

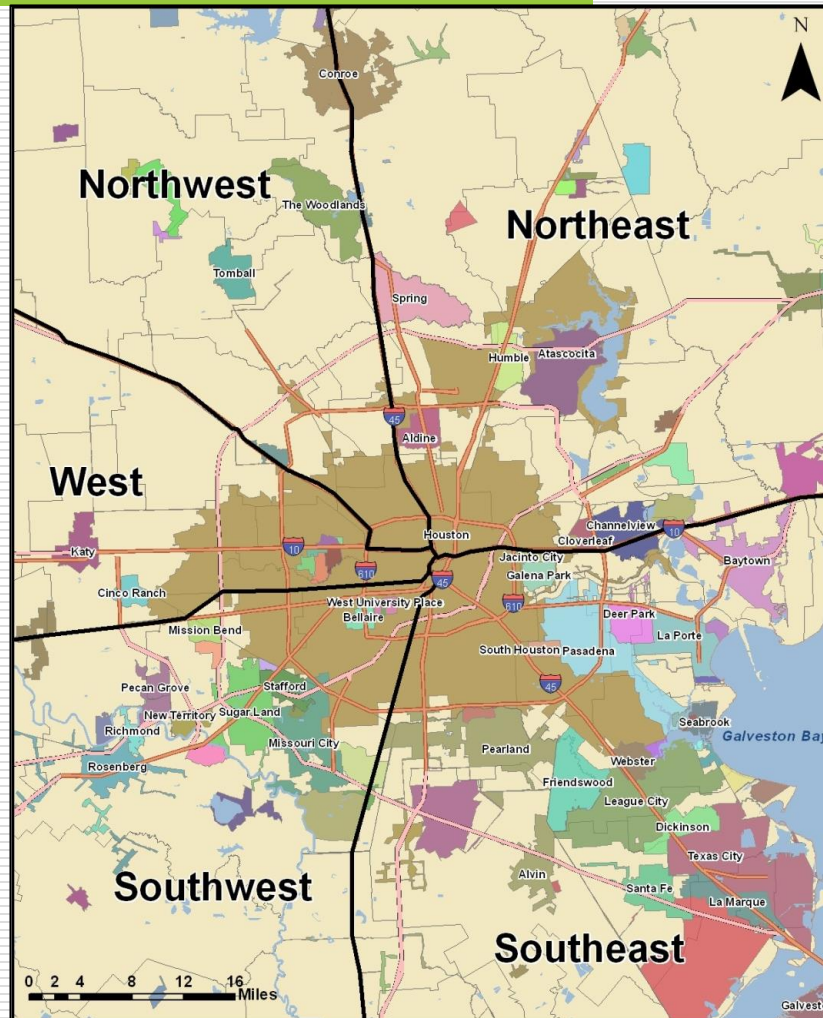
Mid-Year 2023 Lot Price Survey – Key Findings

