Land Advisors® ORGANIZATION

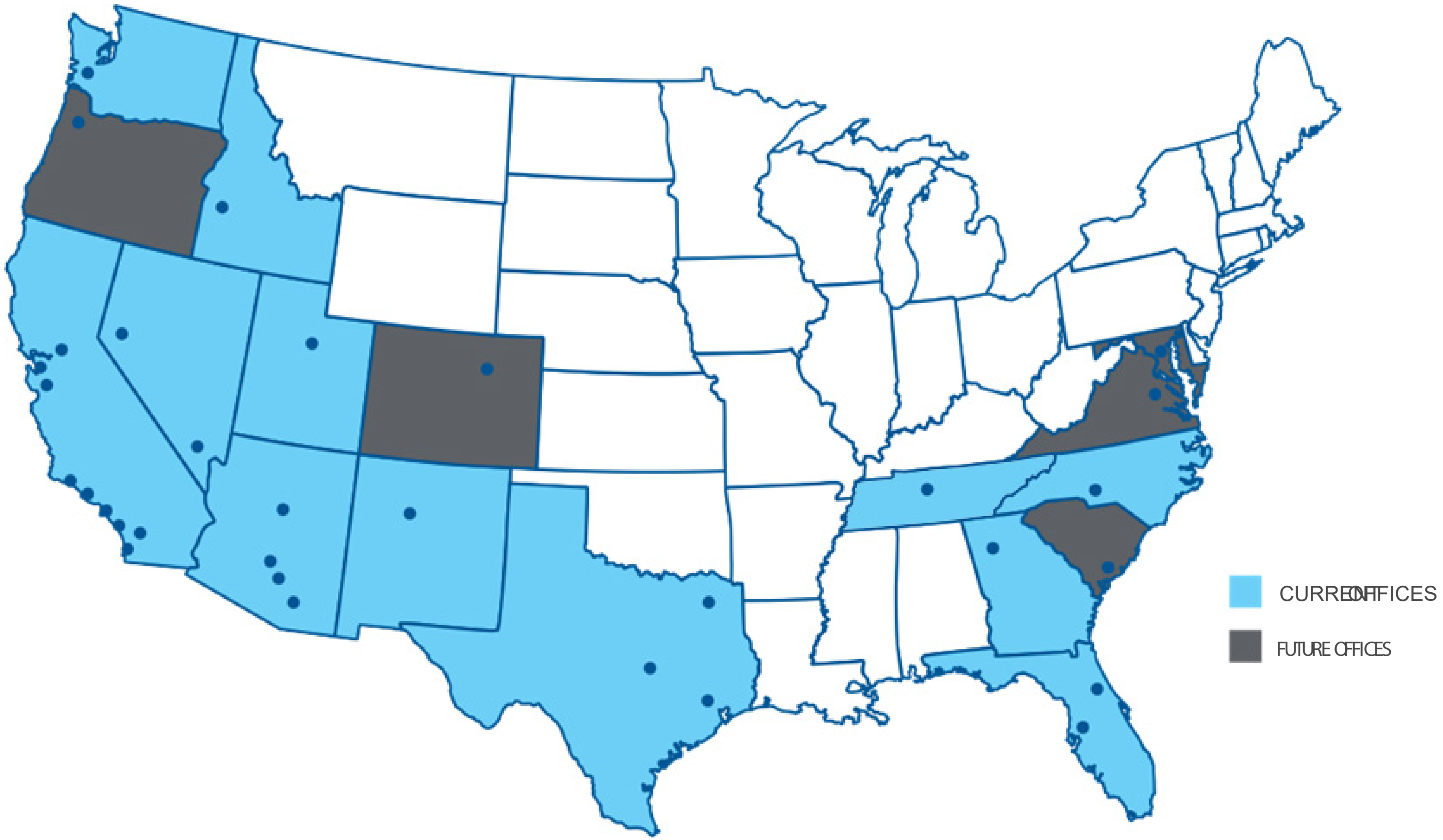
Phoenix & Tucson Land and Housing Forecast

26th Annual Spring Ag Forum

Greg Vogel - Land Advisors Organization

“The Best-Known Name in Land” Founded in 1987

- Land Advisors Organization operates in 27 markets nationwide.
- Specializing in land brokerage and related land services.
- Large scale MPCs to finished Lots, site selection services, and institutional representation.



Scottsdale, AZ
Casa Grande, AZ
Prescott, AZ
Tucson, AZ
Irvine, CA
Bay Area, CA
Coachella Valley, CA
Pasadena, CA
Roseville, CA
San Diego, CA
Santa Barbara, CA
Valencia, CA
Jacksonville, FL
Orlando, FL
Tampa Bay/Sarasota-Bradenton, FL
Atlanta, GA
Boise, ID
Charlotte, NC
Albuquerque, NM
Las Vegas, NV
Reno, NV
Nashville, TN
Austin, TX
Dallas-Fort Worth, TX
Houston, TX
Salt Lake City, UT
Seattle, WA

Land Advisors® ORGANIZATION

Affiliate Companies

Land Advisors® CAPITAL

Specializes in establishing strategic capital relationships between landowners, homebuilders, developers and capital providers.

- Lot and Land Banking
- Conventional & Bridge Lending
- Model Sale Lease Back
- Joint Venture/Mezzanine Finance
- Build For Rent Funding and Arranging Fee Building

LAUNCH DEVELOPMENT FINANCE ADVISORS

Assisting our clients, finance infrastructure, reduce costs and mitigate transaction risks all with goal of enhancing project profitability.

- Community Facilities District Financing
- Revitalization and Improvement District Financing
- "Private Label" Bond Financing
- Reimbursement Agreements & Processing
- Cash Flow Modeling
- Fiscal Impact Studies
- Development Impact Fee (DIF) Reviews & Analysis

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50 Years of Growth

Average Decennial Growth Rates 1990 to 2040

2021 PHOENIX MSA POPULATION ESTIMATE : 5,050,000

Source: US Census Bureau, Arizona Dept. of Administration, Land Advisors Organization

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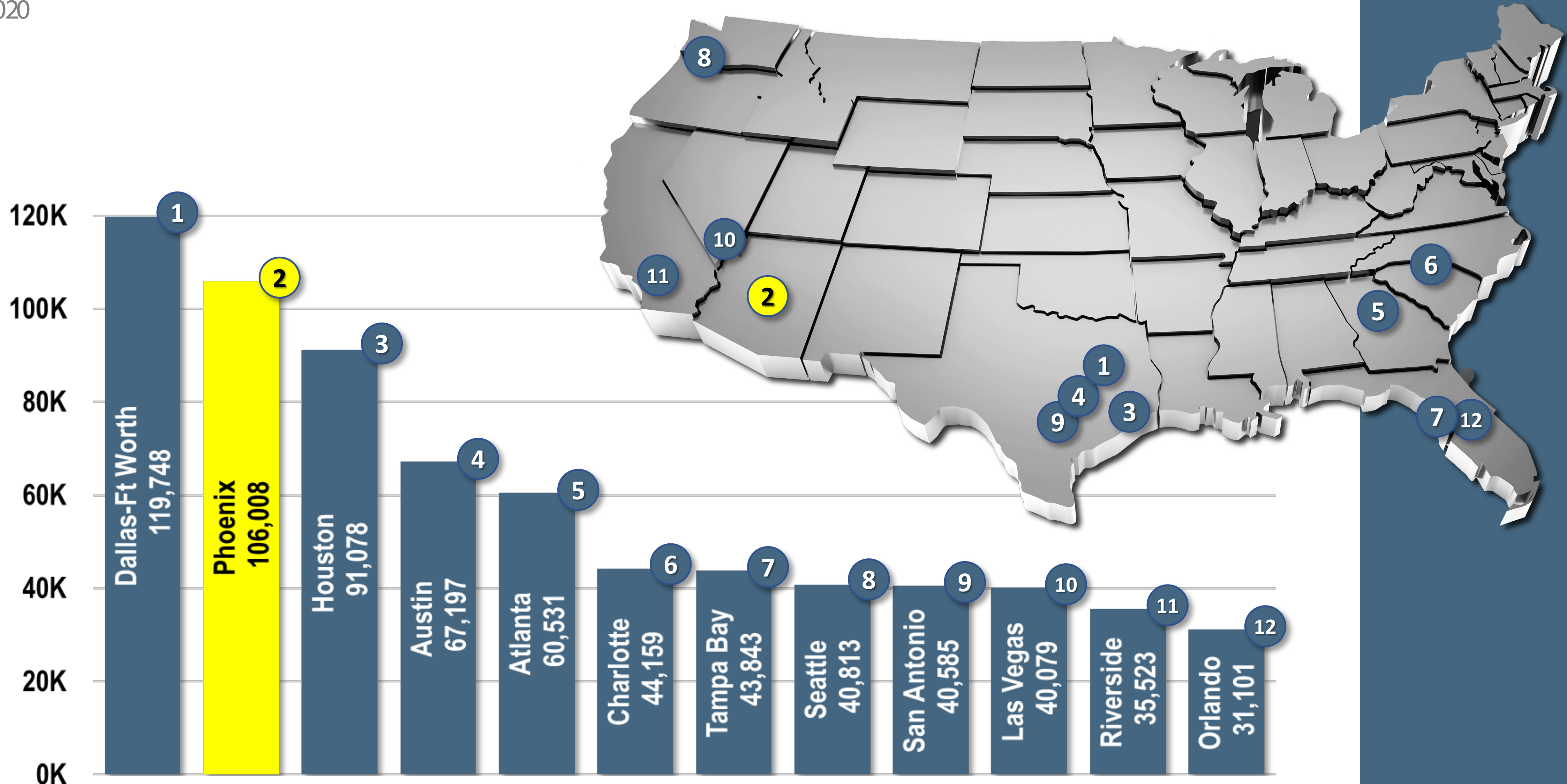
US Population Growth- Top MSA'S – "The Smile States"

Phoenix 4th Qtr 2021

2020



Source: US Bureau Labor of Statistics, Land Advisors Organization

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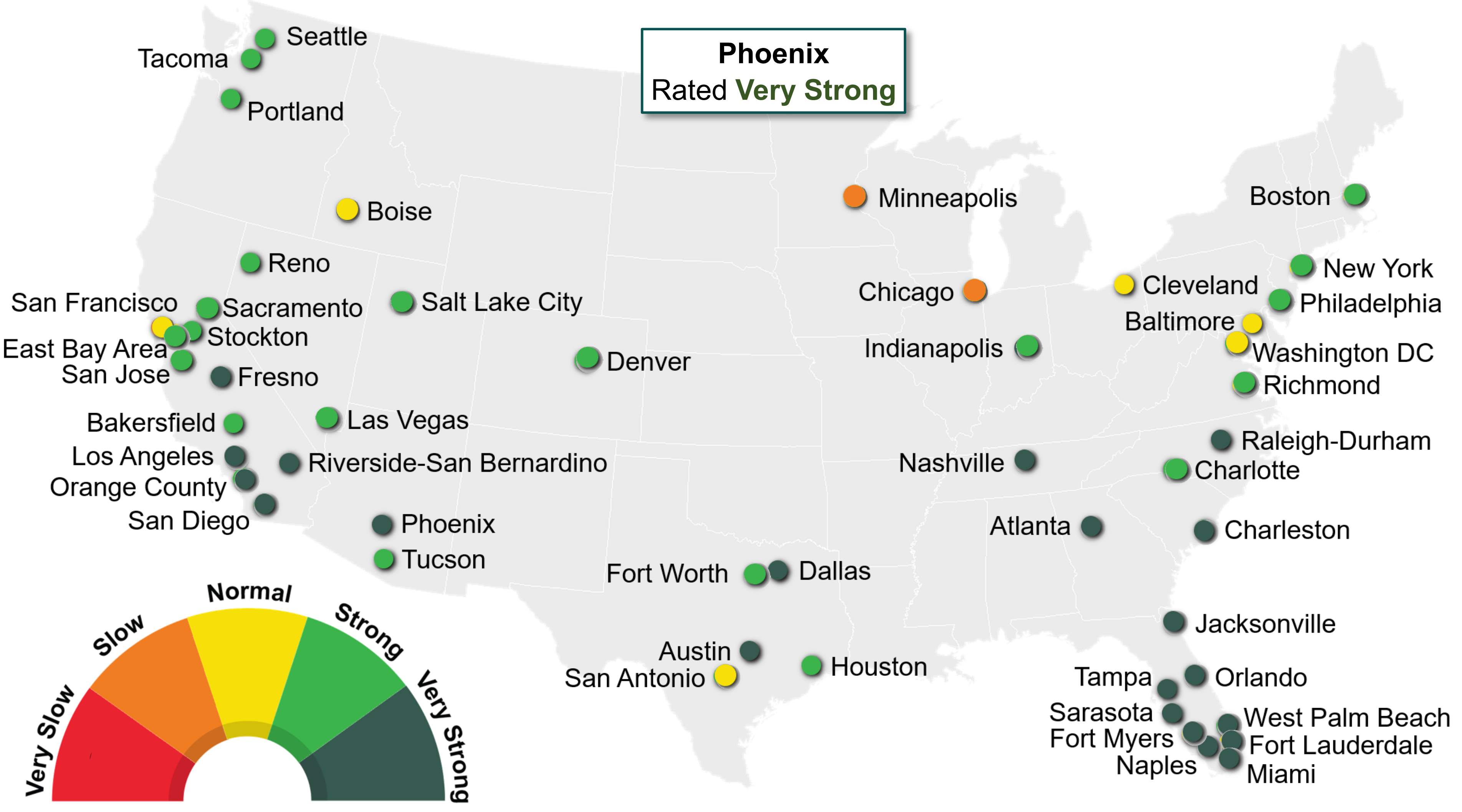
Homebuilder’s Market Outlook

Jan. 2022 – John Burns

Phoenix 4th Qtr 2021



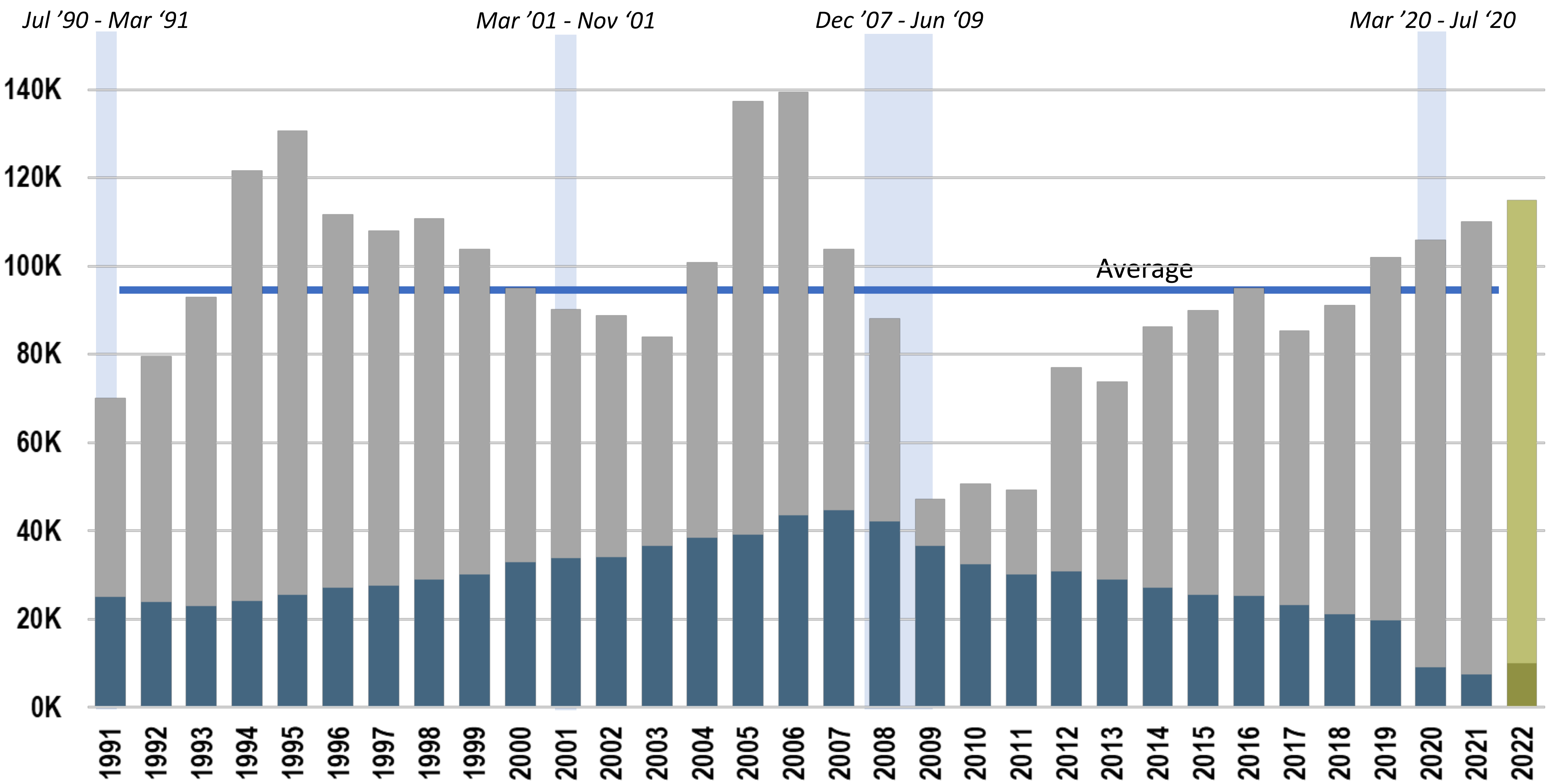
Note: Distribution of current market conditions is weighted.

In Burns rating system, Strong market conditions reflect builders experiencing robust/steady sales (4 to 5 a month) and are increasing prices every month or release.

