

L U B B O C K

LWLD

C O M P A N Y

34th ANNUAL
LUBBOCK
SINGLE FAMILY RESIDENTIAL
2023 MARKET SURVEY

SPECIAL THANKS TO OUR PARTNER



LUBBOCK (LBK) SINGLE FAMILY RESIDENTIAL (SFR) PERMITS

TOTAL ANNUAL PERMITS

SOURCE: CITY OF LUBBOCK (DUPLEX, TOWNHOME, MULTI-FAMILY PERMITS REMOVED)



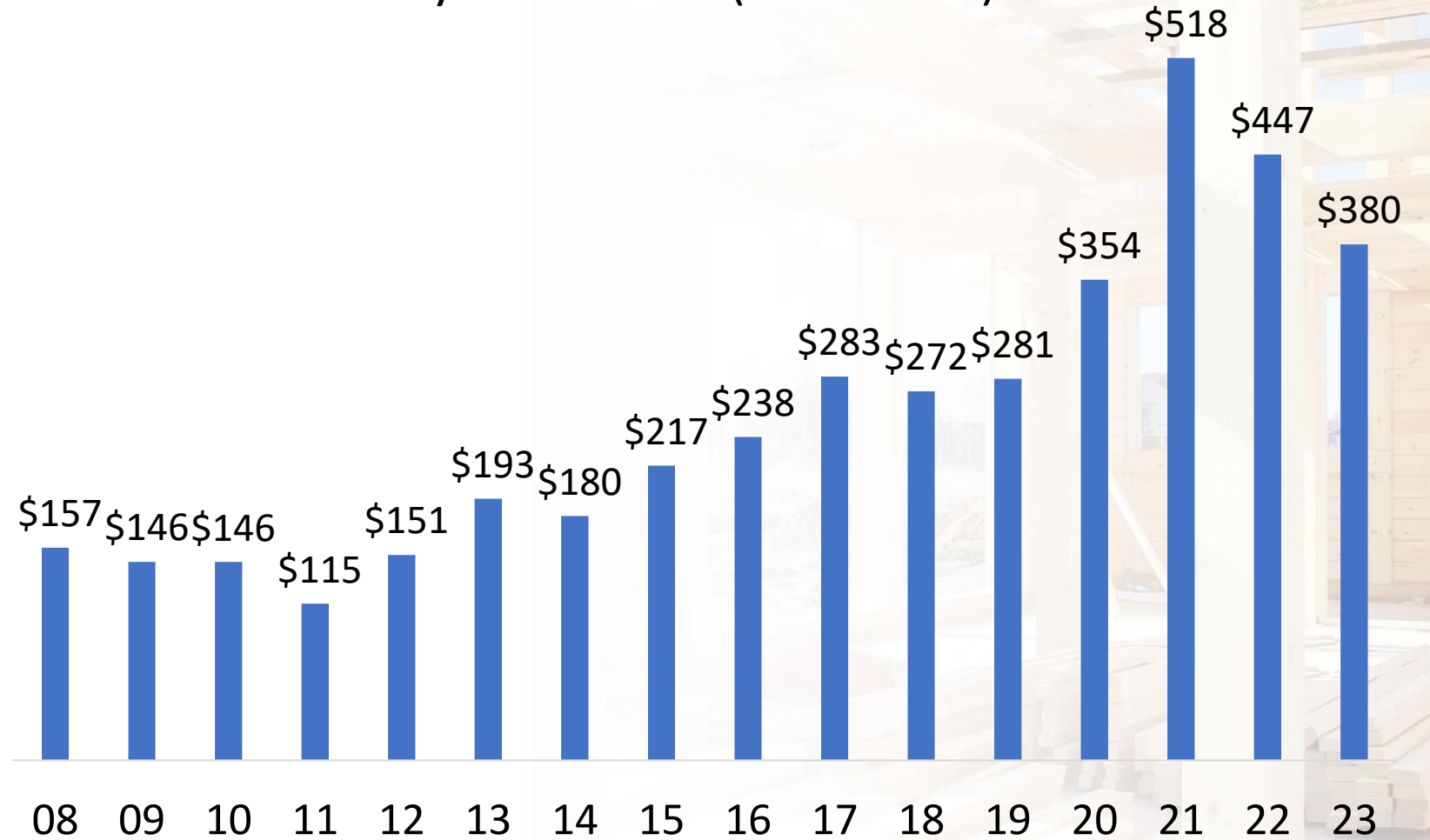
1,516
2023
Permits

983
30 yr avg

HISTORICAL LOOK AT ANNUAL LBK SFR PERMITS

2023:	1,516	Permits
2022:	1,835 Permits	17% Decrease
30 yr avg:	983 Permits	54% Above

City of Lubbock (In Millions)



