

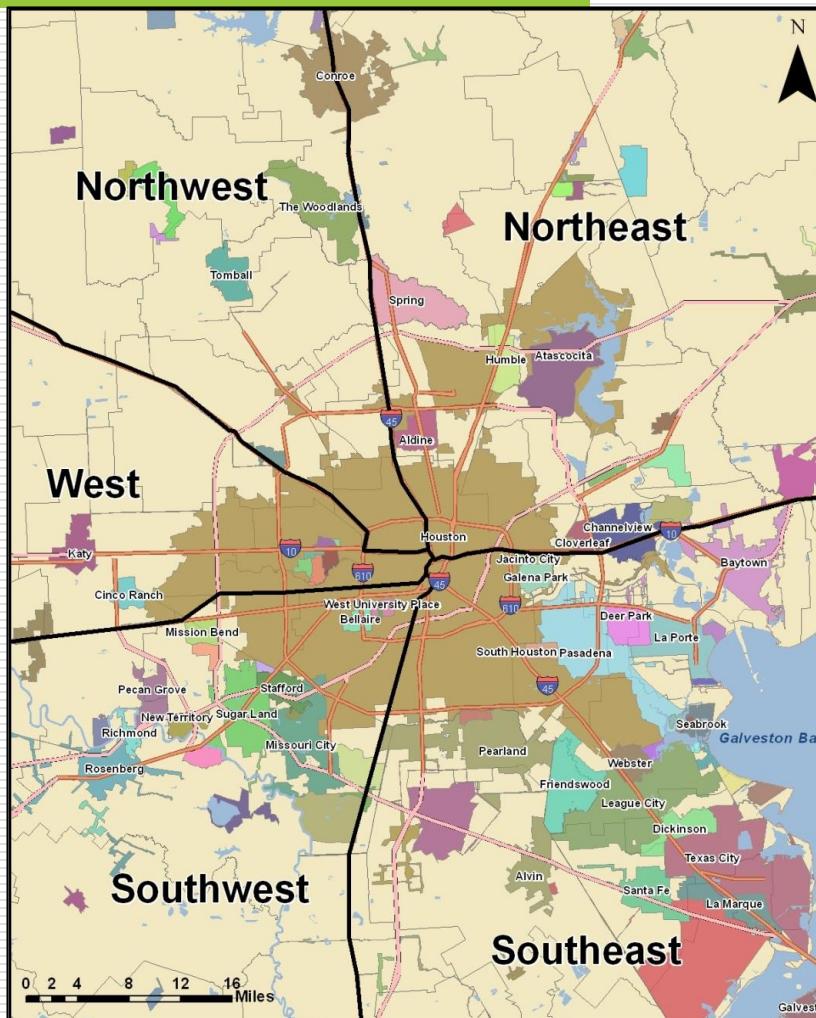
Mid-Year 2020 Lot Price Survey – Key Findings