Source: John Burns Real Estate Consulting

Annual Population Change

Yearly Increase in Population



Population Growth

1990's: 1,013,000
2000's: 975,000
2010's: 862,000

- In-Migration
- Natural Growth
- Projected
- Recession

Source: US Census Bureau, Arizona Office of Economic Opportunity, Arizona Dept. of Health Services, Land Advisors Organization

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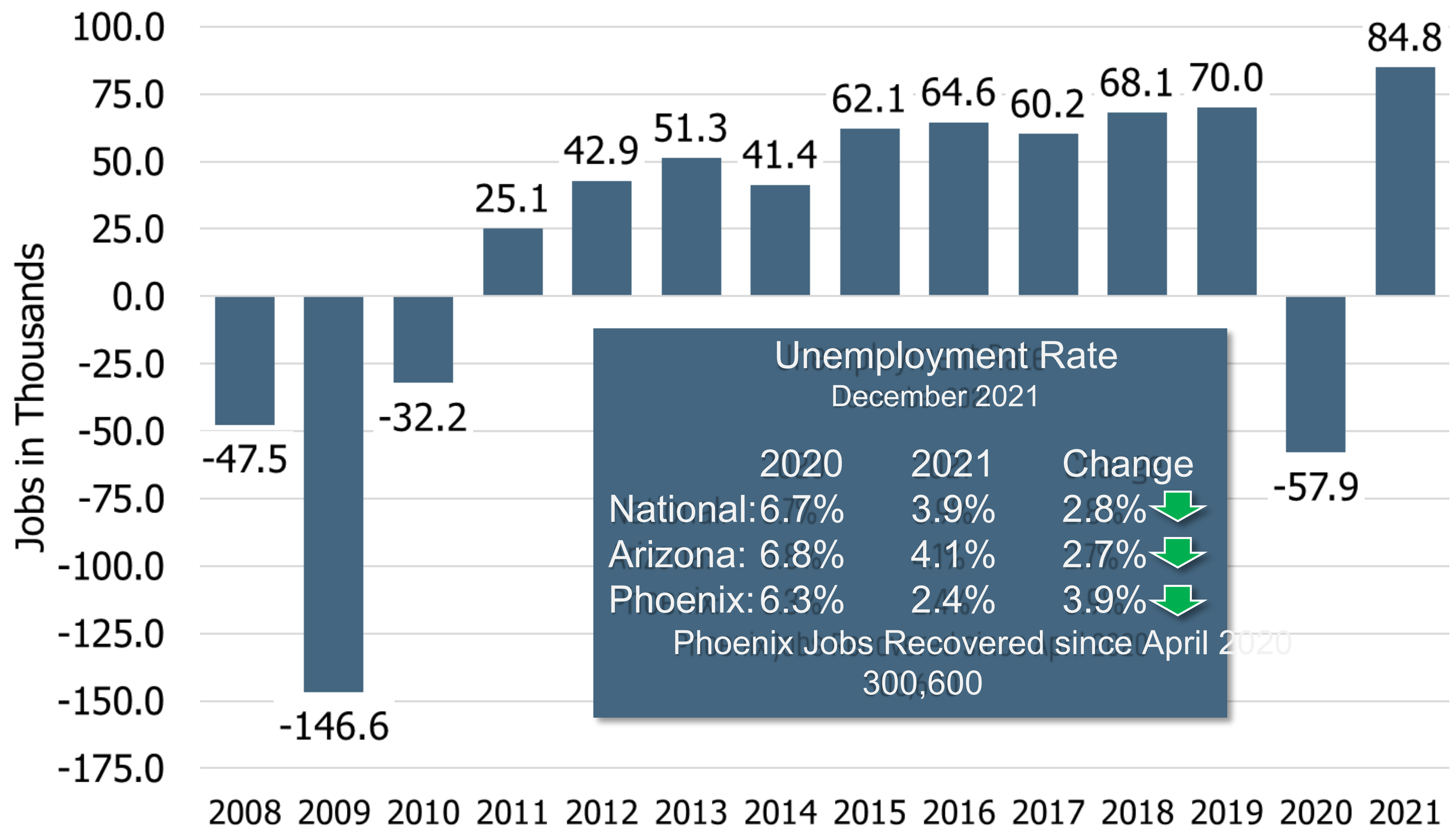
Annualized Employment Change

Jobs Added or Lost Annually



Unemployment Rate

December 2021

	2020	2021	Change
National:	6.7%	3.9%	2.8% ↓
Arizona:	6.8%	4.1%	2.7% ↓
Phoenix:	6.3%	2.4%	3.9% ↓

Phoenix Jobs Recovered since April 2020
300,600

Arizona gained 147,200 jobs
Up 5.1%

Phoenix gained 122,700 jobs
YoY Up 5.7%

NonFarm Employment Dec. 2020 to Dec. 2021

Averaged annual change in non-farm employment.

Source: Arizona Office of Economic Opportunity, Land Advisors Organization

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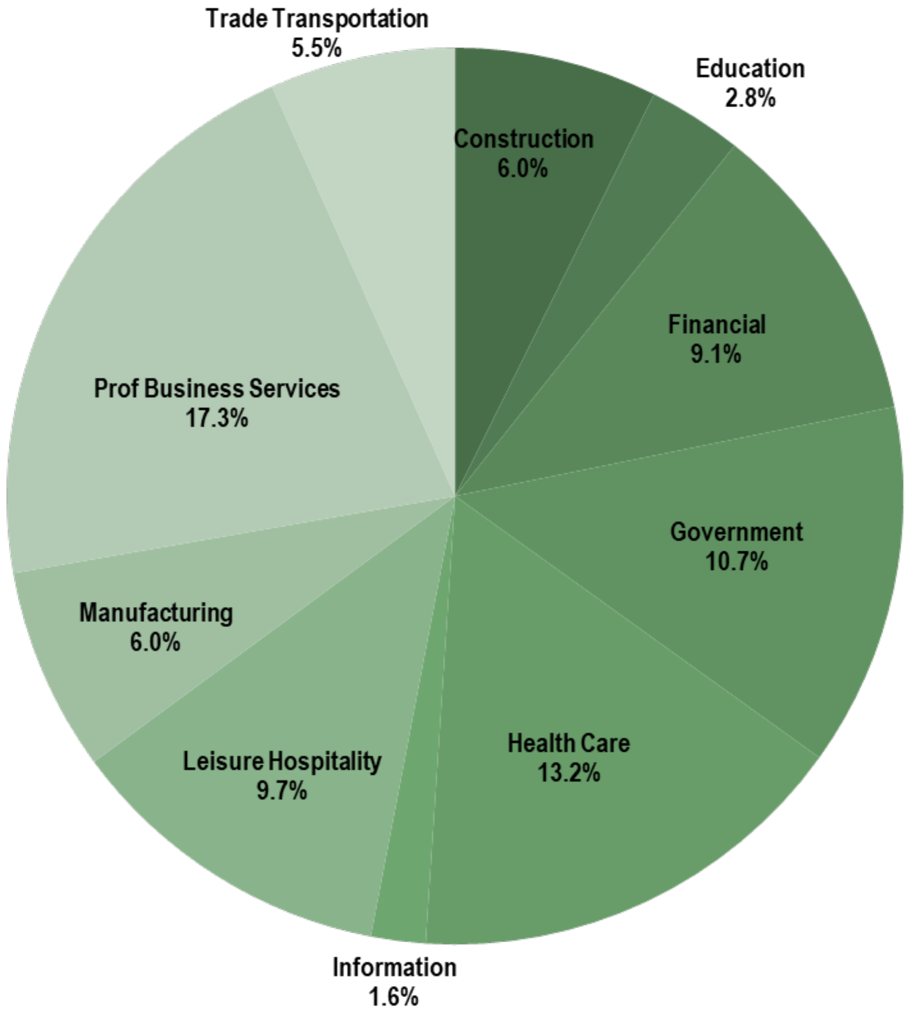
Phoenix Employment Makeup

Percentage of Workforce by Industry



Phoenix 4th Qtr 2021

Phoenix December 202
Total NeFarm
Employment
2,291.300

Source: Arizona Office of Economic Opportunity, Land Advisors Organization

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Cromford February 2022 Snapshot

ALL AREAS & TYPES Print	TODAY 2/13/22	ST	LAST MTH 1/13/22	LAST QTR 11/13/21	LT	LAST YR 2/13/21	2 YRS AGO 2/13/20
Active Listings	8,828	↑	8,664	11,855	↓	9,723	16,025
UCB & CCBS Listings	3,791	↑	3,012	3,965	↓	4,726	4,650
Active Listings excl. UCB	5,037	↓	5,652	7,890	↑	4,997	11,375
Pending Listings	8,524	↑	6,883	8,043	↑	7,632	7,078
Listings Under Contract	12,315	↑	9,895	12,008	↓	12,358	11,728
Sales per Month	7,379	↓	8,486	9,584	↓	8,352	6,676
Sales per Year	109,542	↓	110,515	111,734	↑	107,495	100,565
Days on Market - Sales	36	↑	35	32	↓	43	64
Days on Market - Active	57	↓	64	51	↓	65	96
Days Inventory excl. UCB	17	↓	19	26	↓	17	41
Months of Supply excl. UCB	0.7	↑	0.7	0.8	↑	0.6	1.7
Active Listings $/SF	$343.85	↑	$330.03	$314.67	↑	$292.89	$248.88
Monthly Sales $/SF	$277.76	↑	$269.58	$263.60	↑	$220.60	$181.43
Appreciation - Monthly $/SF	25.9%	↑	25.8%	26.5%	↑	21.6%	8.3%
Avg Sale Price % List	100.22%	↑	99.72%	99.97%	↑	98.87%	97.87%
Listing Success Rate	89.9%	↑	88.7%	88.8%	↓	90.6%	85.2%
Monthly Dollar Volume	$4,020M	↓	$4,531M	$4,975M	↑	$3,719M	$2,437M
Average Price - Monthly Sales	$544,851	↑	$533,993	$519,102	↑	$445,303	$365,084
Median Price - Monthly Sales	$436,000	↑	$425,000	$419,990	↑	$339,000	$289,000
Average SF - Monthly Sales	1,962	↓	1,981	1,969	↓	2,019	2,012
Cromford® Market Index	471.6	↑	439.5	350.9	↓	497.5	220.5

Source: Cromford Associates

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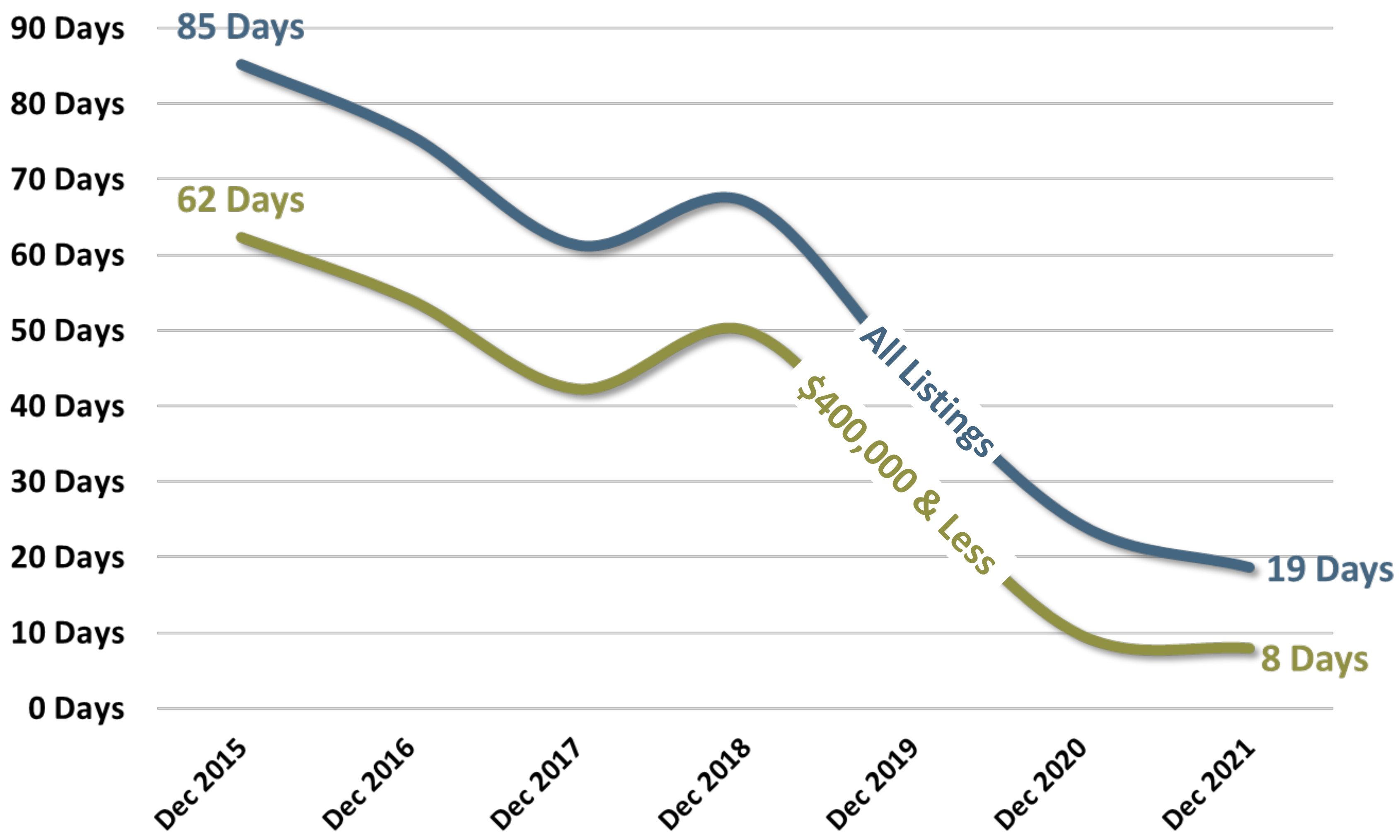
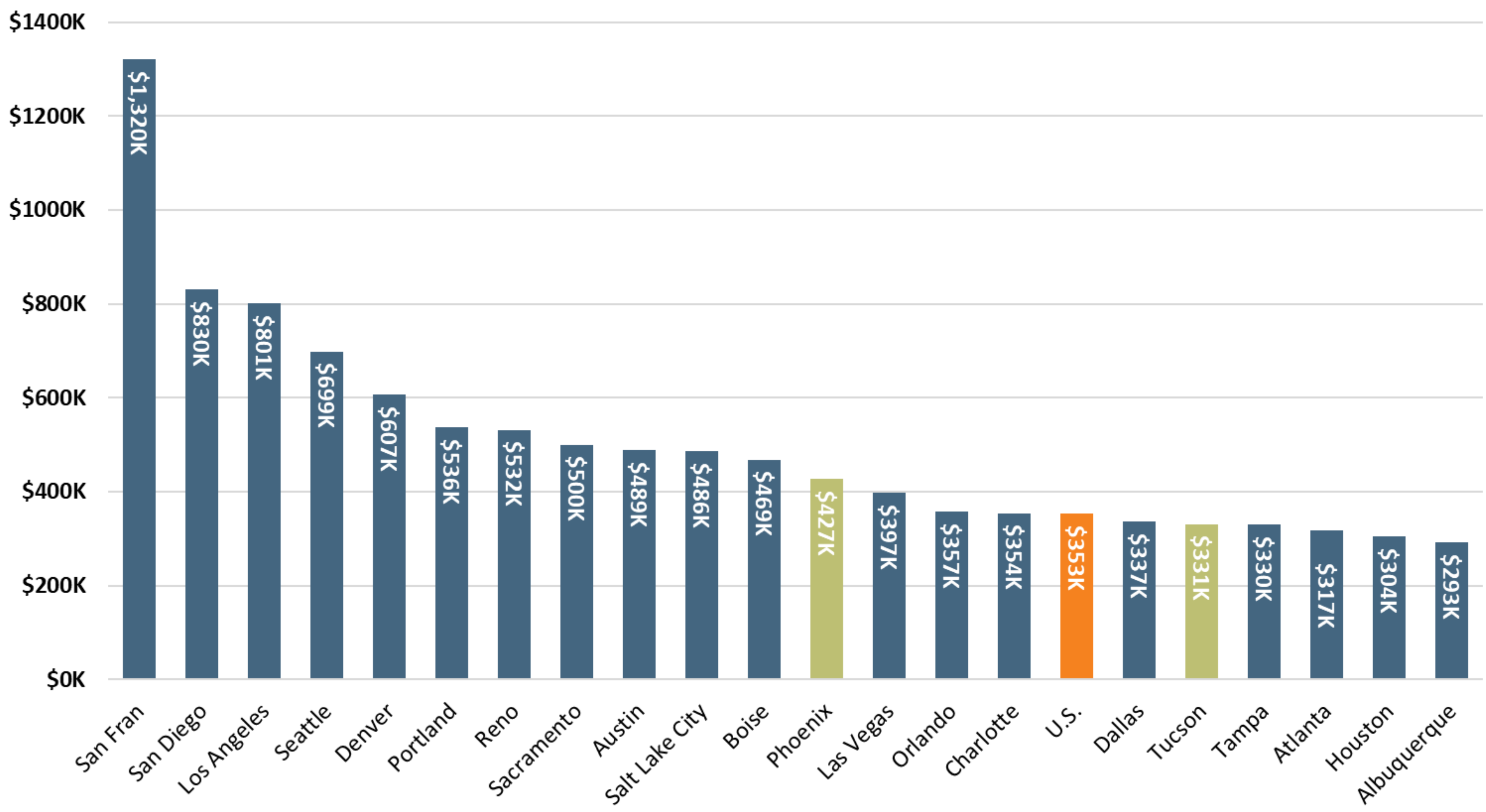
Metro Phoenix – Resale Days of Supply (Net of Pending)