CDS Community Development Strategies
Lot Pricing Update Presentation

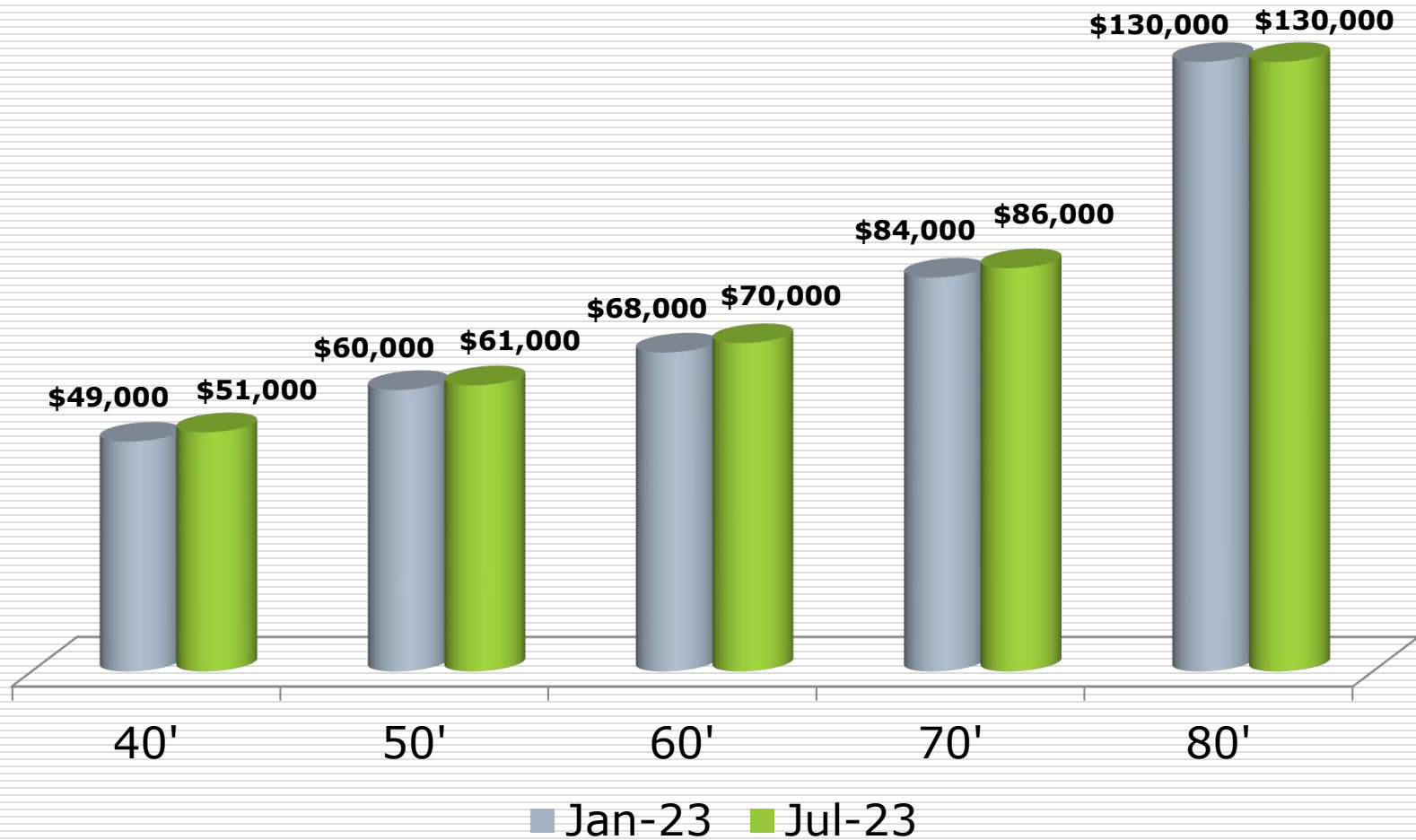
