



HOUSING IN
SAN ANGELO
June 2022

Housing Overview for 2022 + Beyond



ONGOING CONSTRUCTION
COST INCREASES



HIGHER INTEREST RATES



ELEVATED INFLATION
GAS PRICE HIKES
LABOR SHORTAGES

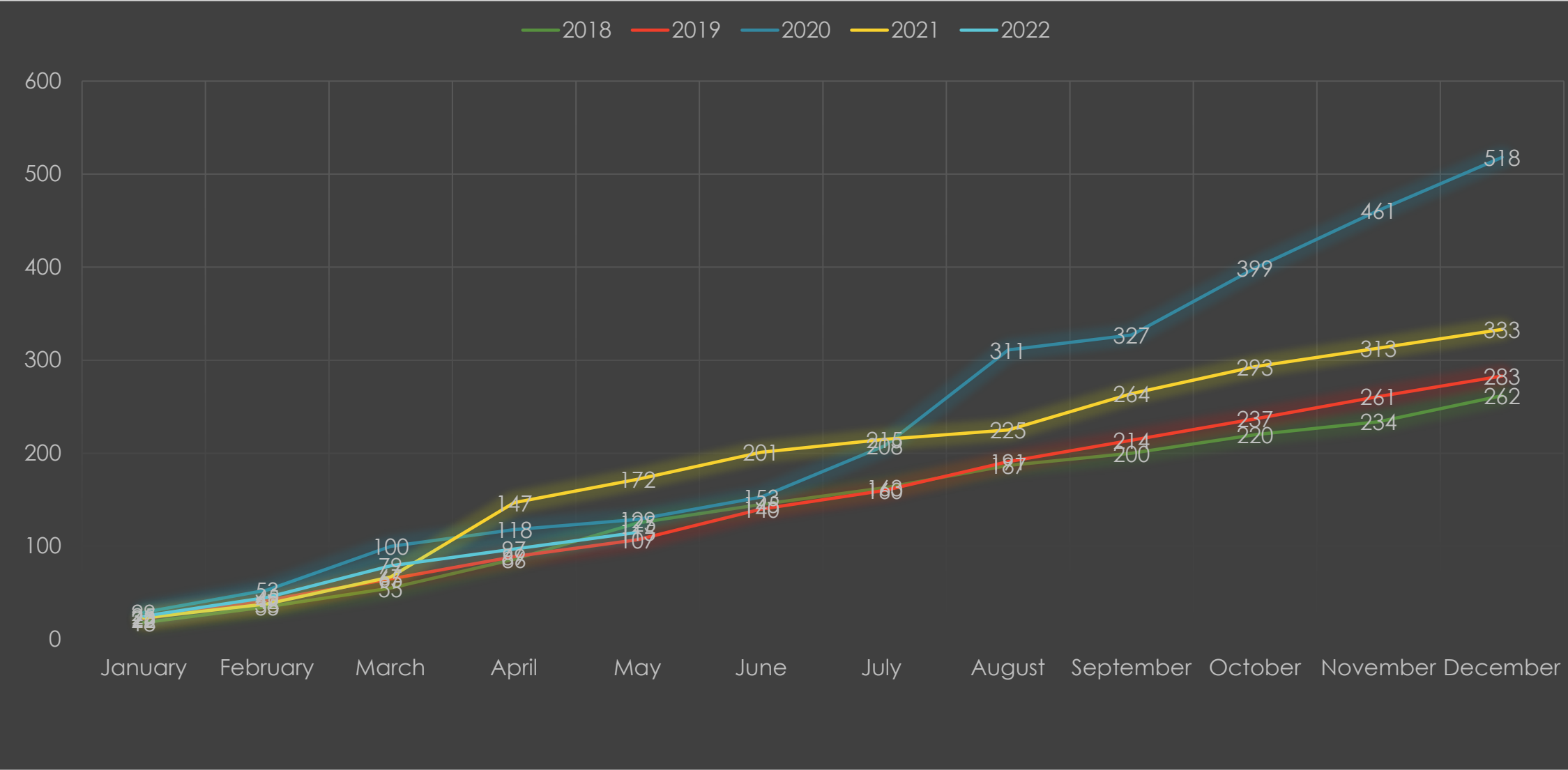
Single-Family Housing Construction Permits (Index Jan 2000 = 100)



Note: Trend-cycle component.

Sources: U.S. Census Bureau and Texas Real Estate Research Center at Texas A&M University

Single Family Permits



Redfin Homebuyer Demand Index -12% Year Over Year

Weekly value of Redfin's seasonally adjusted homebuyer demand index based on requests for home tours & other homebuying services. 100 = Jan-Feb 2020



Source: Requests for home tours and other services from Redfin agents



Lumber Prices Impact More Than Just Homebuilders

COVID caused mills to shut down and reduce production

They failed to foresee the home renovation boom, low mortgage rates, and monetary stimulus that would drive demand for housing causing prices to soar over 300%

Lumber costs have pushed the average price of a new home up more than \$18,600

This eventually led to the lumber bubble pop as builders put on the brakes

This was short-lived because supply chain woes, high labor costs, wildfires, and flooding kicked off the second wave of price increases through March of this year

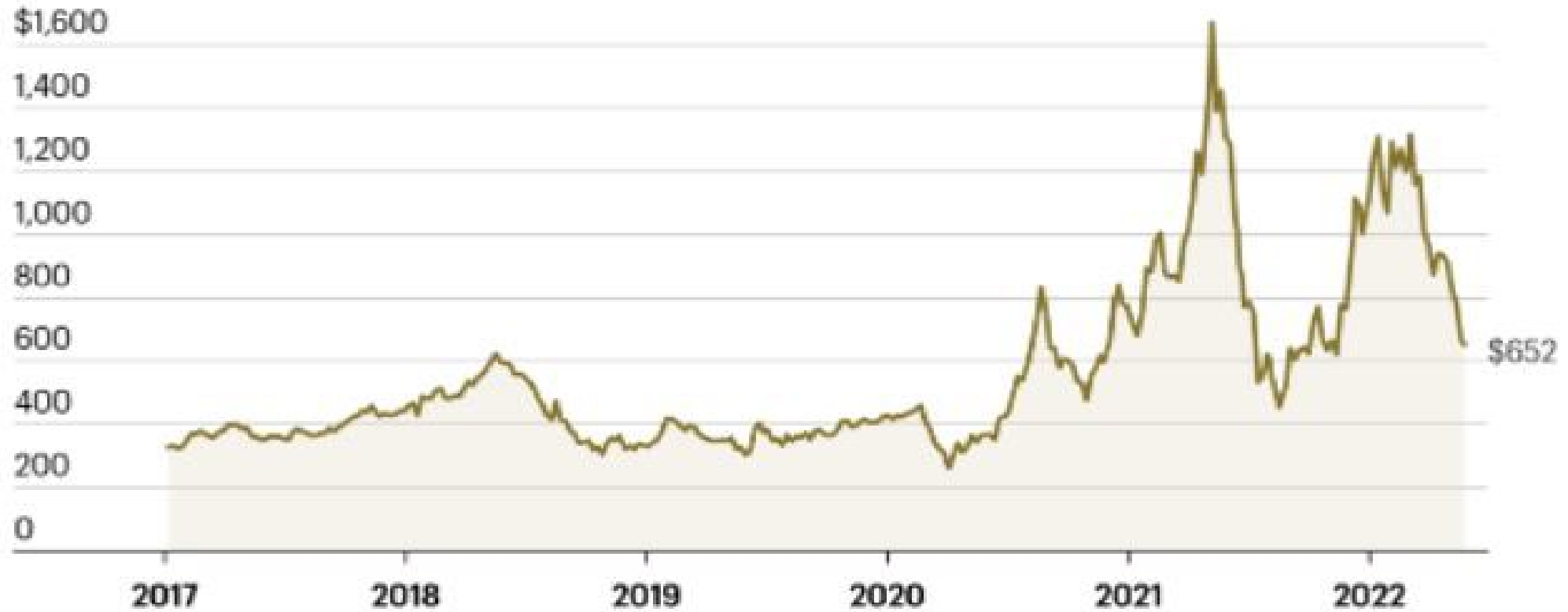
Lumber is down 50% from January's peak of \$1,329 ptbf to \$651 as of last Wednesday

With mortgage rates soaring and the home renovation boom fading, we should see the end of the extreme boom and bust cycles in lumber costs (hopefully)

