

MASTER PLAN REPORT

Aliana

Developed By AIRIA Development Company



ACTIVE MASTER PLAN

Richmond, TX 77407

29.651275 N -95.700514 W

Website: <https://link.zonda.co/npXG>

Open Date: **Jan. 2007 (13 years)**

Community Size: **2,000 acres**

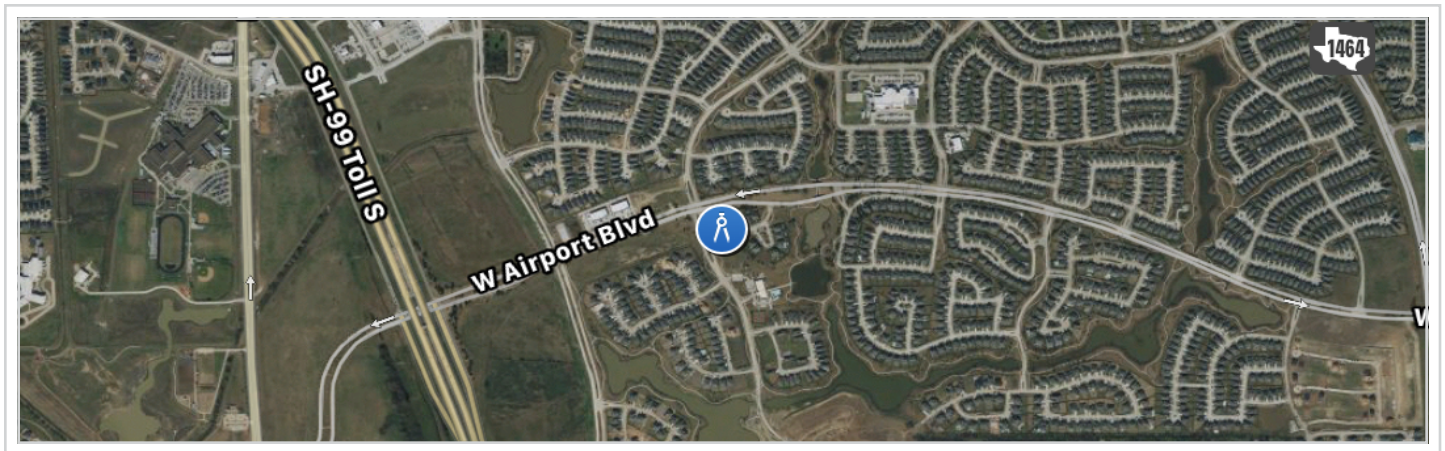
TOTAL MASTER PLAN UNIT SUMMARY

<i>Planned</i>	<i>Sold</i>	<i>Remaining</i>
4,226	3,706	520

ACTIVE PROJECT SUPPLY

<i>Active Projects</i>	<i>Active Units Planned</i>	<i>Active Units Remaining</i>	<i>Upcoming Projects</i>
13	1,828	225	0
<i>LTM Sales</i>	<i>LTM Sales Rate</i>		
276	1.49		

MASTER PLAN MAP



BUILDER SUMMARY

Active & Upcoming Projects

RANK	BUILDER	BUILDER START DATE	# OF PROJECTS	AVG PRICE	# OF YTD SALES	AVG SALES RATE	TOTAL REMAINING	% OF MPC ↓
1	Lennar	Mar. 2014	3	\$482,441	33	2.14	98	43.6%
2	MHI McGuyer Homebuilders	Mar. 2014	2	\$464,593	11	1.16	34	15.1%
3	Perry Homes	Feb. 2012	3	\$498,923	11	1.70	29	12.9%
4	Highland Homes	Dec. 2010	2	\$475,623	22	2.33	28	12.4%
5	Meritage Homes	July 2016	1	\$440,510	10	1.97	18	8.0%
6	Sitterle Homes	Apr. 2016	1	\$394,667	2	0.62	14	6.2%
7	Partners in Building	July 2016	1	\$600,000	5	1.55	4	1.8%
8	J. Patrick Homes	May 2017	0	\$512,101	0	-	0	0.0%
Totals & Averages:			13	\$483,607	94	1.64	225	100.0%