CDS Community Development Strategies
Lot Pricing Update Presentation

October 2020



Sector Map



Northeast Sector Lot Prices



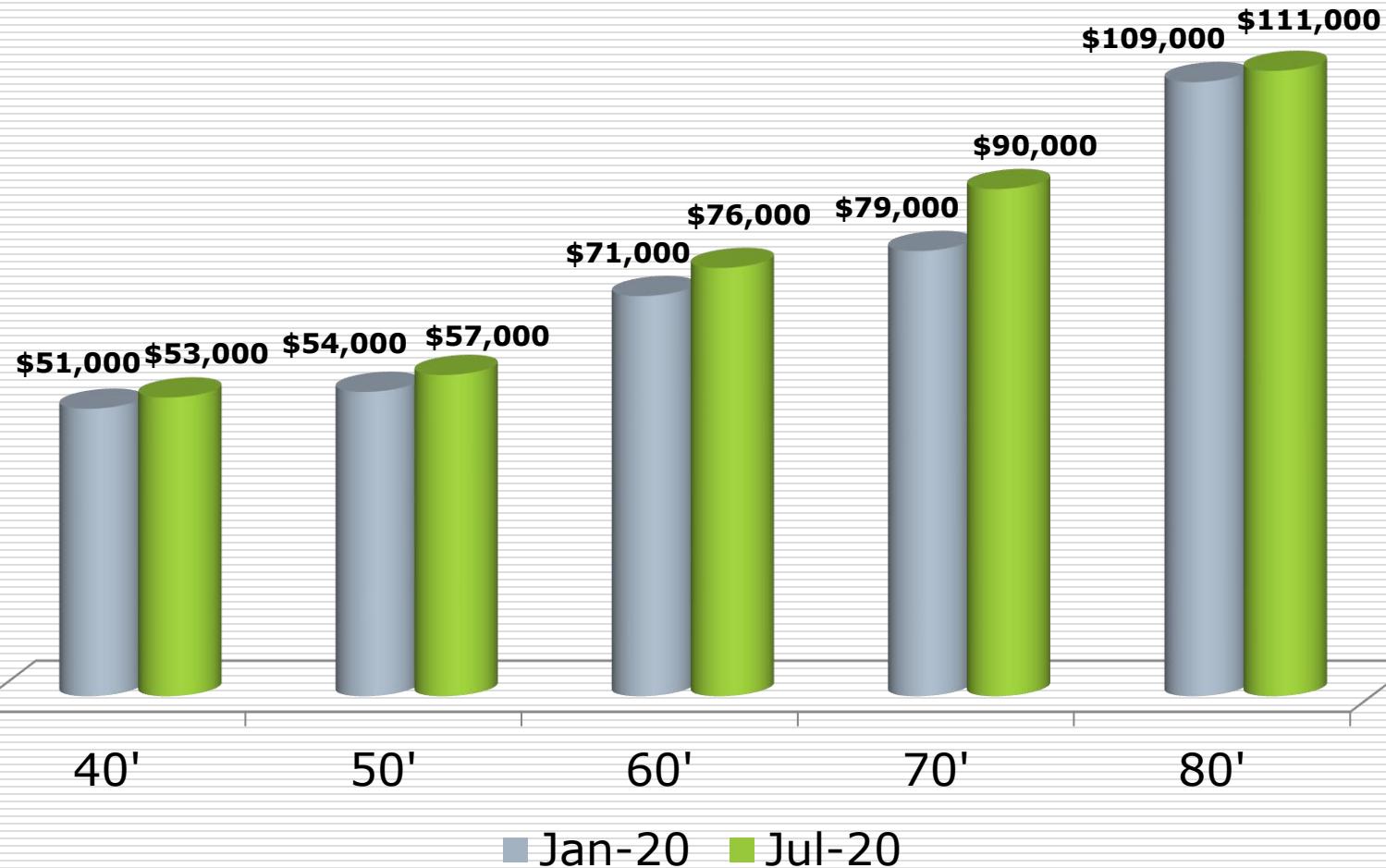
Northwest Sector Lot Prices



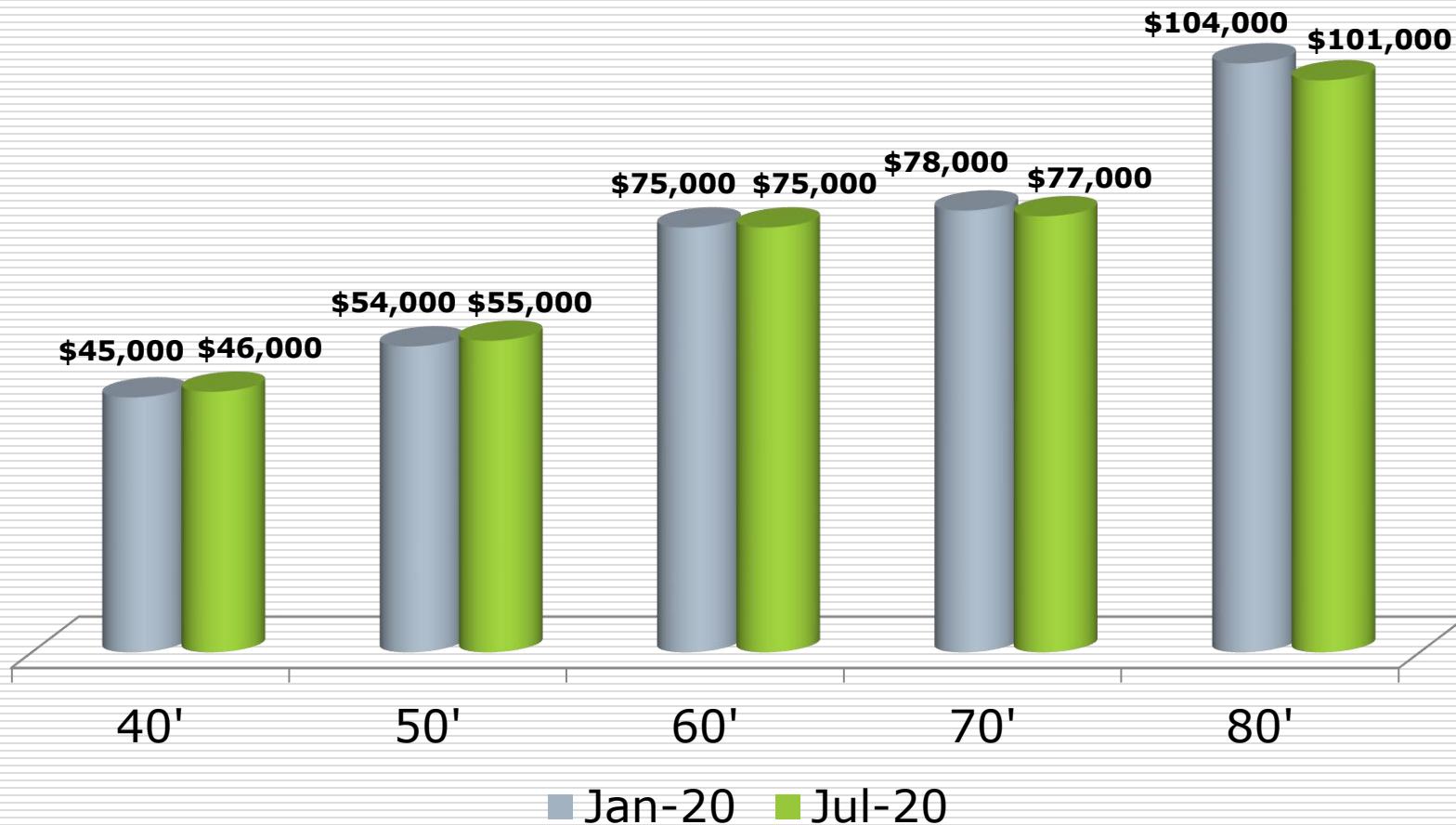