Lumber futures price

Price per thousand board feet of lumber

— FUTURES PRICE

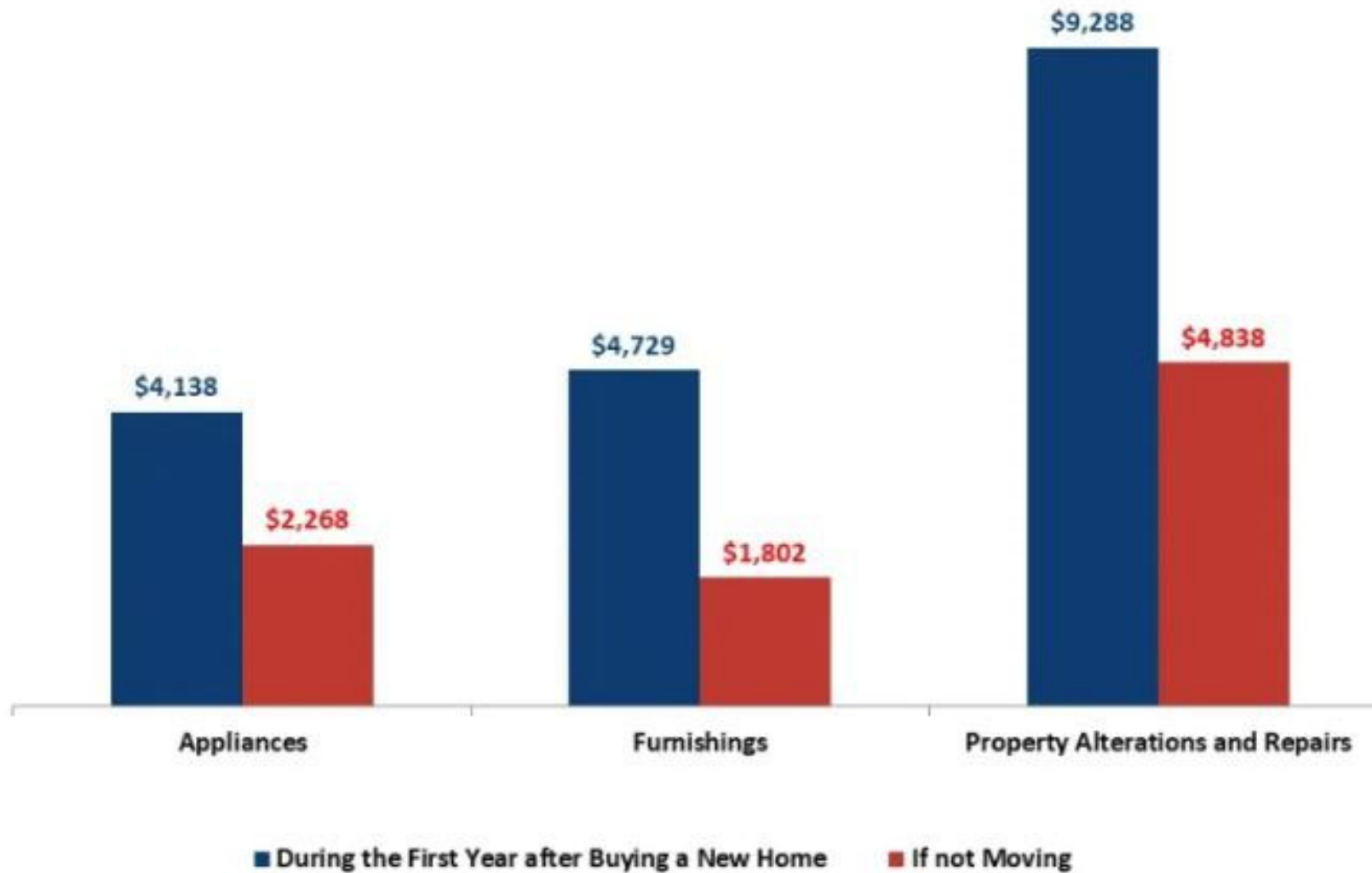


DATA THROUGH MAY 25, 2022

CHART: LANCE LAMBERT • SOURCE: NASDAQ

FORTUNE

Spending of a Typical New Home Buyer, 2020\$





NEW BUILD HOME
SALES IN LAST 3 MO.



SOUTHLAND/BLUFFS

Active or under contract: 5

Sales Price \$400,000

Median PPSQ: \$195 ~ Median SQ: 2,049

Sold: 2

Sales Price: \$367,450

Median PPSQ: \$186 ~ Median SQ: 1,937





BENTWOOD

Active or under contract: 4

Sales Price \$527,400

Median PPSQ: \$219 ~ Median SQ: 2,417

Sold: 6

Sales Price: \$492,835

Median PPSQ: \$186 ~ Median SQ: 2,346





NORTH SAN ANGELO

Active or under contract: 7

Sales Price \$199,900

Median PPSQ: \$168 ~ Median SQ: 1,189

Sold: 1

Sales Price \$199,900

Median PPSQ: \$168 ~ Median SQ: 1,189

Paulann: 0 active, 3 sold \$226,993

Median PPSQ: \$175 ~ Median SQ: 1,307





GRAPE CREEK/BUFFALO HEIGHTS

Active or under contract: 12

Sales Price \$324,400

Median PPSQ: \$190 ~ Median SQ: 1,701

Sold: 33

Sales Price: \$314,900

Median PPSQ: \$180 ~ Median SQ: 1,718





WALL

Active or under contract: 1

Sales Price \$750,000

Median PPSQ: \$259 ~ Median SQ: 2,896

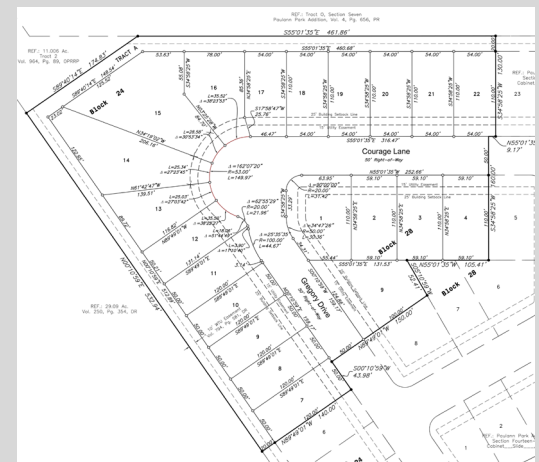
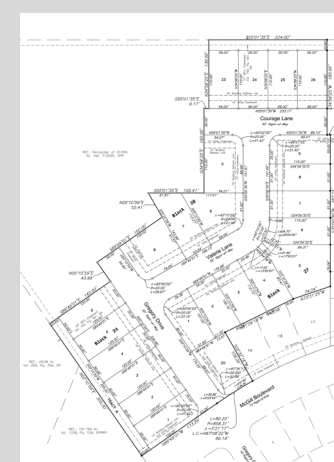
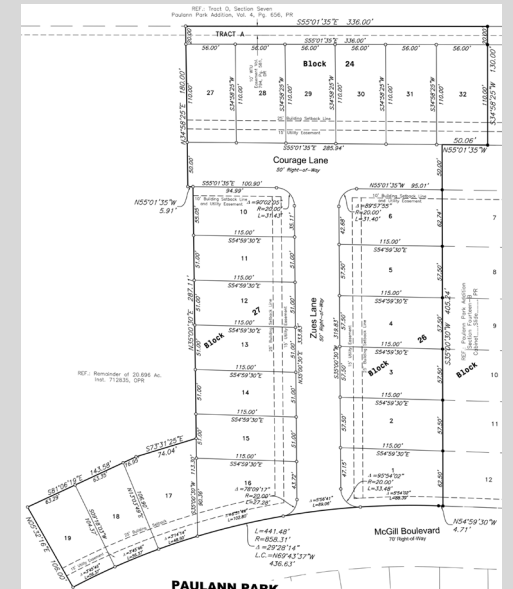
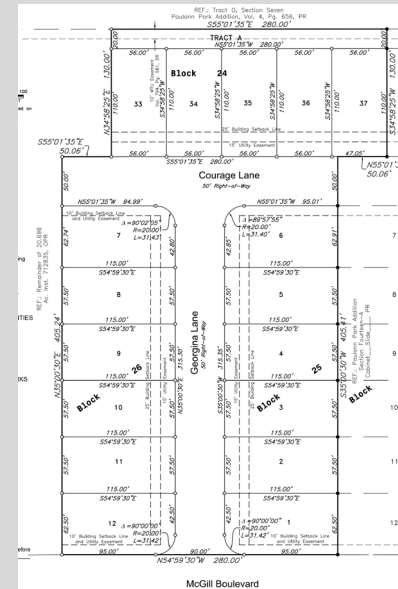
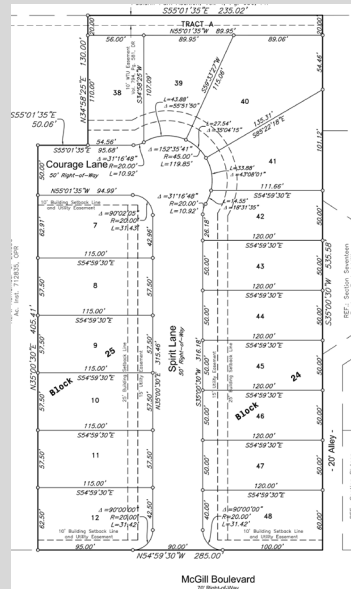
Sold: 3