Source: Cromford Report, Land Advisors Organization

NAR Median Resale Home Sales Price*

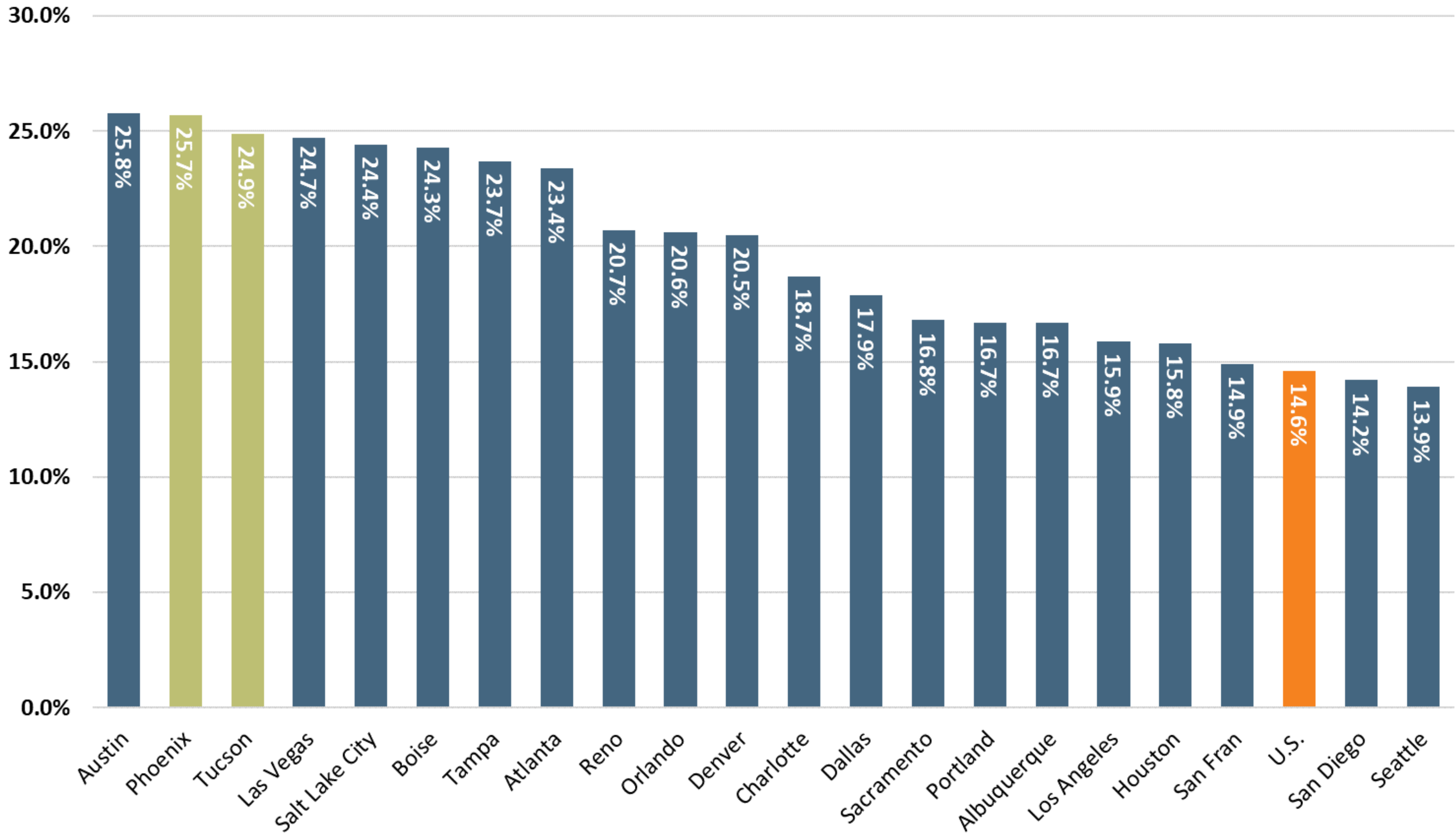


Source: National Association of Realtors®, Land Advisors Organization

Phoenix 4th Qtr 2021

NAR Median Resale Home Price Appreciation

Appreciation from 4th quarter 2020 to 4th quarter 2021



2017 to 2020
PHX MSA created
~$240 Billion
of Homeowner Equi

Translated :

- Few to no Foreclosure
- Equity for Move Up Housing
- Attainability Becomes More Difficult

Source: National Association of Homebuilders®, Land Advisors Organization

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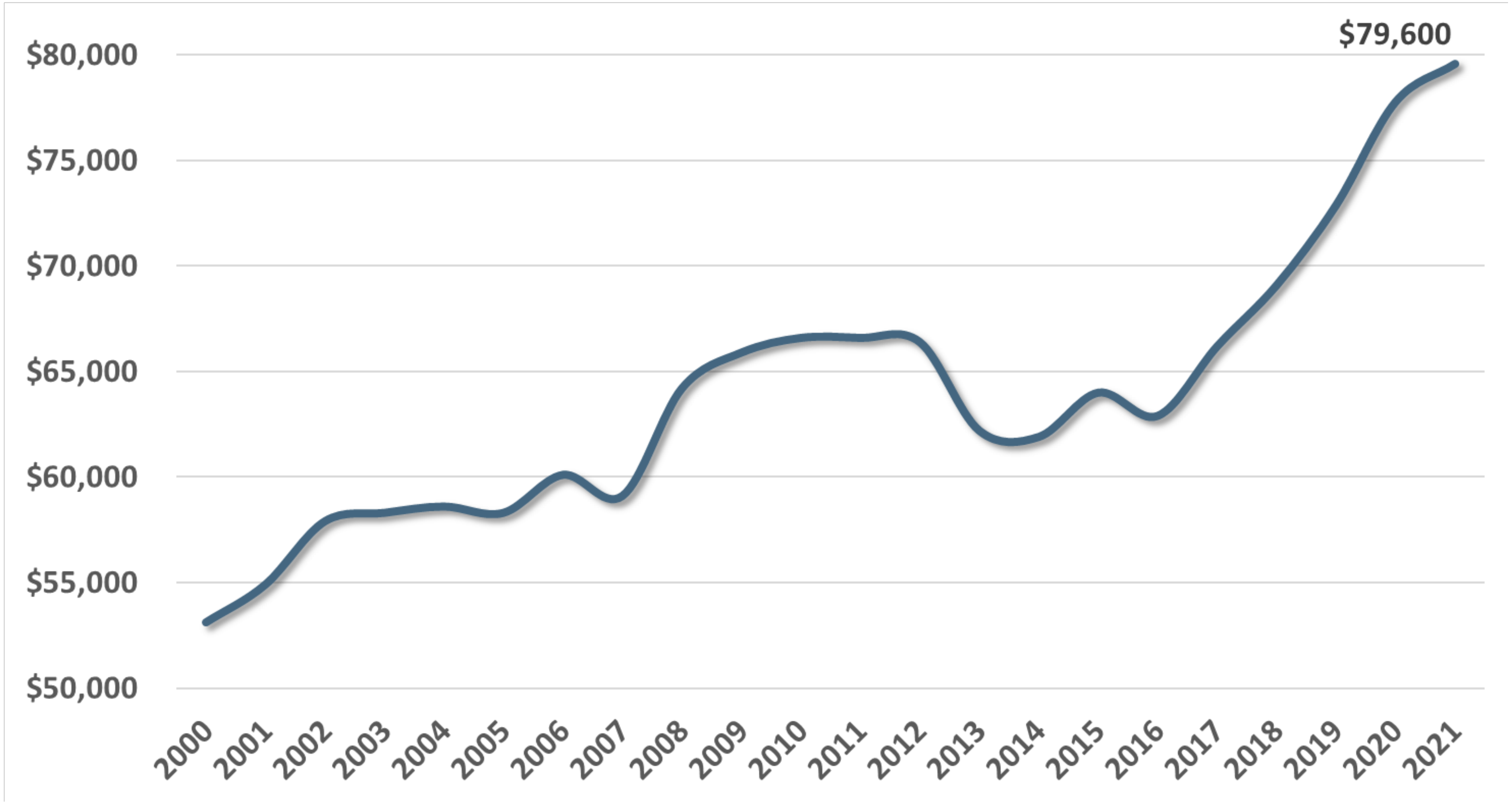
Median Family Income



Family earning the Median Income can afford a $454,000 hom with a $1,990 monthly mortgage payment.

Source: US Census Bureau, Land Advisors Organization

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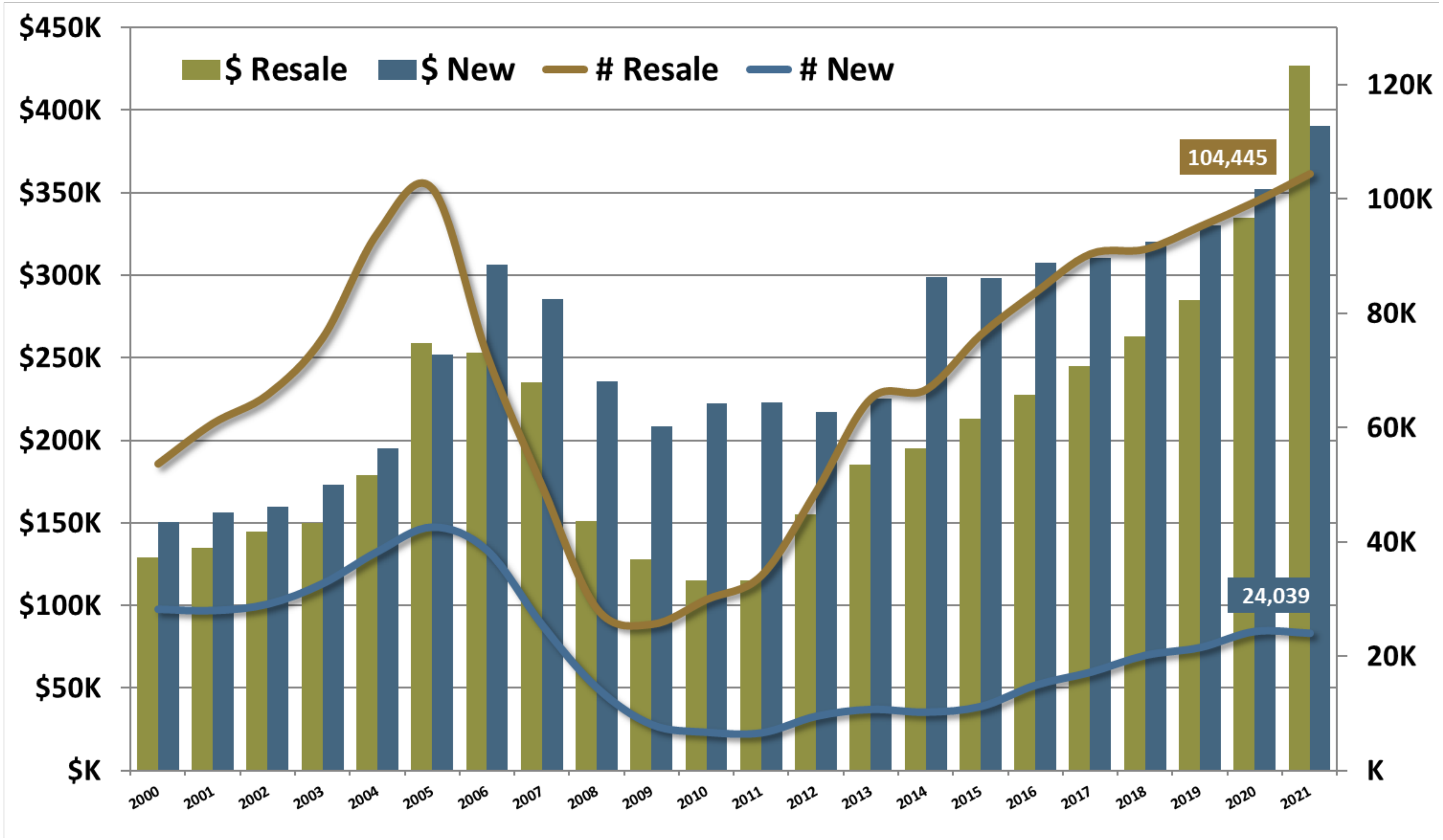
New & Resale Home Sales & Median Prices

2021



Resale Homes
Median Price $427,00
Median Size 1,826 sqf
$233/sqft
12 Mo Volume 126,61

New Home
Median Price $420,50
Median Size 2,260 sqf
$186/sqft
12 Mo Volume 24,039

Source: RL Brown, Cromford, ASU Center for Real Estate, Land Advisors Organization Data does not include attached, trustee, REO or HUD sales.

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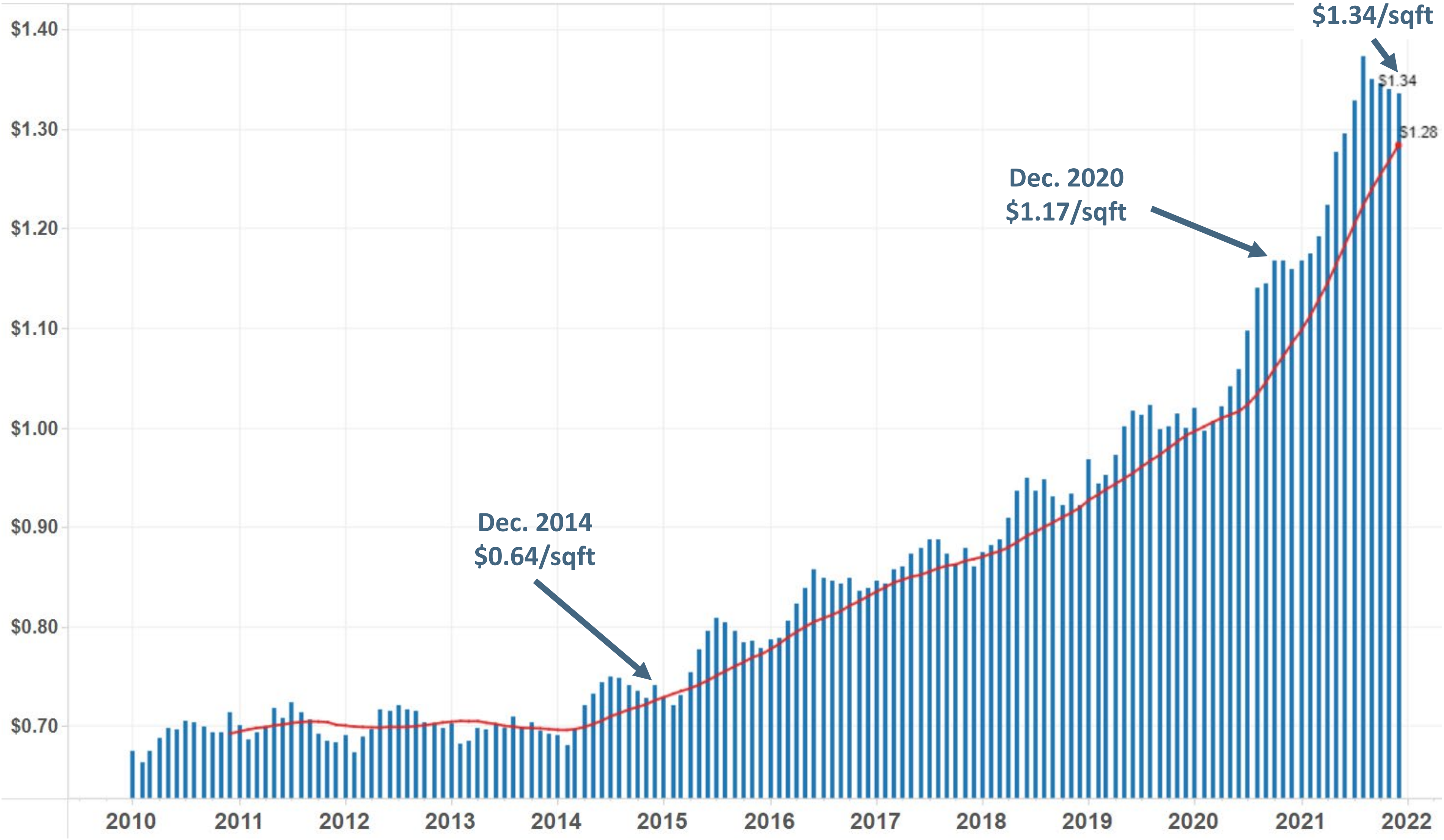
Single Family Rental Rates - Phoenix MSA

Monthly Average Lease Price per Square Foot, Detached Single Family Home



Phoenix 4th Qtr 2021

Current Yield
Existing Home: 4.97
New Home: 6.14%

SFR Rental Rates
14.5% Increase Yo

109% Increase
over the last 7 year

Phoenix Median
Family Income
2014 $69,40
2021 $79,60
Increase 15%

Source: Cromford, Land Advisors Organization

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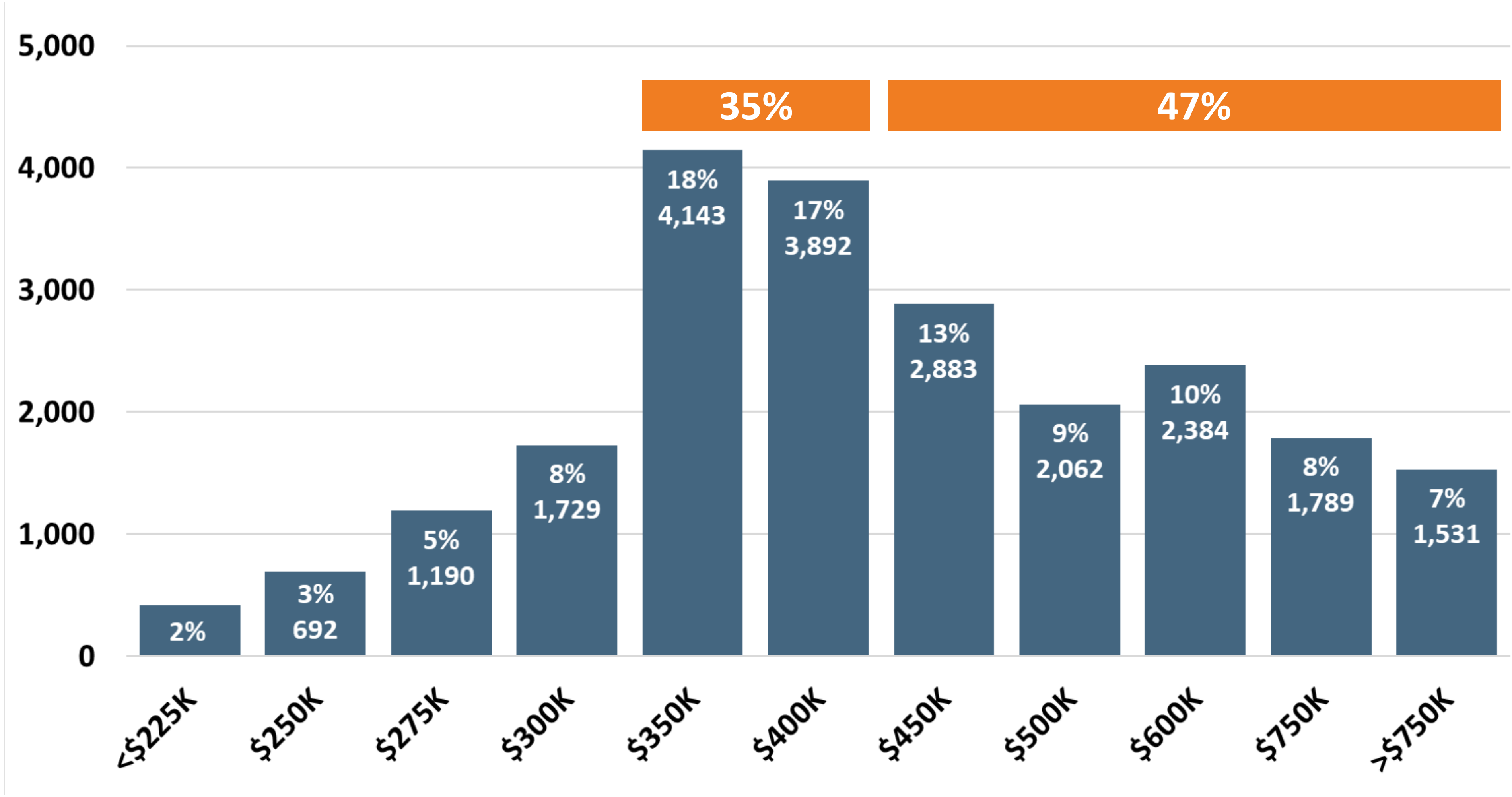
New Home Sales by Price Range