ACTIVE & UPCOMING PROJECT LIST

As of June 25 2020

KEY	PROJECT NAME	BUILDER	OPEN DATE	LOT SIZE/ TYPE	PLANNED / SOLD / REMAINING	SALES RATE ↓	AVG SIZE	AVG PRICE
1	Aliana/55	Highland Homes	12/11/2010	6,600	347 / 346 / 1	3.01	2,814	\$424,990
2	Aliana/Provence and...	Lennar	03/01/2014	8,125	237 / 216 / 21	2.89	3,389	\$471,561
3	Aliana/50	Perry Homes	02/25/2012	6,250	244 / 228 / 16	2.26	2,524	\$405,194
4	Aliana/Brookstone	Lennar	03/28/2018	6,000	110 / 52 / 58	2.01	2,410	\$333,847
5	Aliana/Escot	Meritage Homes	07/04/2019	7,800	40 / 22 / 18	1.97	3,313	\$444,190
6	Aliana/55	Perry Homes	05/09/2014	6,600	142 / 133 / 9	1.79	2,827	\$444,532
7	Aliana/70	Highland Homes	06/01/2012	9,100	188 / 161 / 27	1.65	3,454	\$526,257
8	Aliana	Partners in Building	07/01/2016	13,500	79 / 75 / 4	1.55	4,739	\$600,000
9	Aliana/Classic, Kings...	Lennar	08/15/2014	12,000	125 / 106 / 19	1.51	4,404	\$641,913
10	Aliana	MHI McGuyer H...	03/03/2014	7,200	100 / 93 / 7	1.24	2,923	\$396,923
11	Aliana	MHI McGuyer H...	05/01/2014	9,100	106 / 79 / 27	1.07	4,034	\$532,263
12	Aliana/Valencia	Perry Homes	05/11/2015	8,775	65 / 61 / 4	1.05	4,005	\$647,043

KEY	PROJECT NAME	BUILDER	OPEN DATE	LOT SIZE/ TYPE	PLANNED / SOLD / REMAINING	SALES RATE ↓	AVG SIZE	AVG PRICE
13	Lagos at Aliana	Sitterle Homes	04/26/2016	6,500	45 / 31 / 14	0.62	2,236	\$394,667

Totals & Averages: 1.74 3,313 \$481,798

SOLD OUT PROJECT LIST

As of June 25 2020

KEY	PROJECT NAME	BUILDER	LOT SIZE/ TYPE	SOLD	SALES RATE	AVG SIZE	AVG PRICE	SOLD OUT DATE ↓
1	Aliana/Woodhall	Meritage Homes	7,410	127	2.68	3,334	\$436,830	05/30/20
2	Aliana/65	J. Patrick Homes	10,400	40	1.24	3,676	\$512,101	01/06/20
3	Aliana	Ashton Woods Homes	7,320	175	2.00	3,006	\$394,937	05/15/19
4	Villas at Aliana/60	TRI Pointe Group	7,200	42	1.12	2,883	\$426,372	11/27/18
5	Aliana/50	Lennar	6,000	184	1.70	2,365	\$308,323	07/10/18
6	Aliana/80	J. Patrick Homes	10,660	135	1.86	4,387	\$541,570	01/10/18
7	Aliana Living Views	TRI Pointe Group	9,600	28	0.57	3,203	\$443,341	11/02/17
8	Aliana/Lamplight	Meritage Homes	9,114	27	2.45	3,418	\$423,516	12/29/16
9	Aliana/Concerto/55	CalAtlantic	6,325	42	1.18	2,908	\$368,490	12/18/16
10	Aliana/Saratoga	Meritage Homes	-	32	3.57	3,375	\$431,419	10/28/16
11	Aliana/Crosshill	Meritage Homes	8,710	26	2.98	-	\$385,490	06/05/15
12	Aliana	Taylor Morrison	10,000	45	1.44	-	\$517,998	07/30/14
13	Aliana/Bretton Woods	Meritage Homes	-	-	-	-	\$314,990	12/01/13