Sales Price: \$525,000

Median PPSQ: \$205 ~ Median SQ: 2,565

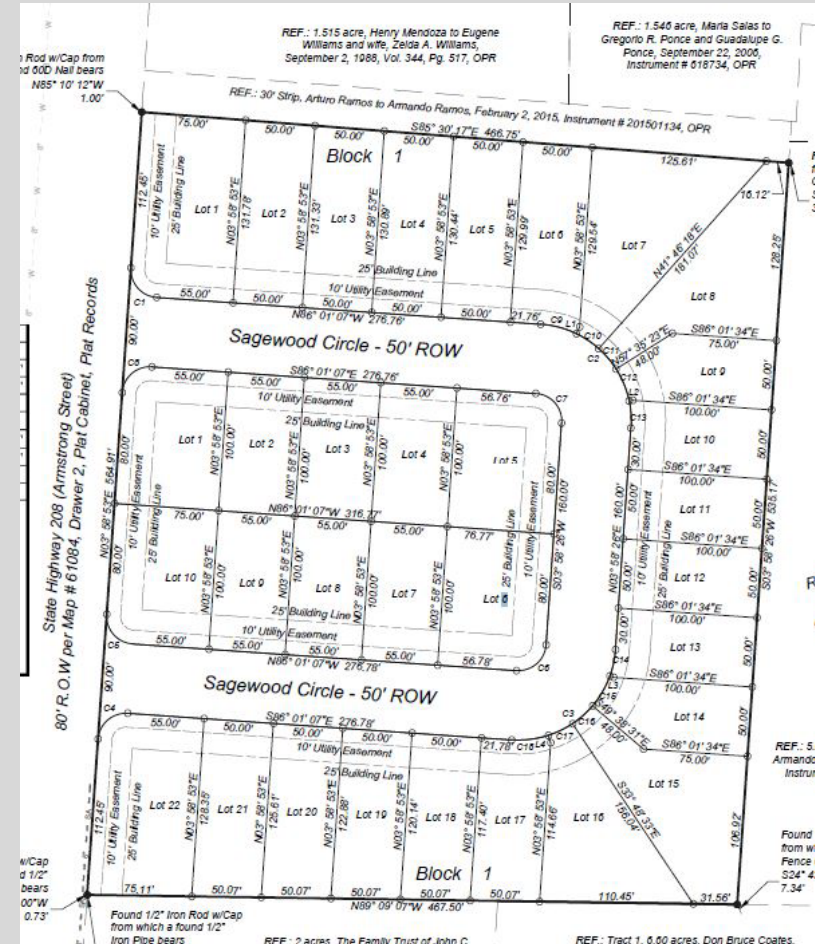


Paulann Park



20.5 acres off McGill Street by Jorge Luna – 100 SFL

Sagewood Estates



Off Armstrong by CV Construction – 32 SFL, 16 in development

Lakeview



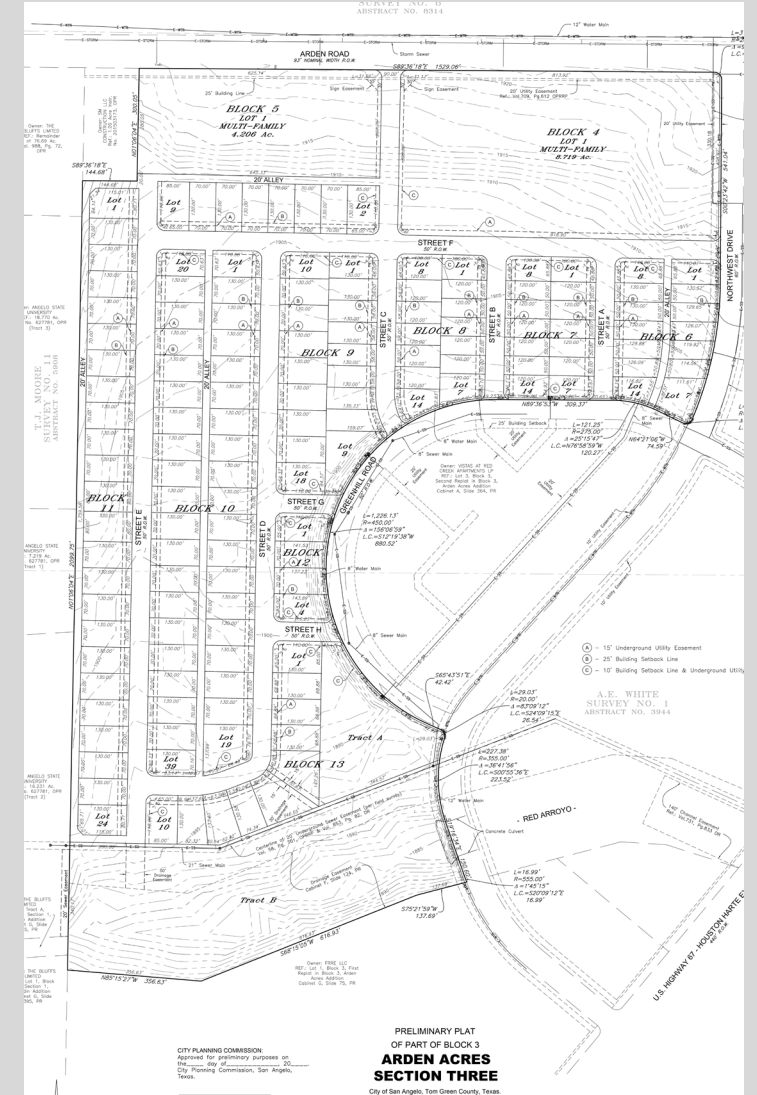
Off Armstrong by Mission Land Company– *Multifamily & 50-70 SFL

The Bluffs



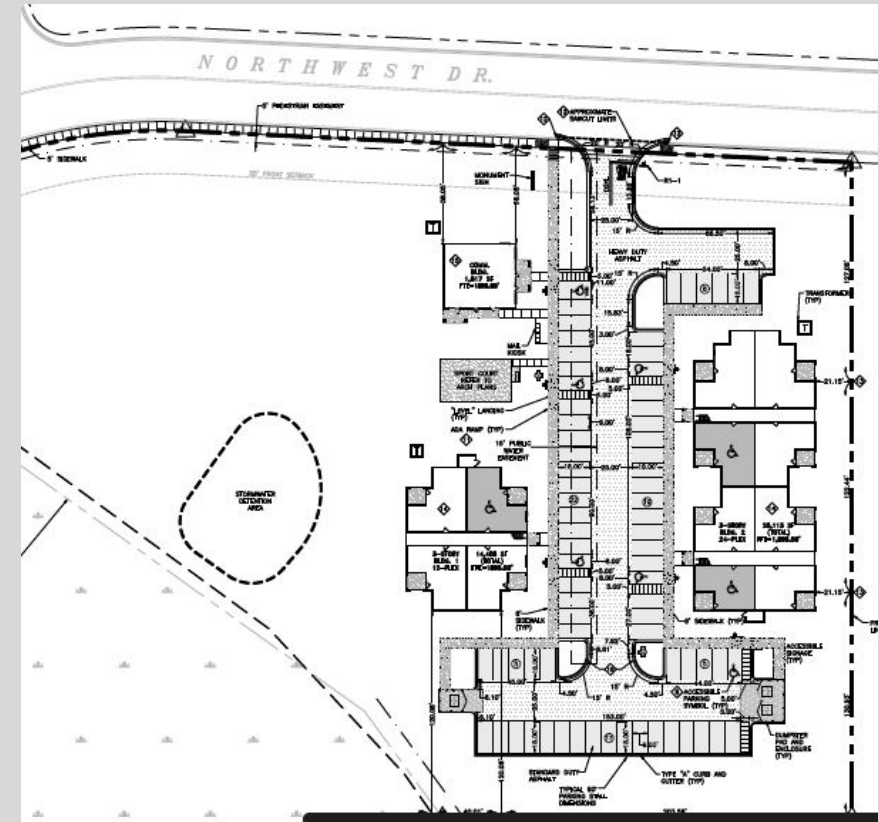
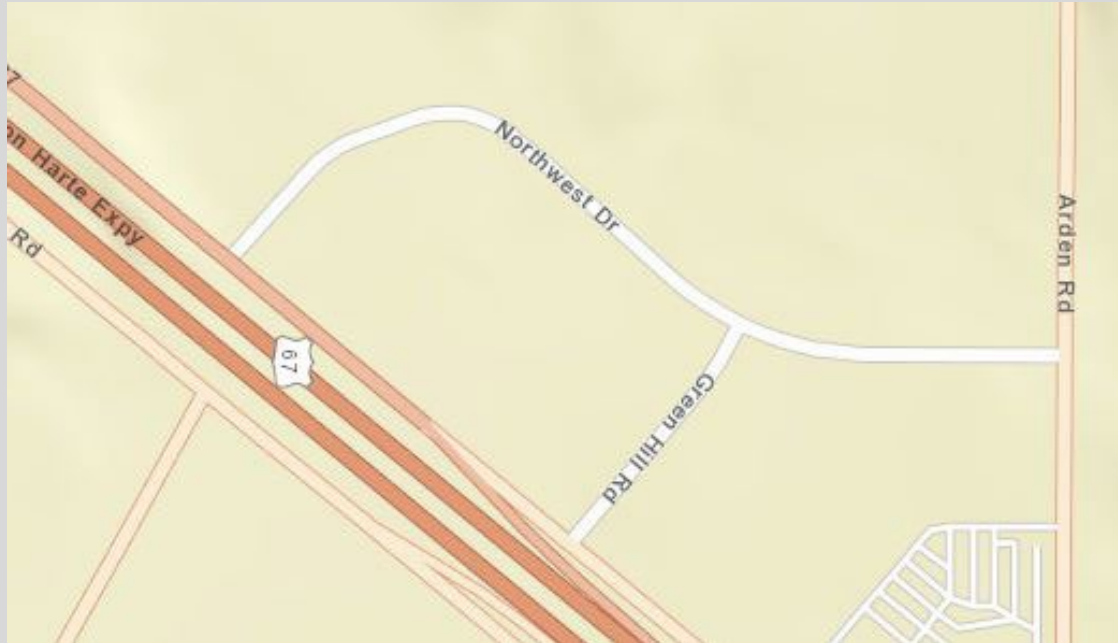
Section 21; an extension of Amberton Parkway – 15 SFL

Arden Acres



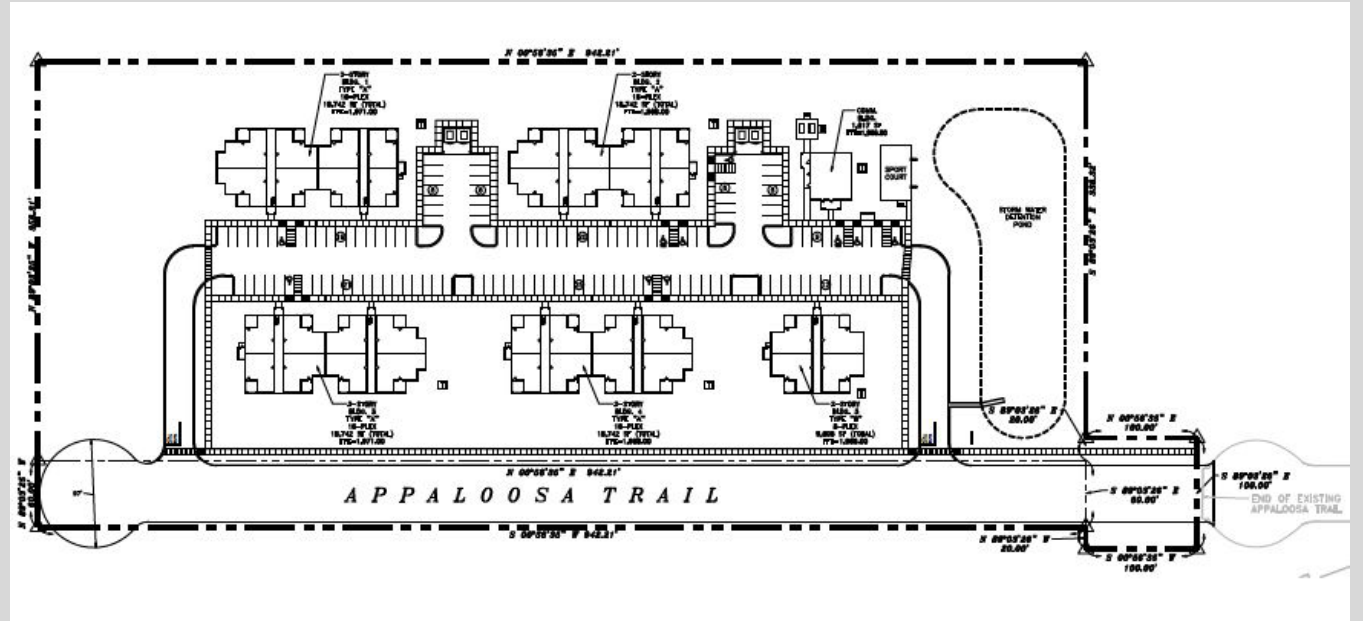
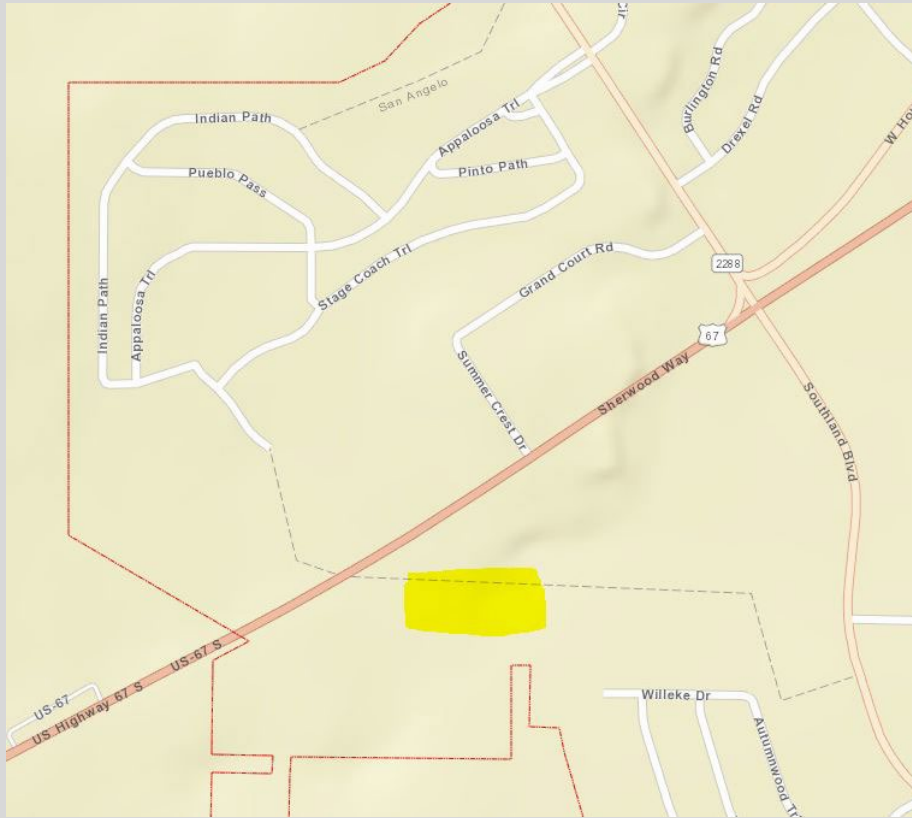
*** East of SAY baseball by SJWK LLC – 2 Multifamily units & 144 SFL