2022 FHA Loan Maxir
$441,600 + 5% Dow
or $463,680

Source: RL Brown, Land Advisors Organization

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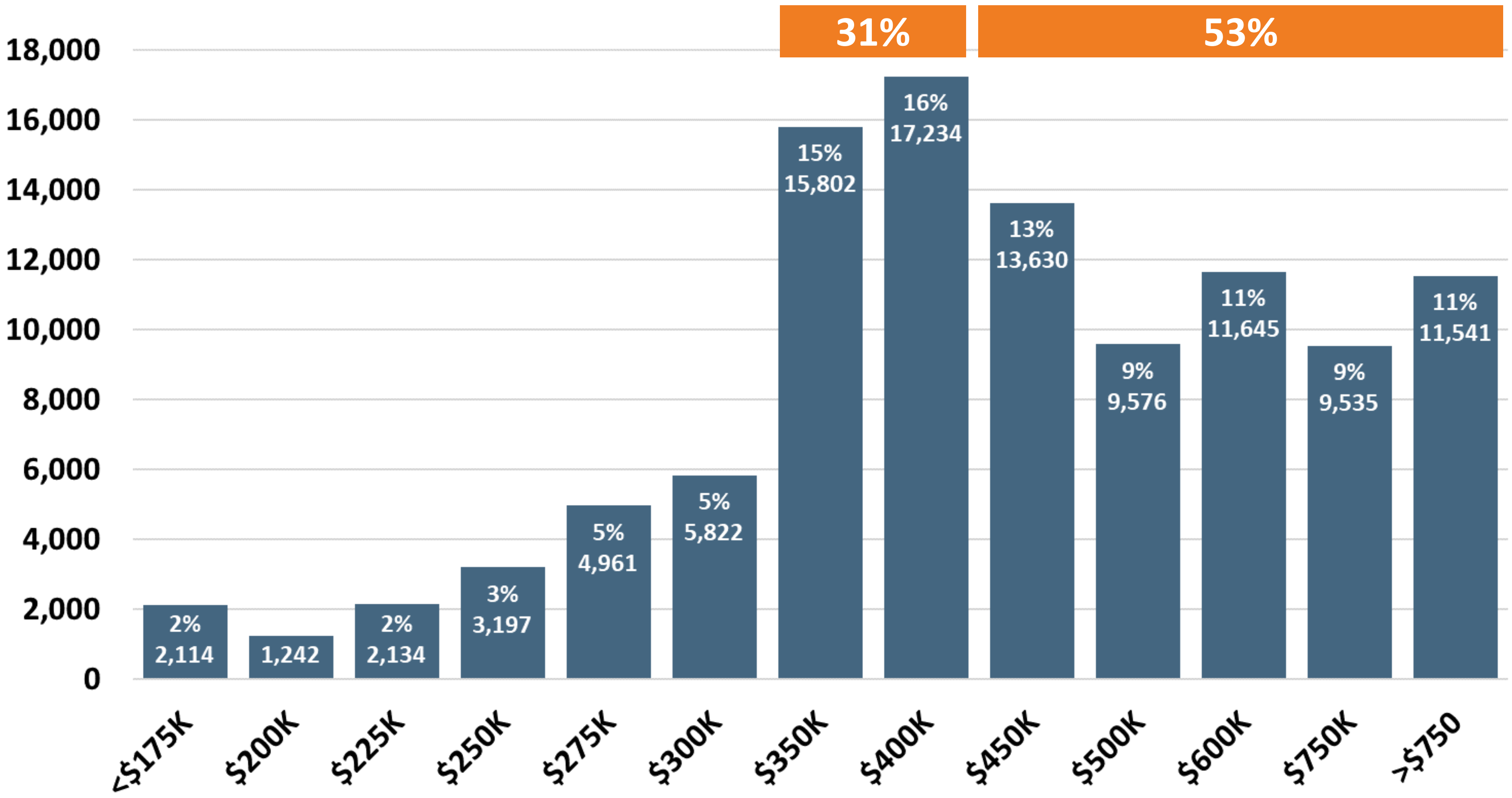
Resale Home Sales by Price Range



2022 FHA Loan Maxir
$441,600 + 5% Dow
or $463,680

Source: RL Brown, Land Advisors Organization

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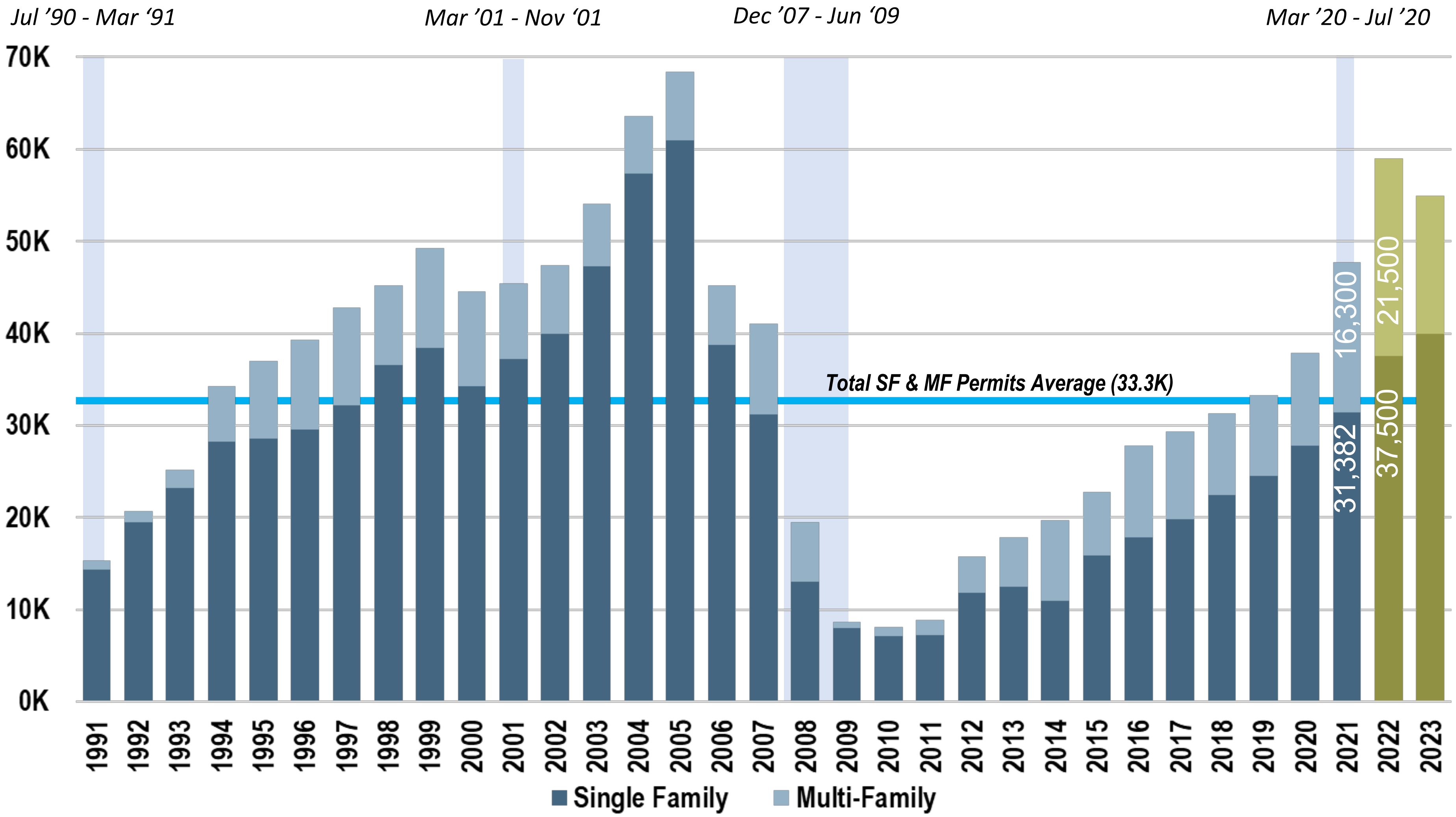
Total Permits

Single & Multifamily



1990's
Single Family: 285,000
Multifamily: 69,000
Total 354,000K

2000's
Single Family: 341,000
Multifamily: 61,000
Total 402,000

2010's
Single Family: 172,000
Multifamily: 74,000
Total 246,000

Source: HBACA, US Census Bureau, Greater Phoenix Blue Chip Forecast, AxioMetrics, Land Advisors Organization

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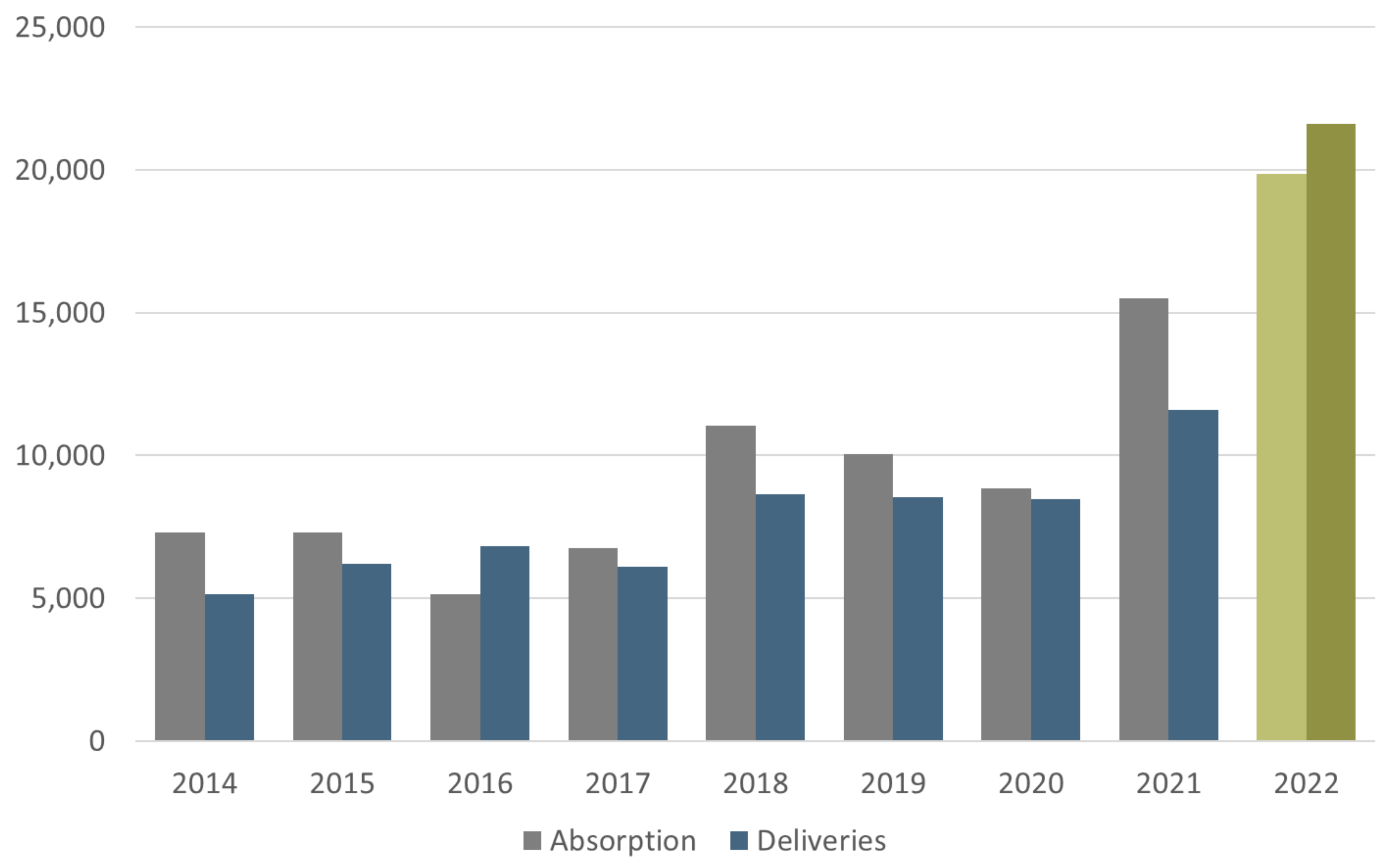
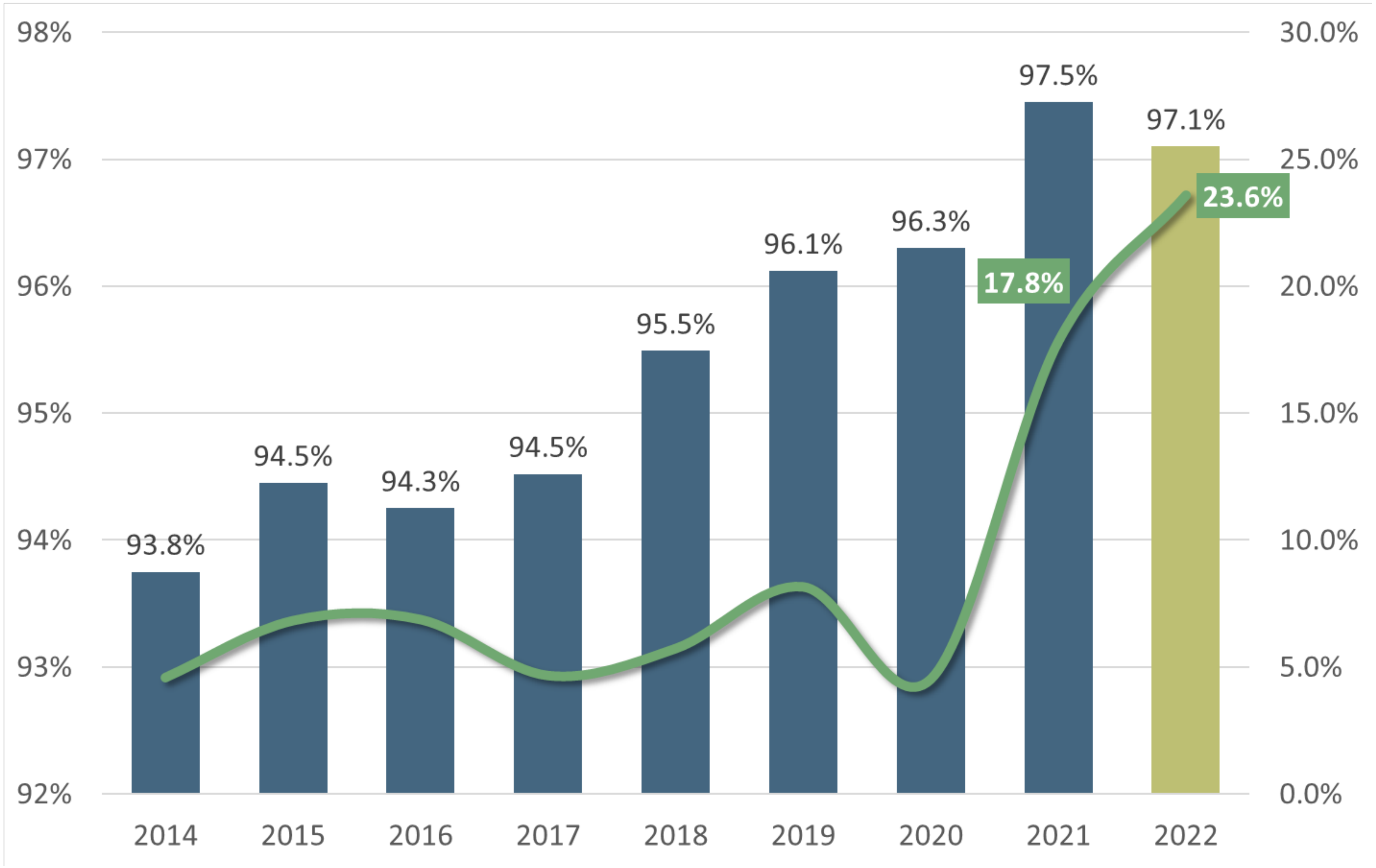
Multifamily Absorption vs. Deliveries



