

# Mid-Year 2020 Lot Price Survey – Key Findings

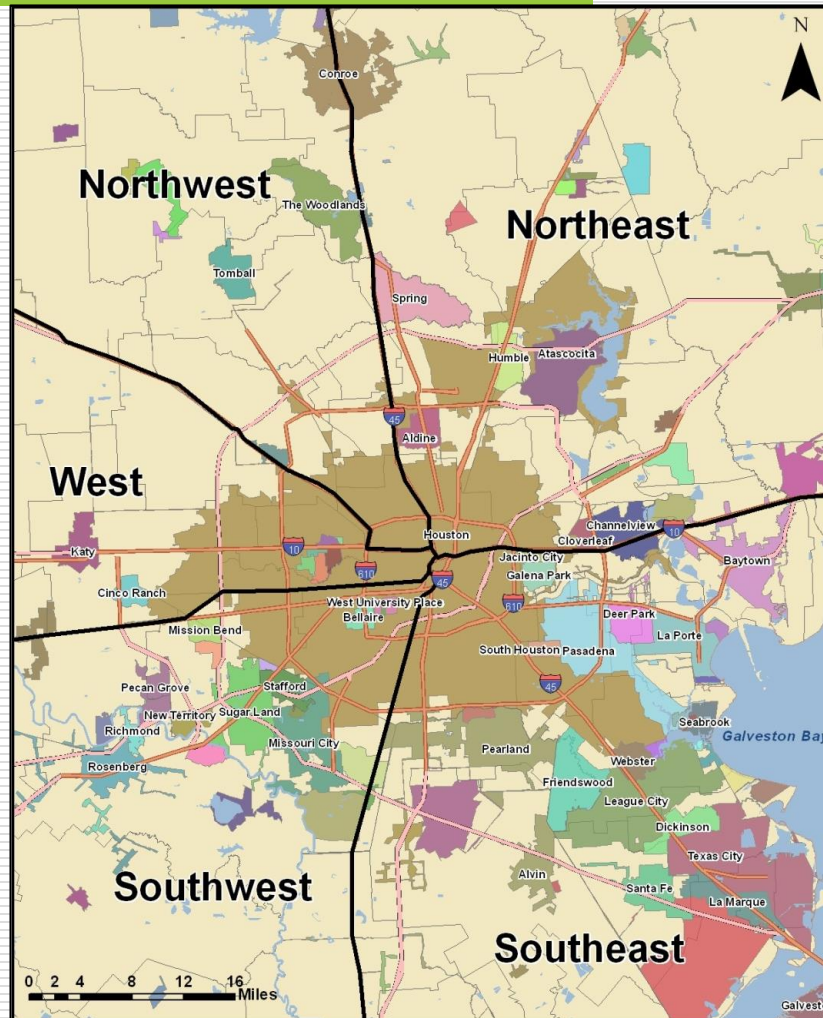
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CDS Community Development Strategies  
Lot Pricing Update Presentation