San Angelo Crossing



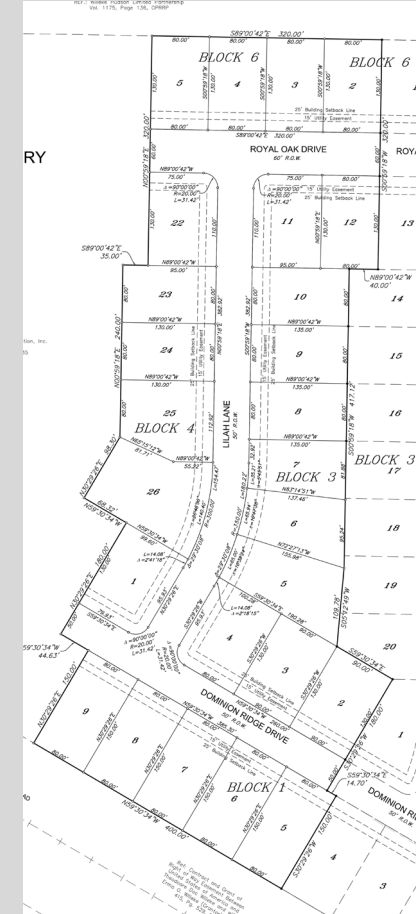
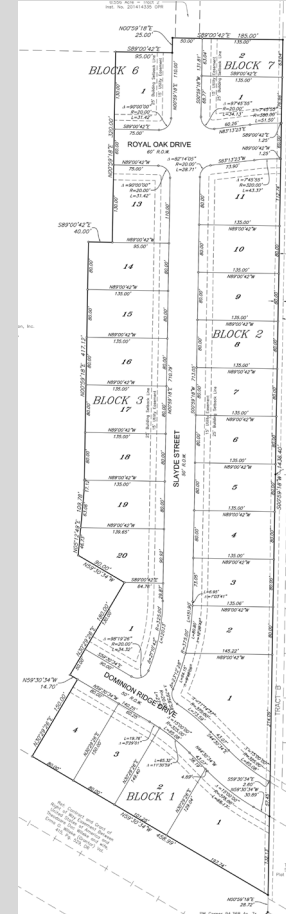
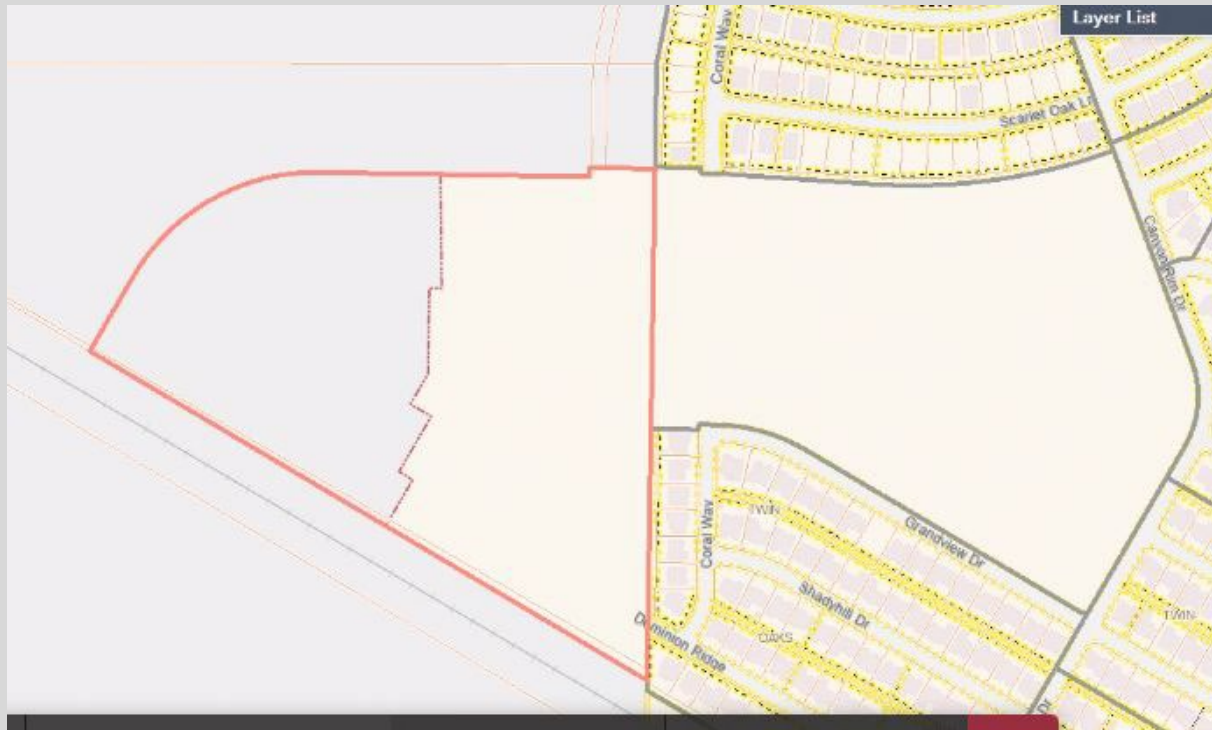
Three – 2 story apartments off Northwest Drive
Hamilton Builders

San Angelo Terrace



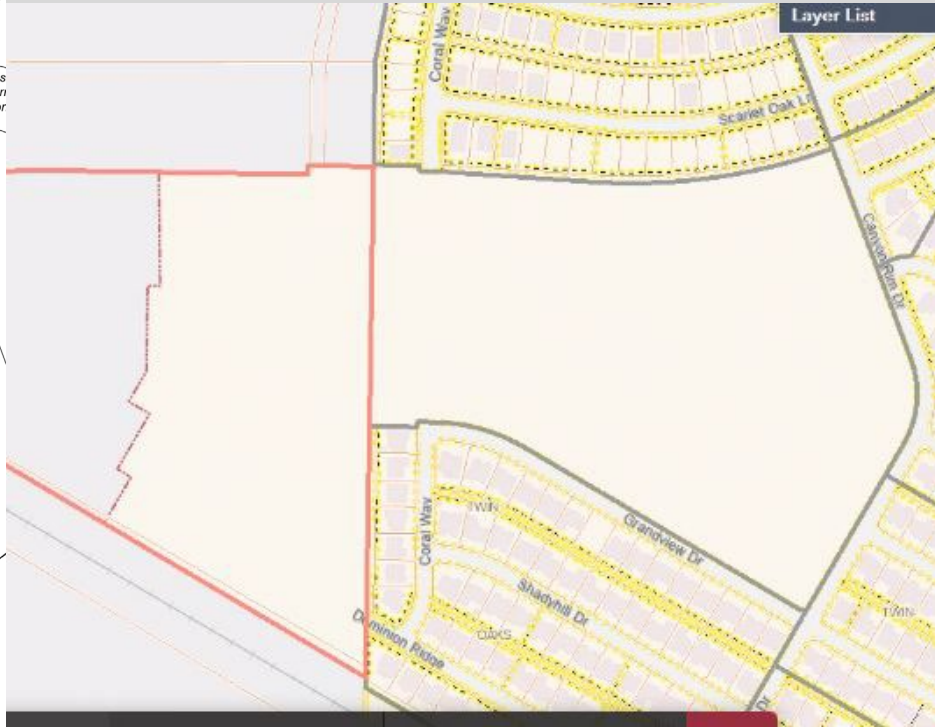
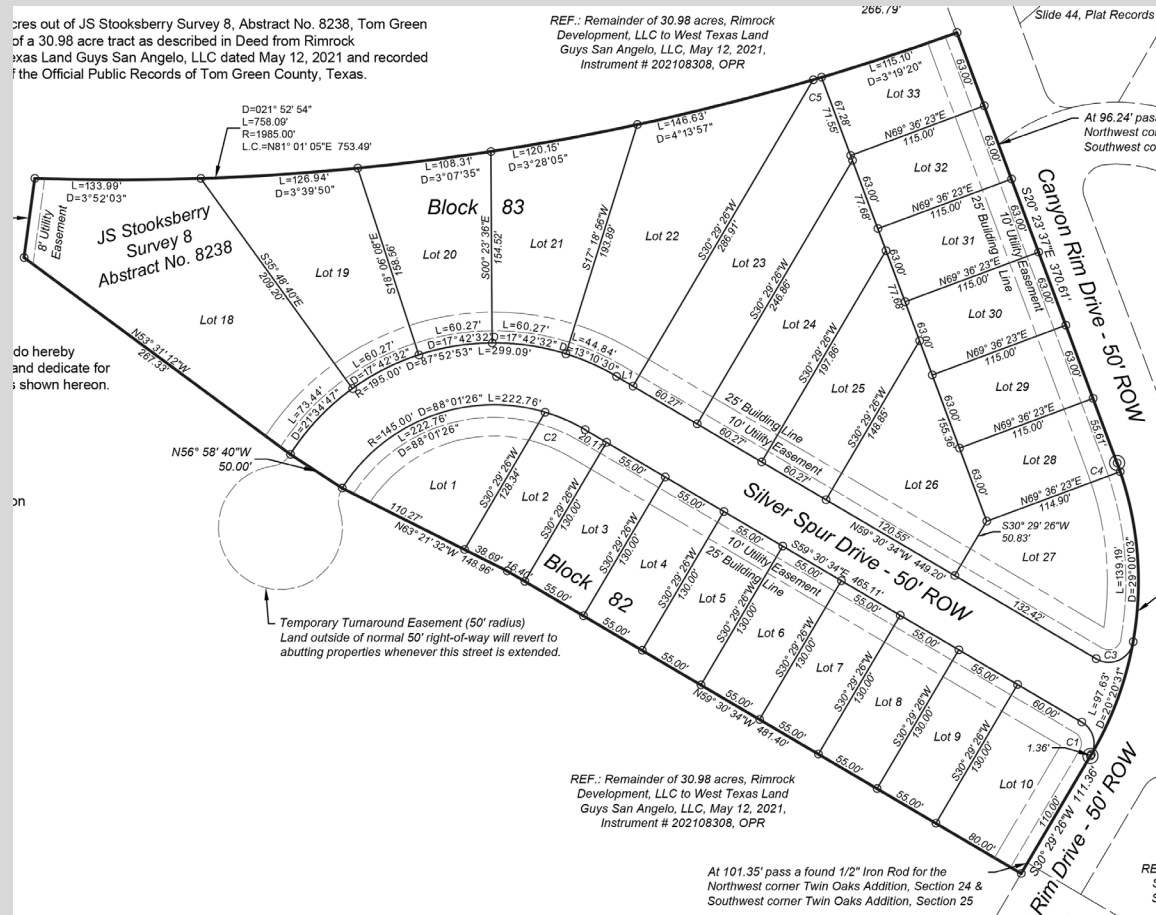
5 – Two Story and 1 story multifamily apartments
Off Appaloosa Trail - Hamilton Builders