Source: AxioMetrics, Land Advisors Organization

Multifamily Occupancy Rate & Rent Growth



Source: AxioMetrics, Land Advisors Organization

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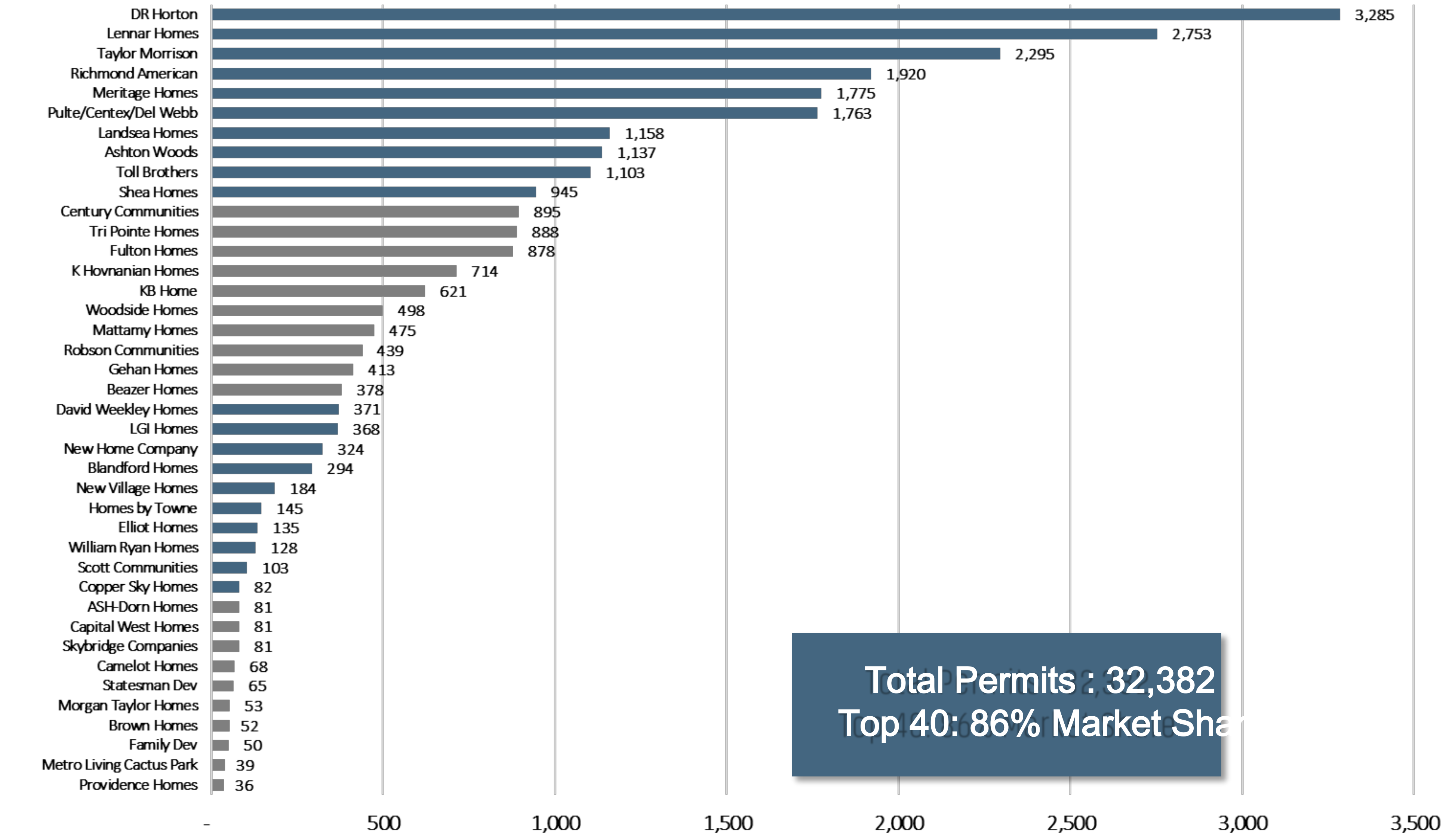
Top 40 Builders by Permits

Phoenix 4th Qtr 2021

Last 12 Months



Top 10 Builders
18,134 Permits
58% Market Share

Builders 11-20
6,199 Permits
20% Market Share

Builders 21-30
2,134 Permits
7% Market Share

Builders 31-40
606 Permits
2% Market Share

Source: RL Brown, HBACA, Land Advisors Organization

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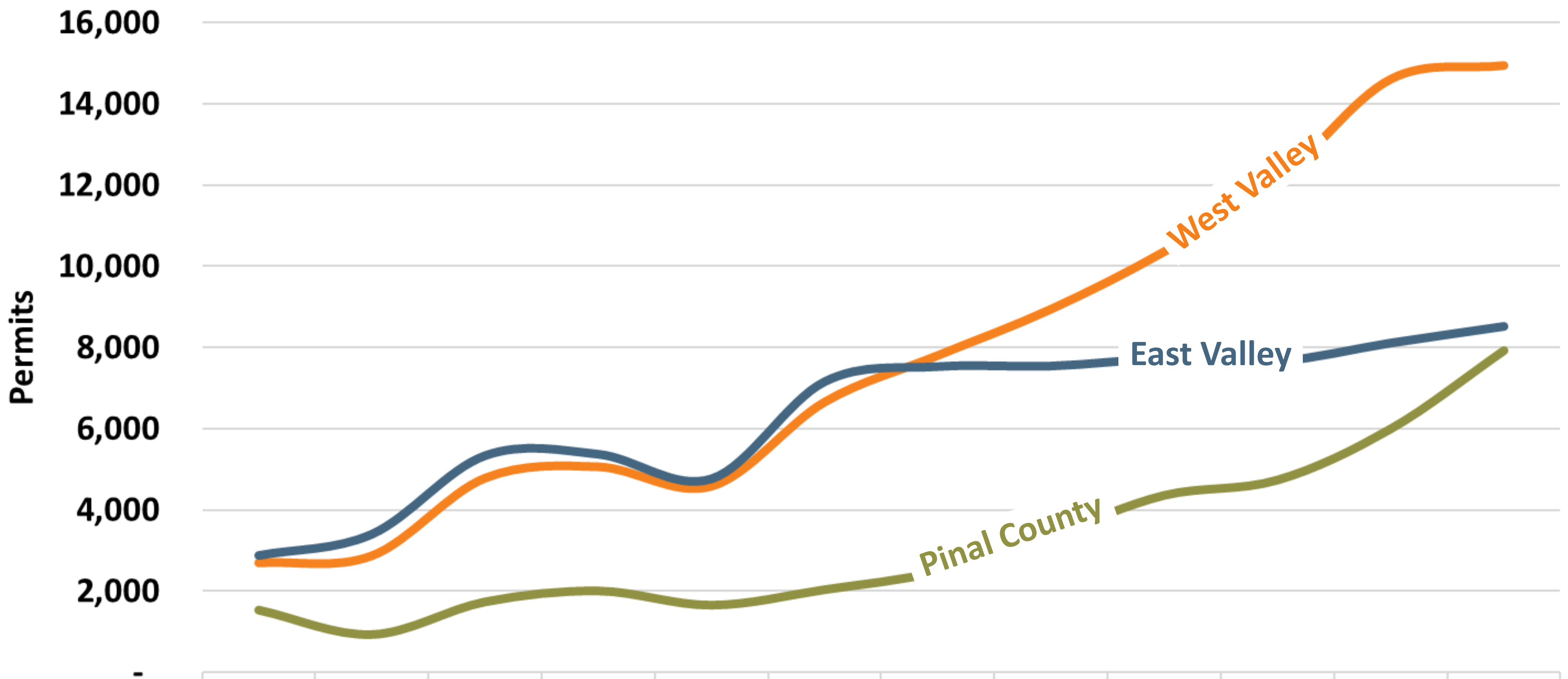
Metro Phoenix Single-Family Permits by Region



	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
West Valley	2,699	2,874	4,786	5,063	4,585	6,659	7,806	8,945	10,363	12,089	14,607	14,945
East Valley	2,888	3,412	5,340	5,374	4,771	7,155	7,523	7,536	7,715	7,654	8,101	8,508
Pinal County	1,522	918	1,726	1,995	1,644	2,028	2,473	3,373	4,356	4,733	5,996	7,929

Market	2010 Mark Share	2021 Market Share
West Valley	38%	48%
East Valley	41%	27%
Pinal County	21%	25%

Source: HBACA, Land Advisors Organization

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Major Master Plan Community Performance & Current Pricing

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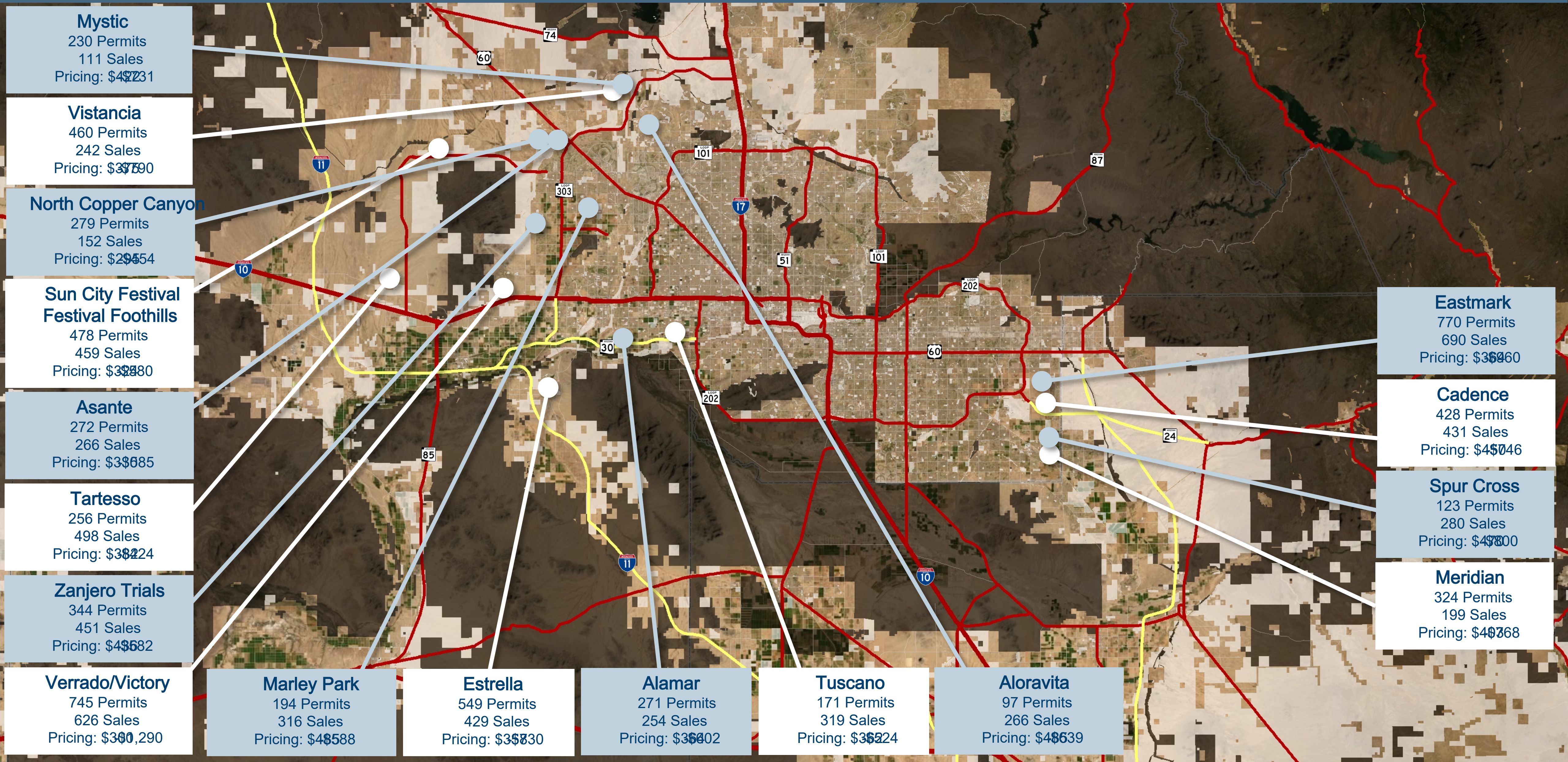
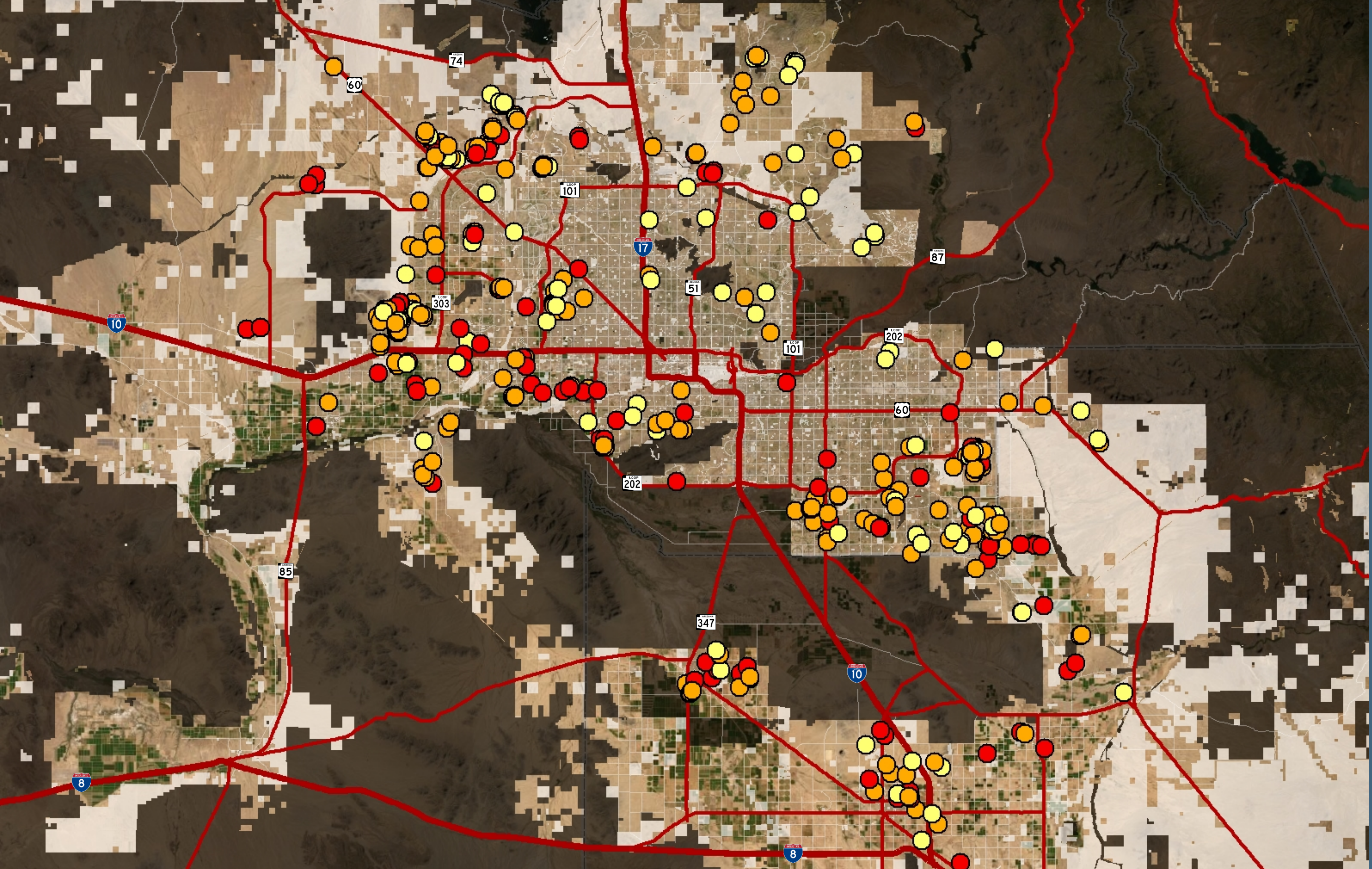


Source: RL Brown, Zonda, Land Advisors Organization

Phoenix 4th Qtr 2021

Sales Per Active Subdivision Last 12 Months



Subdivisions open at least 6 months & minimum of 3 COE last 12 months

Sales per Active Subdivision Last 12 Months

- 3-10 (91)
- 11-50 (210)
- Greater than 50 (91)

- Gov/BIA
- State Trust

Active Subdivisions: 392

Source: RL Brown, Land Advisors Organization

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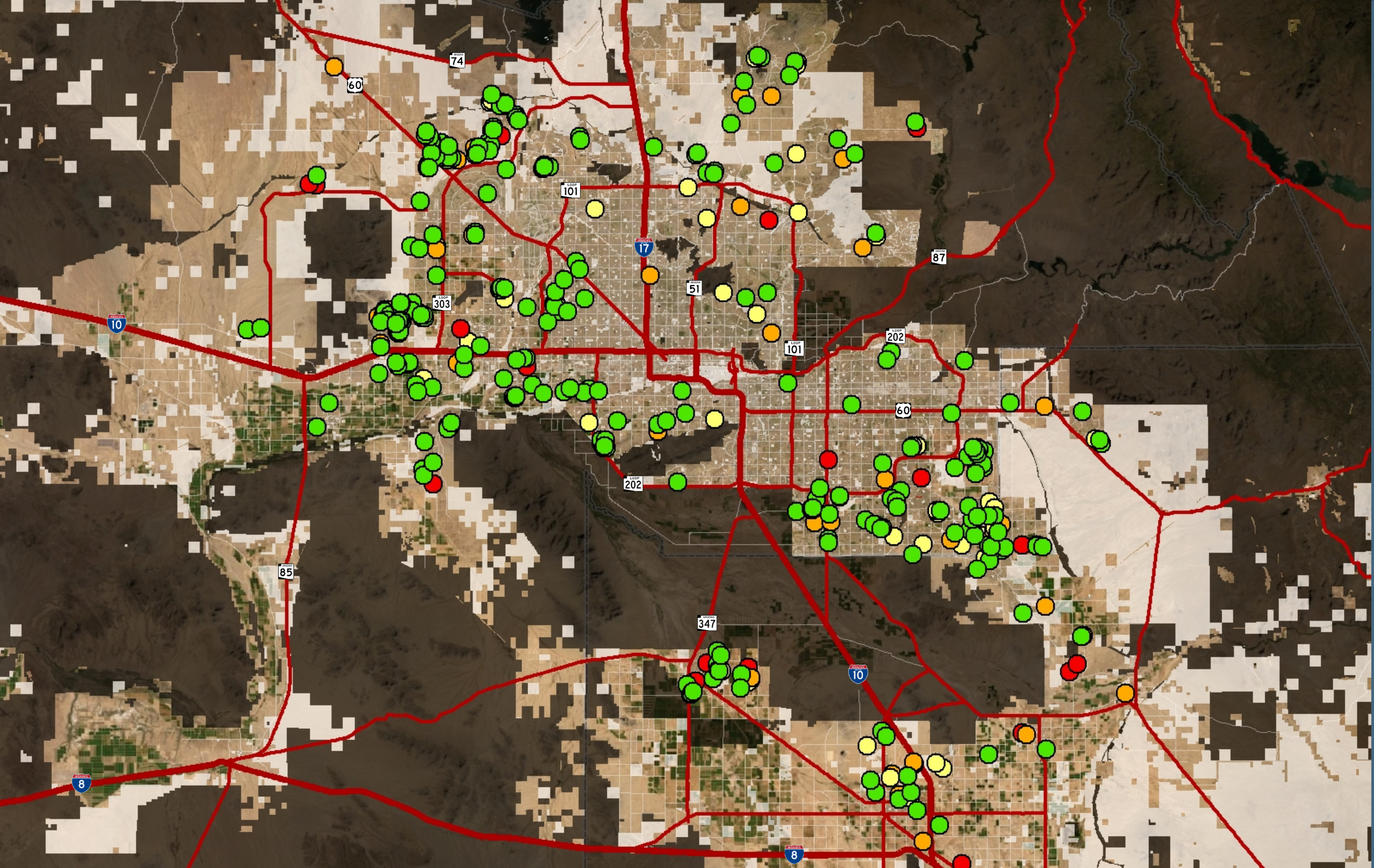
Phoenix 4th Qtr 2021