MONTHLY SALES HISTORY

May 2020

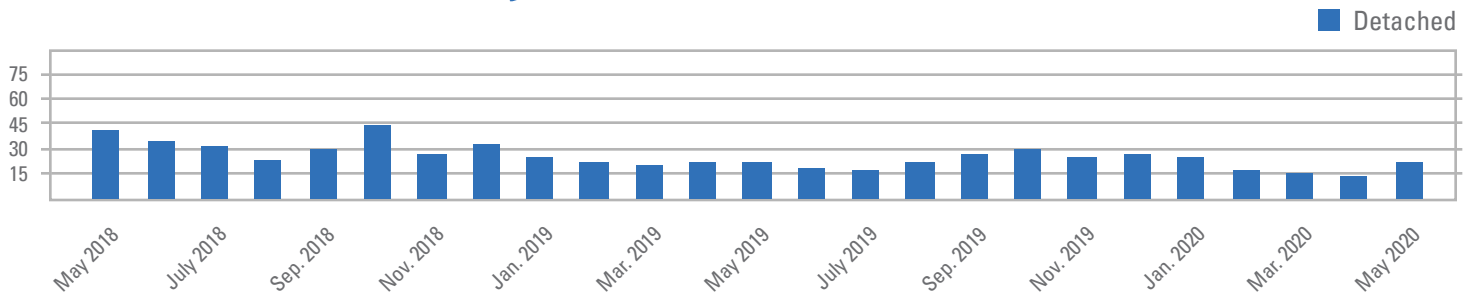
22-

Last 3 Months

51 ↑

Last 6 Months

118 ↓



AVERAGE PROJECT SALES RATE

May 2020

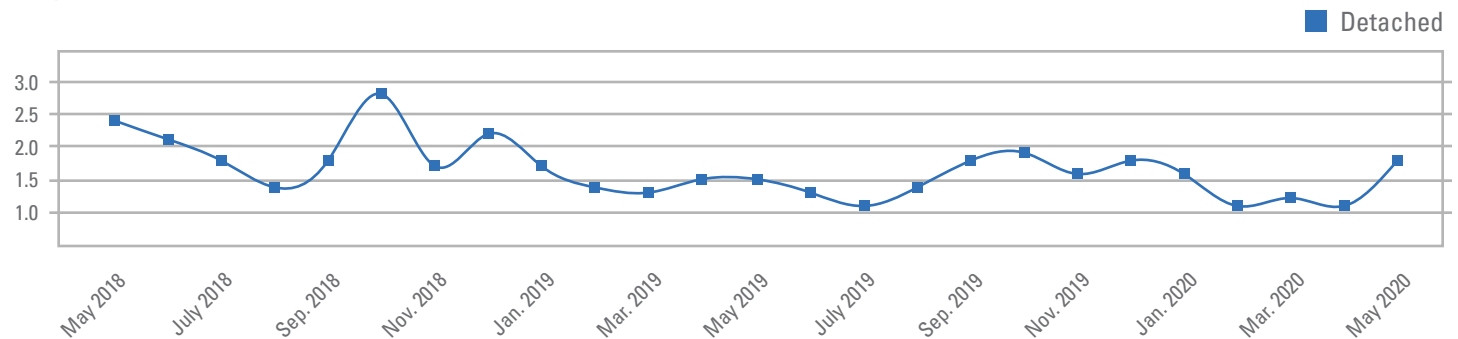