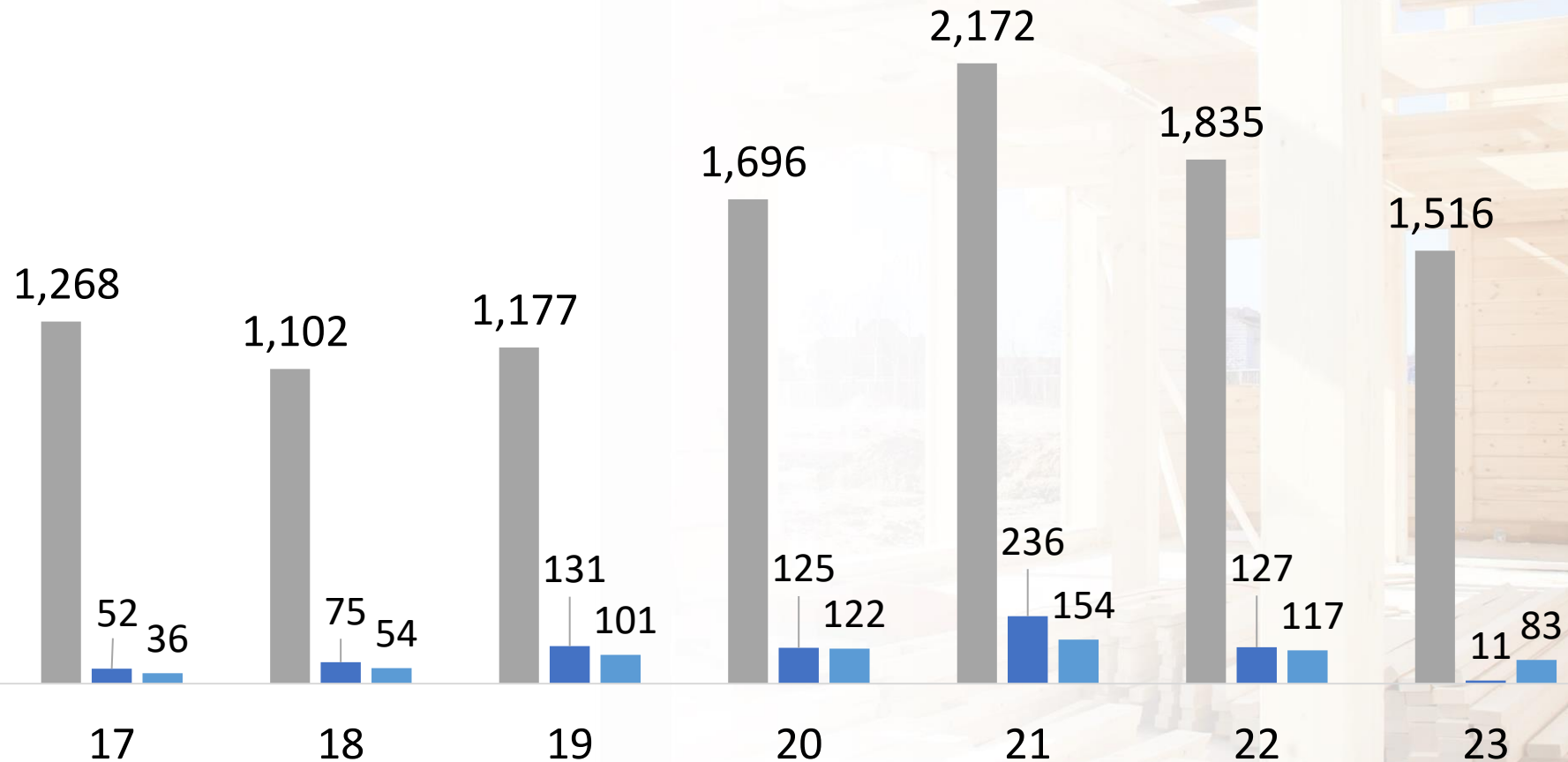
**TOTAL
ANNUAL
VALUE**

**SFR
PERMITS**

LBK ANNUAL PERMITS

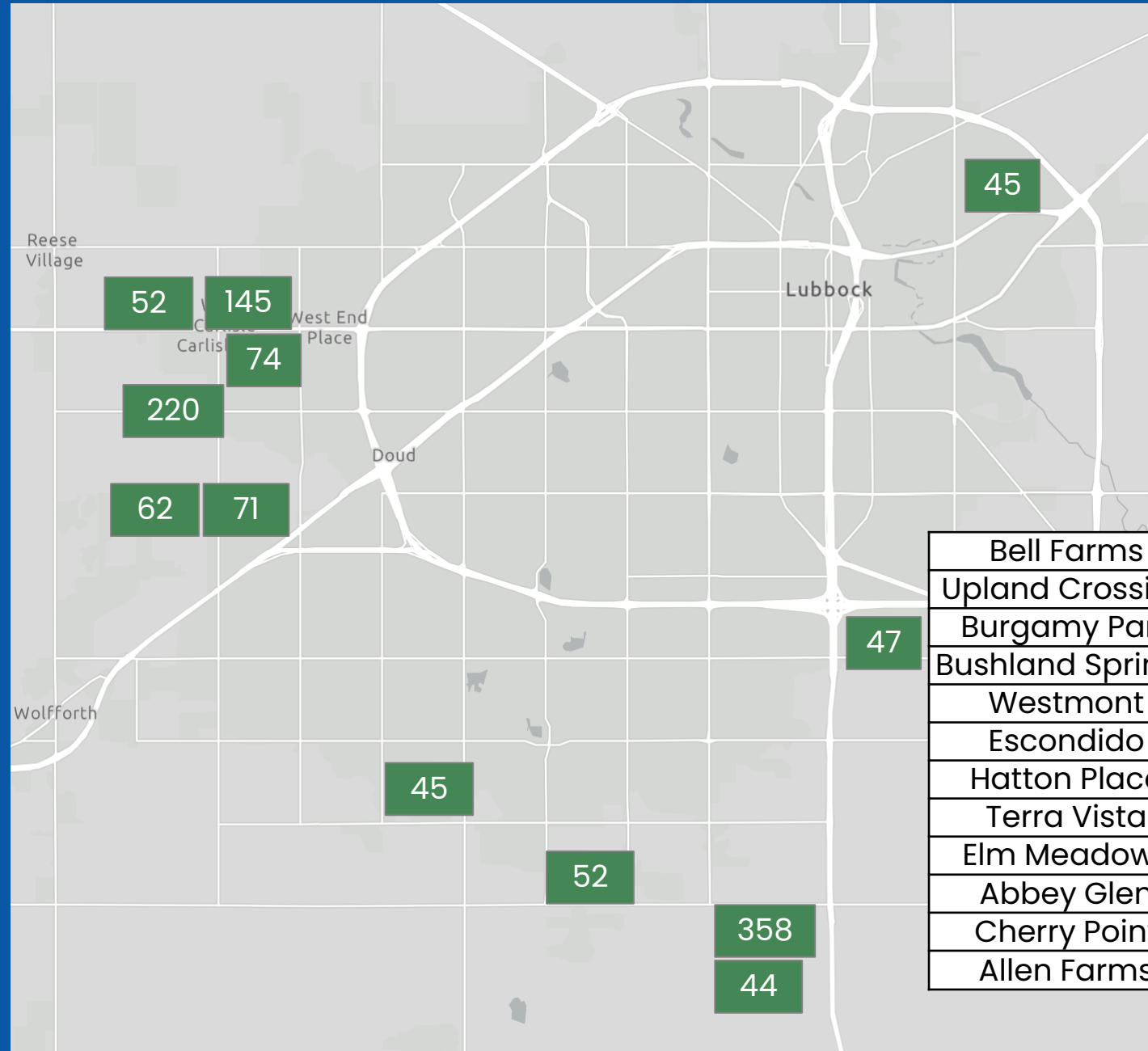
SFR, DUPLEX, TOWNHOME

■ SFR Permits ■ Duplex Permits ■ Townhome Permits



LBK SFR PERMITS

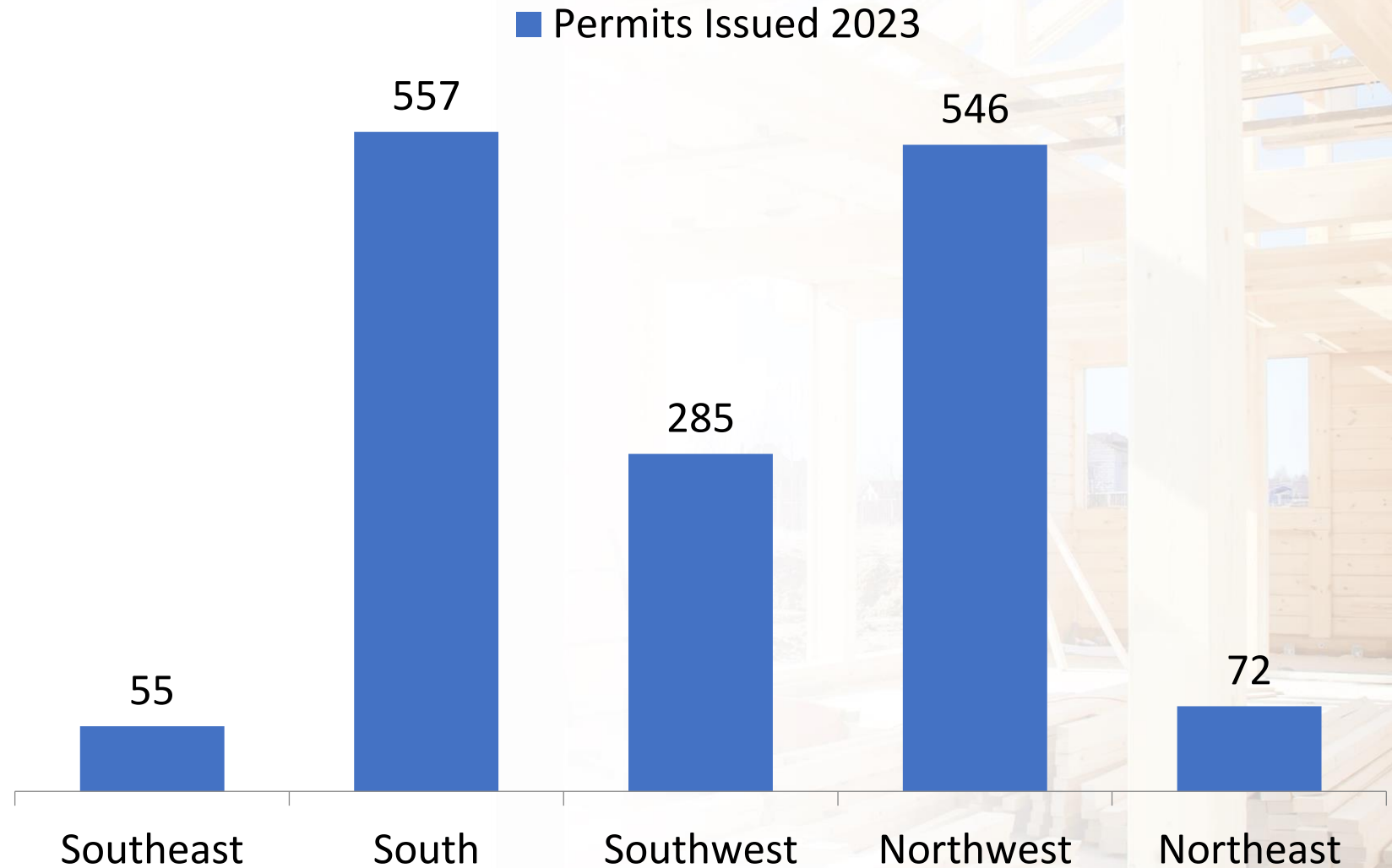
TOP 12 SUBDIVISIONS



LBK SFR PERMITS

BY AREA

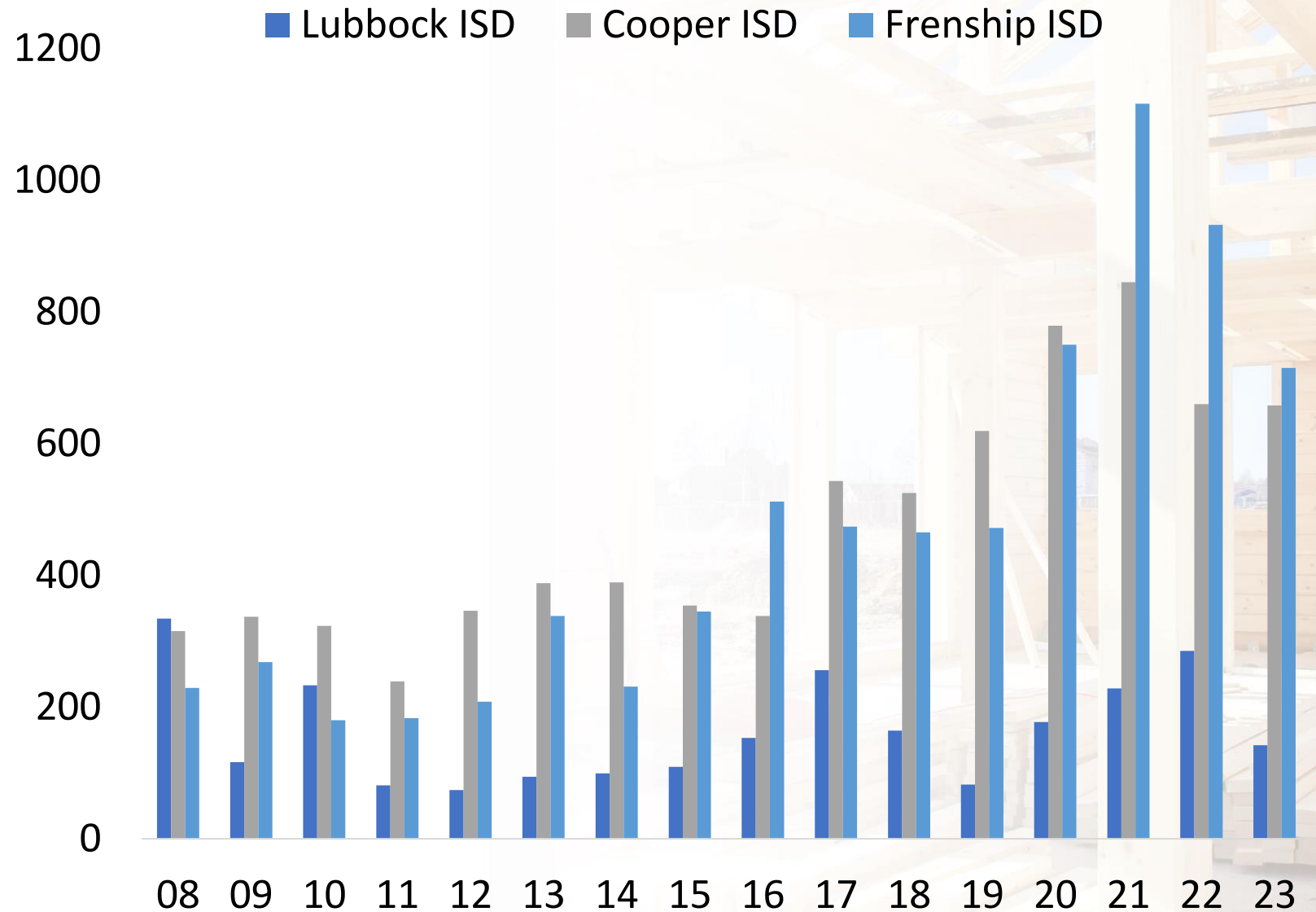
SOURCE: CITY OF LUBBOCK, LUBBOCK LAND COMPANY



LBK SFR PERMITS

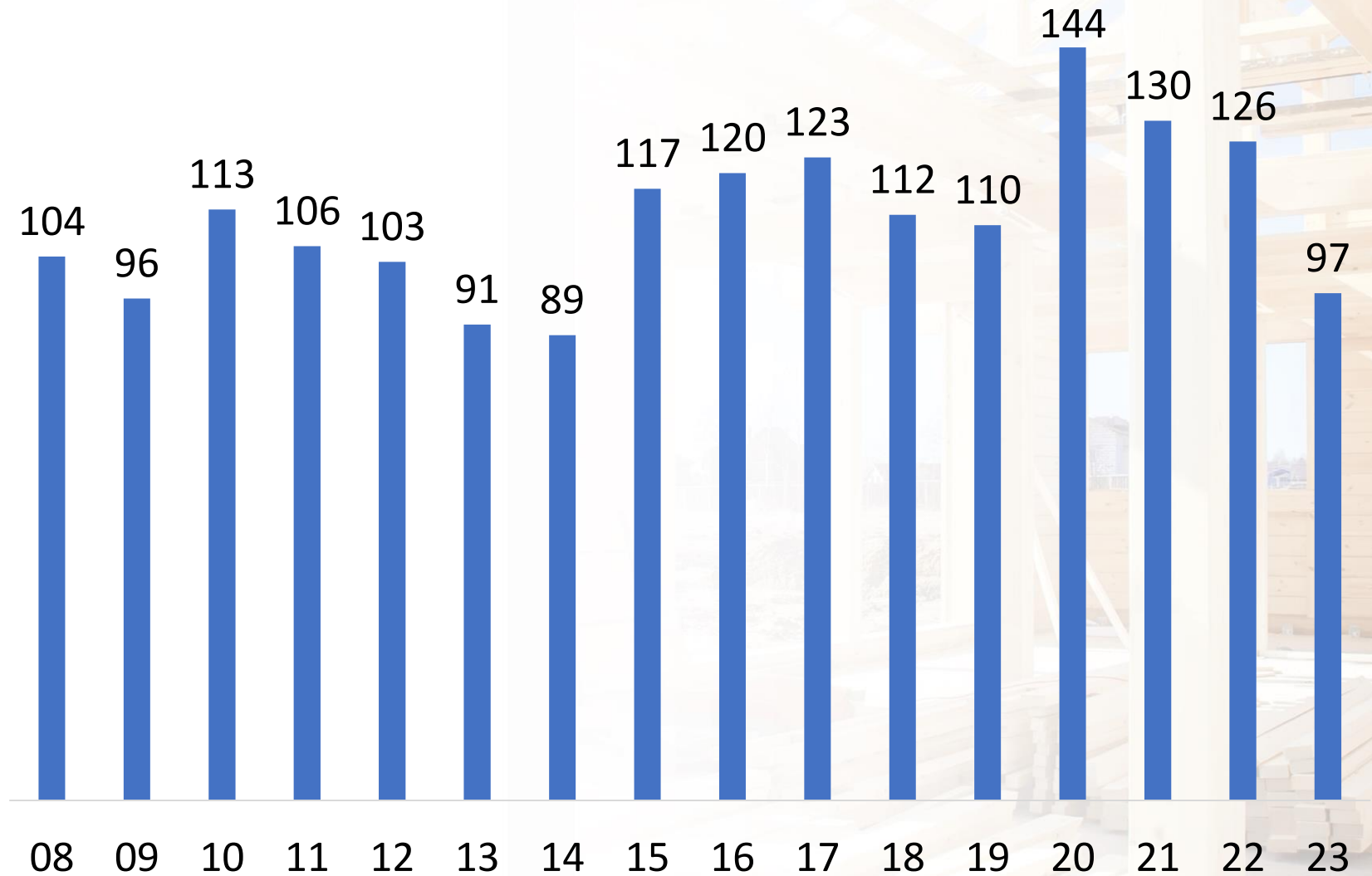
SCHOOL DISTRICTS

SOURCE: CITY OF LUBBOCK