The Meridian



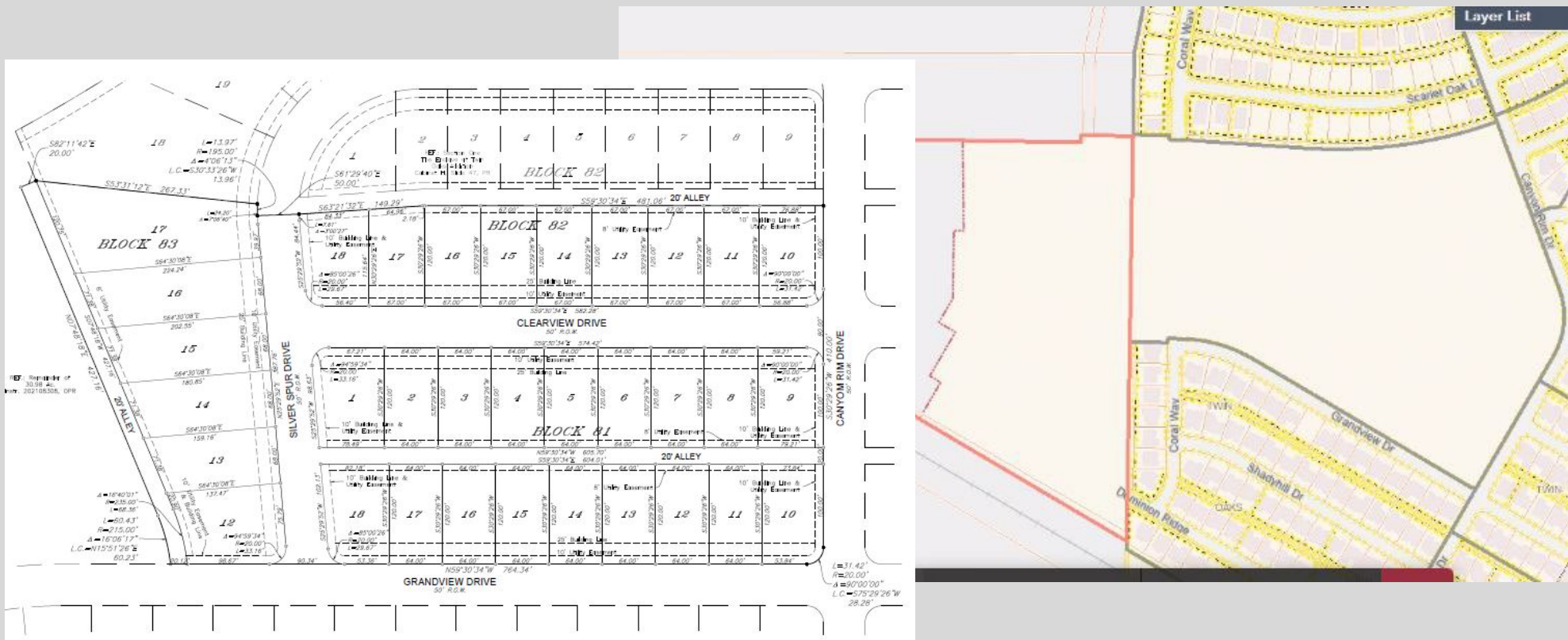
Continues development off Dominion and Royal Oak Drive –
Sierra Vista Construction 95 SFL

The Enclave – Sect I



Continues development off Canyon Rim and Grandview – West Texas Land Guys 25 SFL in Section I

The Enclave – Sect II



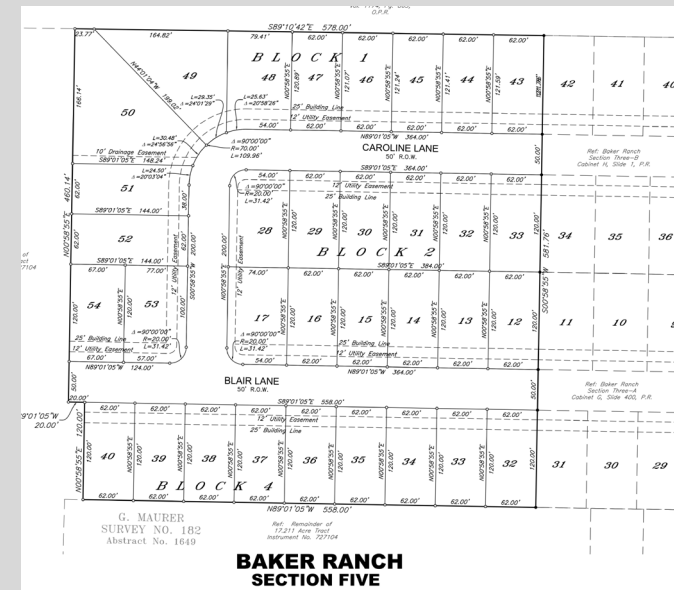
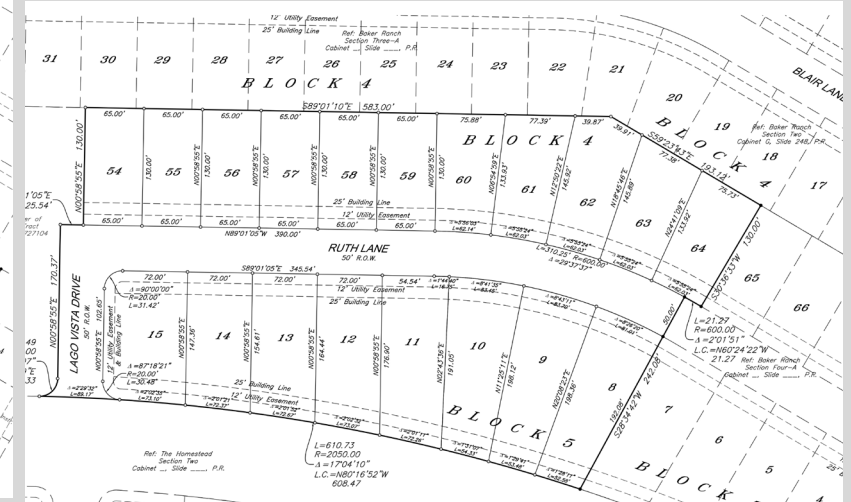
Continues development off Canyon Rim and Grandview – West Texas Land Guys 33 SFL in Section II

