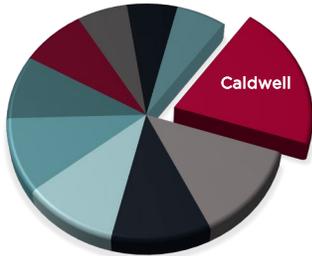




LAND MARKET UPDATE

Houston | Year-End 2020

CALDWELL COMPANIES #1 Land Team in Houston



More listings than any other brokerage company in Houston

Caldwell vs Top 10 Competitors

Caldwell By the Numbers

- 84** Total Transactions in 2020
- 55** Sold Listings
- 29** Buyer Rep Transactions
- 71** New Listings! (Thank you for trusting in us!)
- \$75.4M** Total Transaction Volume
- 895** Acres Sold
- \$1.93** Average Price per SF

Houston Area Data

Transactions	
Total Acres Sold	28,970
# of Transactions	1344
Transactions by size (Ac):	
100+	52
50-99	73
25-49	102
10-24	303
1-9	596
<1	218
Total # of Transactions	1,344
Average Transaction Size	22 acres
Median Transaction Size	5 acres

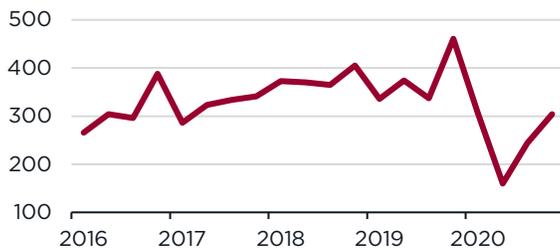
Survey of Sale Prices

Average Sale Price	\$713,004
Average Price per Acre	\$197,197
Average Price per SF	\$4.53
Median Sale Price	\$325,254
Median Price per Acre	\$30,621
Median Price per SF	\$0.70
Median Days on Market	237

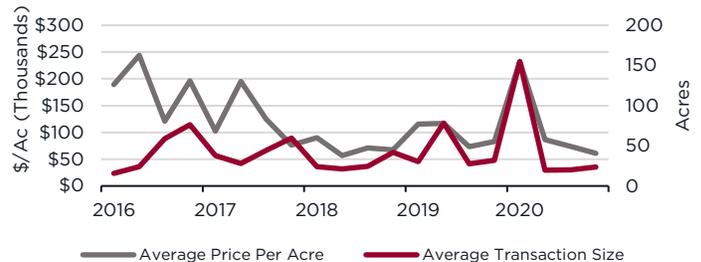
Source: CoStar, HAR, and In-house Data

5-YEAR HISTORICAL DATA

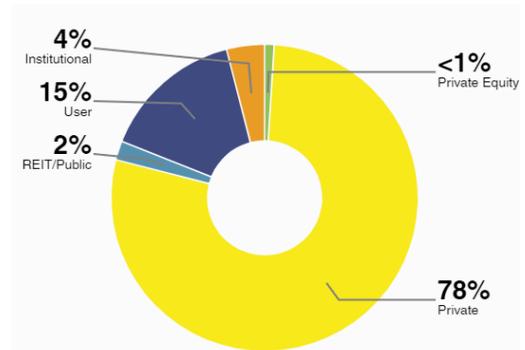
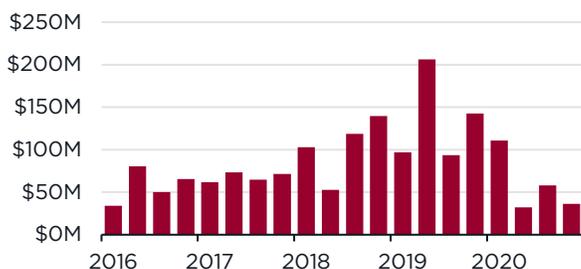
Total Transactions



Price vs. Transaction Size



Dollar Volume



Source: CoStar Group, Inc. Data

DEVELOPMENT | INVESTMENT | BROKERAGE | MANAGEMENT