September 26, 2023



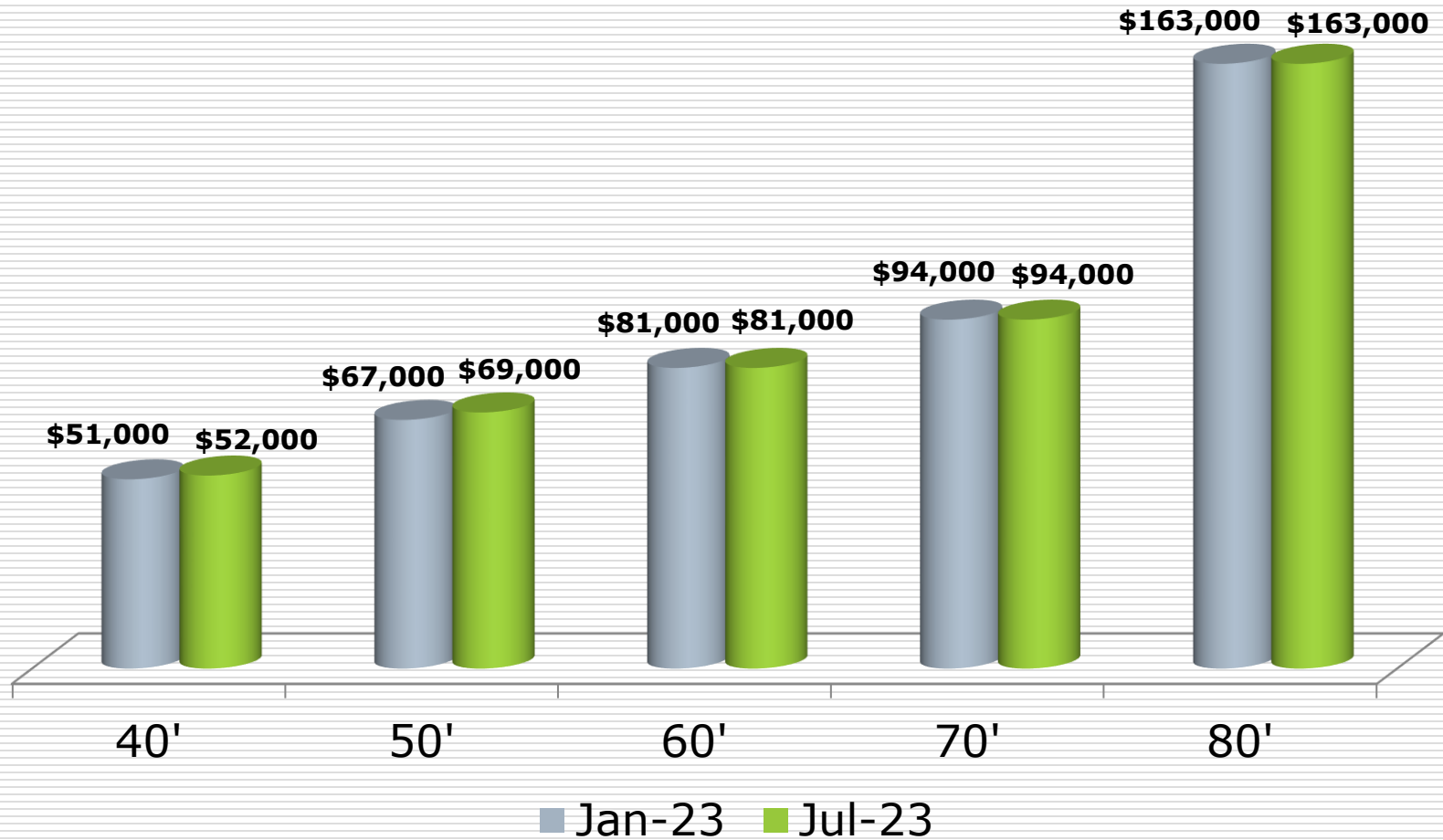
Sector Map



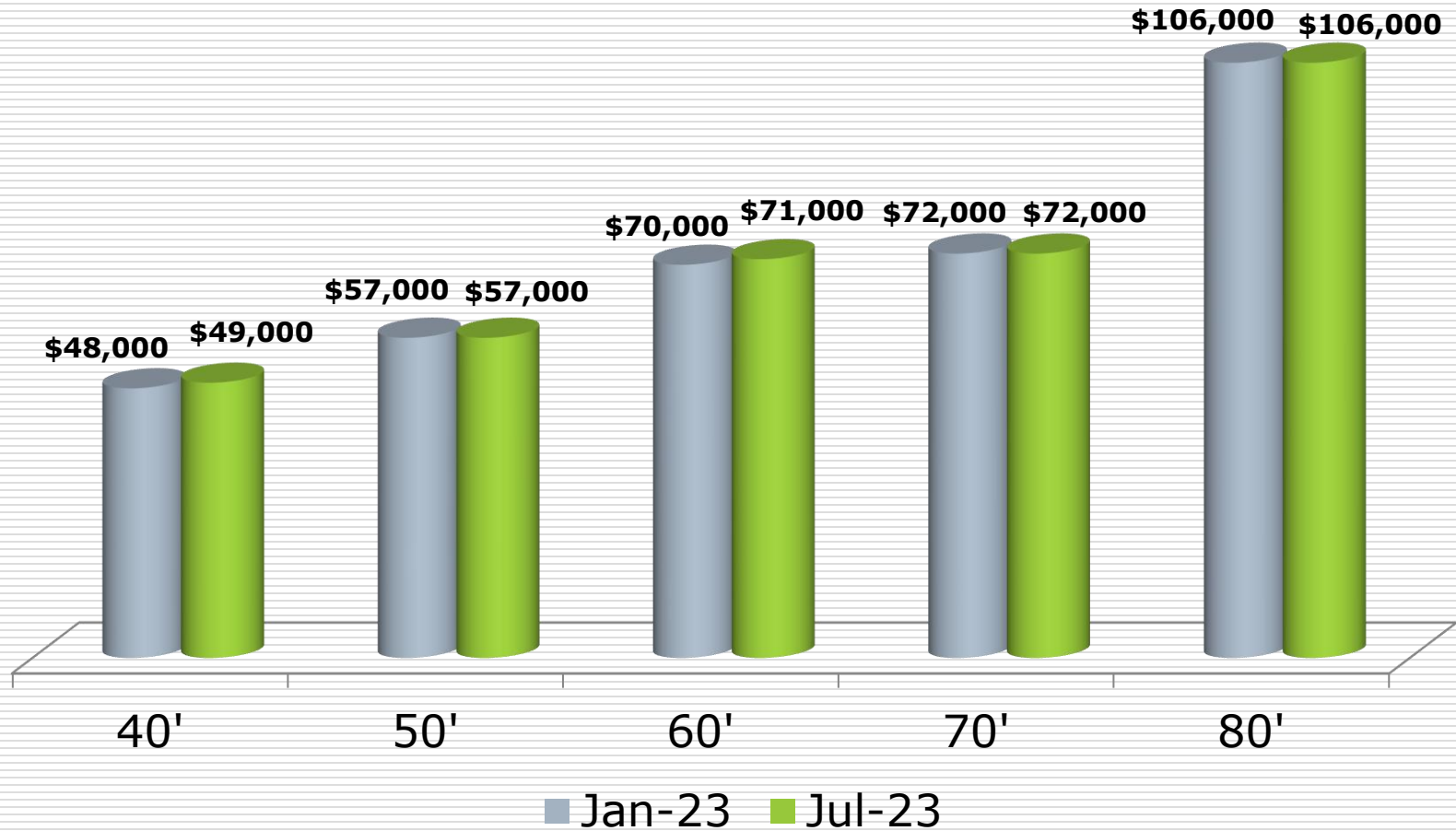