Twin Oaks Section 28



Continues development off Canyon Rim Drive –
Tony Jones Homes 21 SFL

Baker Ranch 3, 4, 5

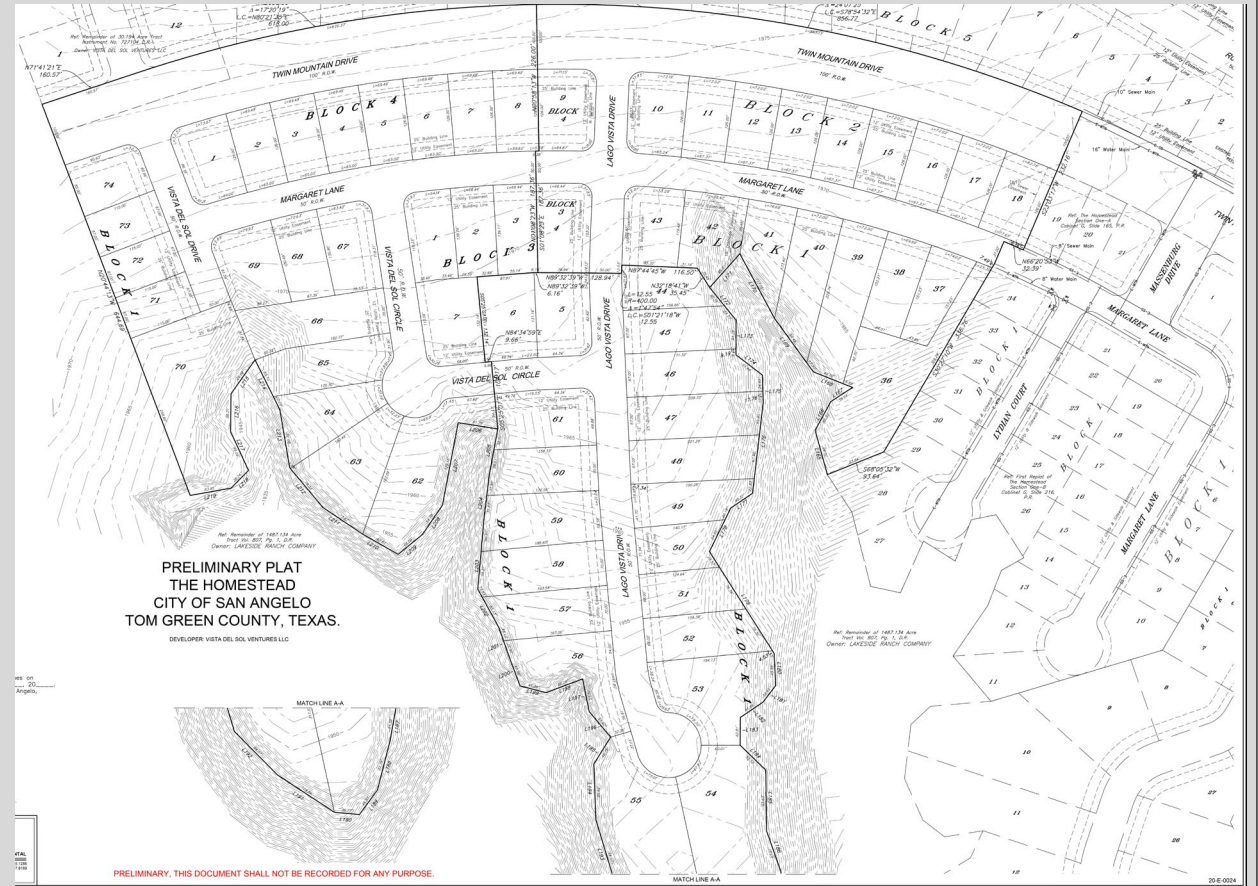


3 – 36SFL, 4A - 18 SFL, 4B - 19 SFL, 5 - 33 SFL
 Vista Del Sol developers

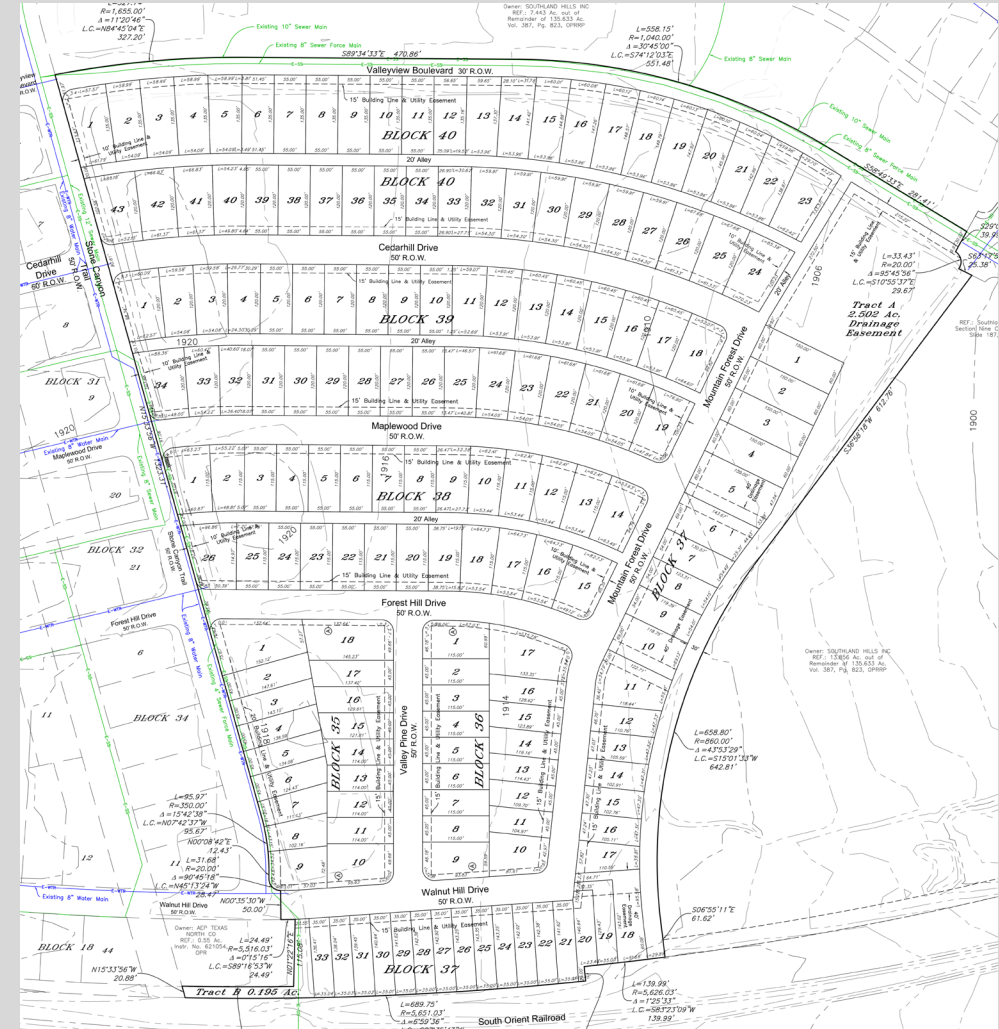
The Homestead



Preliminary Plat 63 SFL
Vista Del Sol developers

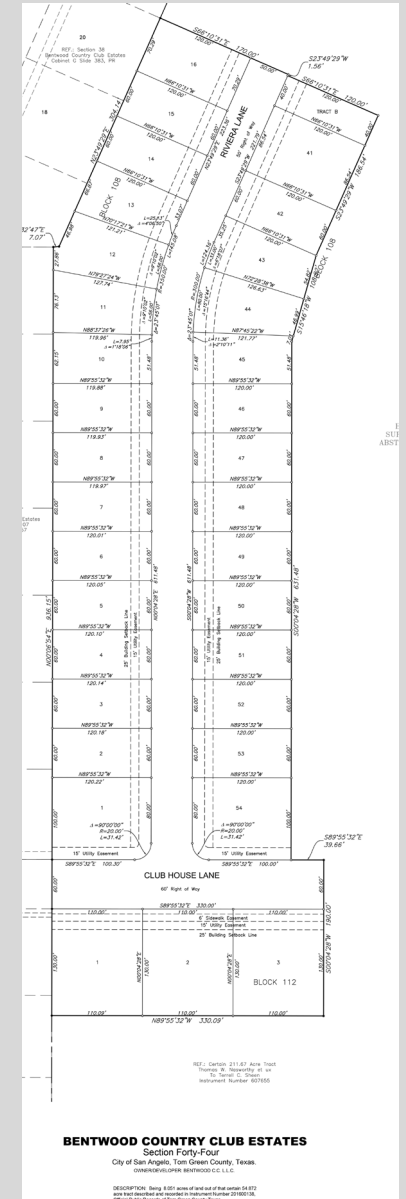
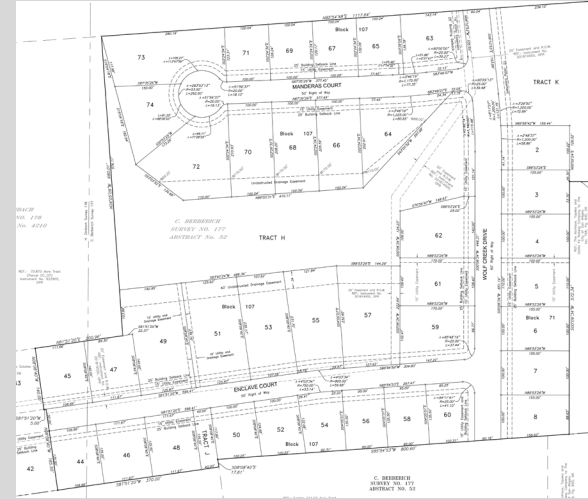


Southland Hills 22, 23, 24



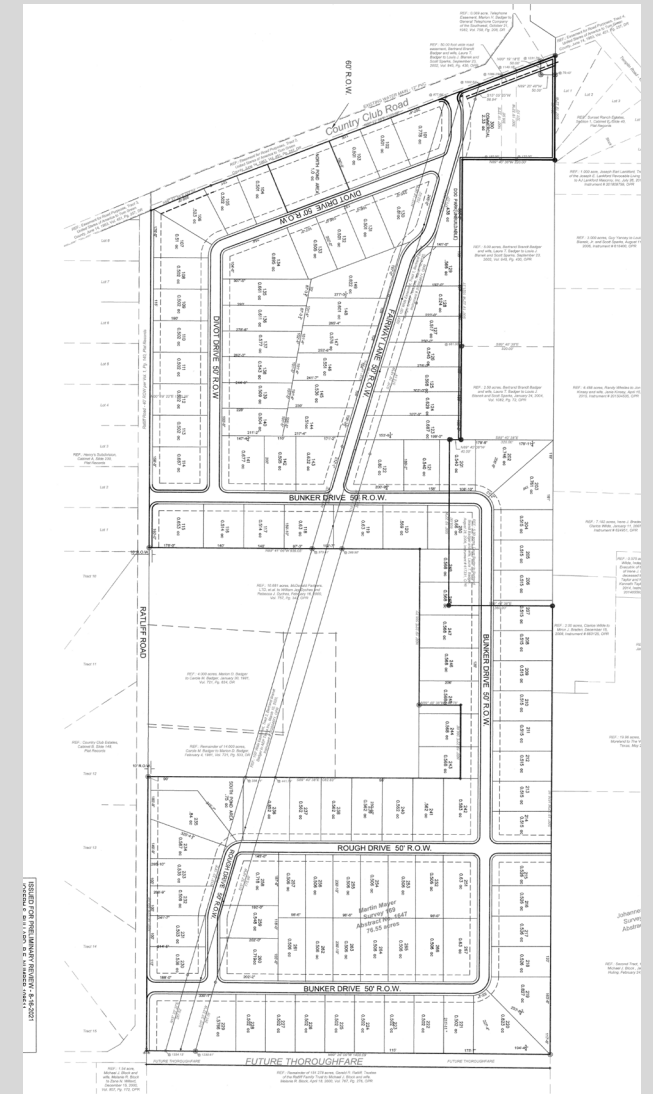
37.5 acres off Valleyview & Stone Canyon
171 SFL - The Duncan Group

Bentwood 43, 44, 45



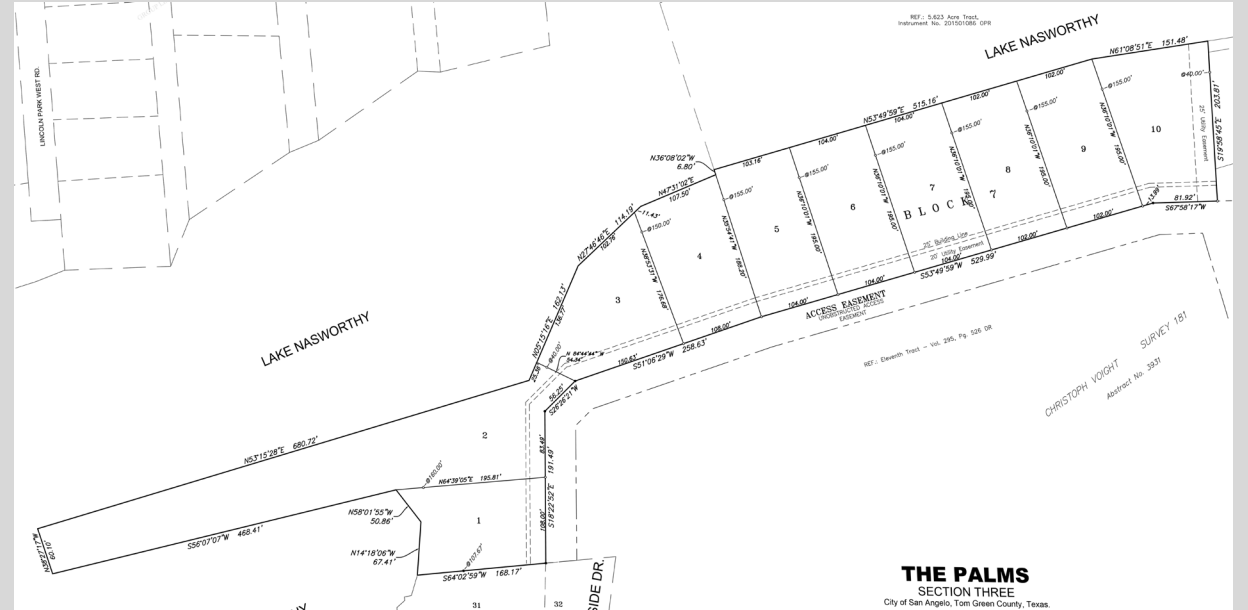
Sect. 43 - 39 SFL, Sect. 44 - 34 SFL, Sect. 45 - 33 SFL