1.8 ↑

Last 3 Months

1.4 ↓

Last 6 Months

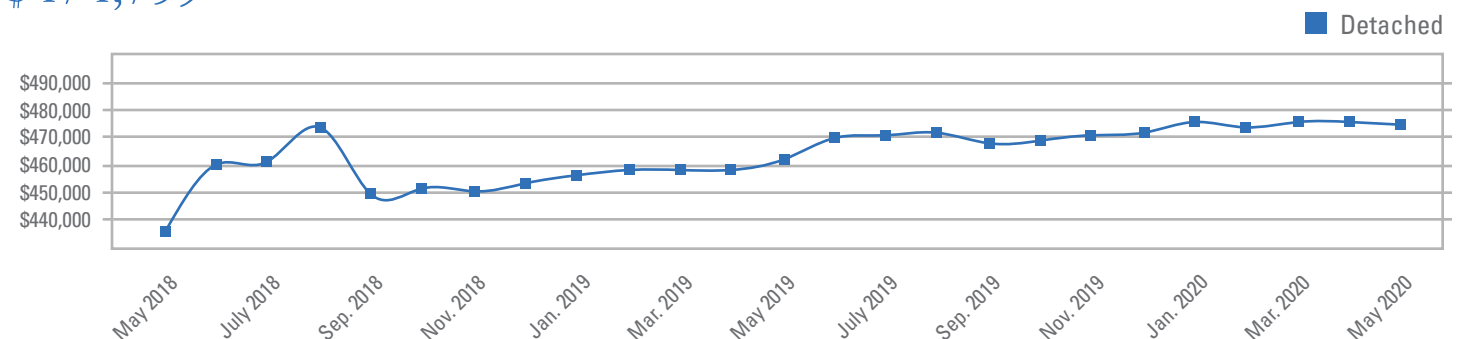
1.4 ↓



AVERAGE PRICE HISTORY

■ May 2020 Average Detached

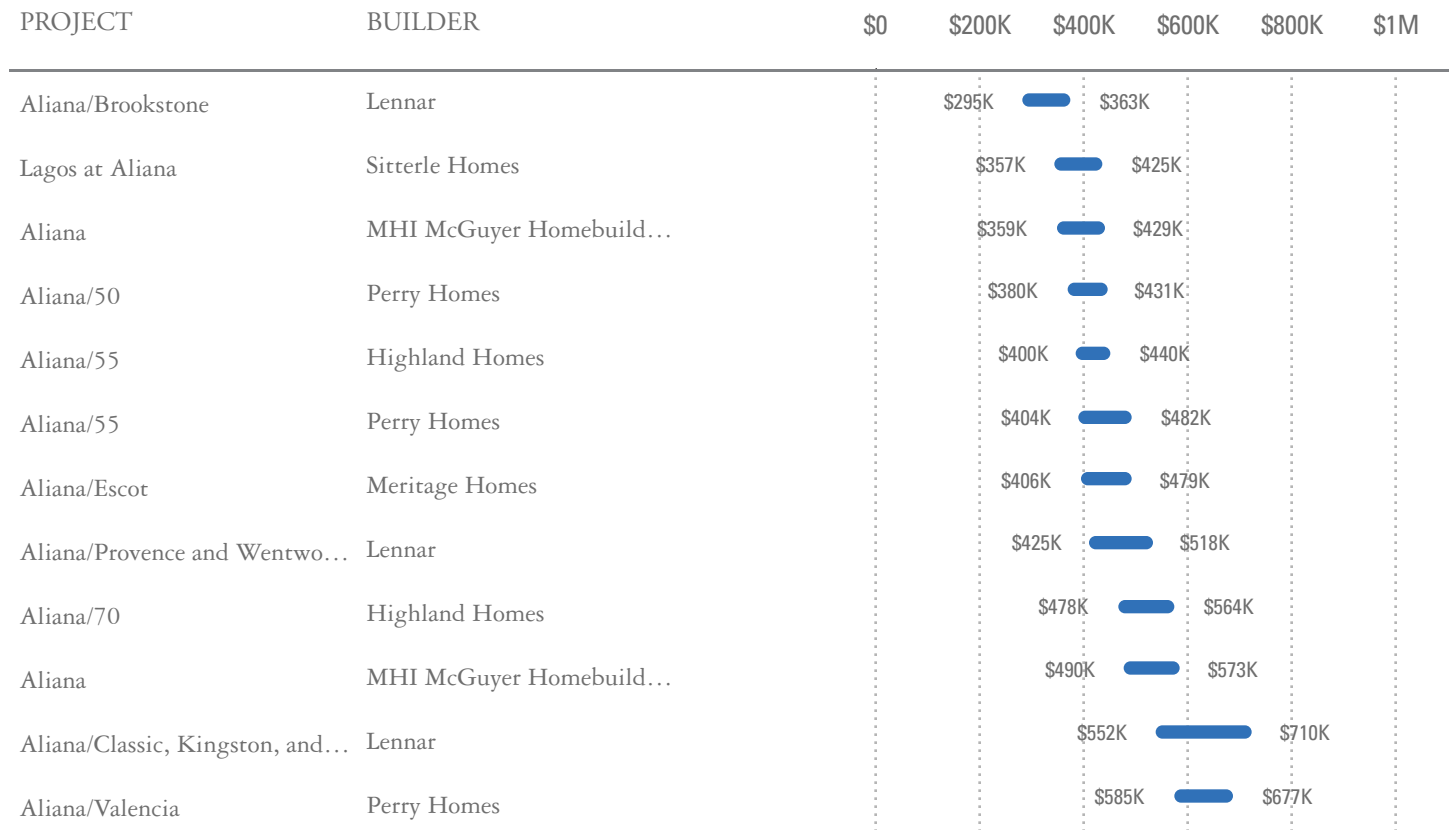