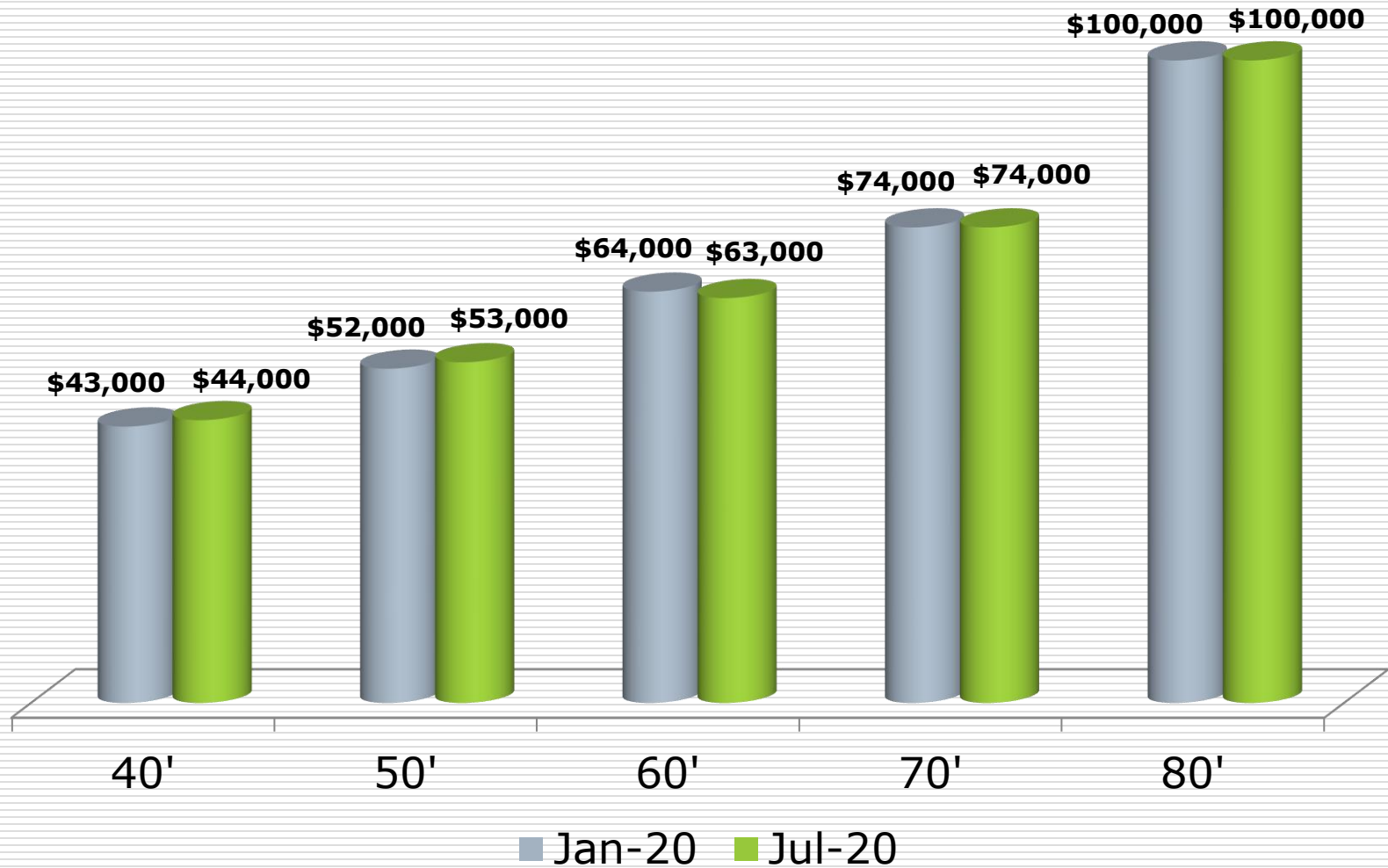
October 2020



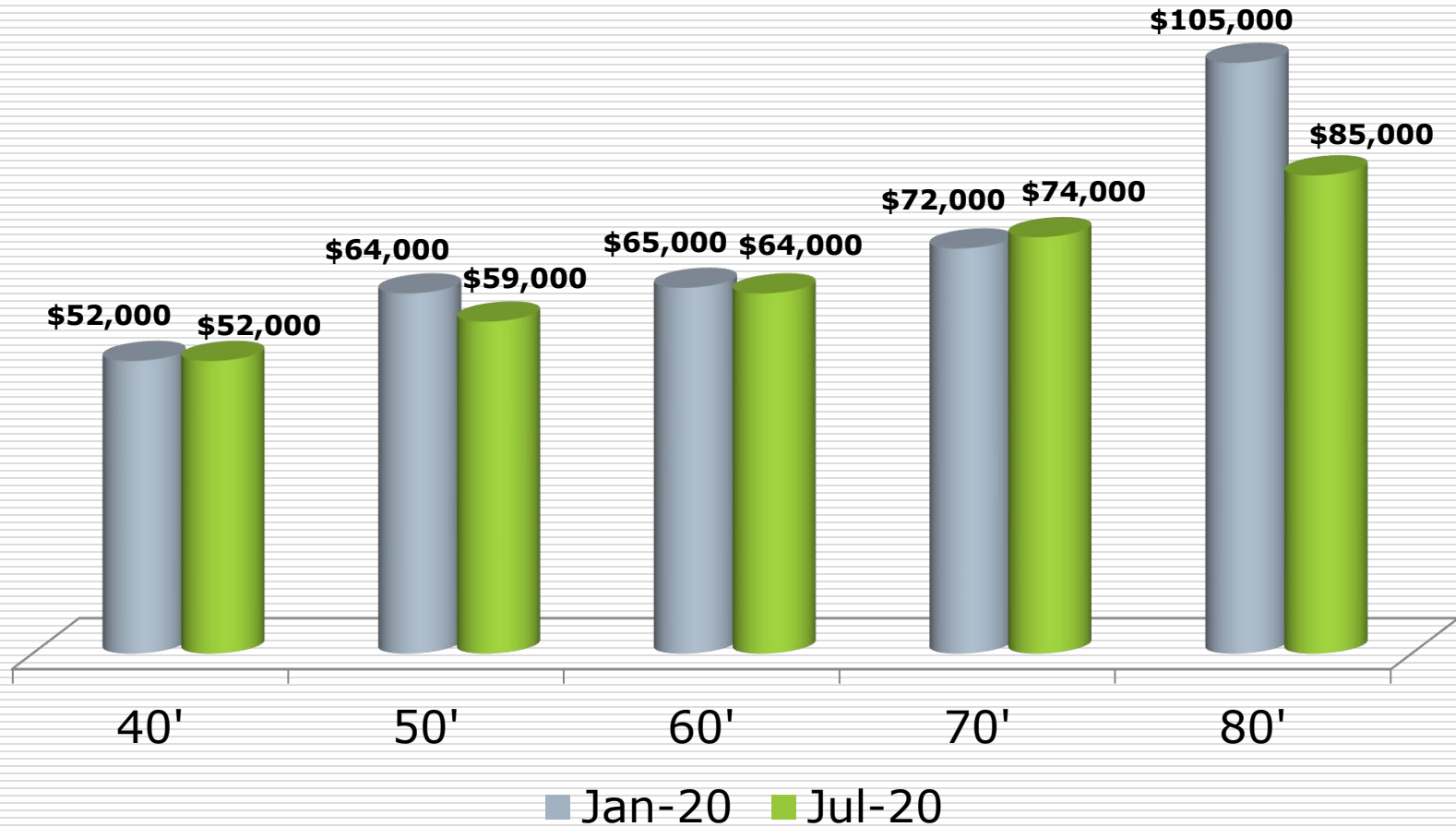
# Sector Map



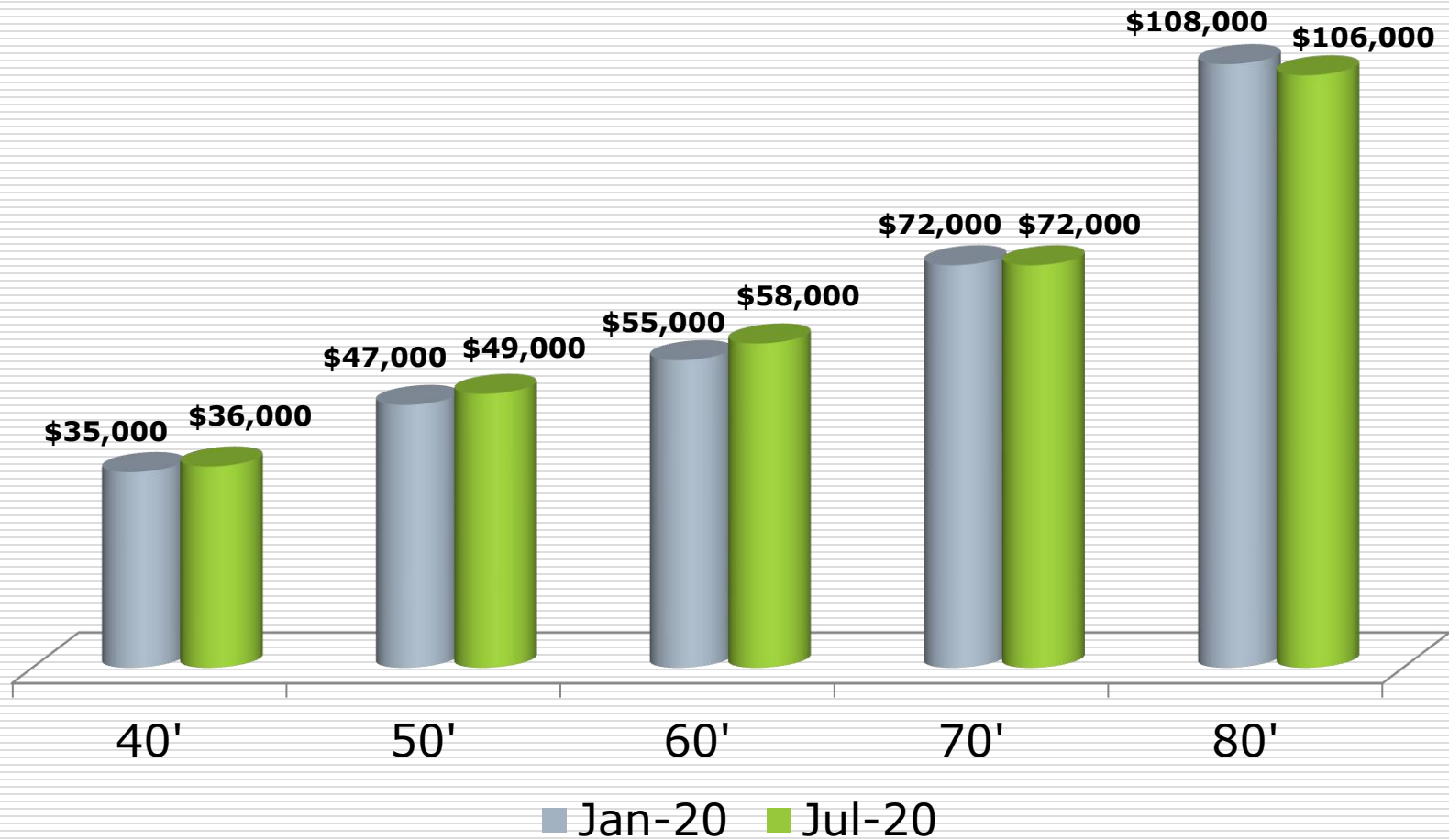
# Northeast Sector Lot Prices



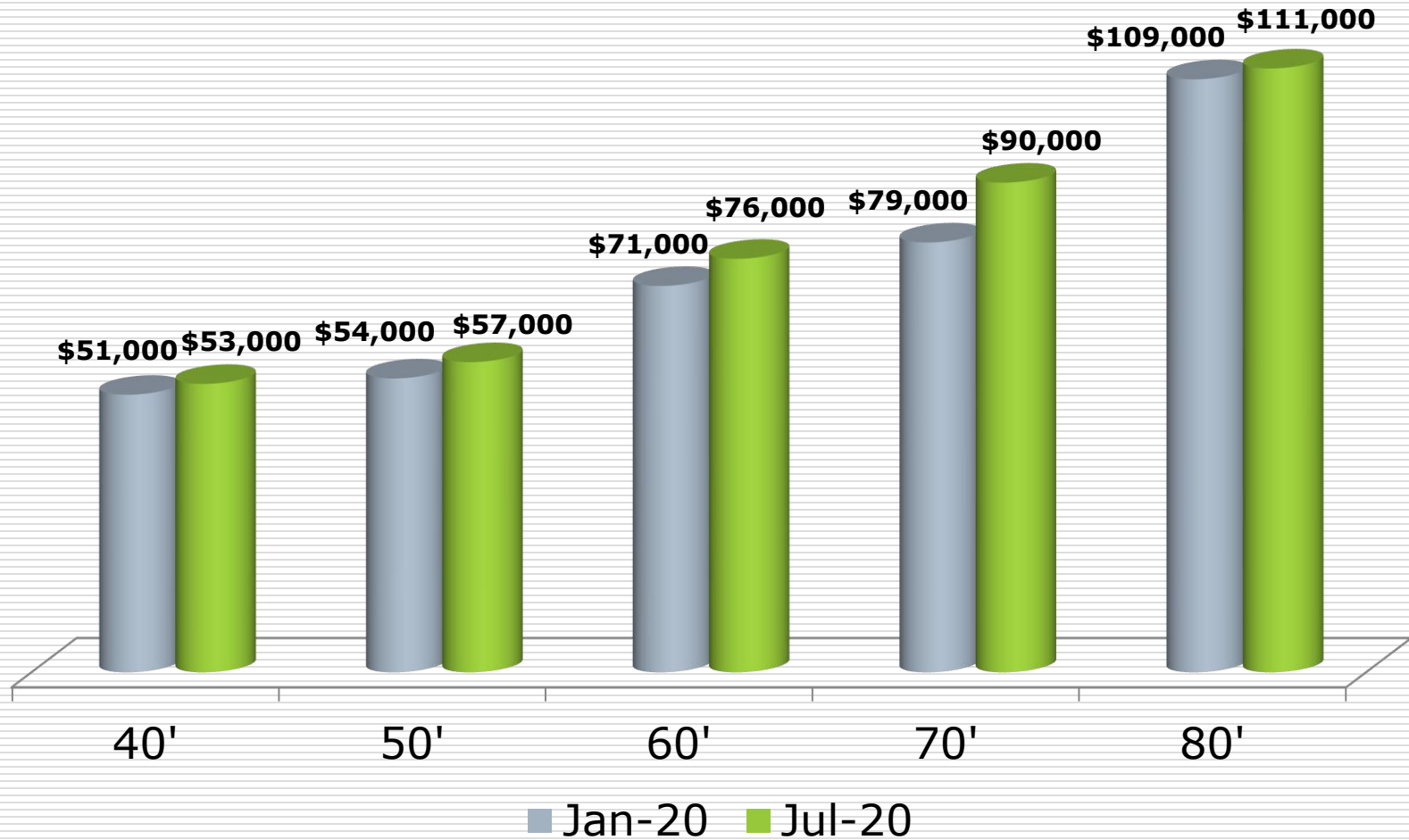
# Northwest Sector Lot Prices



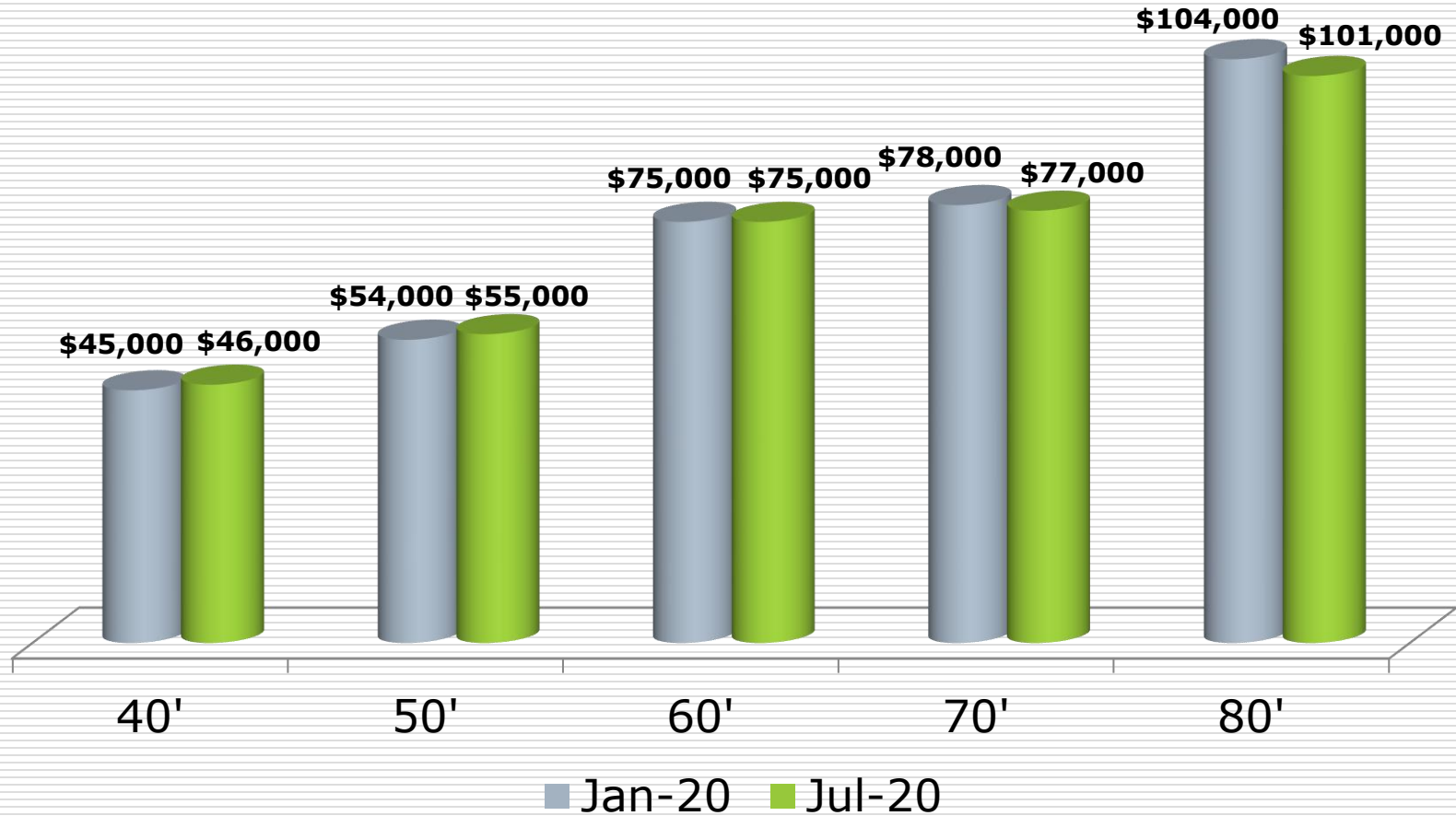
# Southeast Sector Lot Prices



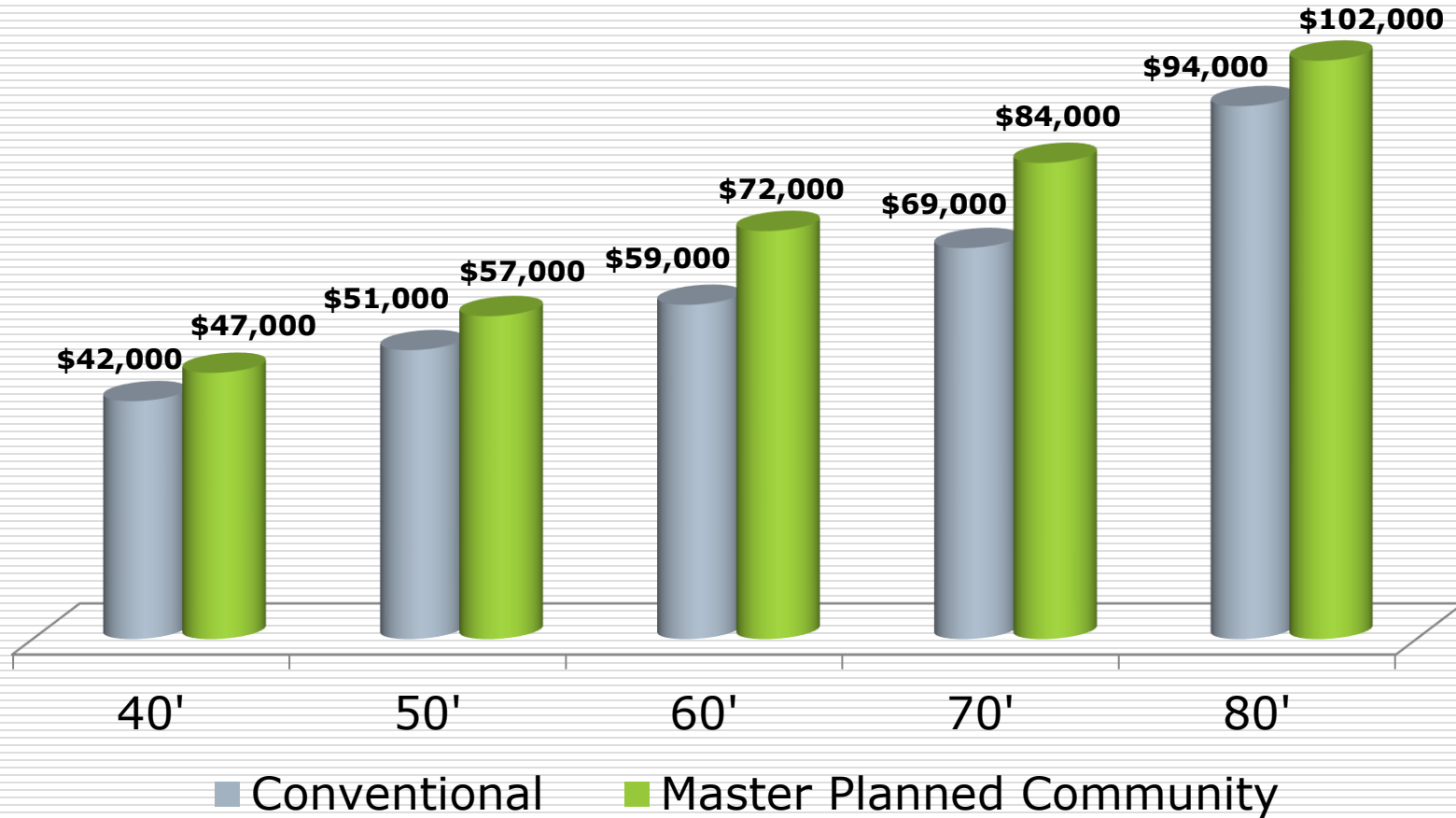