Northeast Sector Lot Prices



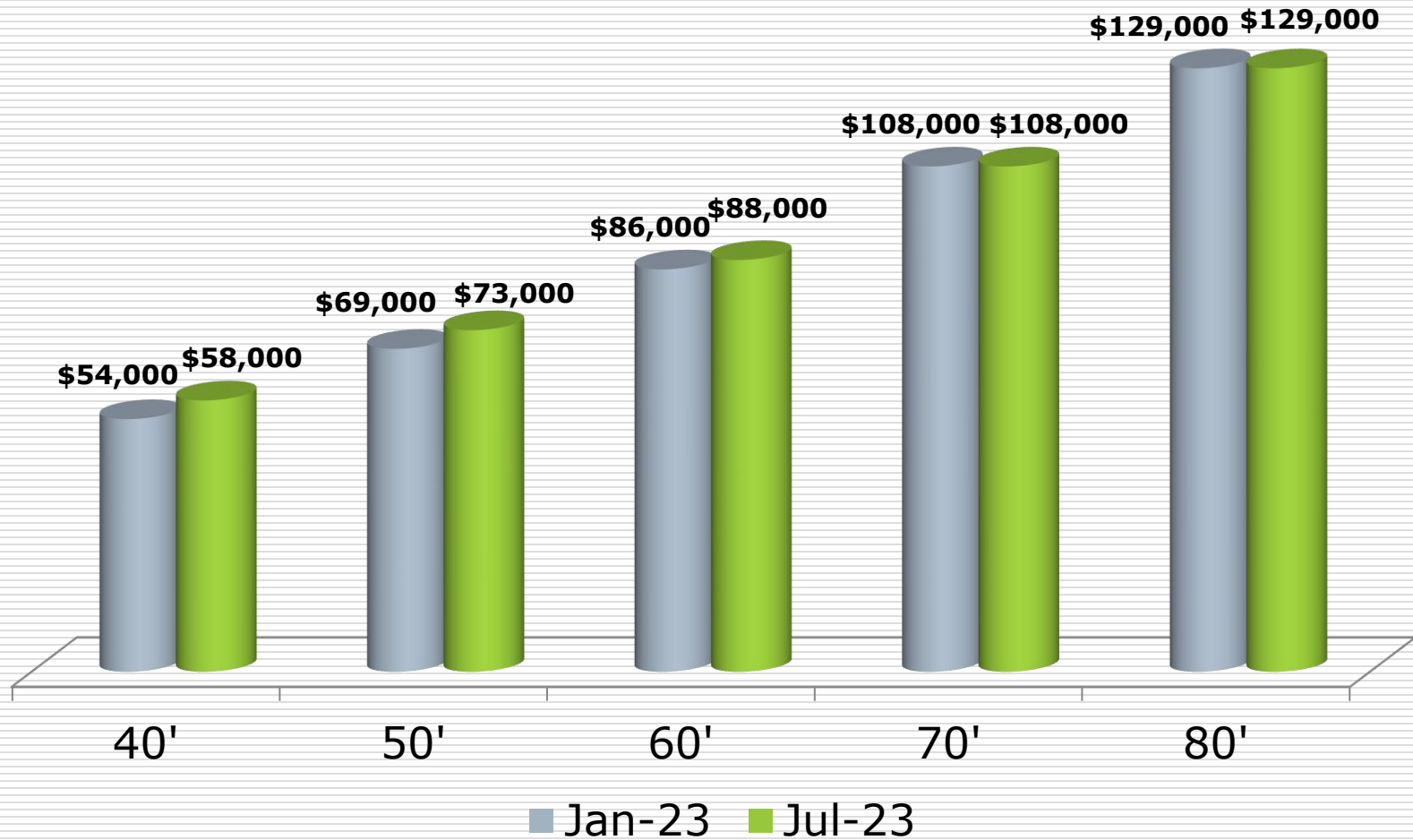