\$474,759



NEW HOME SEGMENTATION

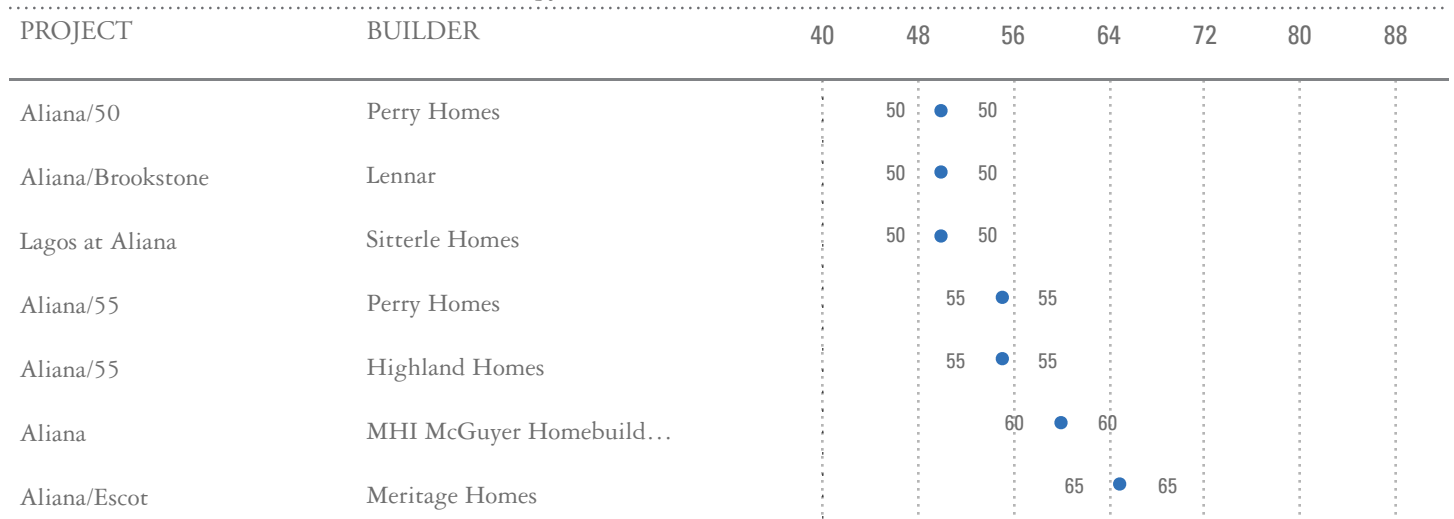
PROJECT SEGMENTS BY PRICE

■ Detached

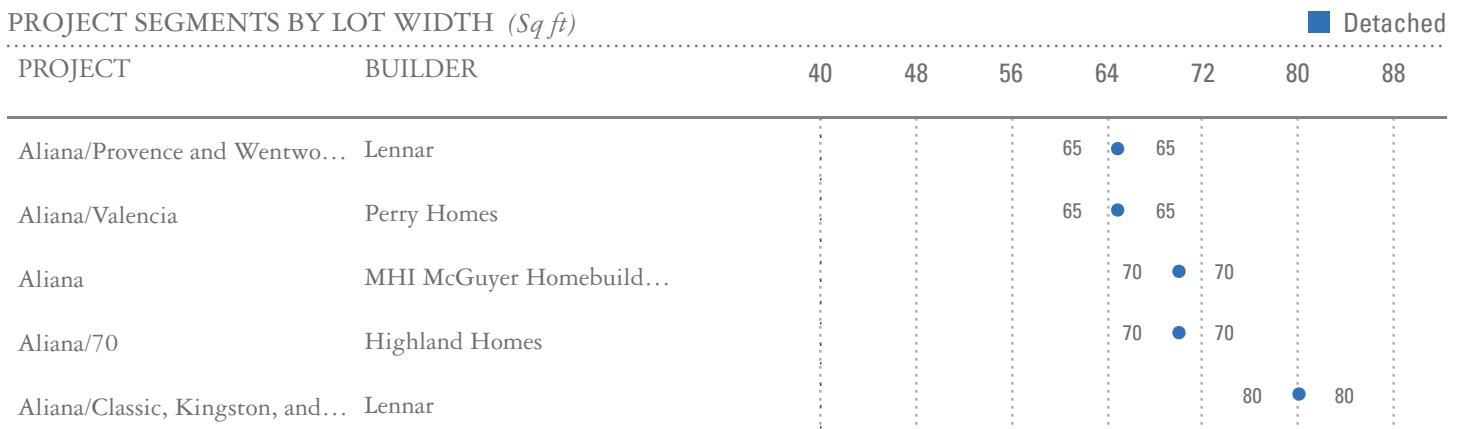


PROJECT SEGMENTS BY LOT WIDTH (Sq ft)