Southeast Sector Lot Prices



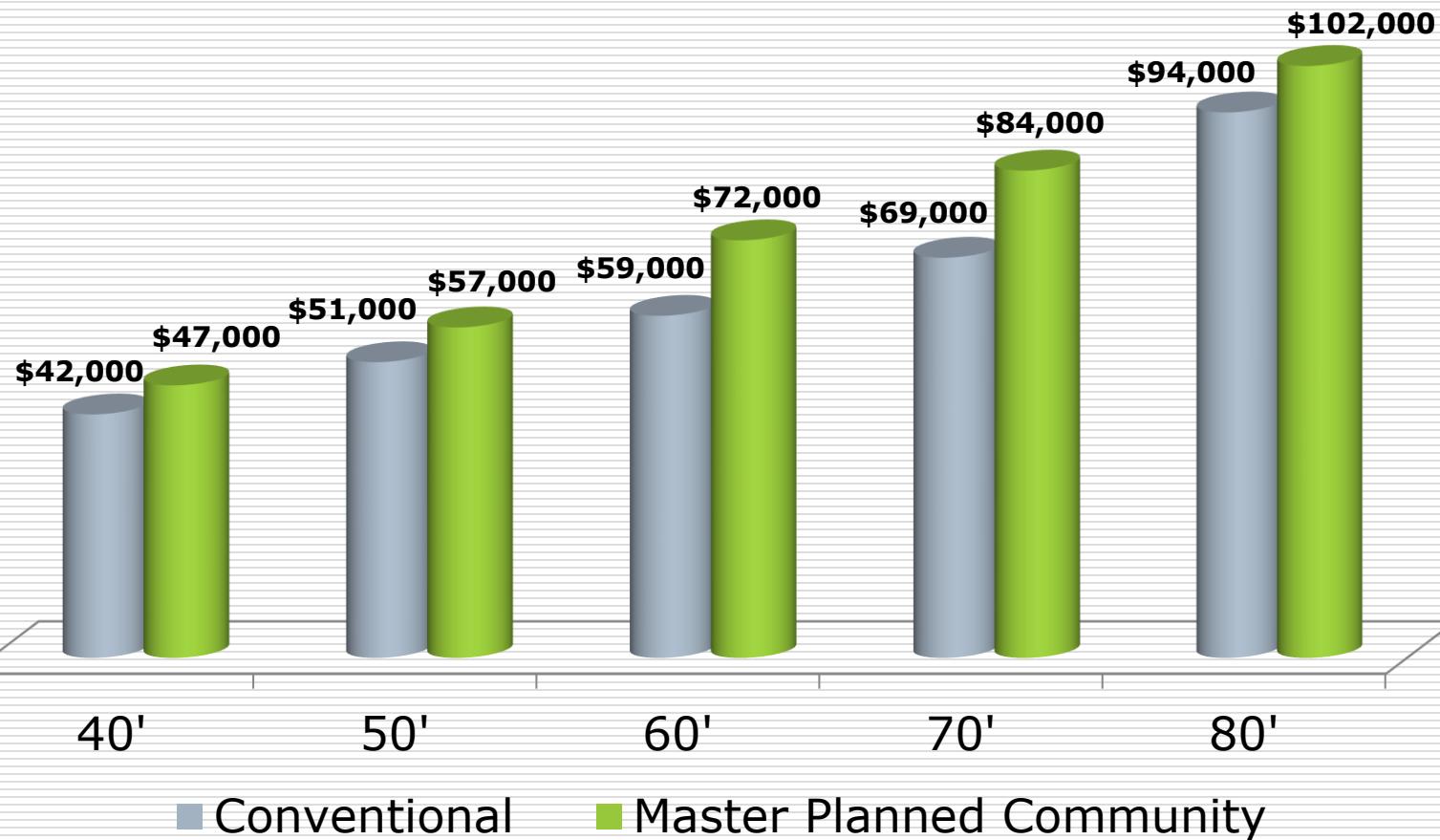
Southwest Sector Lot Prices



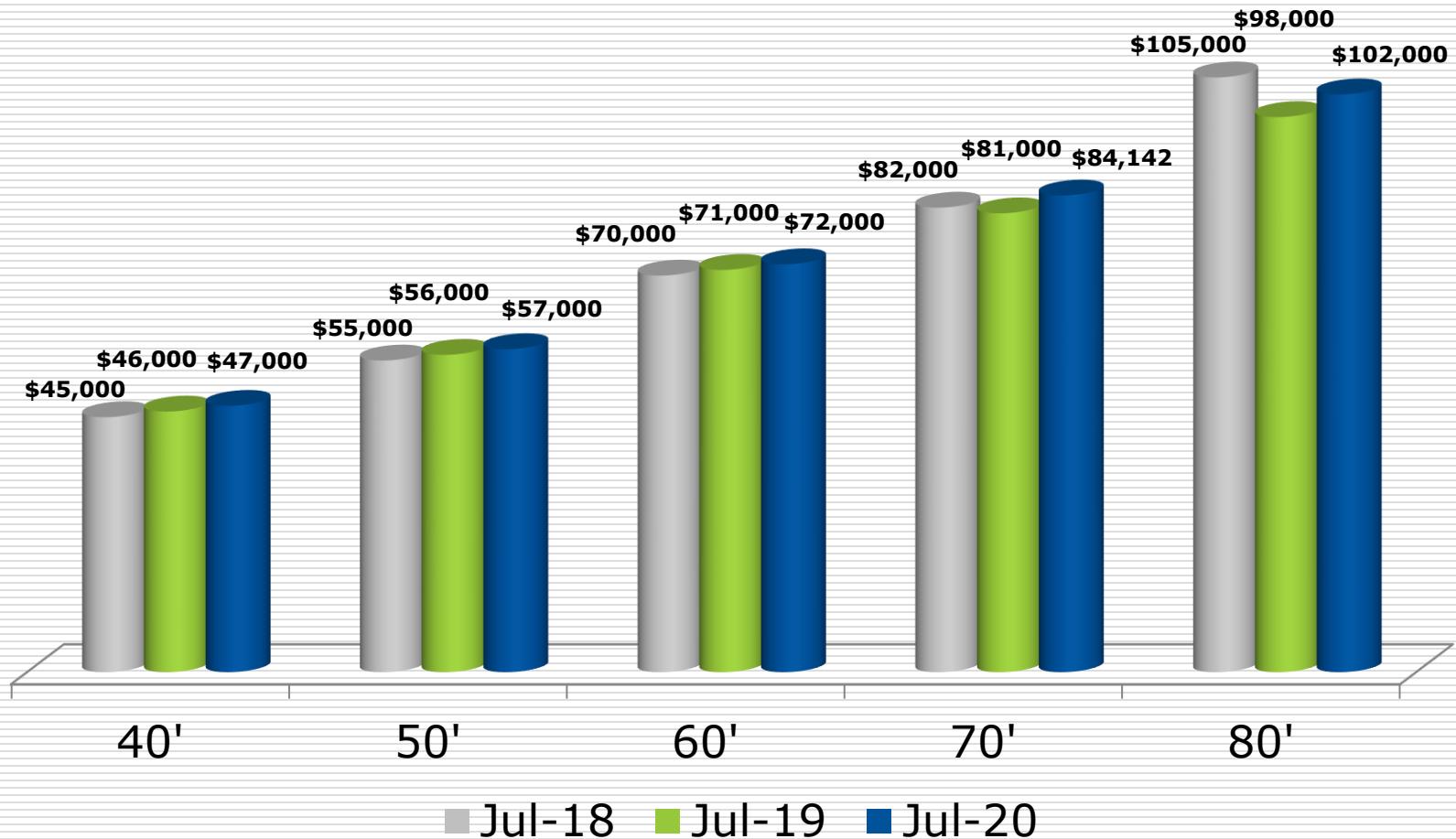