Northwest Sector Lot Prices



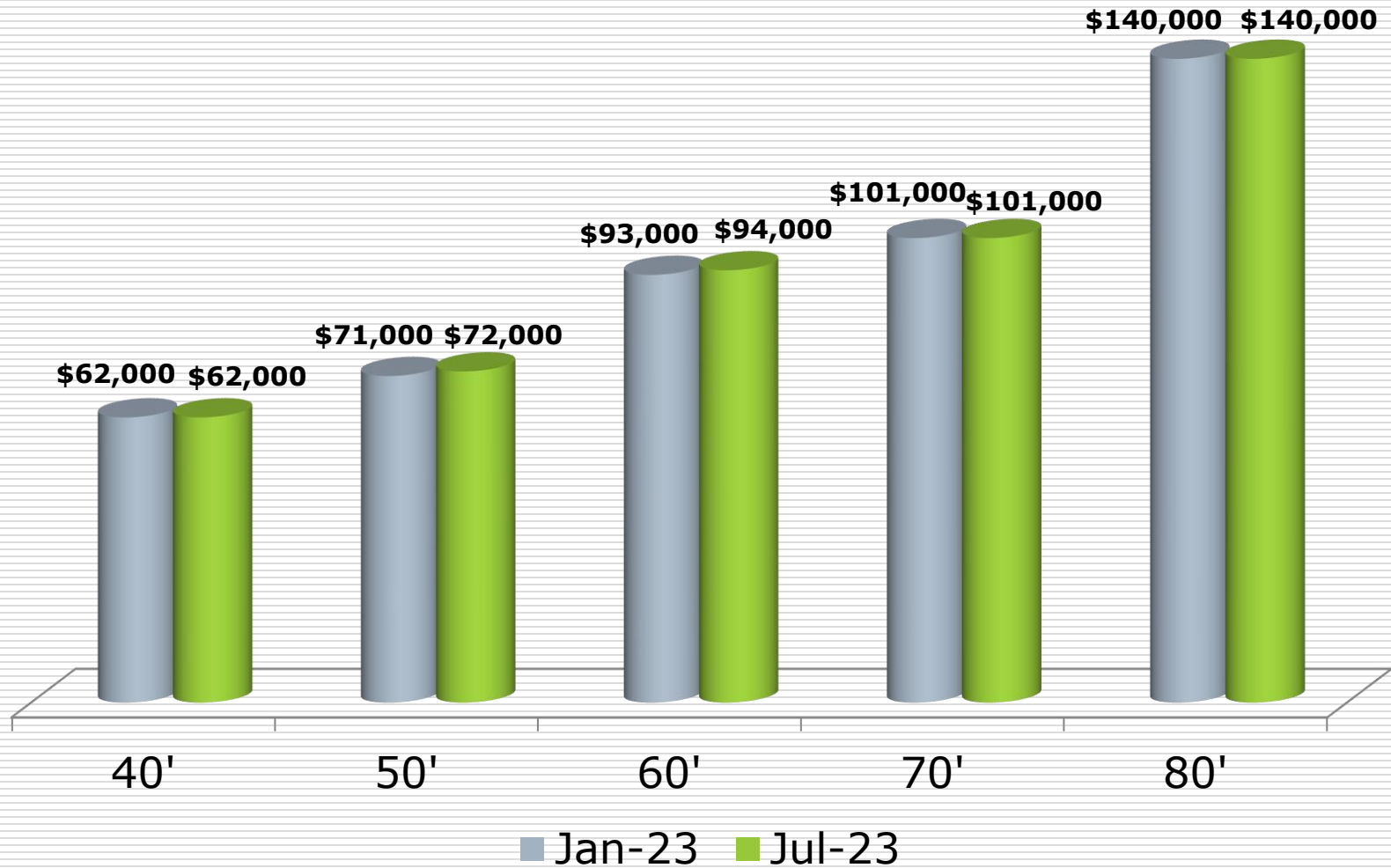
Southeast Sector Lot Prices