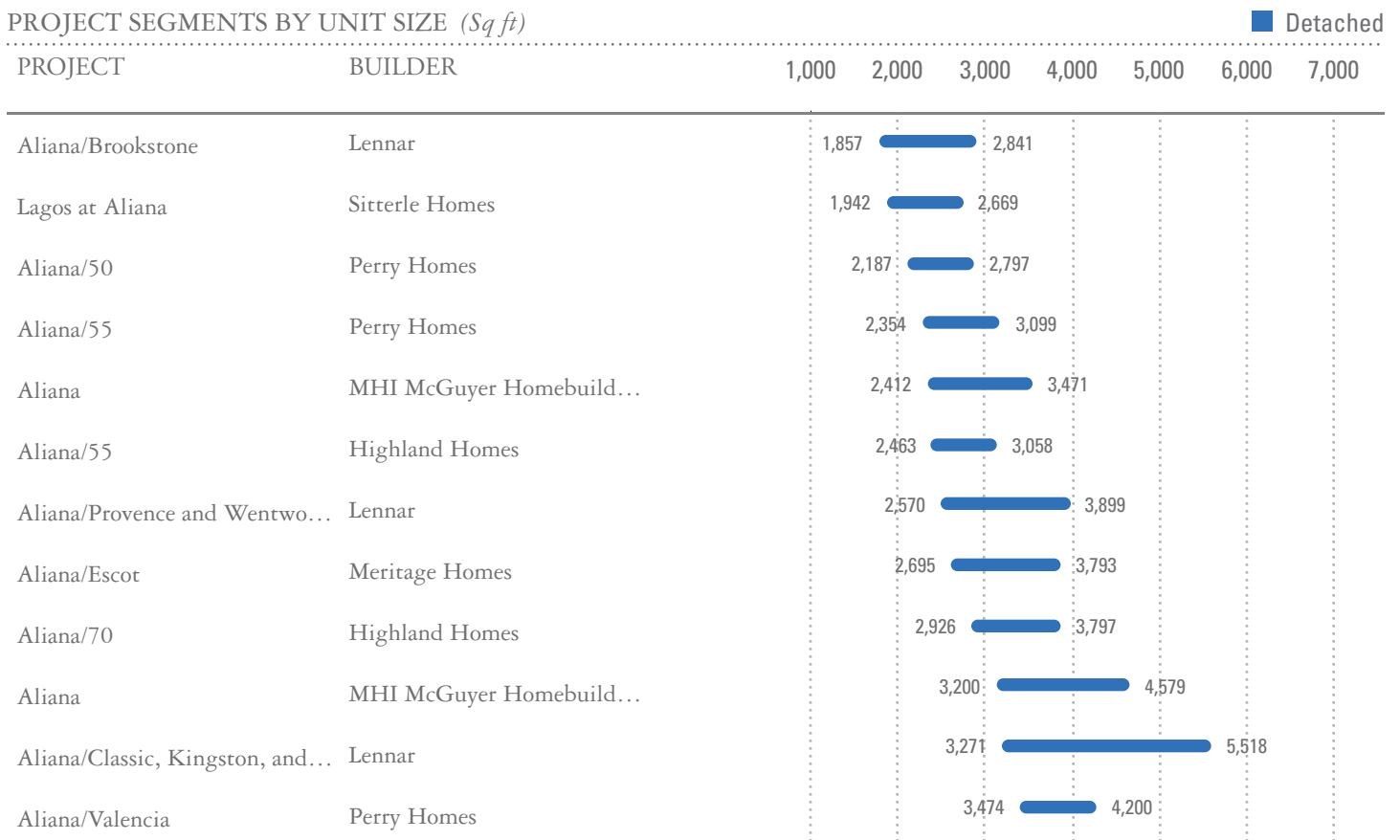
■ Detached



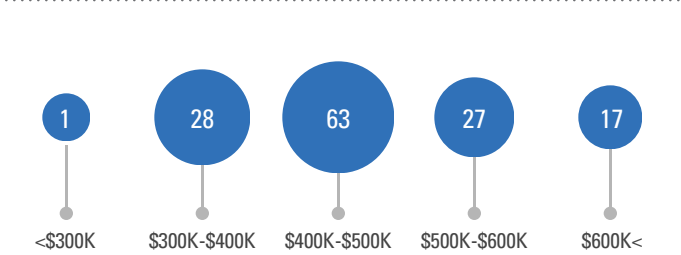
PROJECT SEGMENTS BY LOT WIDTH (Sq ft)



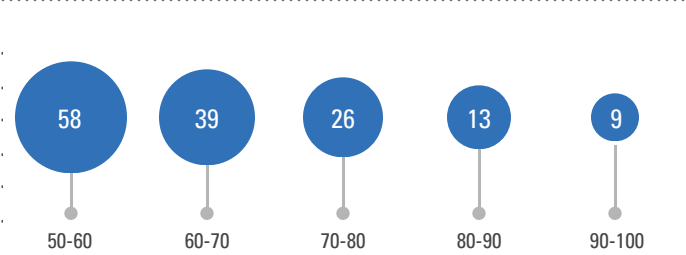
PROJECT SEGMENTS BY UNIT SIZE (Sq ft)



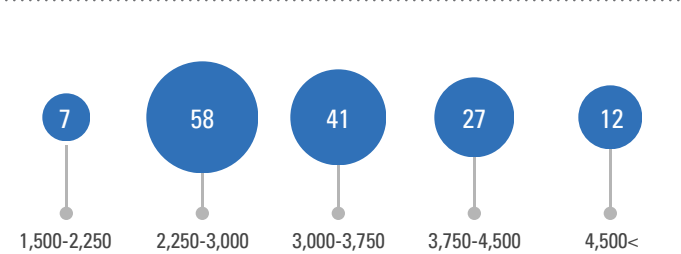
PLANS BY PRICE



PLANS BY LOT WIDTH



PLANS BY UNIT SIZE



QUICK MOVE-INS

■ MPC Quick Move-Ins

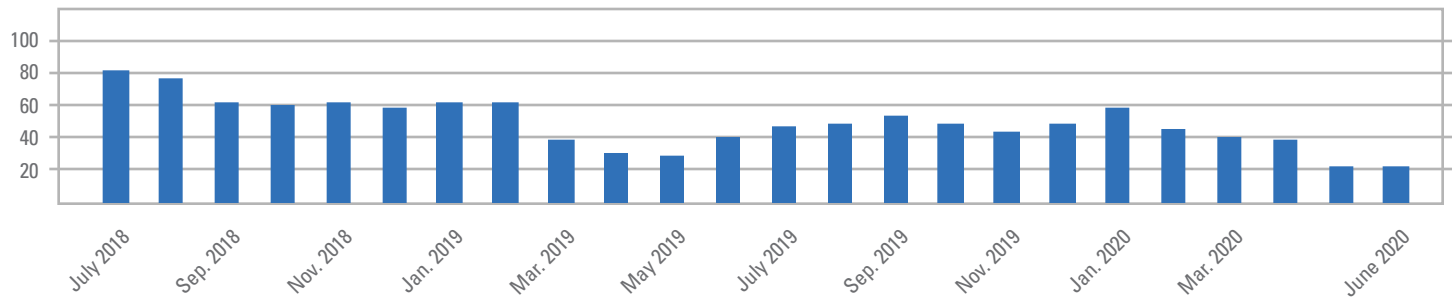
MPC Active Units Remaining

Quick Move-Ins % Share of MPC

22

225

9.78%




QMI BY BUILDER *Ranked by Total QMI Units*

NO.	BUILDER	AVG. UNIT SIZE	AVG. PRICE	PRICE SQ FT	# OF QMI UNITS ↓	% CHANGE MOM	% OF MPC TOTAL QMI
1	Perry Homes	3,546	\$598,042	\$167	7	-50%	31.8%
2	Ashton Woods Homes	3,093	\$427,134	\$137	4	0%	18.2%
	Village Builders	3,353	\$490,554	\$146	4	-20%	18.2%
4	Highland Homes	3,922	\$649,000	\$166	3	-70%	13.6%
5	Coventry Homes	4,032	\$645,934	\$160	2	0%	9.1%
6	Meritage Homes	3,237	\$477,995	\$147	1	0%	4.5%
	Plantation Homes	3,585	\$517,526	\$144	1	0%	4.5%
Totals & Averages:		3,512	\$549,611	\$155	22	-41%	100%

