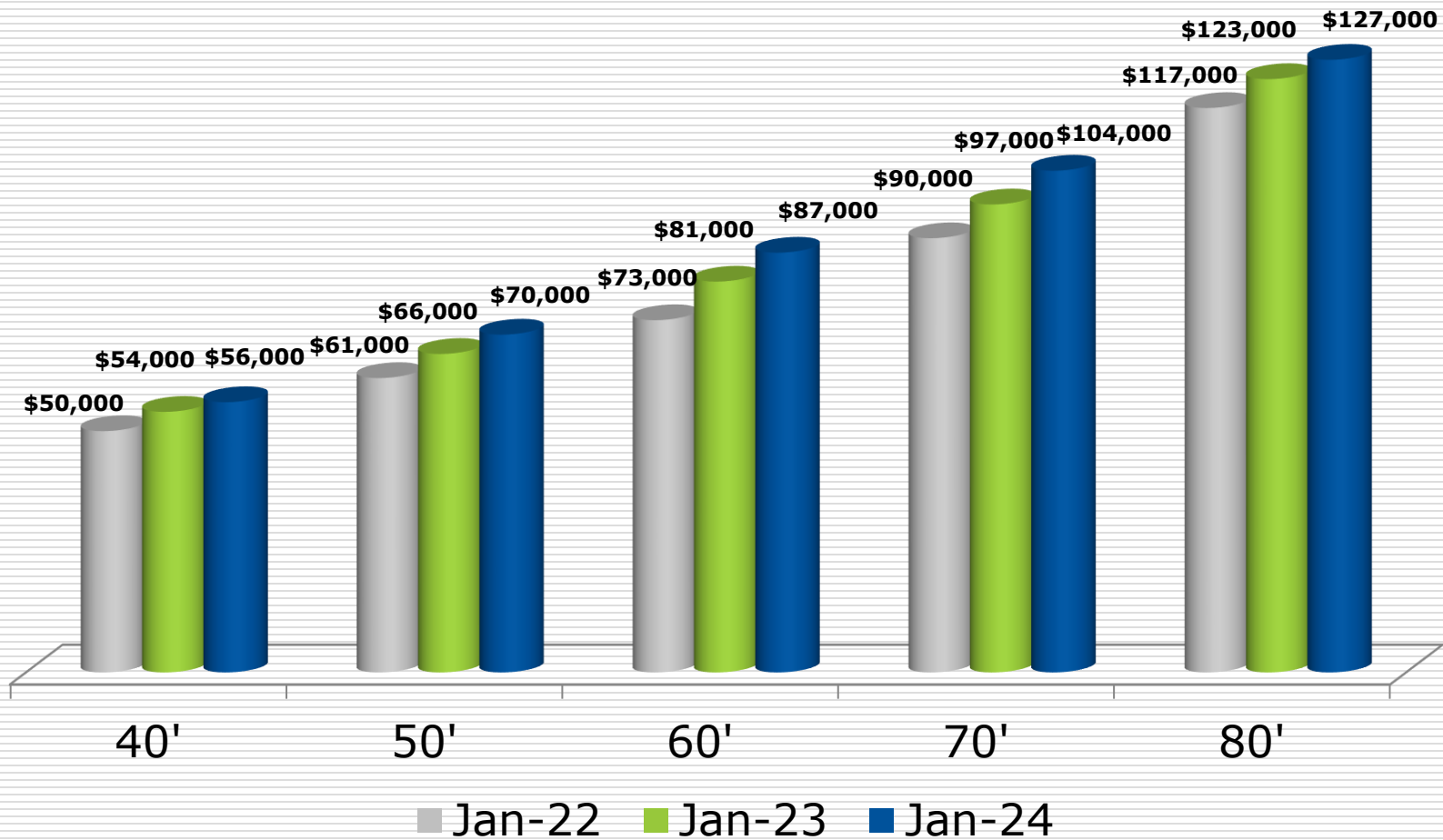
West Sector Lot Prices



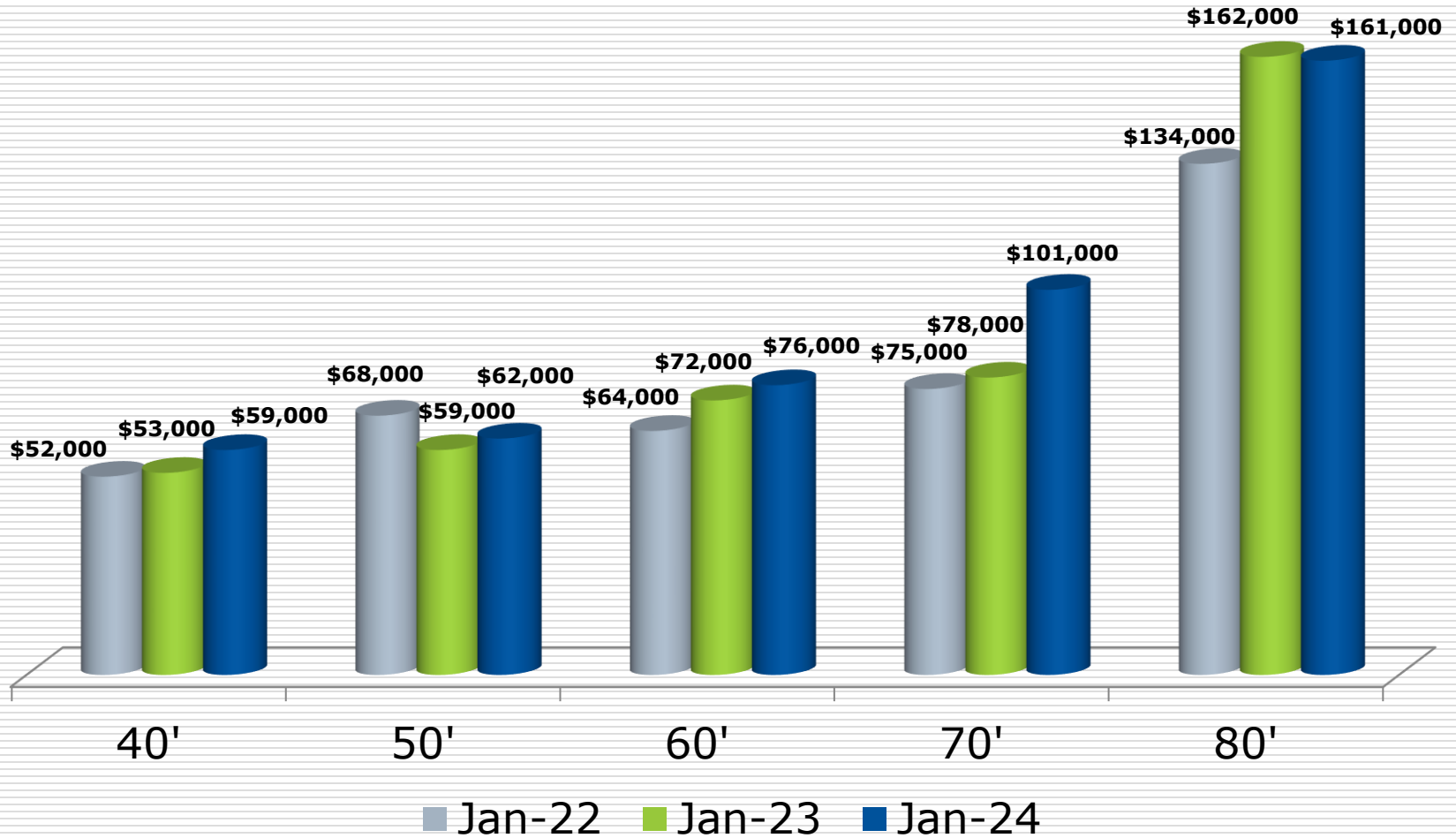
Lot Prices by Size – Conventional vs. MPC



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

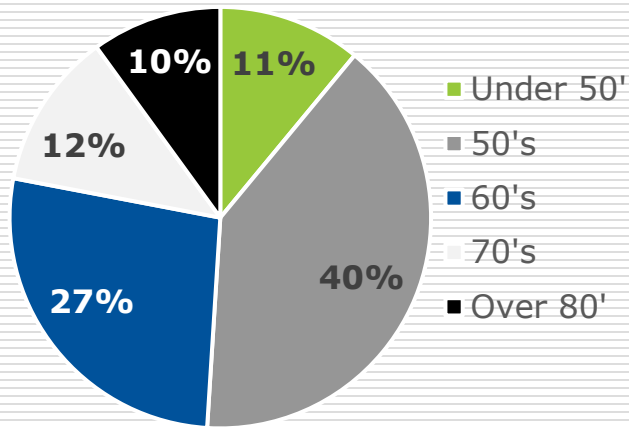
 - Lot pricing facts and trends over the past year
 - MPC lots are 10.5% above conventional on average, largest differences are in 45'-65' lots
 - Largest price increases for conventional subdivisions have been in 65'-75' lot sizes
 - MPCs saw their largest price increases in 60'-75' and 90' lots
 - Prices have increased in nearly every lot size over the past year, especially in mid-sized lots
 - 40' lots significantly outperformed 45' lots on total price and price per front foot basis in conventional subdivisions
-