West Sector Lot Prices



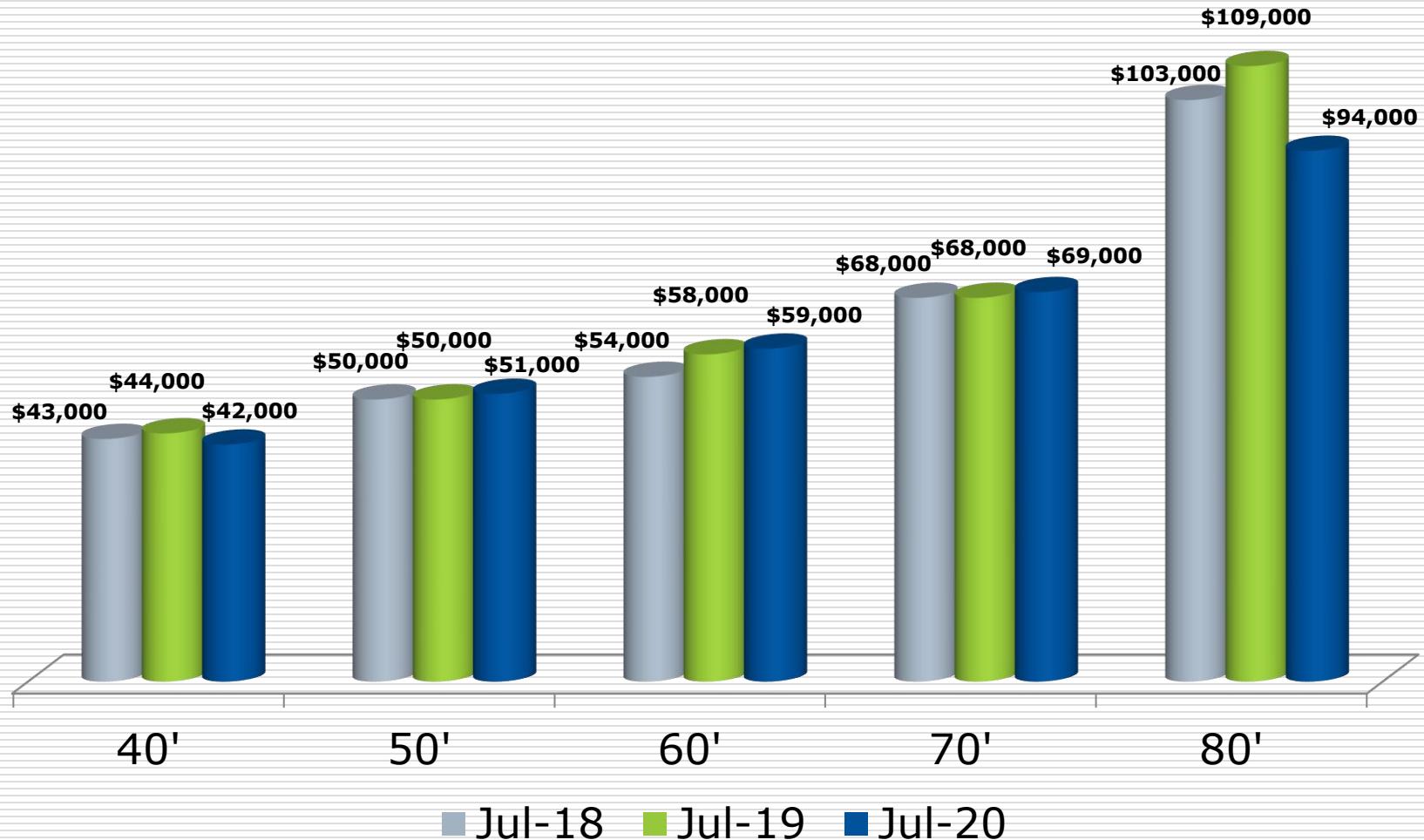
Lot Prices by Size – Conventional vs. MPC