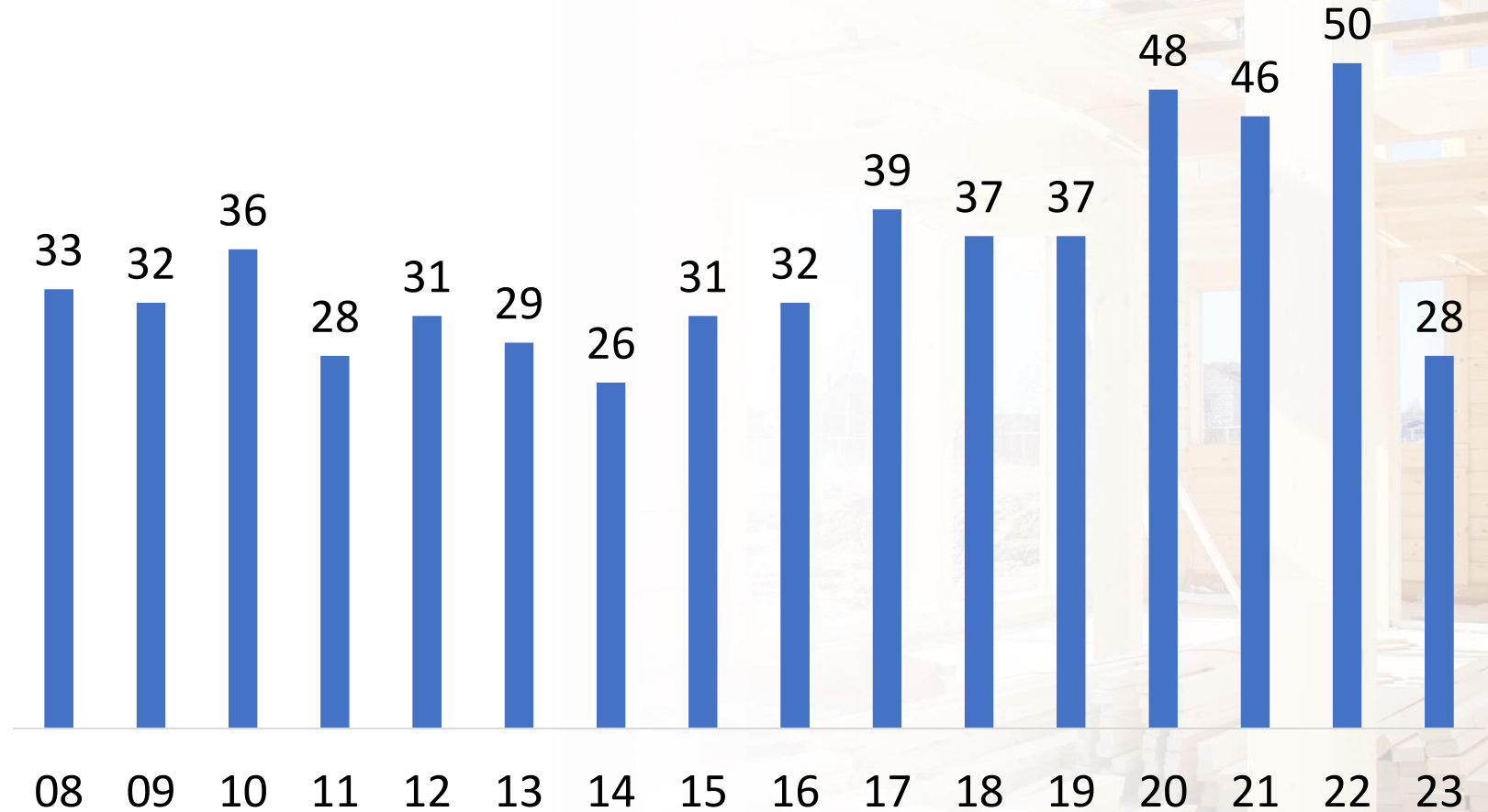
LBK SFR PERMITS

ACTIVE HOME BUILDERS



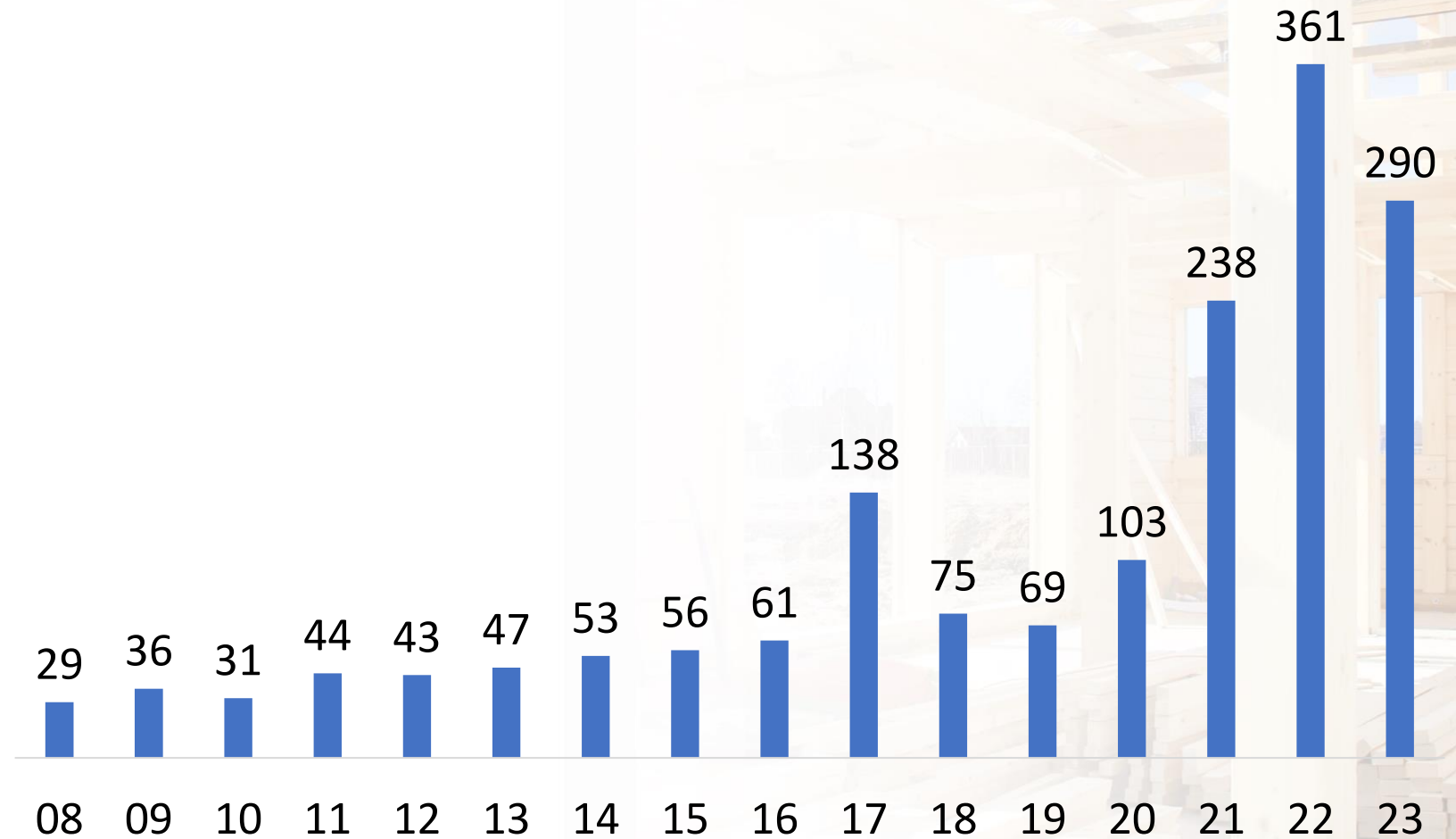
LBK SFR PERMITS

SUBDIVISION WITH 5+ PERMITS



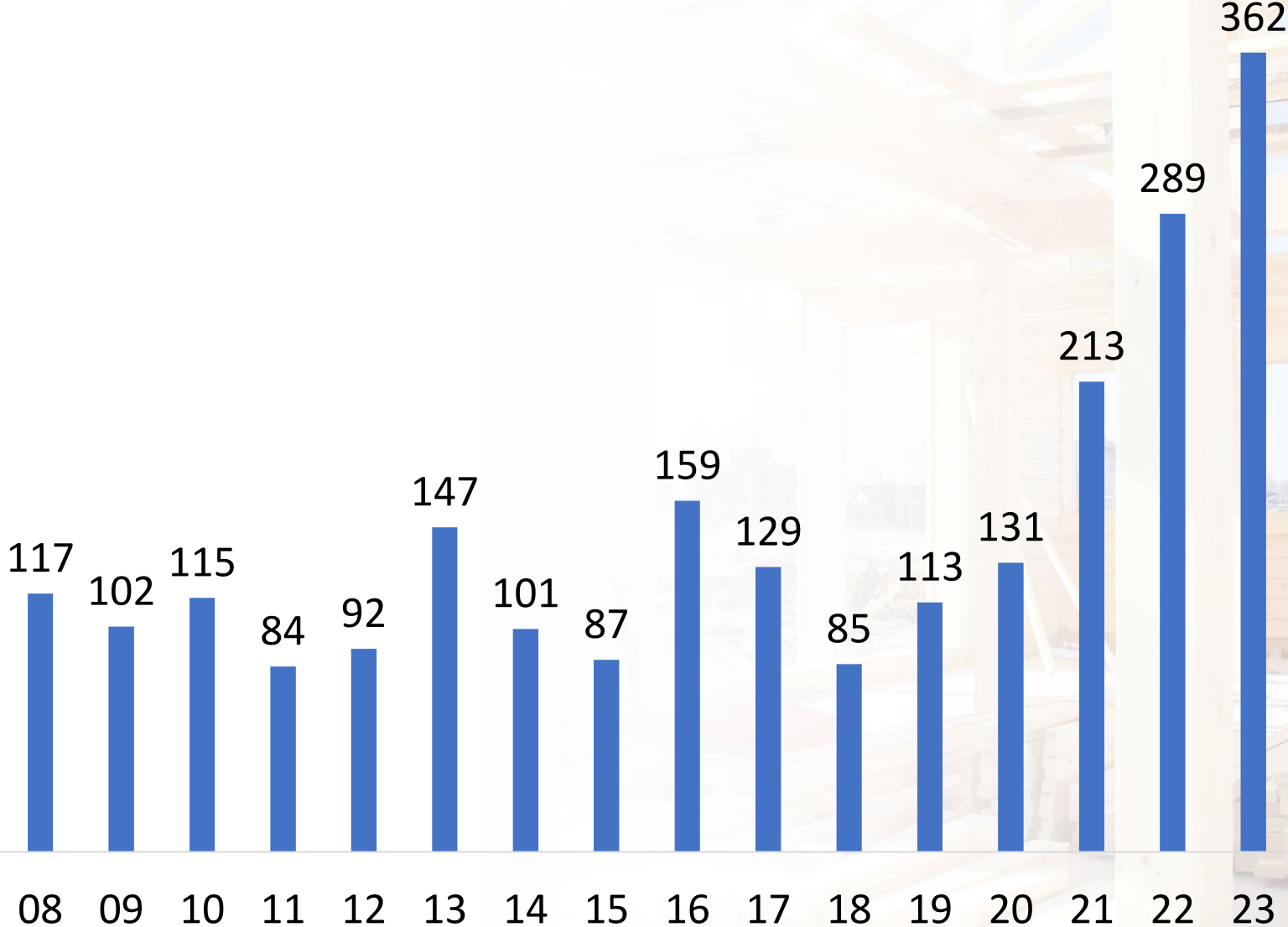
SFR PERMITS WOLFFORTH

SOURCE: CITY OF WOLFFORTH



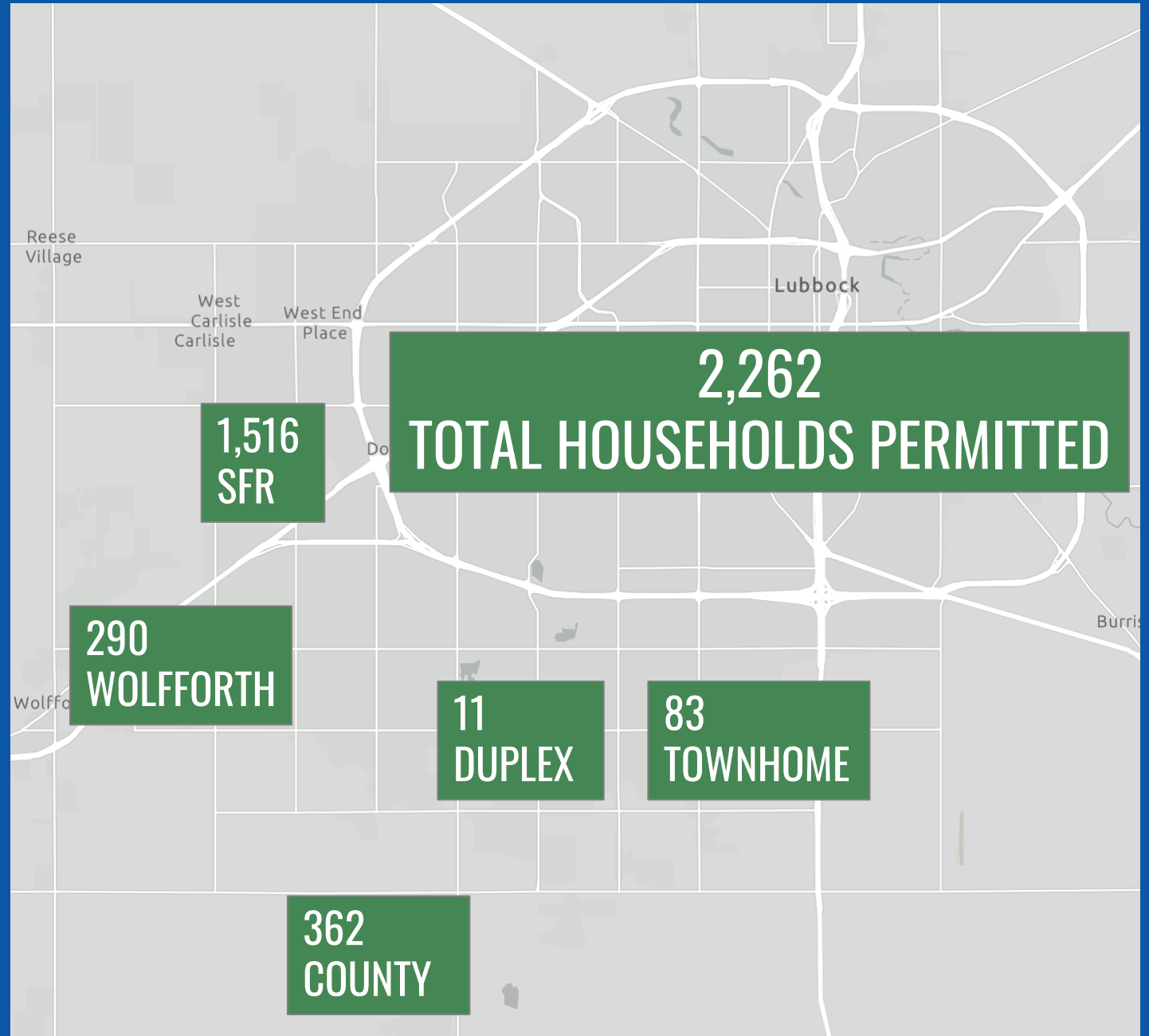
RESIDENTIAL STARTS OUTSIDE CITY LIMITS

LUBBOCK COUNTY



2023 HOUSEHOLDS PERMITTED

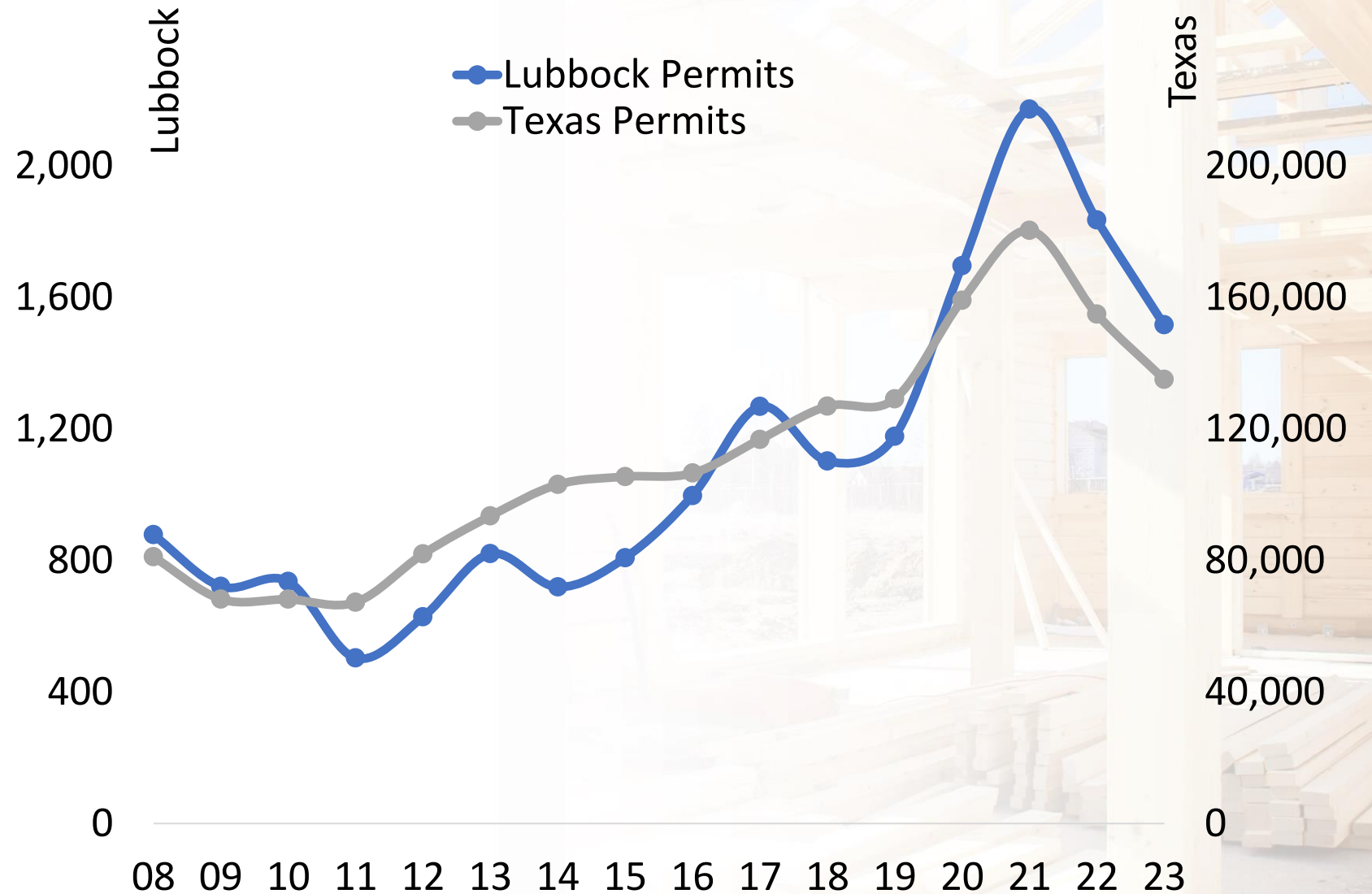
LUBBOCK COUNTY



ANNUAL PERMITS

LBK VS TEXAS

SOURCE: CITY OF LUBBOCK, TAMU REAL ESTATE CENTER



POPULATION TRENDS