Observations

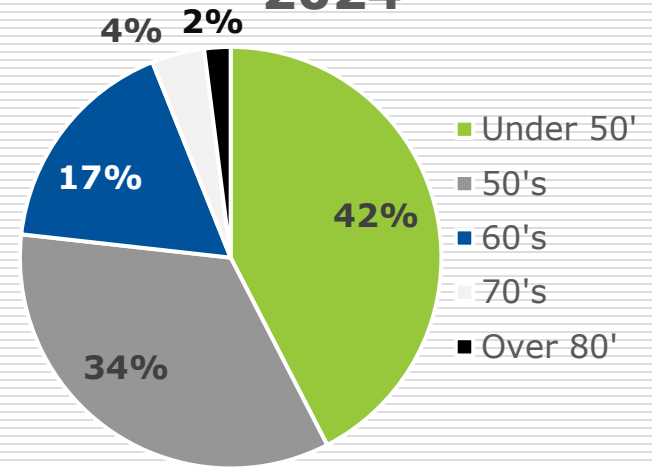
- Differences by sector
 - The highest lot prices are seen in the Southwest sector, with the West sector just behind and Northwest a close third
 - The Northeast and Southeast sectors saw the strongest price increases in the past six months, while prices in the remaining sectors increased modestly
 - The West sector's long-held price premium began narrowing in 2015 and disappeared in 2019, and the West now trades the lead in average price with the Southwest.
 - The strongest increases across all sectors were seen in the mid-size lots, between 60'-75'.
-

Changing Lot Size Mix

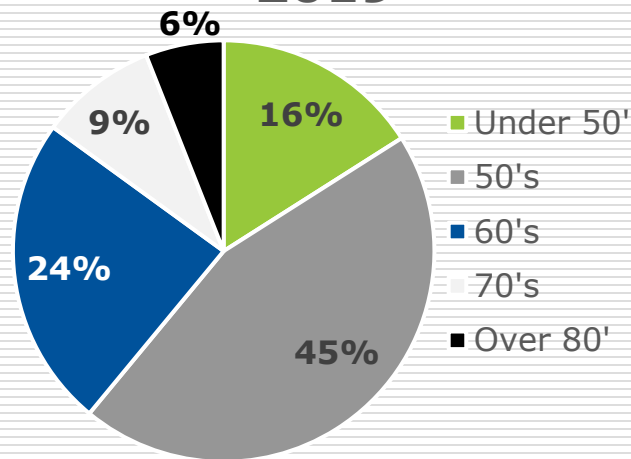
2014



2024



2019



The Lot Price Survey Website



Microsoft Power BI

← 1 of 8 →

© 2019 CDS - All rights reserved. CDS is an InterDirect USA Ltd. company.

LPS-CDS - CDS Commu X +
 https://www.cdsmr.com/lps-cds.html



HOME WHO WE ARE SERVICES NEWSWORTHY LOT PRICE SURVEY CONTACT

Subdivisions

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
Ellyon	West
Enclave at Northpointe	Northwest
Estates of Longwood	Northwest
Estteridge	Northeast
Fall Creek	Northeast
Falls at Dry Creek	Northwest
Fieldstone	Southeast
Friendswood Trails	Southeast
Fulshear Lakes	Southwest
Glenn Park	Northwest

118 Subdivisions Selected

Sectors

- Northeast
- Northwest
- Southeast
- Southwest
- West

Counties

- (Blank)
- Brazoria
- Chambers
- Fort Bend
- Galveston
- Harris
- Montgomery
- Waller

School Districts

- (Blank)
- Aldine ISD
- Alief ISD
- Alvin ISD
- Alvin ISD (old)
- Barbers Hill ISD

Microsoft Power BI

← 1 of 8 →

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





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

Mike Prats
Senior Market Analyst
281-582-0924

mprats@cdsmr.com

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

tjacobsen@cdsmr.com

Audree Armstrong
Market Analyst
281-582-0855

aarmstrong@cdsmr.com

Scott Reineking
Senior Associate
281-582-0849

sreineking@cdsmr.com