Fairway Downs



Country Club Road & Ratliff Rd, Dorando Construction Group
ETJ – looking to annex - 116 SFL {Just developing top portion}

The Palms



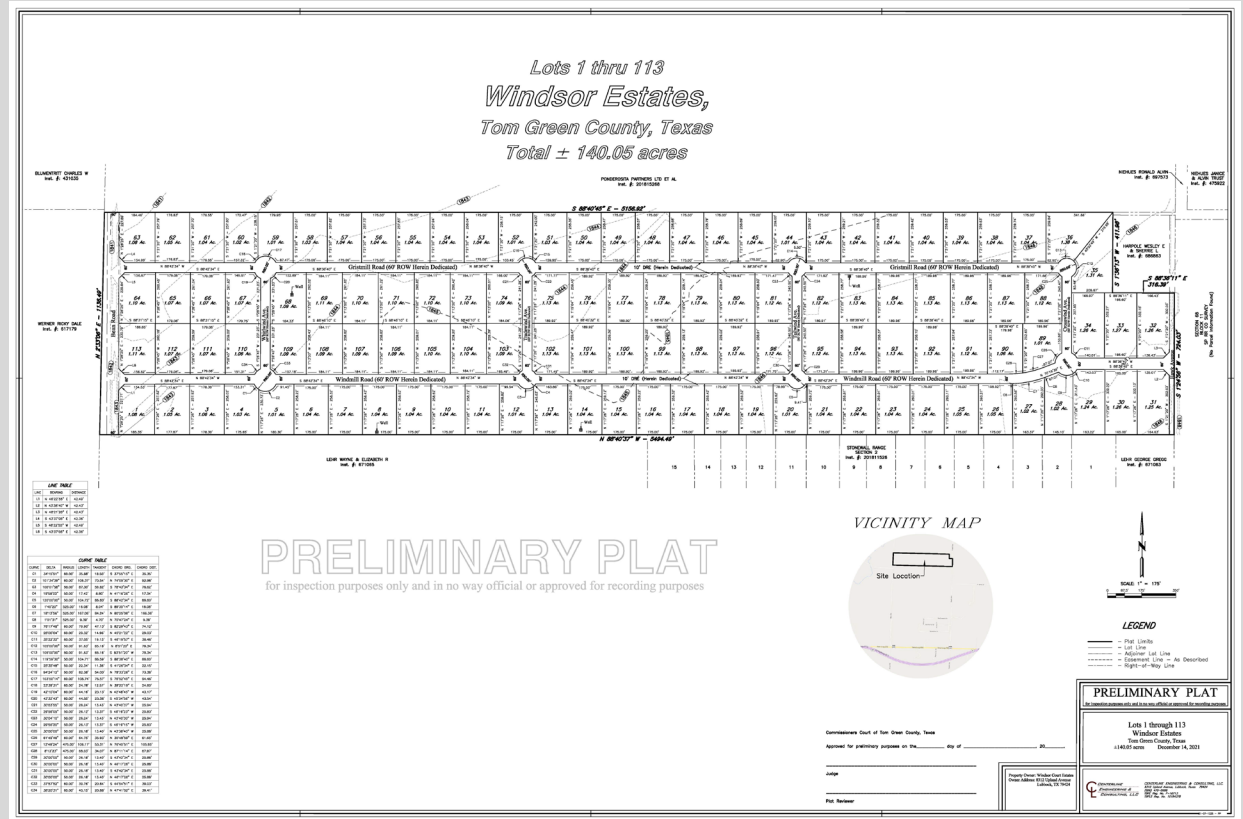
Psalms 100 Development by Russell Gully
Large 100x200 lots off Lake Nasworthy, 10 SFL

Windsor Estates - Wall

Location Map



5



Development by Windsor Court Estate, LLC
113 – 1.03 to 1.38 acres in Wall School District off Hawk Ave

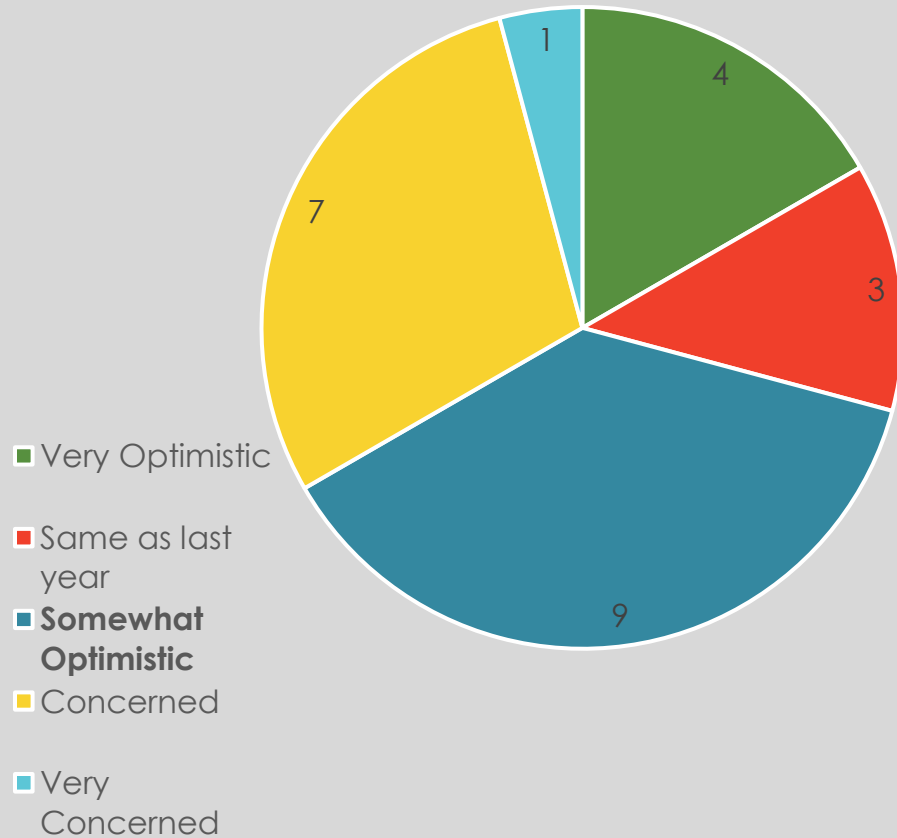


WHAT DO BUILDERS WANT REALTORS TO KNOW?

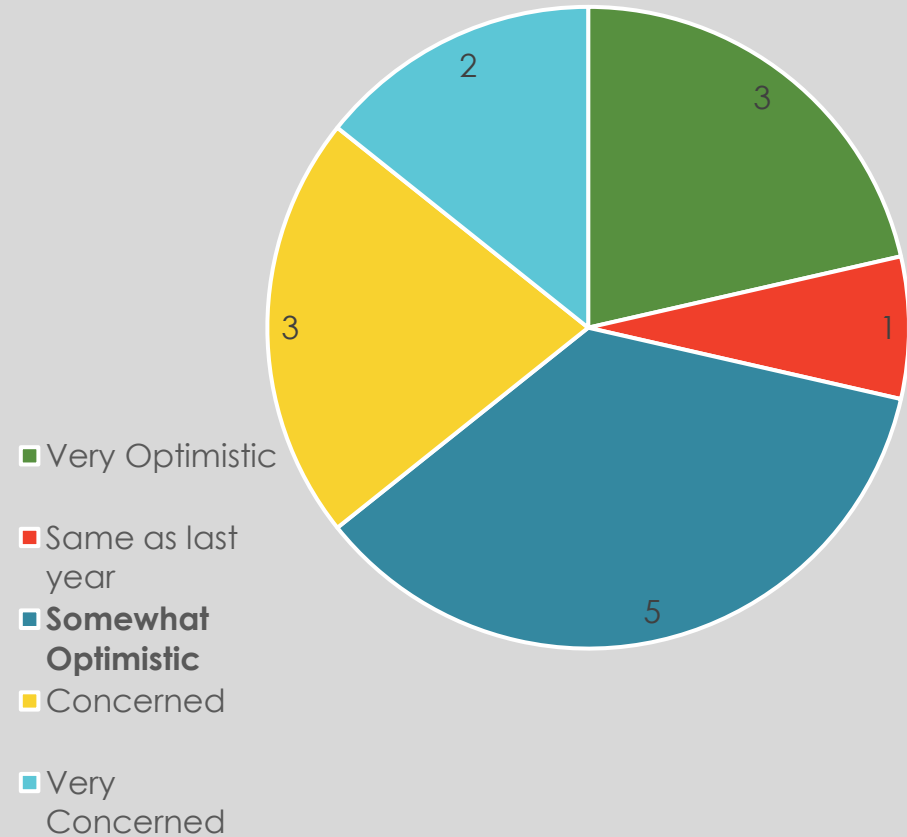
- Quotes for homes are nearly impossible to provide
- Timelines for home completion are impossible to guarantee
- Costs are out of sight. We have seen double and triple the increase
- Builders are 100% not in control of this current market
- Affordable lots and homes are few and far between
- We are expecting a slow down in the housing market
- Please be willing to work with us on commissions. There are times that a Realtor will make more money than the builder and they must warranty the home for 10 years