LBK VS TEXAS

City of Lubbock Population

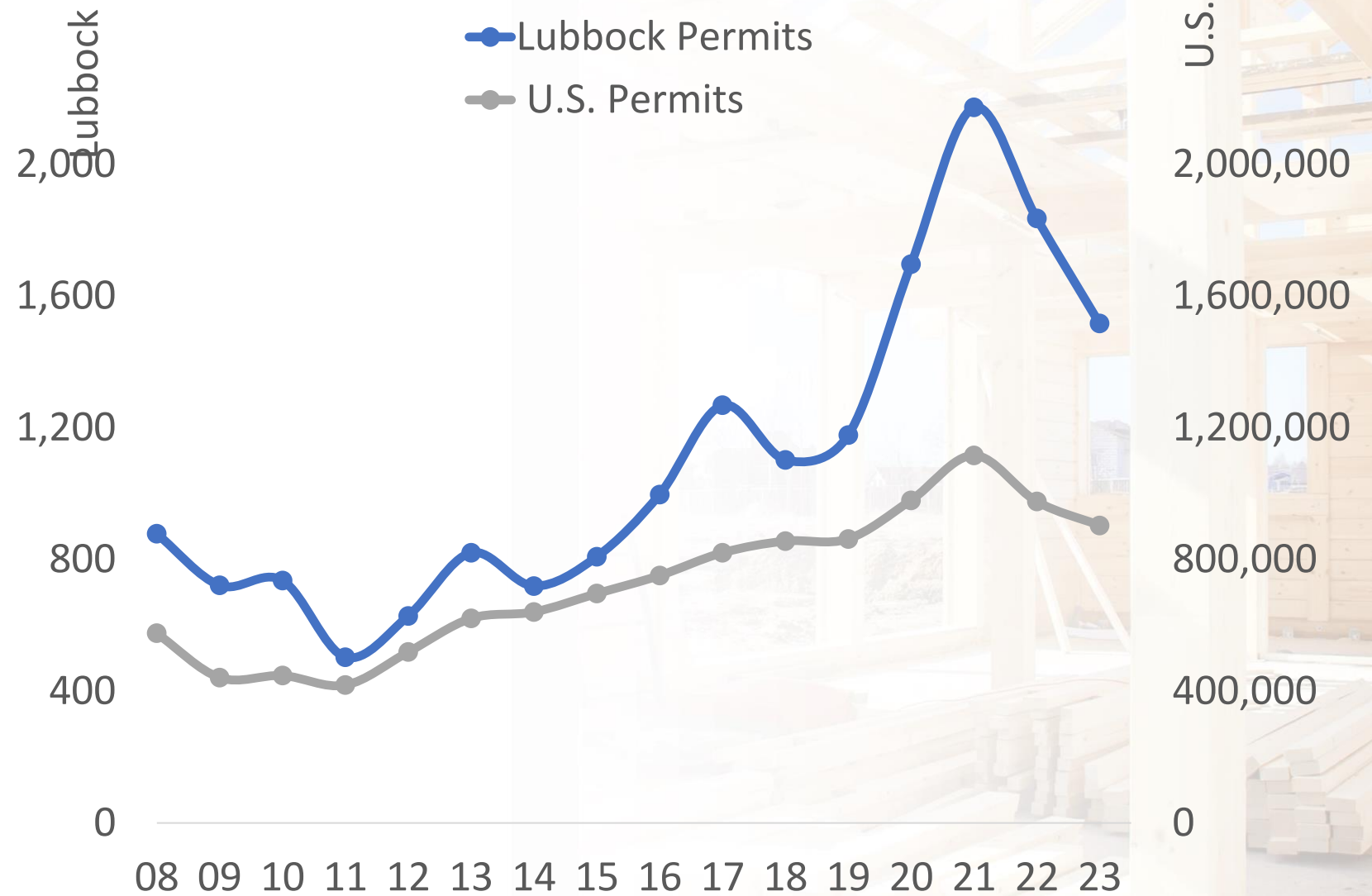
- 2010 – 230K
- 2020 – 257K
- **12% growth**

Texas Population

- 2010 – 25M
- 2020 – 29M
- **16% growth**

ANNUAL PERMITS

LBK VS U.S.



LBK SFR PERMITS

VALUE COMPARISON

PERMIT VALUE	2022	2023	% CHANGE
\$0-100K	183	89	-51%
\$100K-150K	151	117	-23%
\$150K-200K	552	431	-22%
\$200K-250K	418	421	1%
\$250K-300K	158	170	8%
\$300K-400K	197	151	-23%
OVER \$400K	176	137	-22%
TOTALS	1,835	1,516	-17%

UNSOLD LBK SFR INVENTORY AS OF 12/31/23

PERMIT VALUE	COMPLETED "SPEC" INVENTORY				UNDER CONSTRUCTION INVENTORY				TOTAL UNSOLD INVENTORY			
	2021	2022	2023	% Change	2021	2022	2023	% Change	2021	2022	2023	% Change
\$0K-150K	0	22	3	-86%	47	33	22	-33%	47	54	25	-54%
\$150K-200K	12	38	46	21%	122	161	159	-1%	134	199	205	3%
\$200K-250K	14	48	103	115%	198	133	128	-4%	212	181	231	28%
\$250K-300K	6	44	47	7%	135	64	60	-6%	141	108	107	-1%
\$300K-400K	4	32	47	47%	131	101	73	-28%	135	133	120	-10%
OVER \$400K	0	11	25	127%	64	115	75	-35%	64	126	100	-21%
TOTALS	36	194	271	40%	697	607	517	-15%	733	801	788	-2%