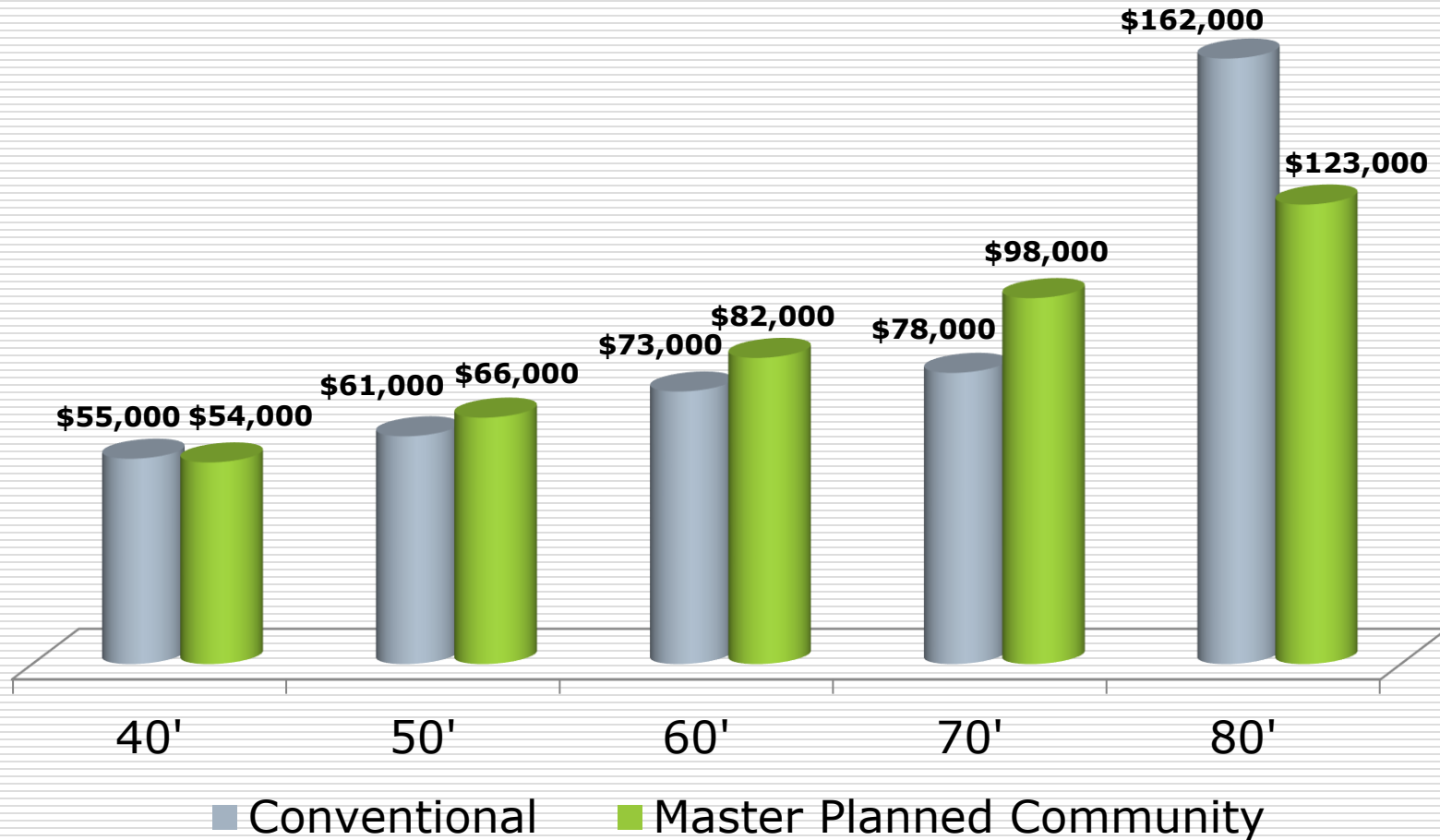
Southwest Sector Lot Prices



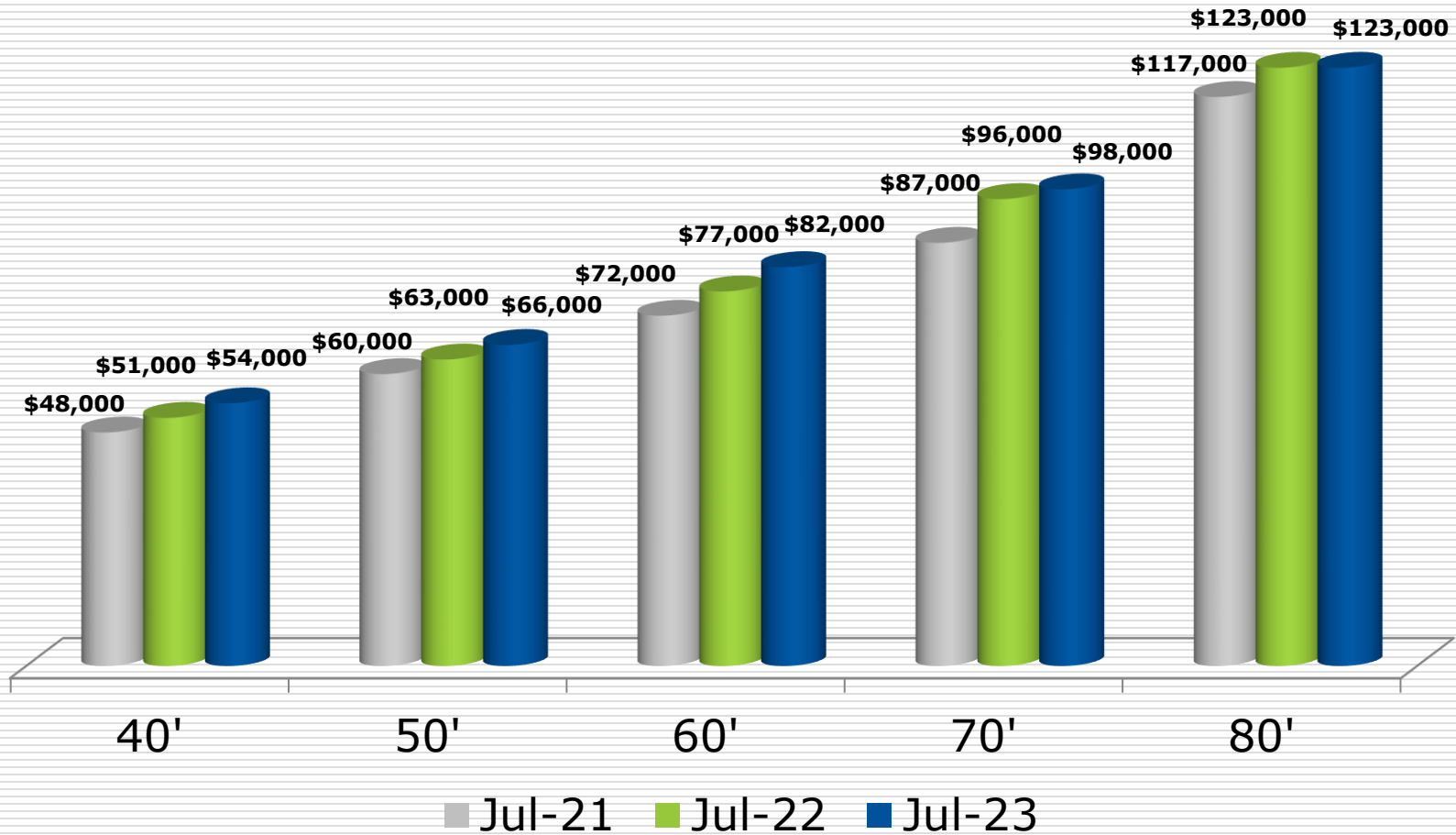