Lot Price Changes for MPC



Lot Price Changes for Conventional Subdivisions



Observations

- 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

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 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

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

CDS COMMUNITY DEVELOPMENT STRATEGIES

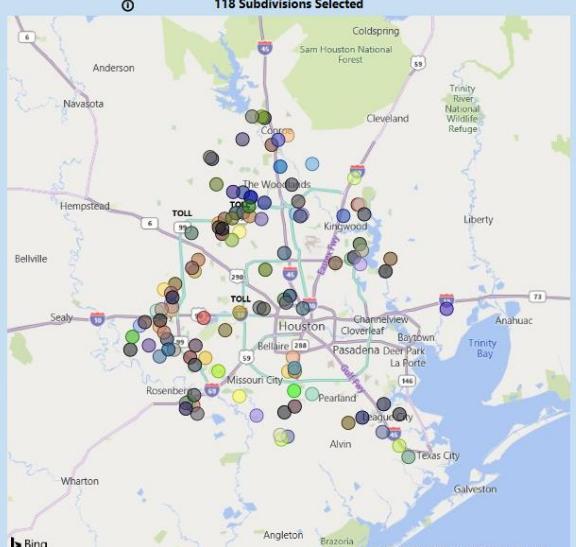
HOME WHO WE ARE SERVICES NEWSWORTHY LOT PRICE SURVEY CONTACT

Subdivisions

① 118 Subdivisions Selected

Subdivision Name	Sector
Albury Trails Estates	Northwest
Alexander Estates	Northwest
Allana	Southwest
Arcadia Court	West
Artavia	Northeast
Augusta Pines Creek Ridge	Northwest
Avalon at Spring Green	West
Avalon Terrace	Southwest
Balmoral	Northeast
Bay Colony West	Southwest
Bayou Oaks	Southwest
BonBriar Plantation	Southwest
Bradbury Forest	Northeast
Breckenridge Forest	Northeast
Cambridge Heights	Southwest
Cane Island	West
Chapel Heights	Northeast
Cinco Ranch	West
City Park	Southwest
Country Colony	Northeast
Creekside Ranch	Southwest
Cross Creek Ranch	West
Cypress Creek Lakes	West
Delany Cove	Southwest
Eagle Springs	Northeast
Edgewater	Southwest
Elyson	West
Encircle at Northpointe	Northwest
Estates of Longwood	Northwest
Etteridge	Northeast
Fall Creek	Northeast
Falls at Dry Creek	Northwest
Fieldstone	Southwest
Friendswood Trails	Southwest
Fultnear Lakes	Southwest
Gulfview Station	Northwest

② 118 Subdivisions Selected



Sectors

- Northeast
- Northwest
- Southeast
- Southwest
- West

Counties

- (Blank)
- Brazoria
- Clear Lake
- Fort Bend
- Galveston
- Harris
- Montgomery
- Waller

School Districts

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

Microsoft Power BI

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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





COMMUNITY
DEVELOPMENT
STRATEGIES

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

William Foster
Market Analyst
281-582-0855
wfoster@cdsmr.com

Scott Reineking
Senior Associate
281-582-0849
sreineking@cdsmr.com