SOURCE: CITY OF LUBBOCK, LUBBOCK LAND COMPANY

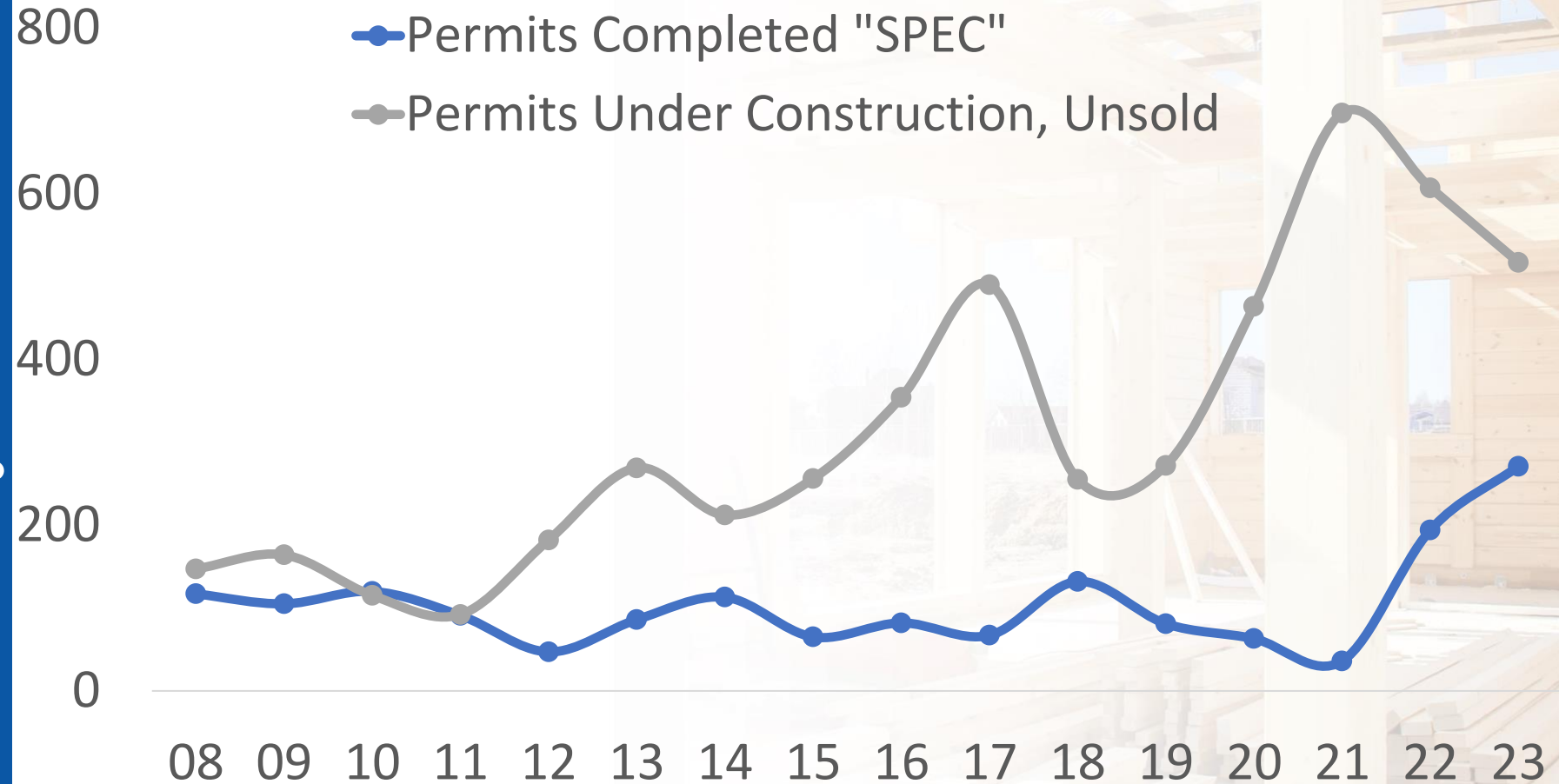


COMPLETED SPEC INVENTORY

Year Permitted	
2020	4
2021	15
2022	78
2023	174
Total Completed “SPEC” Inventory	271