Built Out Subdivisions Over the Next 12 Months



Subdivisions open at least 6 months & minimum of 3 COE last 12 months

Sales per Active Subdivision Last 12 Months

- 3-10 (91)
- 11-50 (210)
- Greater than 50 (91)
- Built Out in 12 Mo (248)

- Gov/BIA
- State Trust

Active Subdivisions: 392

Built Out in 12 Months: 248

Source: RL Brown, Land Advisors Organization

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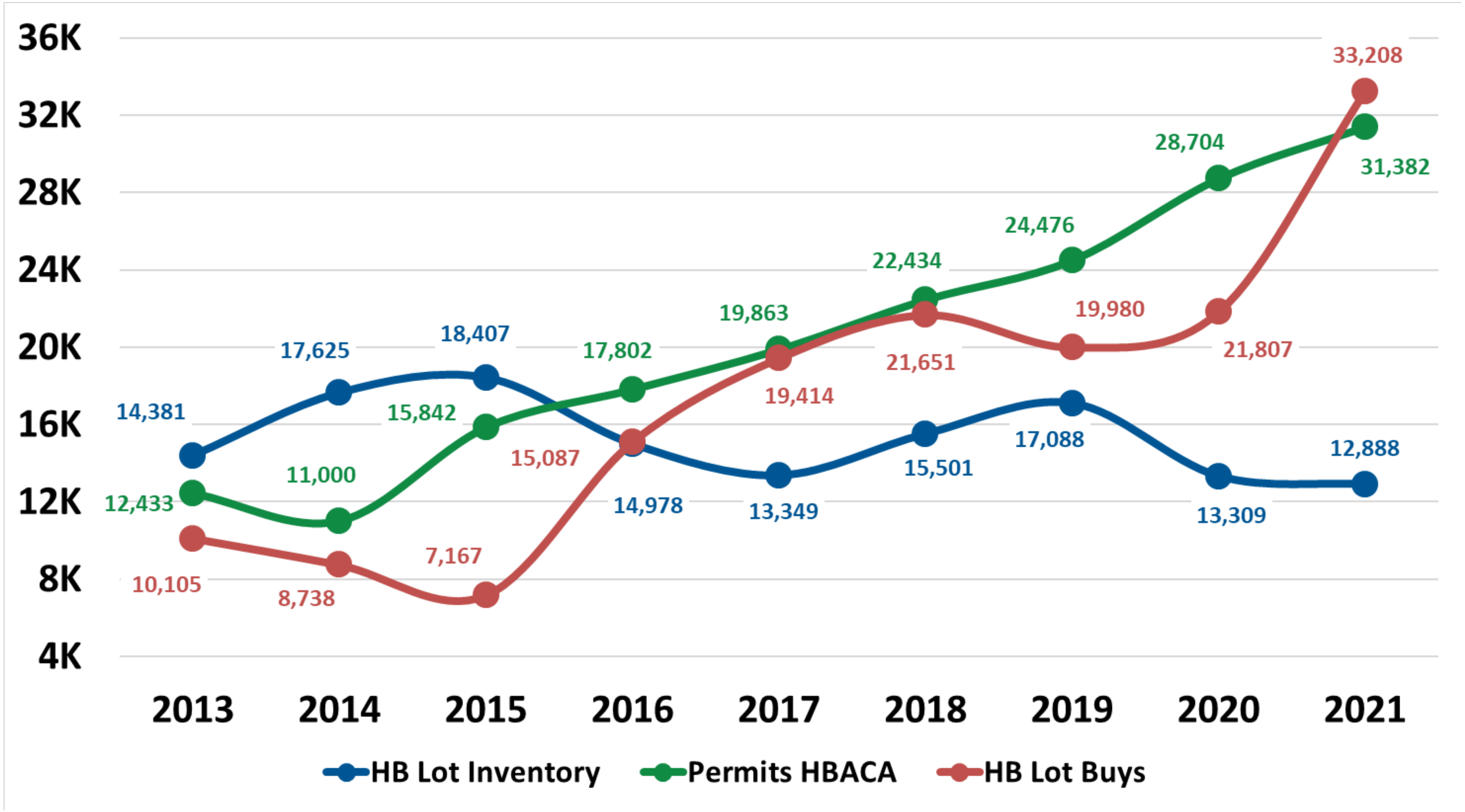
Finished Lot Inventory vs. Permits vs. Lot Buys

Conventional Finished Lots Active / Inactive, Permits & Lot Buys



Homebuilder lot buys include finished, partially improved and platted lots. Conventional lot width is between 40 and 94 feet except for HBACA permits which includes all lot sizes.

Source: HBACA, Zonda/Belfiore Real Estate Consulting, Land Advisors Organization

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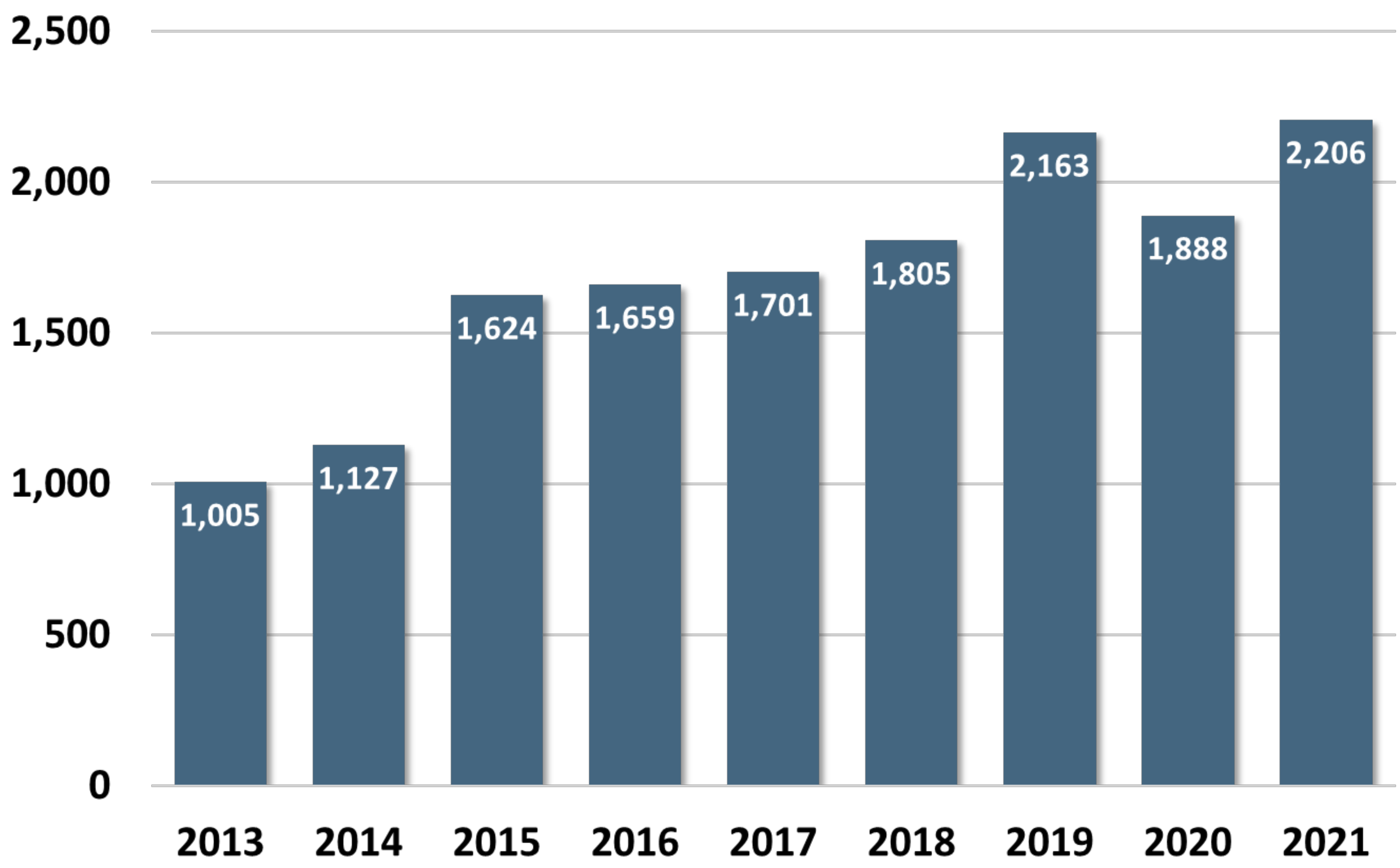
Active Adult Community Permits



Active Adult Permit
Account for
7.0%
of the Market

Arizona's 65+
Population Increasi
at Over Twice the R
of Other Age Grou

Source: RL Brown, Arizona Office of Economic Security, Land Advisors Organization

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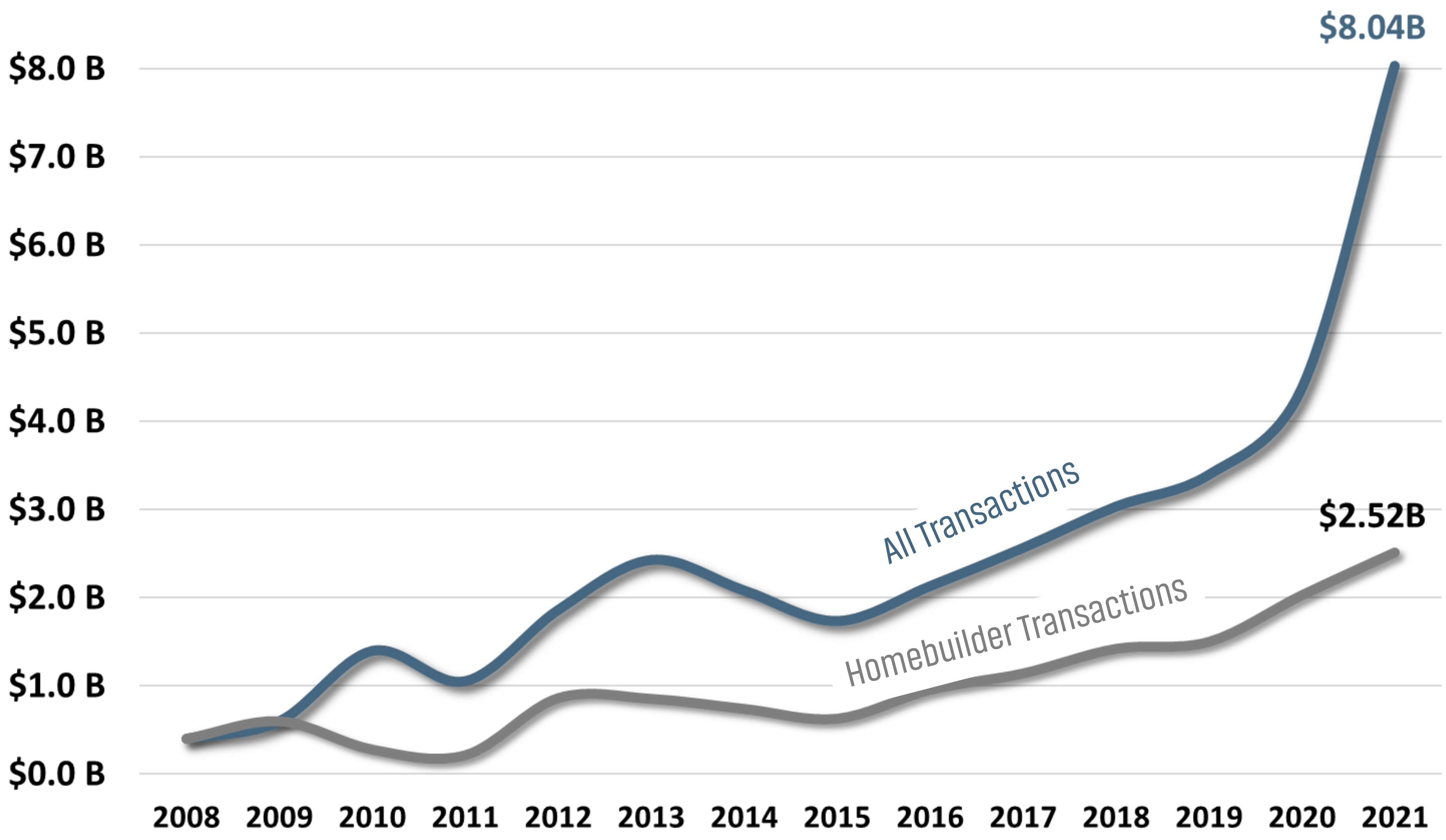
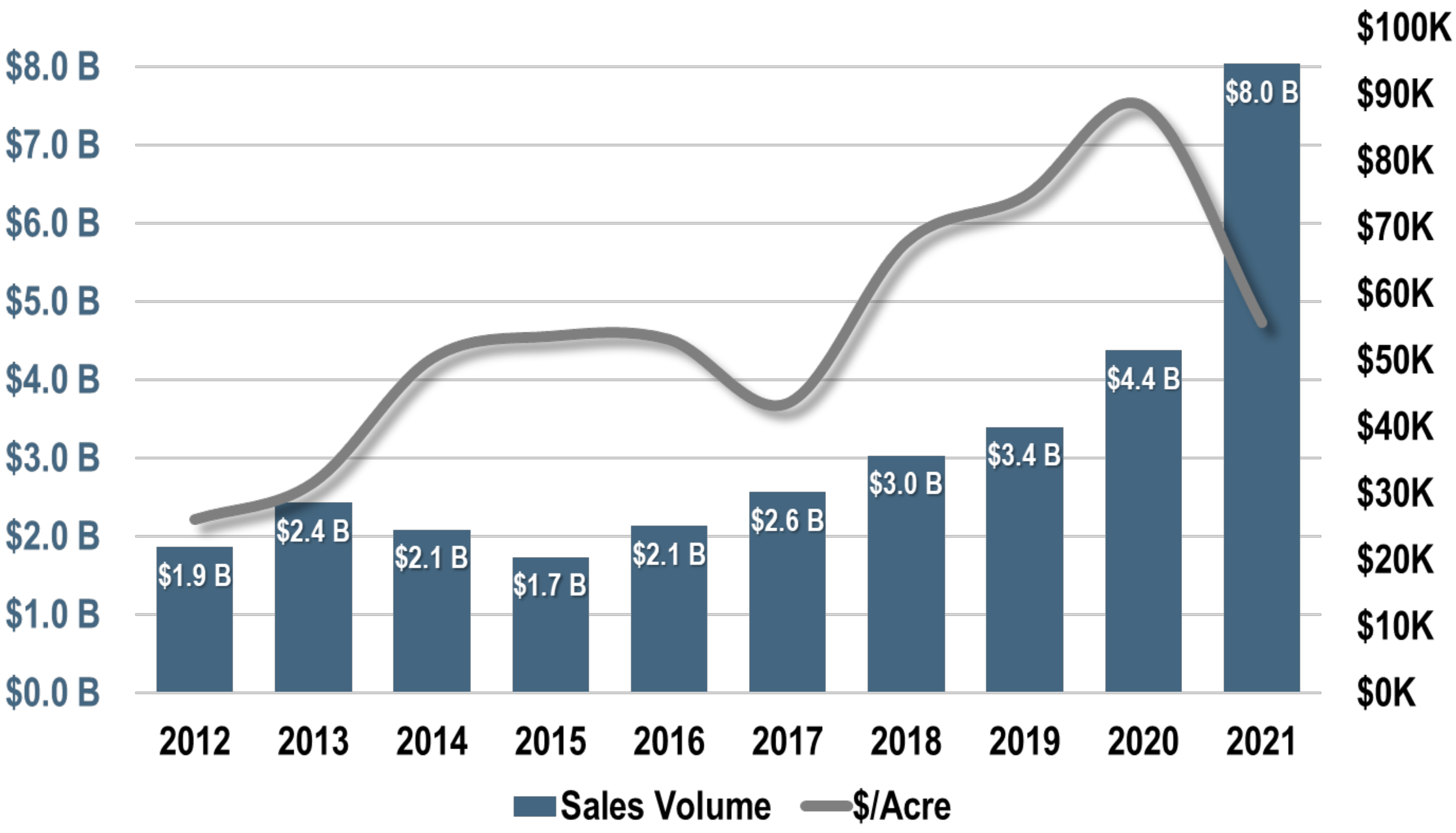
Land Transactions Annual Volume