BUILDER SURVEY

How do you feel about 2022? January

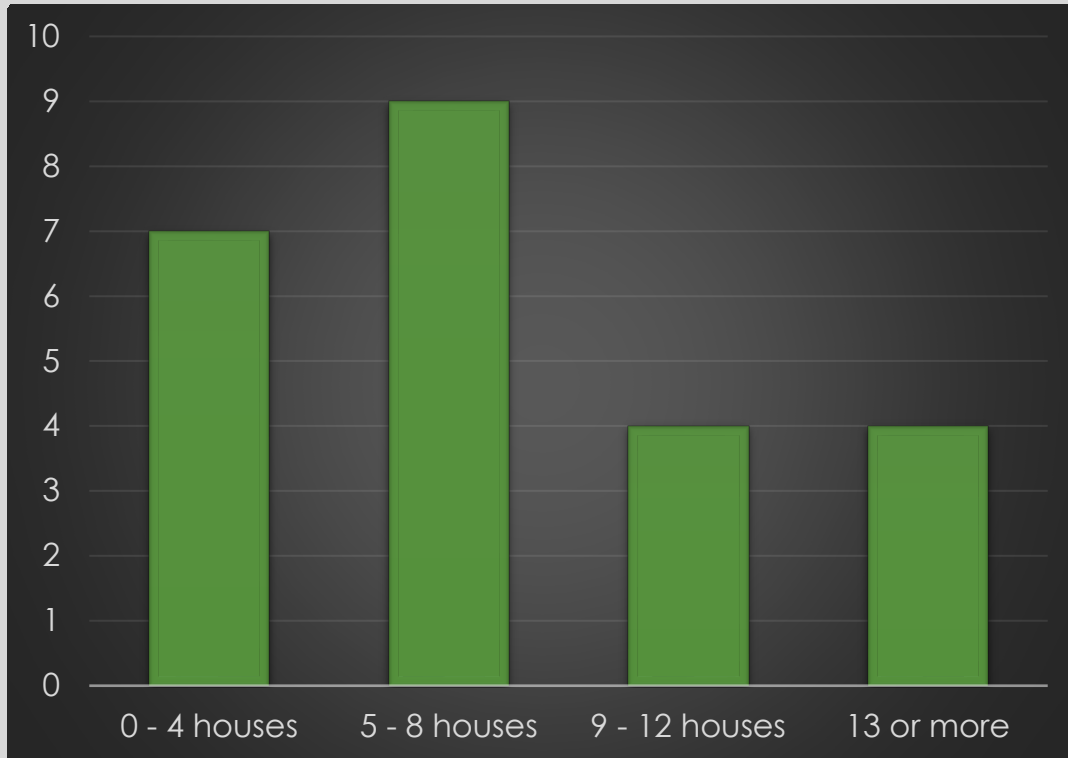


How do you feel about 2022? June

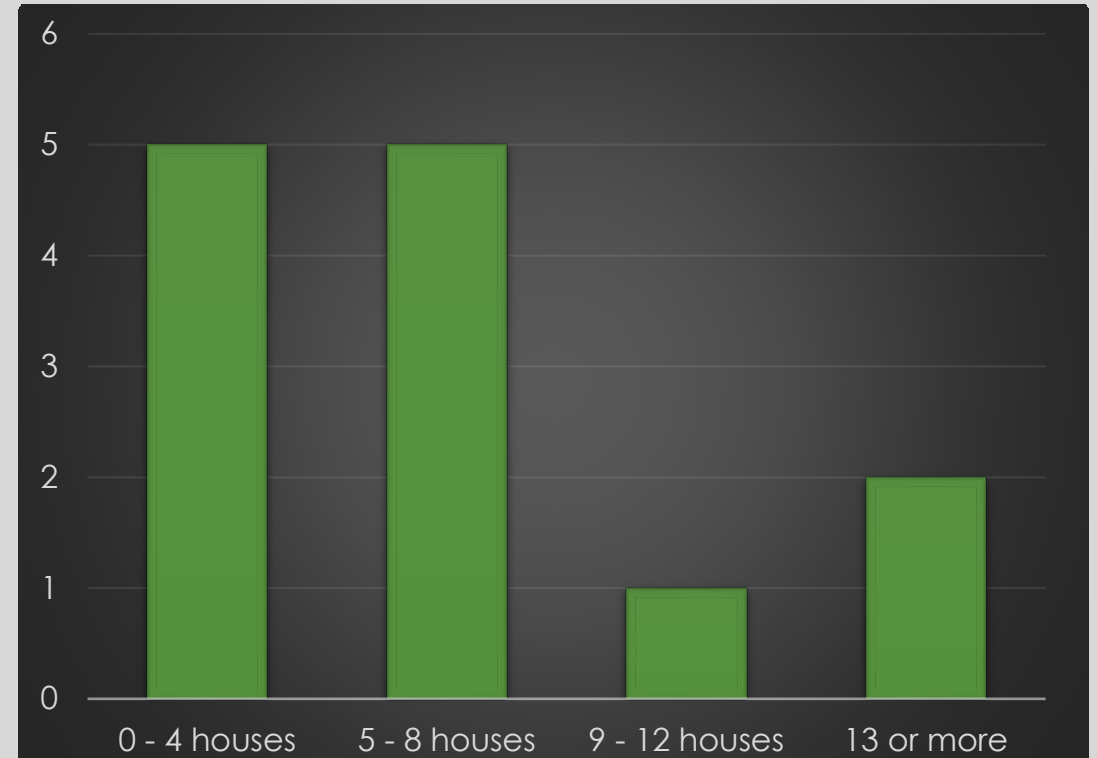


BUILDER SURVEY

How many homes do you expect to build this year? January

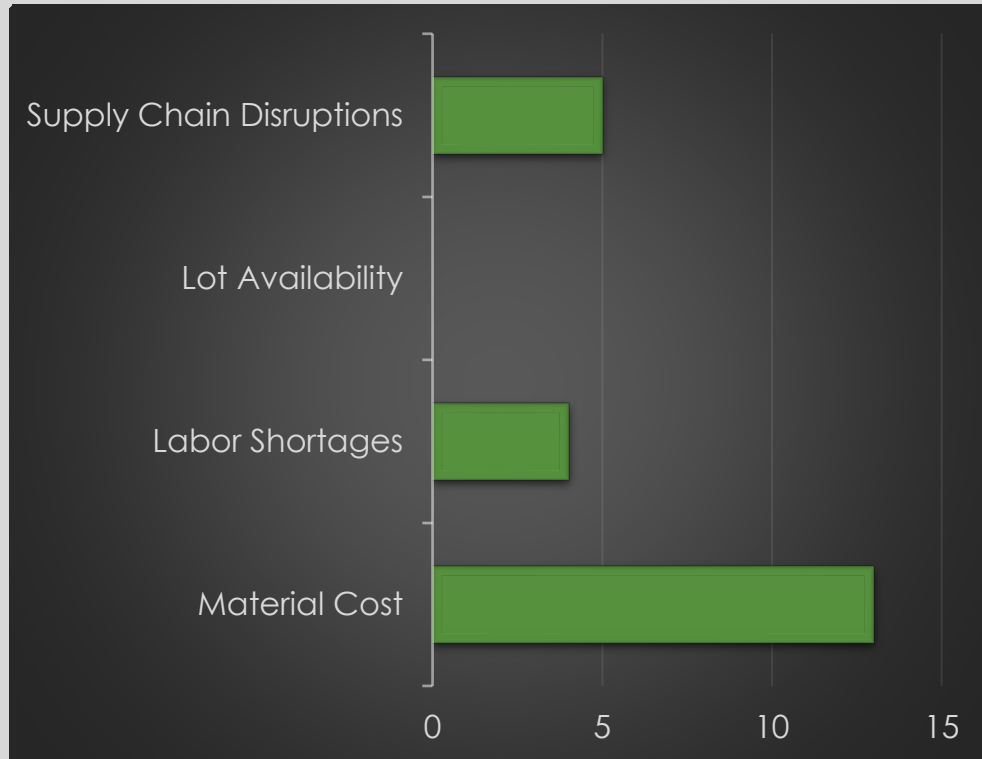


How many homes do you expect to build this year? June

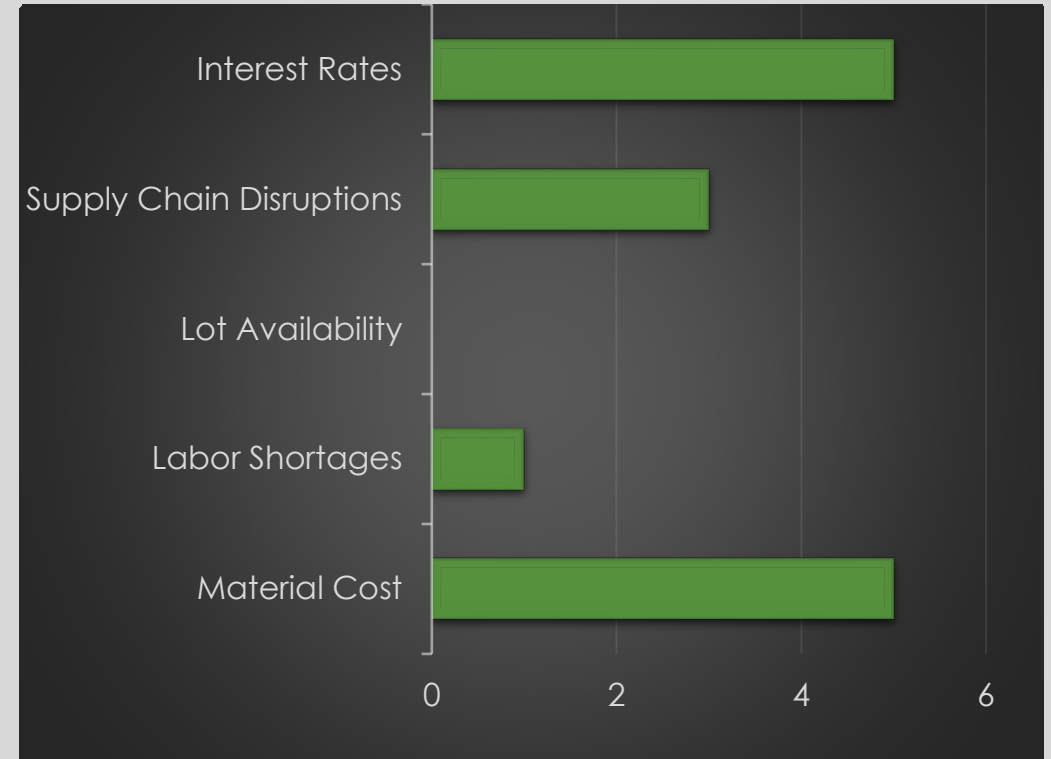


BUILDER SURVEY

What do you think is the biggest threat to the building industry? January



What do you think is the biggest threat to the building industry? June



A 1% Rise in Rates = 11% Drop in Buying Power

Max purchase
price for below
payment
\$500,000





WHAT TO EXPECT FOR THE REST OF 2022

- Elevated inflation – tighter labor market, growing wages, and cost increases
- Stock Market fluctuations, probability of mild recession
- Potentially Higher Interest Rates – NAHB foresees rates to increase 3xs in 2022
- Stabilizing lumber costs and home prices unless demand kicks back up
- Housing frenzy coming to an end, but probable recession coming



QUESTIONS

HBASA.COM