MASTER PLAN IMAGE GALLERY



 Aliana/55
by Highland Homes




 Aliana/Provence and Wentworth
by Village Builders




 Aliana/50
by Perry Homes




 Aliana/Brookstone
by Lennar




 Aliana/55
by Perry Homes



 Aliana/70
by Highland Homes



 Aliana/Classic, Kingston, and Renaiss...
by Village Builders




 Aliana
by Plantation Homes




 Aliana
by Coventry Homes



 Aliana/Valencia
by Perry Homes



 Aliana/55
by Highland Homes










 Aliana/Provence and Wentworth
by Village Builders

AMENITIES

Ball Fields	Parks	Recreation Center	Tennis Courts
Fitness Center	Playground	Schools	Trails
Open Space	Pool(s)	Splash Pads	Water Slides

NEARBY SCHOOLS

							 Middle	 High	 Mixed
KEY	SCHOOL NAME	DISTRICT	LEVEL	GRADES ↑	TYPE	GREATSCHOOLS RATING			
	Carolyn And Vernon Madden Eleme...	Fort Bend Independent S.D.	Mixed	PK-5	Public	10/10			
	Macario Garcia Middle School	Fort Bend Independent S.D.	Middle	6-8	Public	9/10			
	Stephen F Austin High School	Fort Bend Independent S.D.	High	9-12	Public	8/10			
	William B Travis High School	Fort Bend Independent S.D.	High	9-12	Public	7/10			

DEFINITIONS AND METHODOLOGY

All information presented involved the assembly of data sources that we consider to be reliable, including Meyers Research and Zonda. We do not guarantee any data accuracy as all information is subject to human errors, omissions and/or changes.

Master Plan data is aggregated from Zonda's proprietary project data, which contains sales and pricing data as reported by builders.

Abbreviations

AVG - Average	MOM -Month Over Month
C - Current	P - Partial
CM - Current Month	YTD - Year To Date
E - Estimated	YOY - Year Over Year
F - Forecast	
LTM - Last 12 Months	

Quick Move-In (QMI) - Available inventory at the end of each month captured from builders advertising through New Home Source or BHI.

Master Plan - An amenitized community with 1,000 or more units.

Total Master Plan Unit Summary: Remaining - Includes the total estimated number of units remaining within the Master Plan, which may be controlled by either a builder or the developer.

Upcoming Projects - Future projects that are being actively marketed by a builder.

LTM Sales are based on sales contracts at projects that are actively selling and projects that sold out within the last 12 months. It is inclusive only of production housing where there are 5 or more units planned within a project and does not include custom homes or lot sales.

LTM Sales Rate is the average per project sales rate across projects that are actively selling and projects that sold out within the last 12 months. It is inclusive only of production housing where there are 5 or more units planned within a project and does not include custom homes or lot sales.

Sold Out Project List includes projects that sold out since Zonda began tracking that project; may not include projects that sold out prior to 2015.

GreatSchools Rating measures schools on proficiency, using performance (the percentage of students scoring at or above proficiency) on state assessments across grades and subjects, compared to other schools in the state, to produce a 1-10 rating for each school.

ABOUT US



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DEFINITIONS AND METHODOLOGY (CONTINUED)

New Home Price Prices are based on a survey of a project's current lowest available list price for each floorplan. Floorplan price updates are updated through multiple channels including updates through a collaboration with BDX, monthly telephone surveys, or a review of MLS listings or builder websites.

Overall Sales Rate indicates the calculated average monthly sales rate when comparing total sales from its open date to the last survey date (or the last sold out date, if the project is sold out).

3 Month Sales Rate represents a calculated average monthly sales rate for the last three completed months. Sales from the most recently surveyed month represent a partial count and are excluded from this calculation.

6 Month Sales Rate represents a calculated average monthly sales rate for the last six completed months. Sales from the most recently surveyed month represent a partial count and are excluded from this calculation.