West Sector Lot Prices



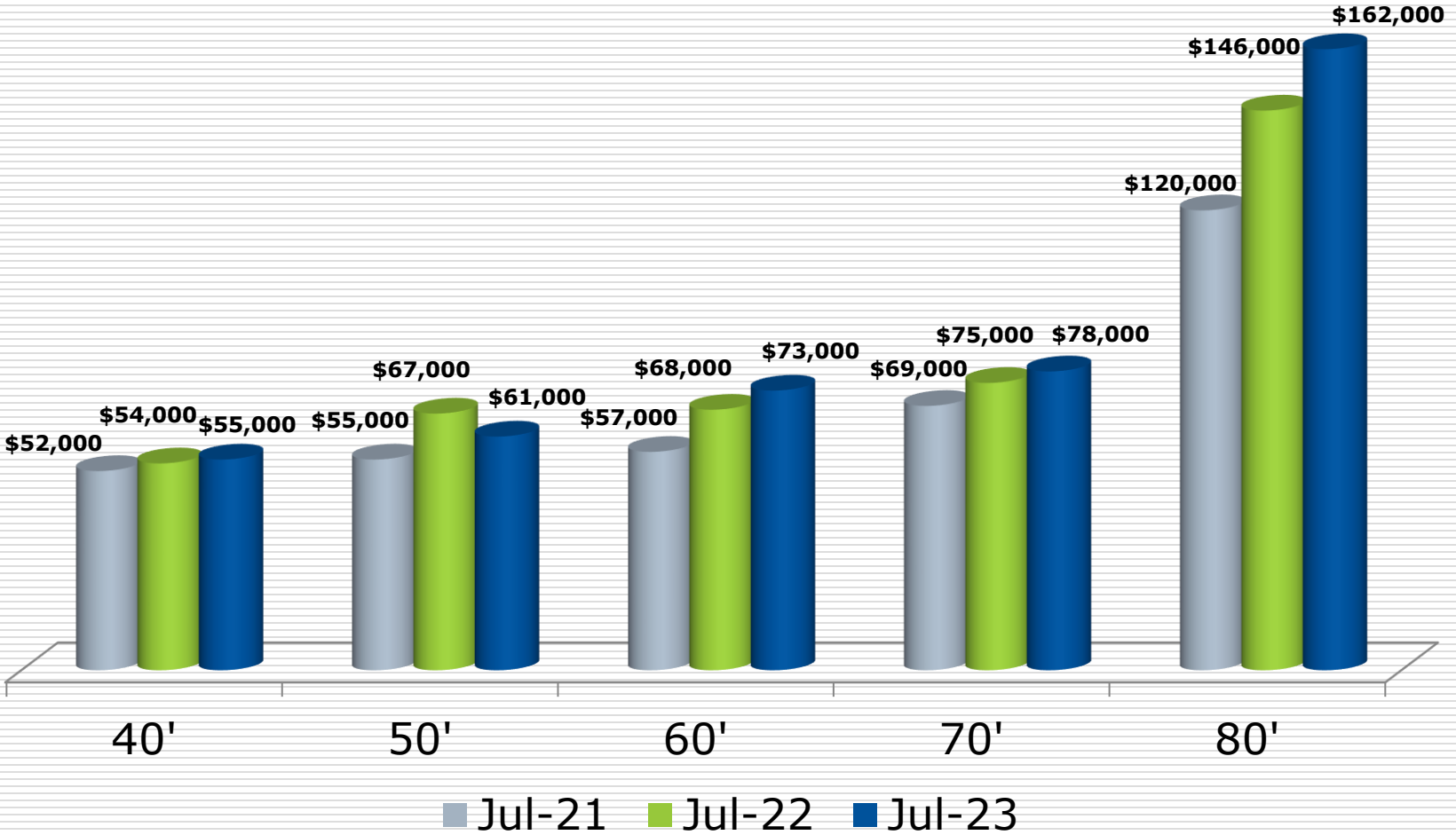
Lot Prices by Size – Conventional vs. MPC