UNSOLD INVENTORY

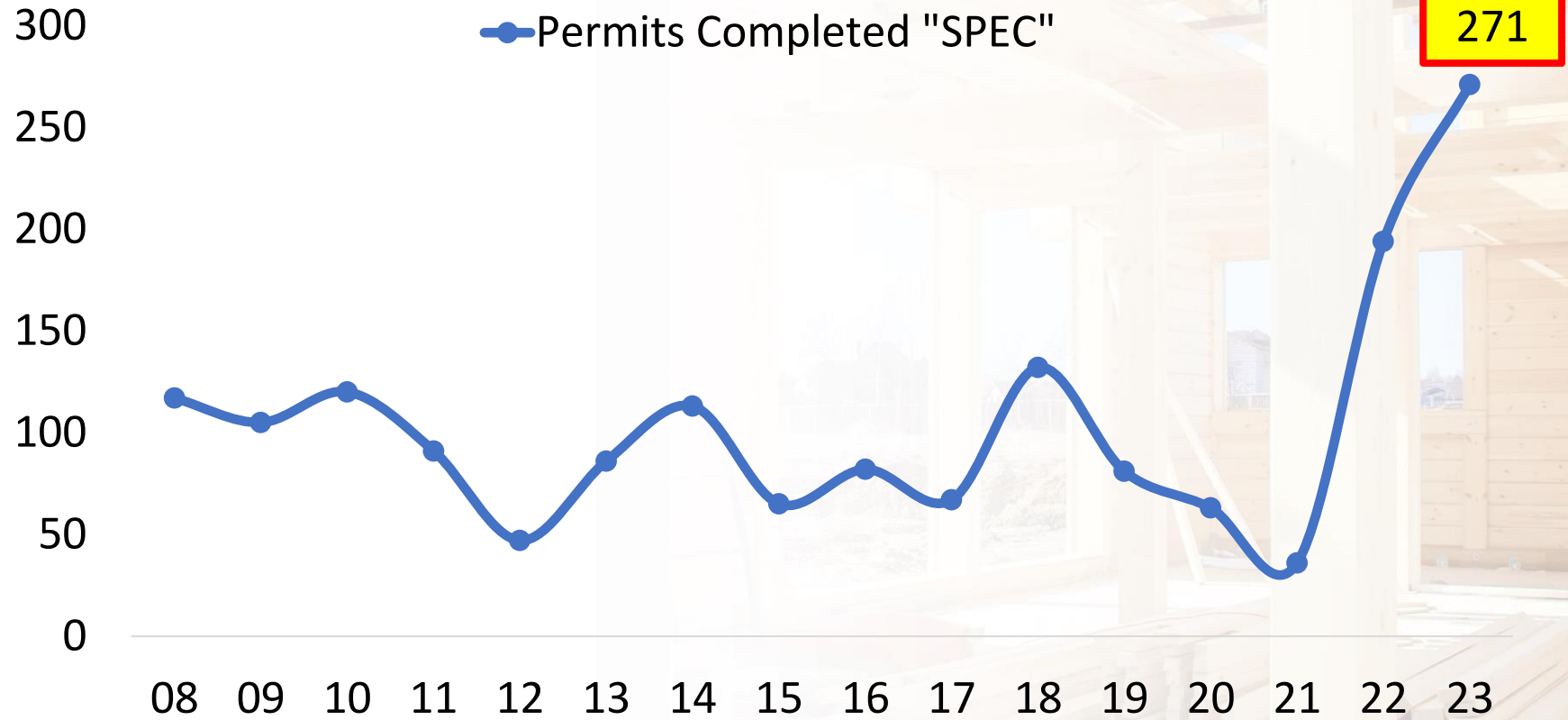
UNDER CONSTRUCT. VS COMPLETED SPEC



UNSOLD INVENTORY

COMPLETED SPEC

SOURCE: CITY OF LUBBOCK, LUBBOCK LAND COMPANY



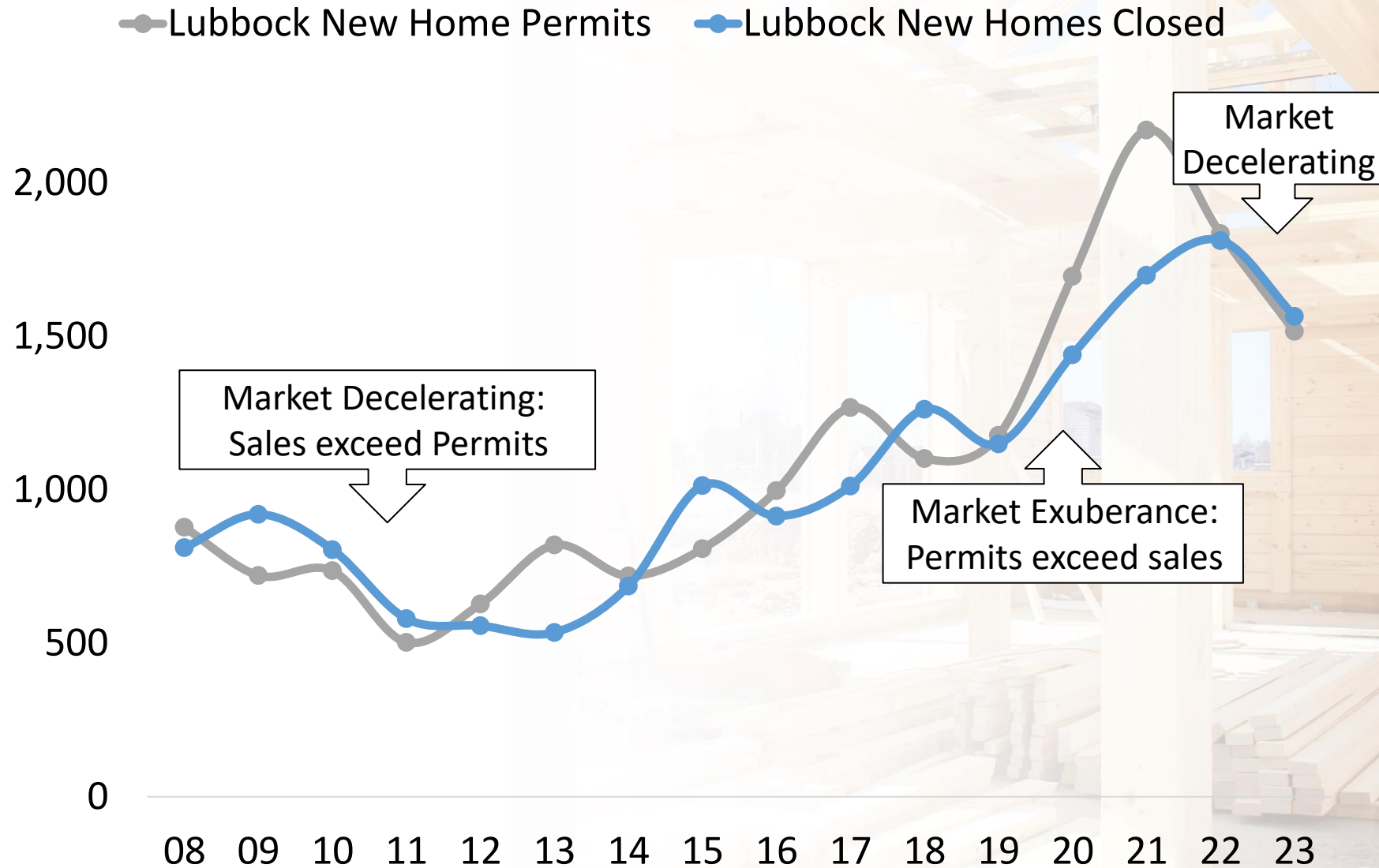
COMPLETED SPEC INVENTORY BY SUBDIVISION AND PERMIT VALUE AS OF 12/31/23

Subdivision	Total # Unsold	\$0K-\$150K	\$150K-\$200K	\$200K-\$250K	\$250K-\$300K	\$300K-\$4000K	Over \$400K
Escondido	25		1	13	2	9	
Kelsey Park	23			3	3	11	6
Burgamy Park	21		7	10	4		
Westmont	21			5	13	3	
Bell Farms	18		4	11	3		
Everest Heights	16		3	12		1	
Uptown West	16	2	3	9	2		
Upland Crossing	15		9	4	1	1	
Stratford Pointe	13			2		6	5
Viridian	12			8	1	1	2
Terra Vista	11		2	6	2	1	
Hatton Place	10			1	1	7	1
Allen Farms	9		1	6	1	1	
Stonewood Estates	8		1	2	3	2	
Others	53	1	15	11	11	4	11
TOTALS	271	3	46	103	47	47	25

LBK SFR PERMITS

ISSUED VS HOMES CLOSED

SOURCE: CITY OF LUBBOCK, LUBBOCK LAND COMPANY



Market Decelerating

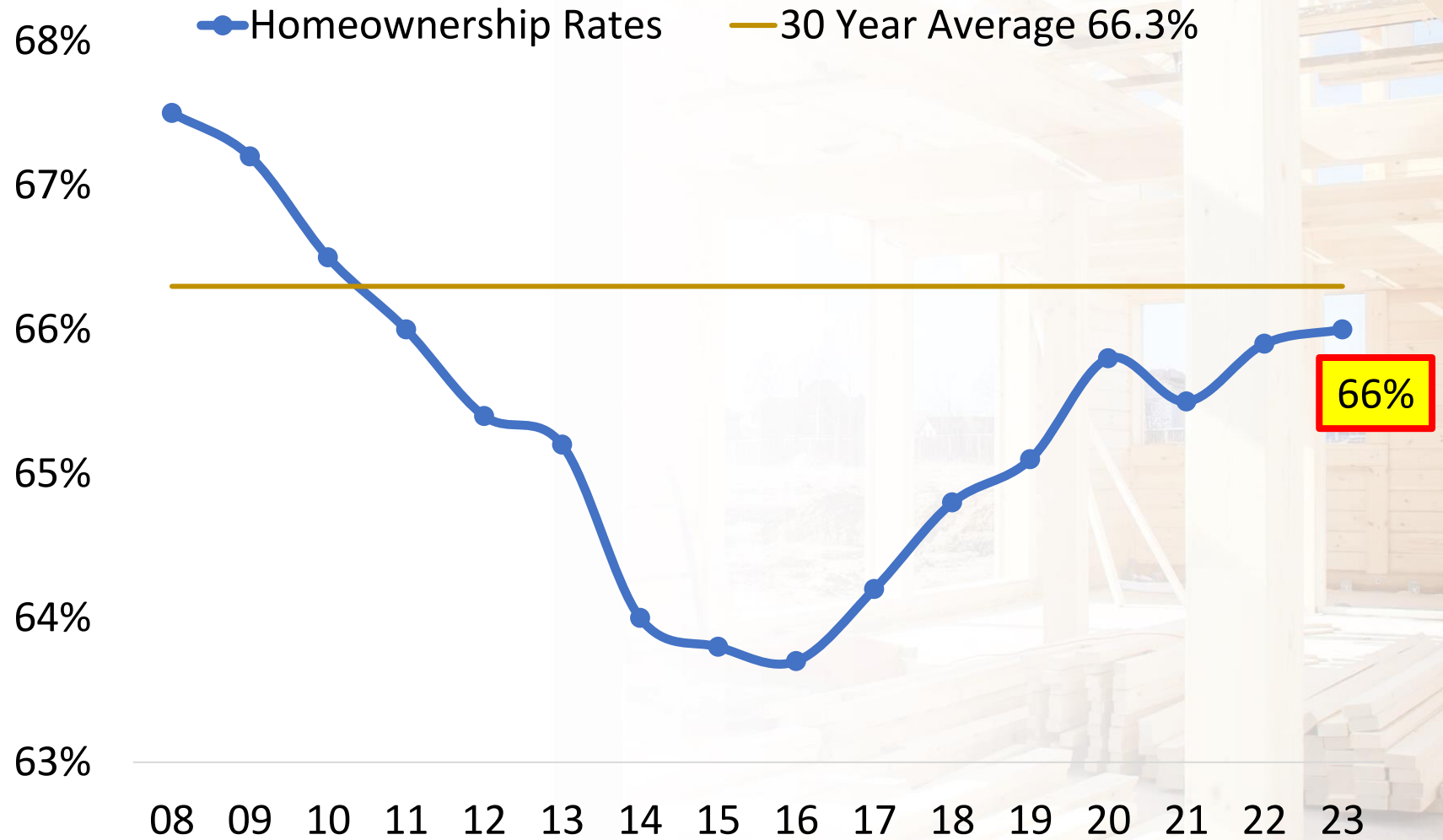
Market Decelerating: Sales exceed Permits

Market Exuberance: Permits exceed sales

NEW SFR LBK MLS REALTOR CLOSINGS

LUBBOCK MSA	NEW SFR CLOSED	REALTOR CLOSINGS	% CLOSED BY REALTOR
2021	1,732	652	38%
2022	1,894	871	46%
2023	1,565	957	61%

U.S. HOME OWNERSHIP RATES



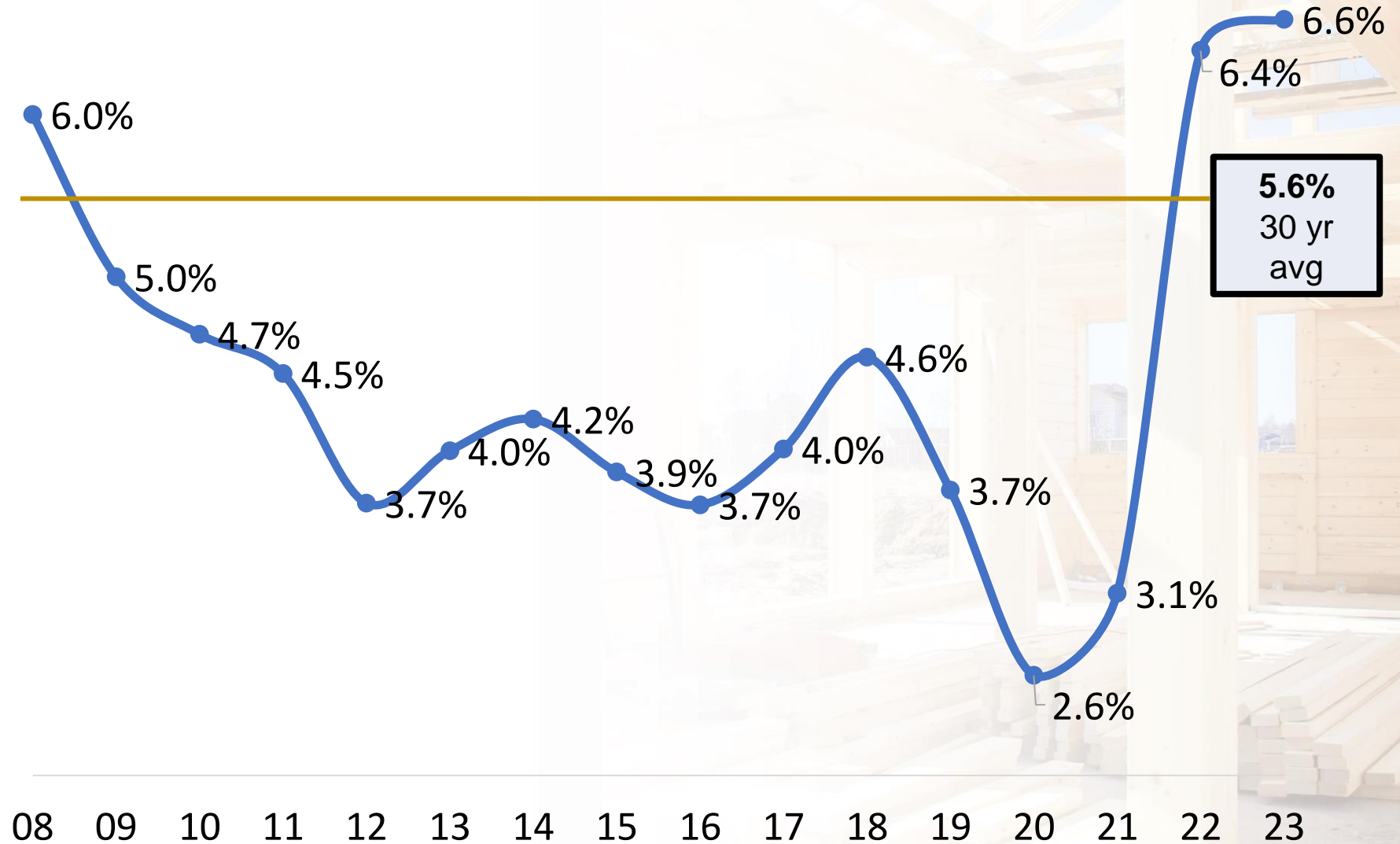
LBK APARTMENT OCCUPANCY

SOURCE: ALN DATA (CONVENTIONAL PROPERTIES)