# Southwest Sector Lot Prices



# West Sector Lot Prices

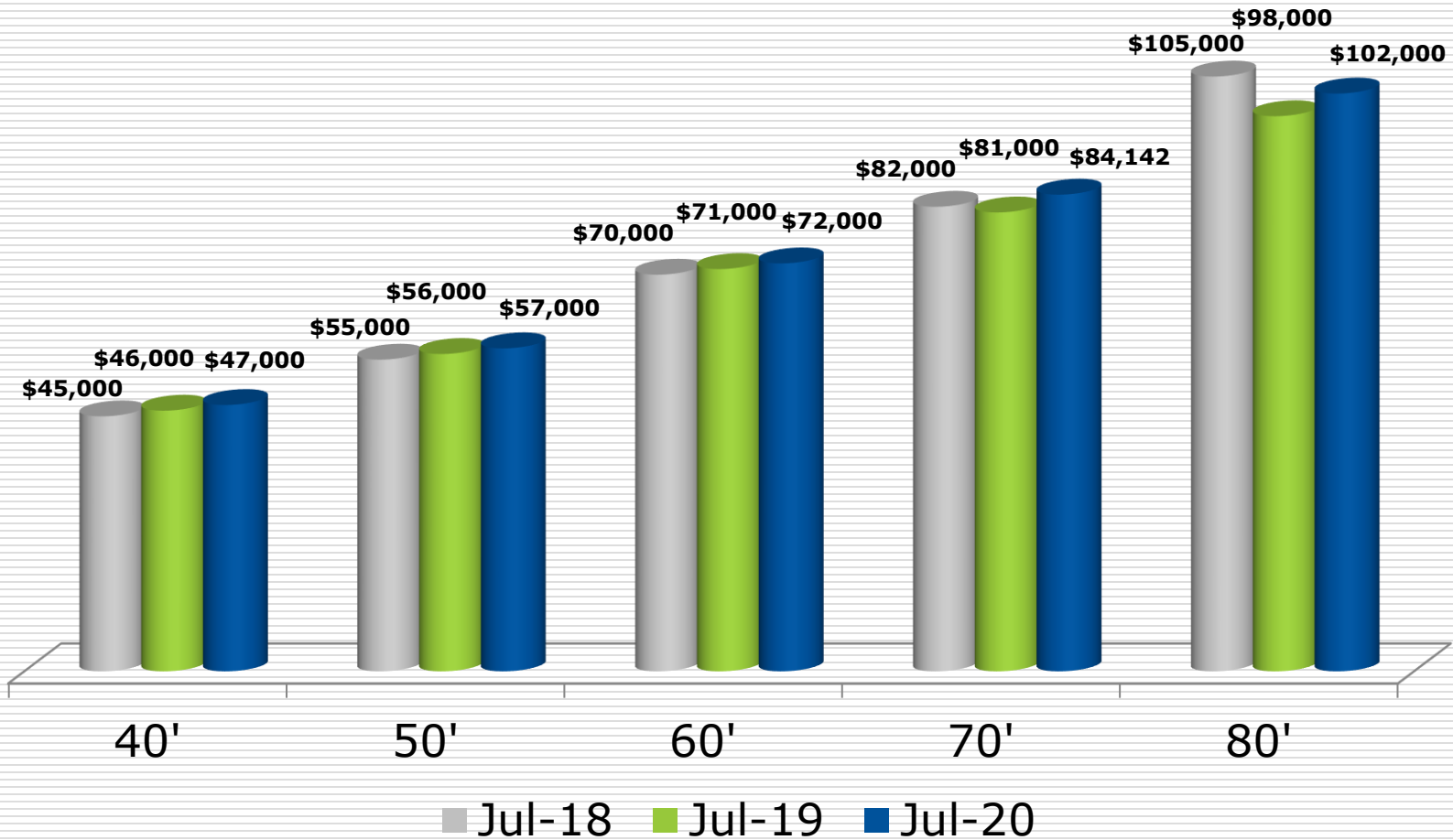


# Lot Prices by Size – Conventional vs. MPC

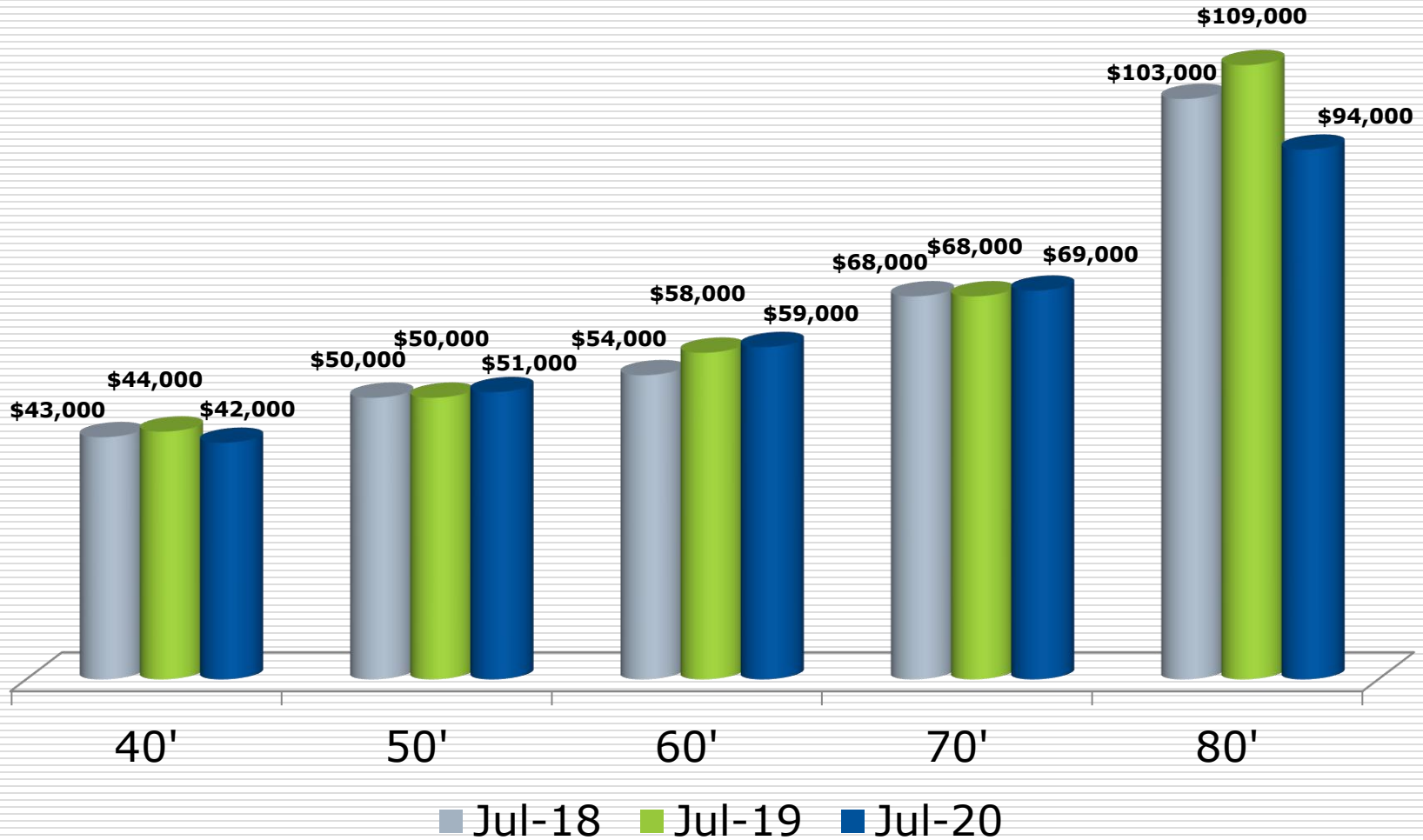




# Lot Price Changes for MPC



# Lot Price Changes for Conventional Subdivisions



# Observations

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- Impact of new lot development
    - Increased share of new lots in the survey are in Northeast, Southeast, and West sectors with a decreased share of new lots developed in the Northwest, and Southwest sectors
  
  - Lot pricing facts and trends over the past year
    - MPC lots are 13.5% above conventional on average, largest differences are in 70' lots and larger lots, from 60' to 75'
    - Largest price increases for conventional subdivisions have been in 70' and 75' lot sizes
    - MPCs saw their largest price increases in 75' and 90' lots
    - Prices have slightly increased in most lot sizes over the past year, the largest increases seen in 70' and 75' 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
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# Observations

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- Differences by sector
    - The highest lot prices are now seen in the Southwest sector, with the Northwest and West sectors just behind
    - The Southwest and West 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.
    - 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 70' and larger lot sizes. This trend is especially pronounced in the Southwest.
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# The **NEW** Lot Price Survey Site



Microsoft Power BI

← 1 of 8 →

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### 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
Elyson	West
Enclave at Northpointe	Northwest
Estates of Longwood	Northwest
Estheridge	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

# CDS is not just the LPS

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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





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