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

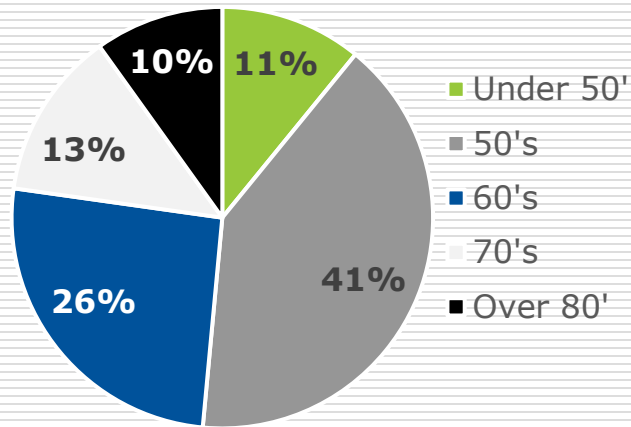
 - Lot pricing facts and trends over the past year
 - MPC lots are 17.6% above conventional on average, largest differences are in 65'-75' lots and 45' lots
 - Largest price increases for conventional subdivisions have been in 60' and 80' lot sizes
 - MPCs saw their largest price increases in 75' lots
 - Prices have increased in most lot sizes over the past year, the largest increases in conventional subdivisions are in small and mid-sized lots, while MPCs saw larger increases in mid-sized and larger lots
 - 40' lots significantly outperformed 45' lots on total price and price per front foot basis in conventional subdivisions
-

Observations

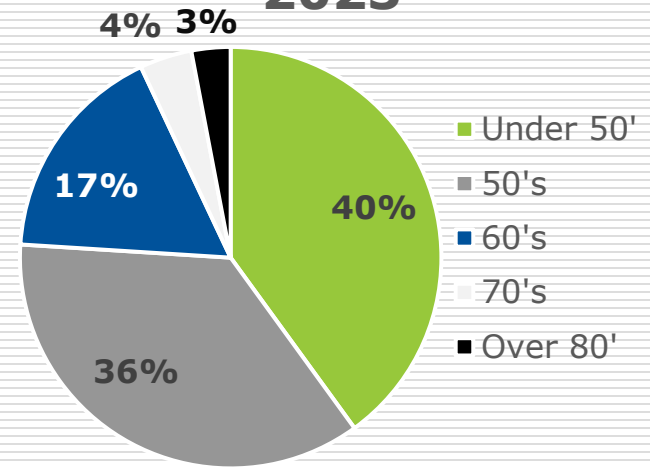
- Differences by sector
 - The highest lot prices are seen in the Southwest sector, with the West sector just behind and Northwest a close third
 - The Southwest sector also saw the strongest price increases in the past six months, while prices in the remaining sectors increased slightly
 - The West 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 are seen in the smaller lot sizes, between 40'-60'.
-

Changing Lot Size Mix

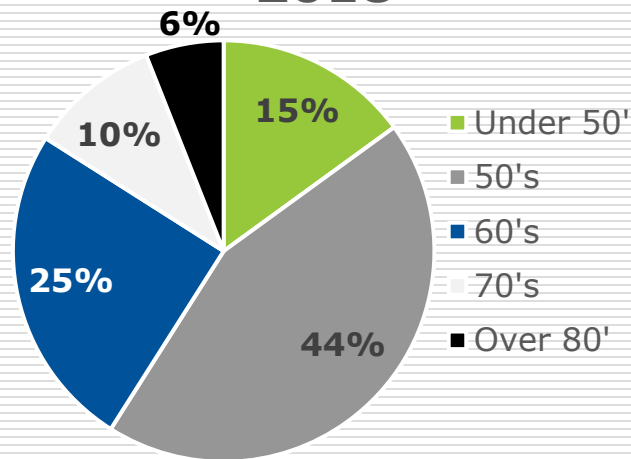
2013



2023



2018



The Lot Price Survey Website



The screenshot displays the LPS-CDS website interface. At the top, the CDS logo and navigation menu are visible. The main content area features a map of the Houston area with 118 subdivisions marked by colored dots. A sidebar on the left lists the names and sectors of these subdivisions. The interface is powered by Microsoft Power BI.

Navigation Menu: HOME | WHO WE ARE | SERVICES | NEWSWORTHY | LOT PRICE SURVEY | CONTACT

Subdivisions Selected: 118 Subdivisions Selected

Subdivision Name	Sector
Albury Trails Estates	Northwest
Alexander Estates	Northwest
Aliana	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
Gilbert Estates	Northwest

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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