Source: Land Advisors Organization

Total Land Sales Volume & Price per Acre

Source: Land Advisors Organization



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Industrial Land Sales, Absorption & Supply

Source: CBRE, Land Advisors Organization

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Land Sales Volume by Sector

Source: Land Advisors Organization

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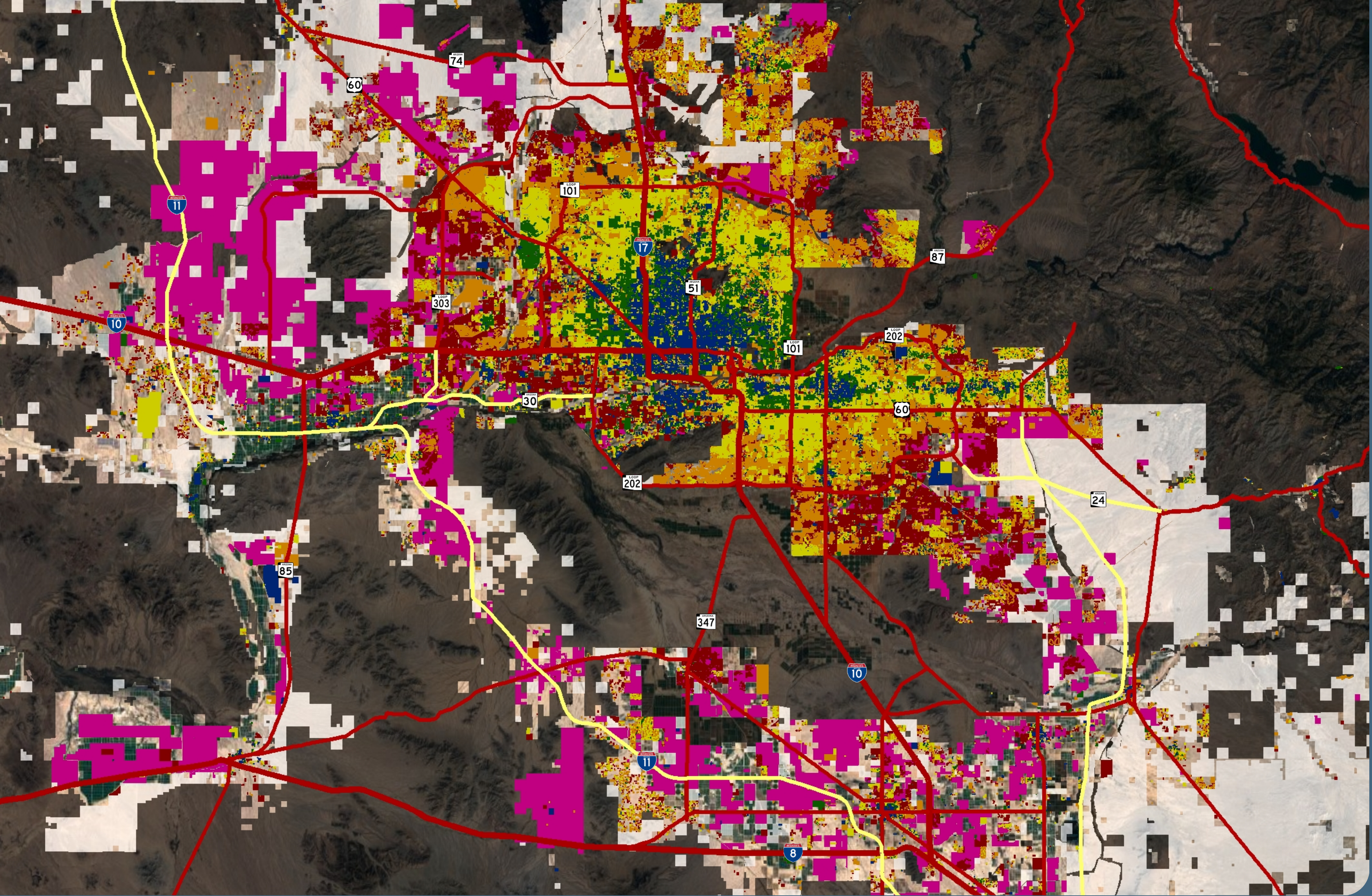
Phoenix Land & Housing For

Metro Phoenix Developed Land



Year Built	Popu
Before 1955	550K
1955-1969	1.04M
1970-1984	1.92M
1985-1999	3.25M
2000-2020	5.00M
2000-2040	6.7 7
State Land	
Fed/BIA	

Source: Land Advisors Organization

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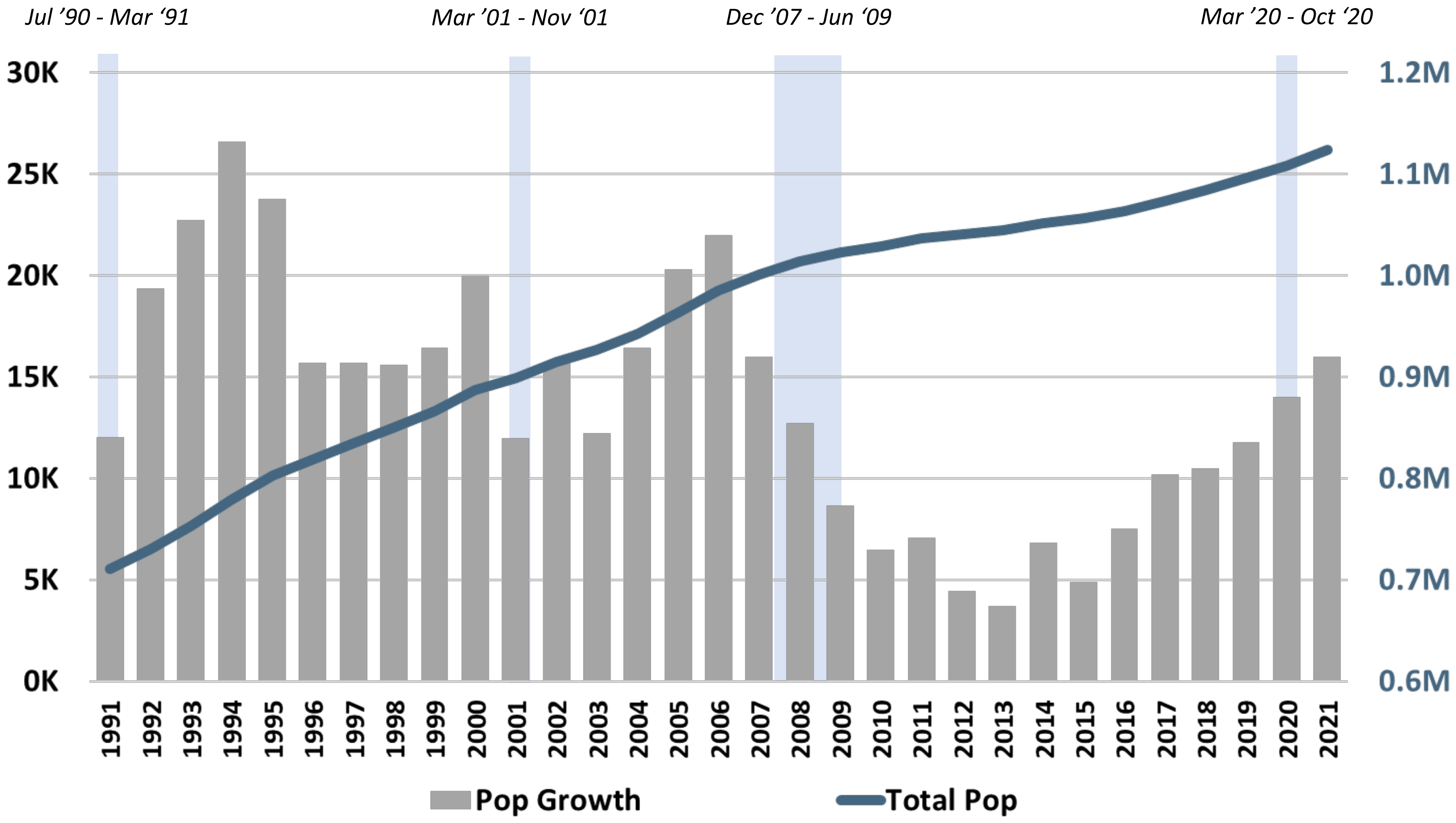
Annual Population Change

Yearly Increase in Population



Source: US Census Bureau,, Land Advisors Organization

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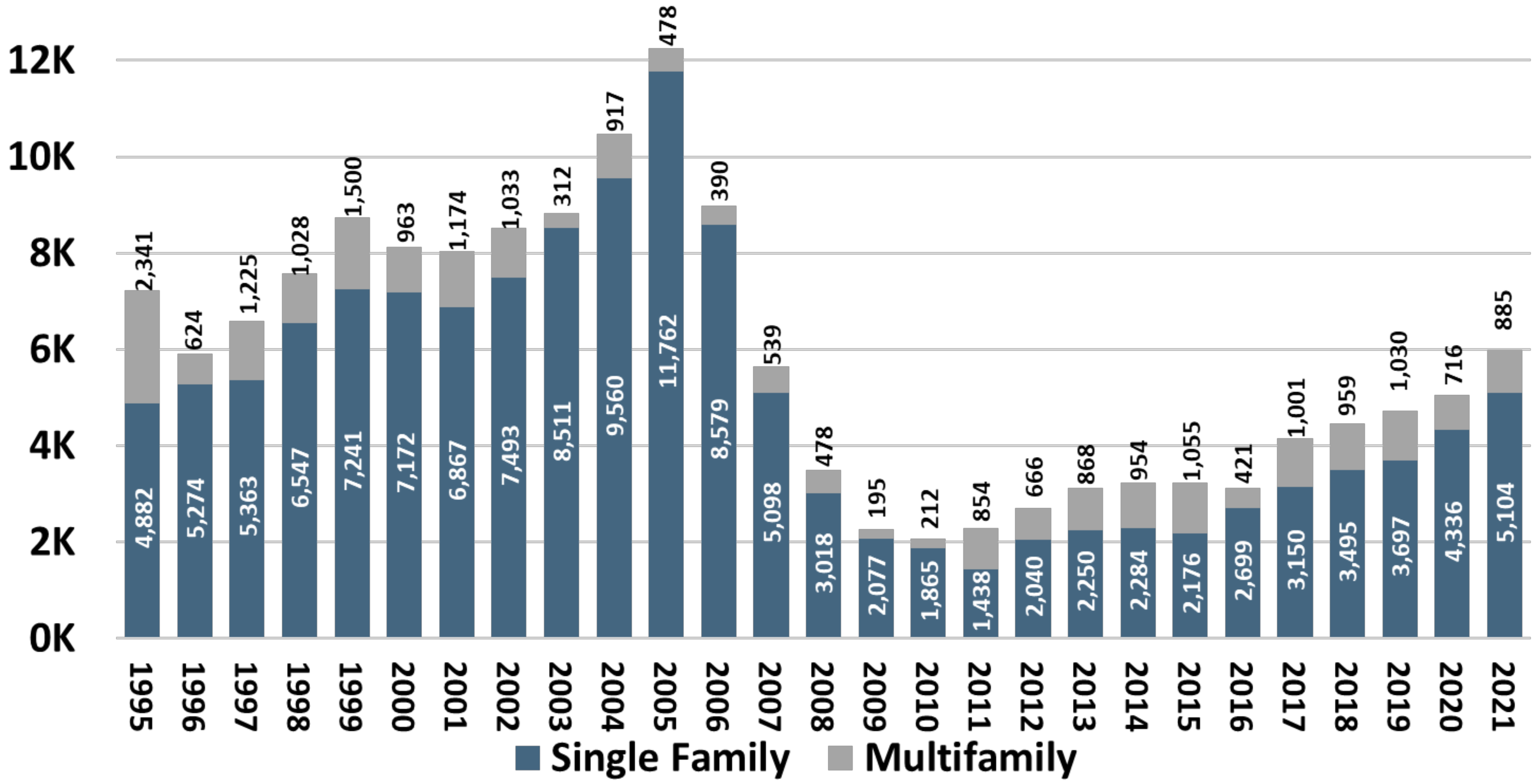
Resale Homes Months of Supply

Source: Texas A&M Real Estate Center, Land Advisors Organization

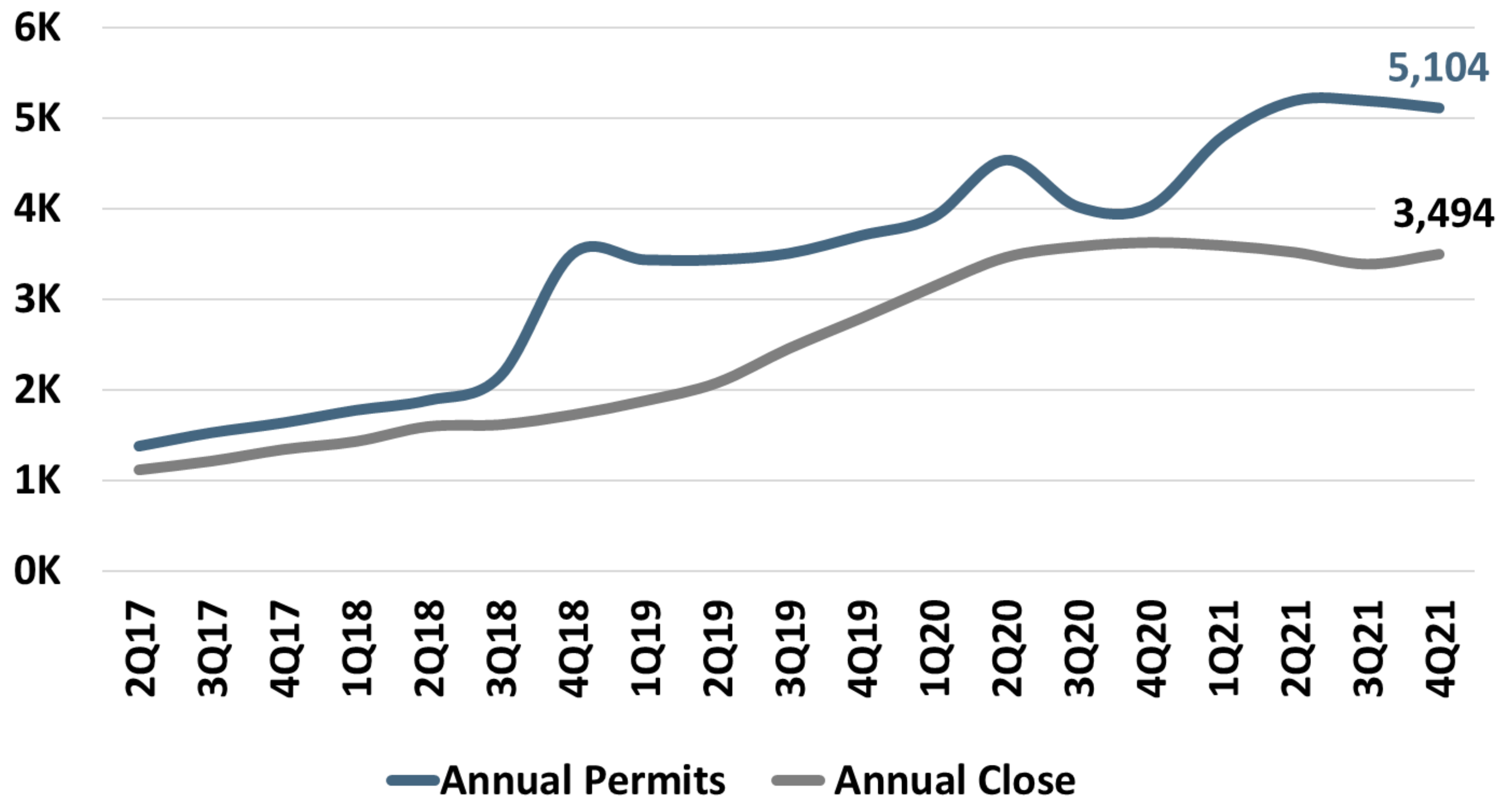
Total Permits

Single & Multifamily



Source: RL Brown, US Census Bureau, Land Advisors Organization

New Home Starts vs Closings



Source: RL Brown, Land Advisors Organization

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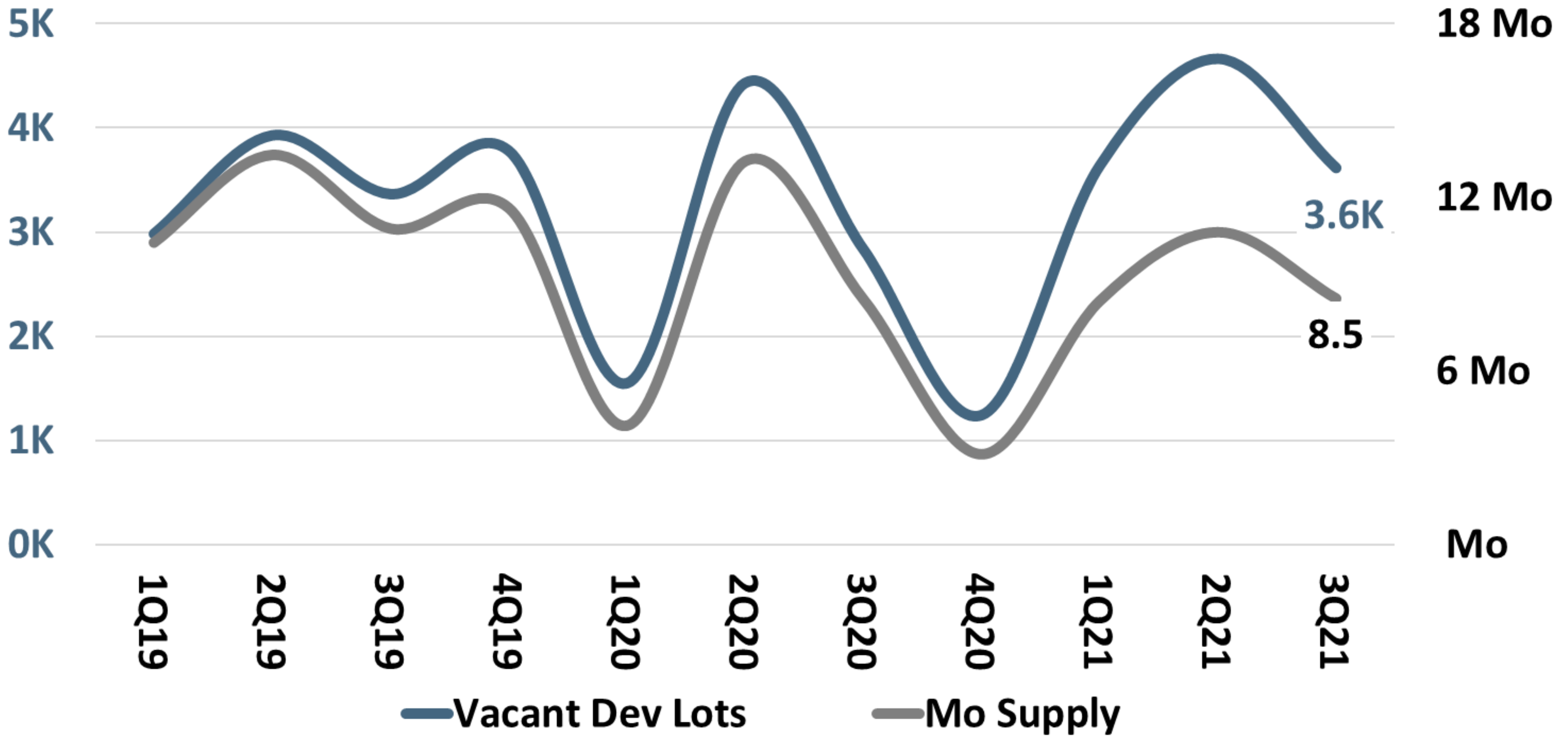
Vacant Developed Lots & Months Supply