YEAR	OCCUPANCY %
2013	92%
2014	94%
2015	95%
2016	93%
2017	87%
2018	88%
2019	91%
2020	92%
2021	93%
2022	91%
2023	88%

Conventional Rental Properties

DECEMBER MONTH END 30 YEAR MORTGAGE RATE



5.6%
30 yr
avg

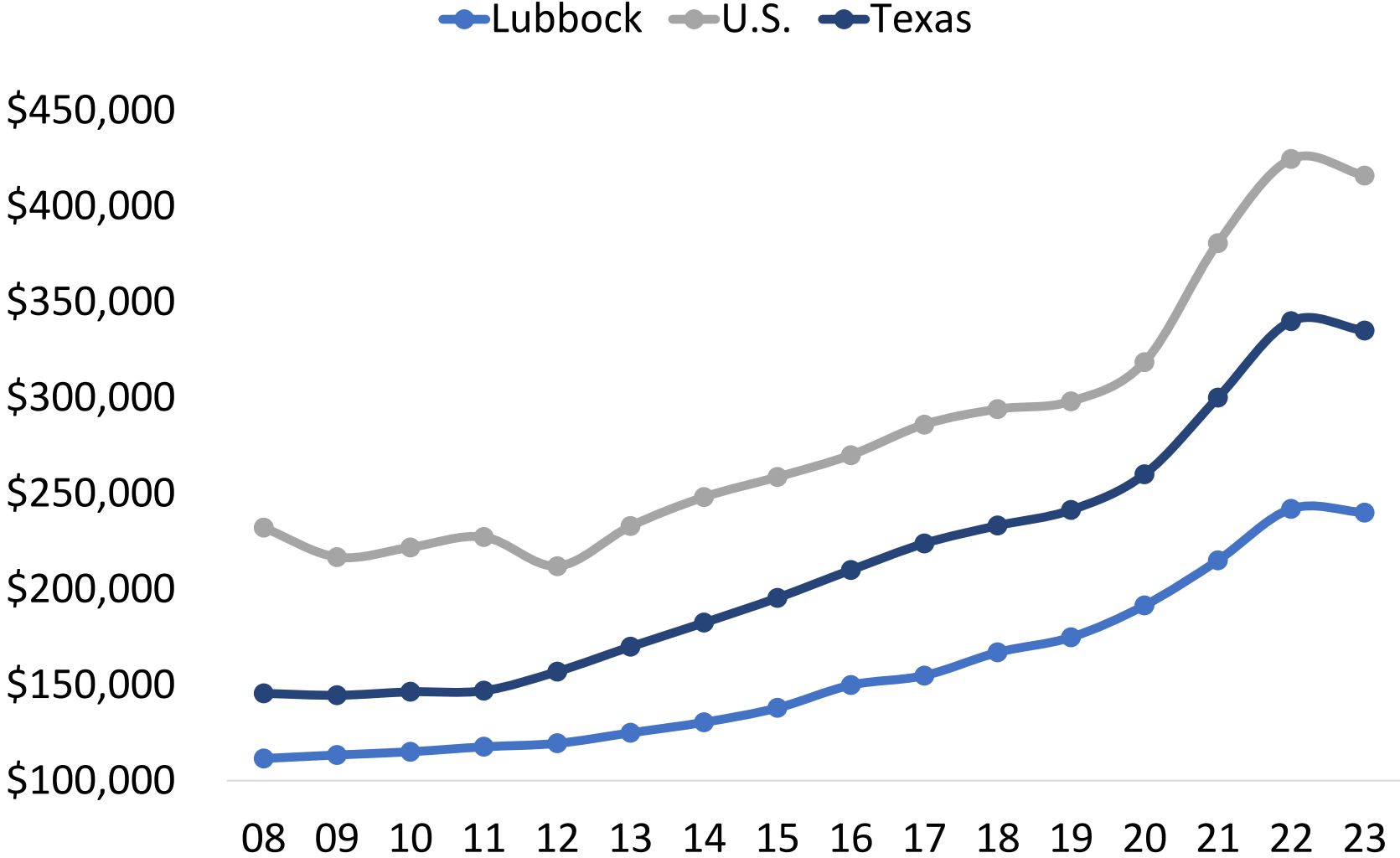
INTEREST RATE FACTOR

30 YEAR MORTGAGE - PRINCIPAL AND INTEREST PAYMENT					
DATE	SALES PRICE + 20% DOWN	INTEREST RATE	P&I PAYMENT	\$/MONTH DIFFERENCE	\$/YEAR DIFFERENCE
Oct. 22	\$400,000	7.4%	\$2,209	\$841	\$10,092
Dec. 23	\$400,000	6.6%	\$2,046	\$678	\$8,136

*Does not include taxes, insurance, etc...

MEDIAN SALES PRICE NEW & EXISTING

LBK VS U.S. TEXAS



LBK MSA YEAR END MARKET REPORT

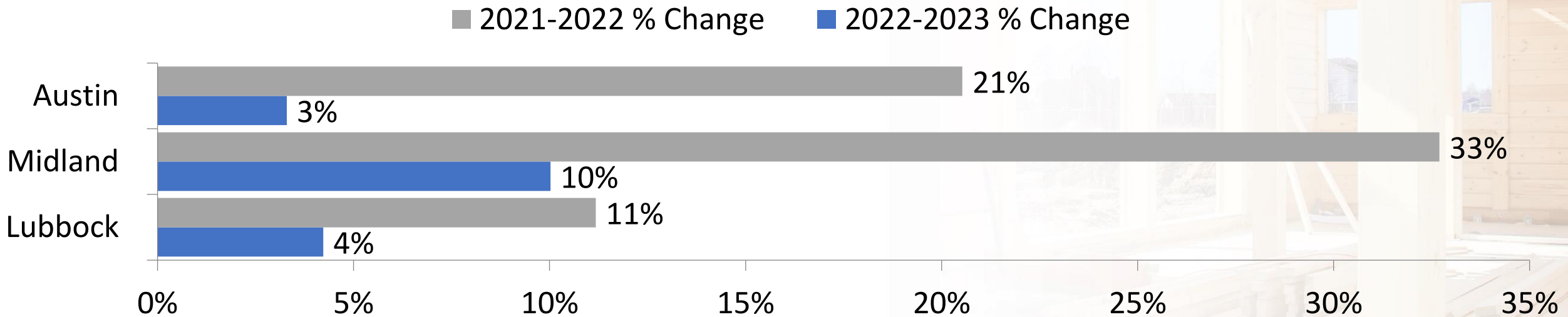
RESIDENTIAL (NEW AND EXISTING)	2021	2022	2023	2022 v 2023
NEW LISTINGS	6,528	6,947	7,965	15%
CLOSED SALES	5,434	4,793	4,593	-4%
DAYS ON MARKET	25	26	38	46%
MONTHS SUPPLY OF INVENTORY	0.9	2.4	3.3	38%
AVERAGE SOLD PRICE	\$252,925	\$282,657	\$283,403	0%
MEDIAN SALES PRICE	\$215,000	\$241,970	\$240,000	-1%
TOTAL SALES VOLUME	\$1,374,395,073	\$1,354,773,129	\$1,301,669,947	-4%

UNSOLD INVENTORY

MONTHS SUPPLY OF NEW LBK SFR

PERMIT VALUE	2019	2020	2021	2022	2023
Under \$150K	0.4	2.2	2.5	3.5	1.6
\$150K - \$200K	2.8	4.6	2.3	4.8	5.8
\$200K - \$250K	5.4	6.7	5.8	4.8	7.5
\$250K - \$300K	5.6	5.9	7.9	6.5	7.5
\$300K - \$400K	4.8	5.4	9.5	7.6	8.8
Over \$400K	5.8	4.1	6.6	12.7	7.4

SALES TAX COLLECTIONS 2023



SOURCE: TEXAS COMPTROLLER OF PUBLIC ACCOUNTS

**AT A GLANCE
LBK
VS
U.S.
AS OF
12/31/23**

SOURCE: CITY OF LUBBOCK, LUBBOCK LAND COMPANY, US CENSUS BUREAU, US BUREAU LABOR,
US DEPT OF HOUSING & URBAN DEVELOPMENT, TAMU REAL ESTATE CENTER

LUBBOCK	VS	U.S.
-17%	Change in Annual SFR Permits	-7%
1.3%	Annual Job Growth	1.9%
3.4%	Unemployment Rate	3.7%
-1%	Change in Median Home Sales Price	-5.8%
\$240,000	Median Home Sales Price	\$415,900*
6.2	Months Supply of New Homes	8.2
2.9	Months Supply of Existing Homes	3.1

CONCLUSIONS

- **All-time high of 271 complete & unsold spec homes**
- **New home permits down 17% YoY**
- **Trending towards selling through record inventory as new home starts slow**
- **6.2 months supply of new homes**
- **2.9 months supply of existing homes**
- **Median sales price remained flat YoY**
- **Interest rate hikes flattened out at 6.6%**
- **2023 is a year we are returning to the norm/average**

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LUBBOCKLANDCOMPANY.COM**

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