Source: RL Brown, Land Advisors Organization

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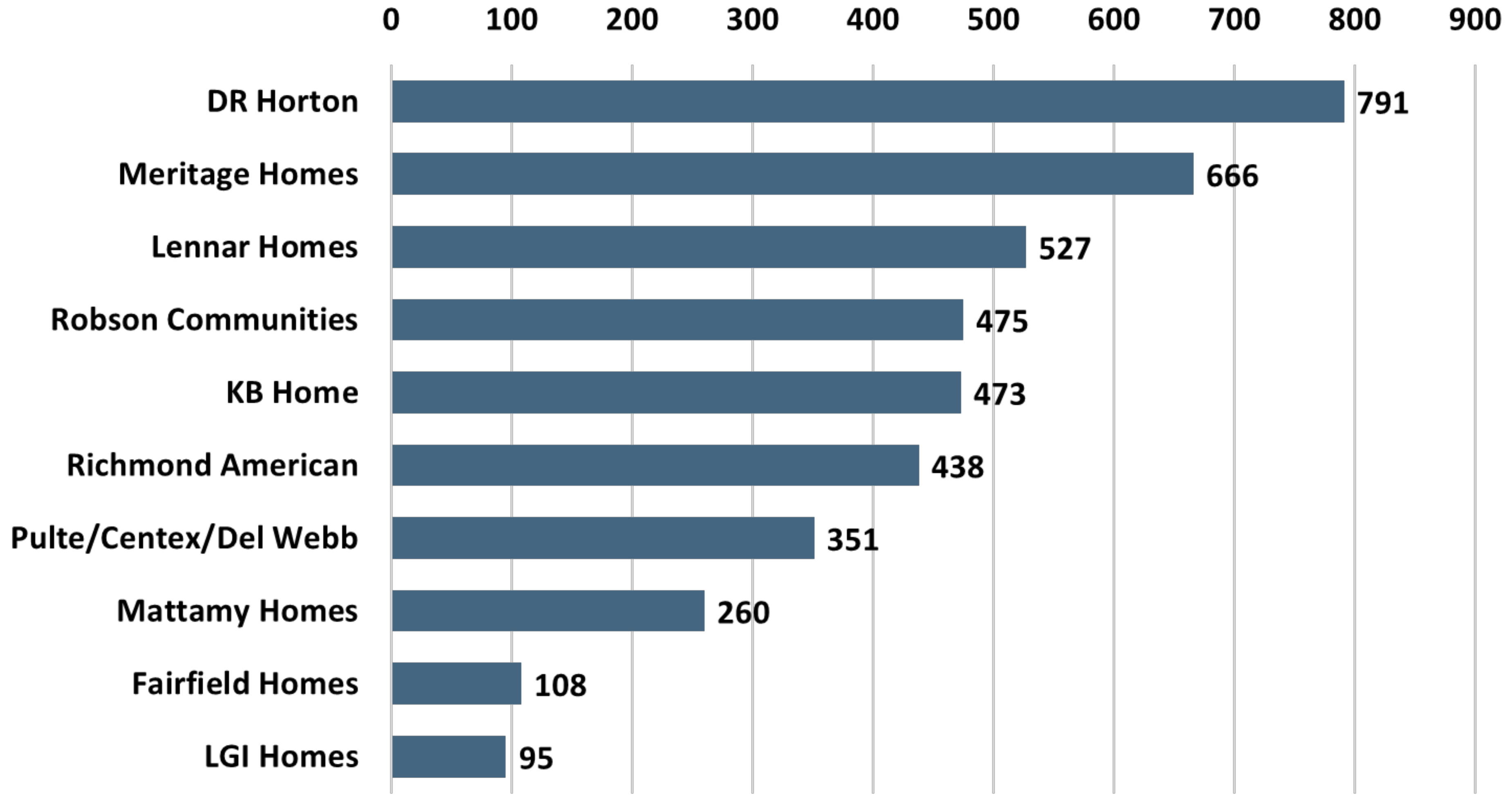
Top Builders by Permits

Last 12 Months



Total Permits : 5,104
Top 10: 82% Market S

Source: RL Brown, Land Advisors Organization

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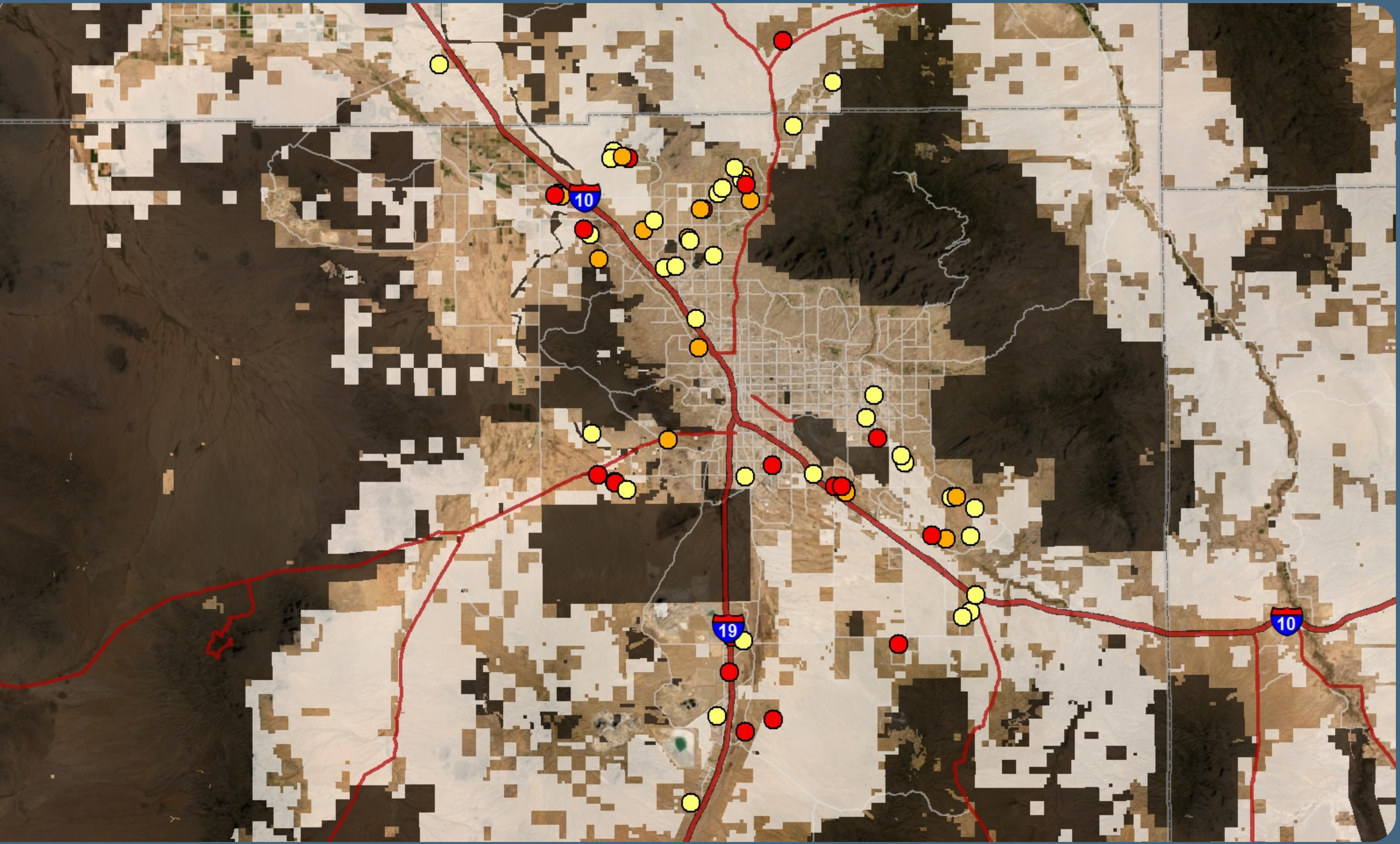
Annual Sales per Active Subdivision

Tucson 4th Qtr 2021



Sales per Active Subdivisio
Last 12 Months

- Less than 25 (37)
- 25-50 (21)
- Greater than 50 (22)

- Fed Gov/BIA
- State Trust

Active Subdivisions:
85

Source: RL Brown, Land Advisors Organization

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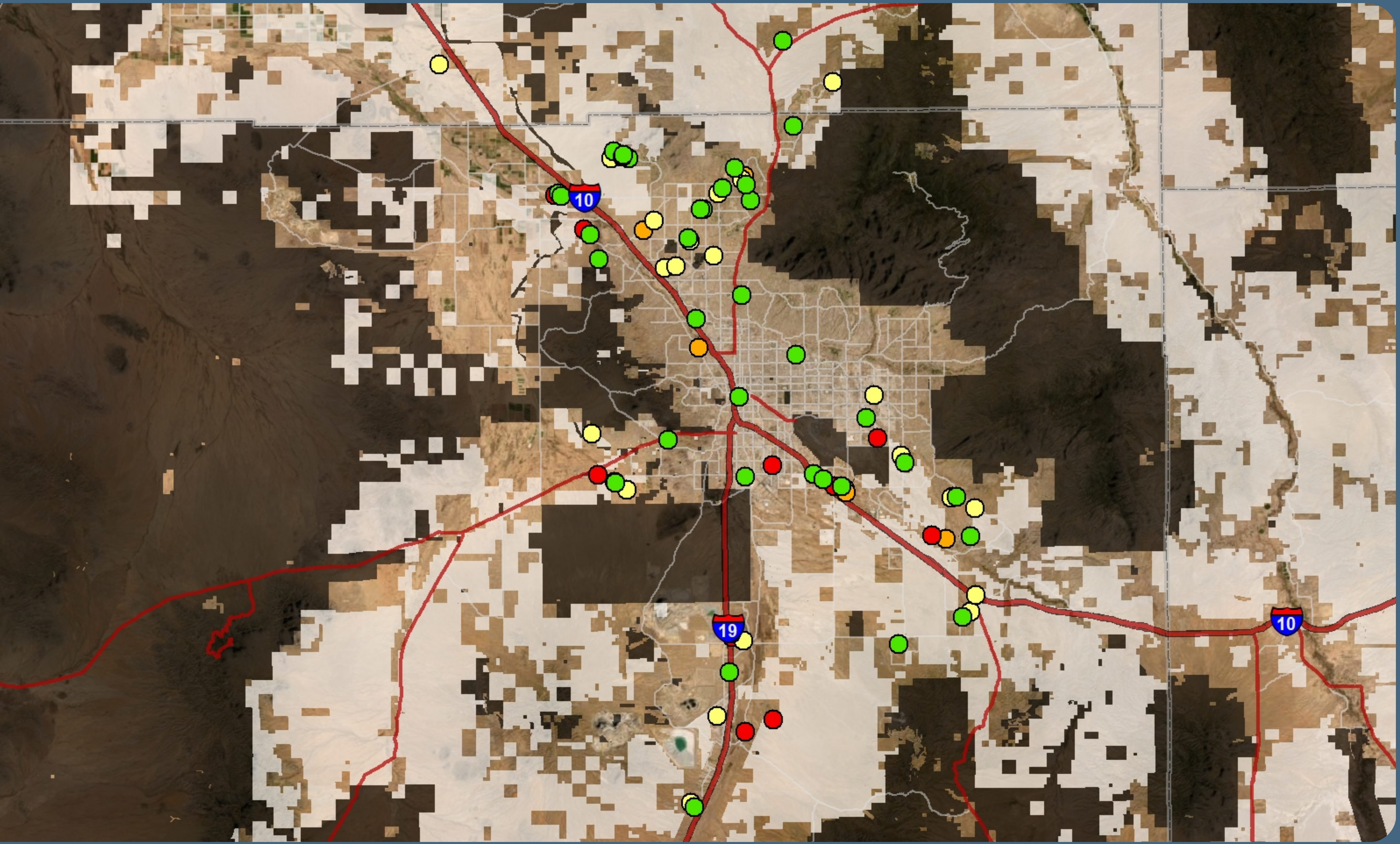
Built Out Subdivisions within 12 Months

Tucson 4th Qtr 2021



Sales per Active Subdivisio
Last 12 Months

- Less than 25 (37)
- 25-50 (21)
- Greater than 50 (22)
- Built Out in 12 Mo (38)

- Fed Gov/BIA
- State Trust

Active Subdivisions:
85

Source: RL Brown, Land Advisors Organization

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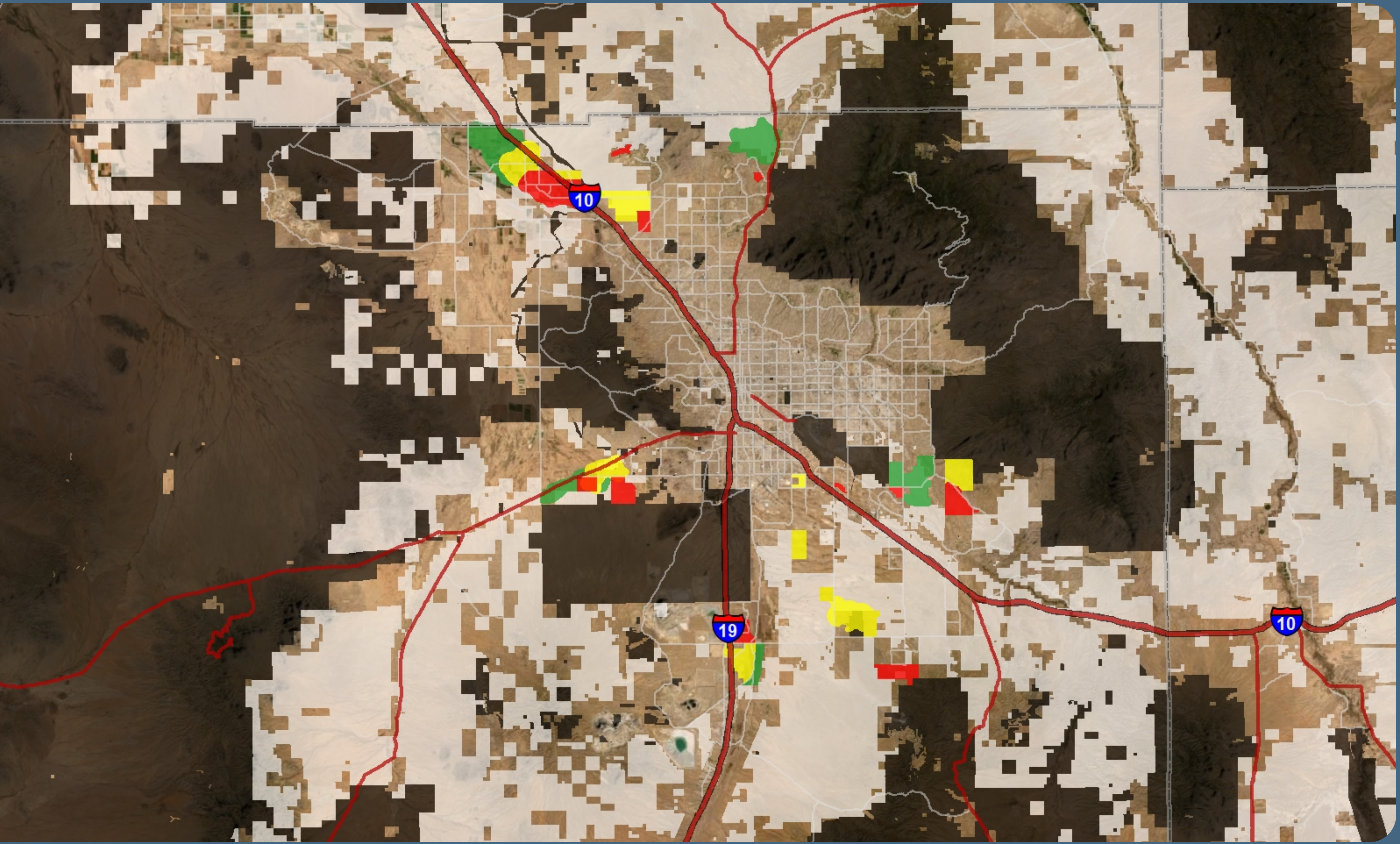
Forecast Development 1-10 Years



- Fed Gov/BIA
- State Trust
- 1–3 Years
- 3–5 Years
- 5-10 Years

Source: Land Advisors Organization

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Thank You