

# CEDAR HILL

## MARKET STUDY 2020



CEDAR  HILL  
WHERE OPPORTUNITIES GROW NATURALLY

# CEDAR HILL MARKET STUDY 2020

Prepared for:

**Cedar Hill EDC**

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## INTRODUCTION

This report summarizes the research and analysis performed by CDS Community Development Strategies (CDS) for Cedar Hill EDC. It contains an overview of the market conditions and opportunities that will ultimately shape the recommendations for development potential in the City of Cedar Hill over the next few years. This study also provides recommendations on generally preferred location characteristics within the city and specific areas affecting market demand in which the EDC might be able to influence or impact.

### CDS Company Bio

CDS Community Development Strategies (CDS) is a leading national consulting firm headquartered in Houston, Texas, providing economic analysis, public planning, and market research services to clients in a wide variety of industries. CDS was formed in 1971 and is staffed with seasoned professionals who have training and experience in economic development, demographic research, urban planning, statistical analysis, market evaluation, and all aspects of real estate development.



Since 1971, CDS has remained at the forefront of the industry by doing three things:

1. Staying actively involved in numerous professional and trade associations.
2. Providing clear, unbiased, and up-to-date solutions by employing the most appropriate and cost-effective research methods.
3. Utilizing solution-oriented analysis teams to focus on each project assignment adapted to your needs.

### The Purpose of this Study

The purpose of this study is to conduct an objective analysis of market area conditions, trends, constraints and opportunities relative to market support for development of selected categories of land uses in the City of Cedar Hill.

The focus of this study centers on the following:

- Residential uses including single-family For-sale, single-family for rent, and multifamily rental
- Commercial uses – retail, office, and industrial
- Hospitality, lodging uses
- and Walkable mixed-use development evaluation of traditional historic downtown and a newly developed suburban “town center”.

This study required a considerable amount of participation from local business, real estate professionals, and government staff in Cedar Hill, for which CDS is grateful.

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## EXECUTIVE SUMMARY

### Demographic and Economic

#### Demographic Characteristics

- As of 2020, Cedar Hill is estimated to have exceeded 50,000 residents and reached nearly 18,000 households.
- The residential population of Cedar Hill and the Inner Suburban area grew at a pace similar to that of the DFW Metro as a whole from 2010 to 2020, though the number of households increased in the overall Metro at a faster rate. Mansfield and Midlothian grew at a considerably faster rate for both population and households. All three US 287 cities also added more residents and households than Cedar Hill during this period.
- The pace of growth is projected to slow a bit across all areas from 2020 to 2025.
- The residential population age distributions of Cedar Hill and its surrounding geographies are fairly similar. The “bulge” of the Millennial generation, comprising most people in their 20s and 30s, shows up a bit more at the DFW Metro level rather than the southern suburbs.
- As of 2020, Cedar Hill has one of the DFW Metro’s larger concentration of African Americans. Over half of its population self-identifies in this category and has since at least 2010. Whites and Asians populations are lower in Cedar Hill relative to the Metro distribution. The portion of the population that identifies as Hispanic is also below the metro average but has risen a few points in Cedar Hill since the 2010 Census.
- Cedar Hill has a slightly larger share of one- and two-person households than the metro overall.
- Cedar Hill’s share of family households, with two or more related members, is slightly smaller than the metro’s.
- Cedar Hill is similar on many household characteristics to the metro overall, but it does have notably higher shares of female-headed family households with children and female-headed nonfamily households, and lower shares of married-couple families with children and nonfamily male-headed households.
- Cedar Hill’s poverty estimates for family households are slightly better than for the metro overall.
- Of Cedar Hill’s residents age 25 or older, approximately 30% have at least a bachelor’s degree. This is lower than the share for the metro overall, approximately 34.5%. It exceeds the share in the Midlothian / Waxahachie area however, which is just 26%.
- Cedar Hill ISD’s enrollment has fluctuated since 2012, but for 2019-2020 was at its lowest level during the eight-year period.
- The Texas Education Agency (TEA) assigned the district a rating of “B” for 2019, an improvement from its “C” rating in 2018. Midlothian, Duncanville, and Waxahachie also all were rated a “B” in 2019. DeSoto was rated a “C” and Mansfield an “A”. The TEA did not issue ratings for 2020 due to the COVID pandemic.
- Cedar Hill has a substantially higher median household income than the Metro overall, but lower than the combination of Midlothian and Waxahachie.

- Approximately 29% of Cedar Hill households earn less than \$50,000 per year. This is lower than the overall Metro's share at 34% but higher than the Midlothian / Waxahachie share at 24%.
- Approximately 35% of Cedar Hill households earn at least \$100,000 per year. This is on par with the overall Metro but well under the share in Midlothian / Waxahachie at 43%.
- Compared to either the Metro overall or the Midlothian / Waxahachie area, Cedar Hill is projected to experience only a modest rise in its household income profile over the next five years.
- Cedar Hill has a slightly higher share of residents employed in "white collar" occupations than the Metro overall.
- While the distribution of employed residents across occupations does not differ dramatically from that of the Metro, Cedar Hill does show a higher share of residents employed in Education and Training occupations and in Office / Administrative Support.

### **Economic Profile**

- Cedar Hill's employment profile (as of 2017, the most recent data available from the Census) is dominated by Retail, Accommodation and Food Services, Transportation and Warehousing, Health Care, and Education. The fastest growing sectors from 2010 to 2017 were Retail, Transportation and Warehousing, Construction, and Health Care.
- Cedar Hill, of course, exists in the larger economic context of the Dallas – Fort Worth – Arlington MSA. It is most affected by employment and economic changes in its home county of Dallas, as well as Ellis County which it borders on the south. In Dallas County, it is notable that Administrative and Support and Waste Management and Remediation Service and Professional, Scientific, and Technical Services showed the greatest increase in employment during the 2009 to 2019 period. The latter category was notably less significant in Cedar Hill's growth specifically.
- In Ellis County, in addition to Accommodation and Food Services and Manufacturing, Retail Trade and Construction employment have also been growing. COVID-19 and systemic changes to the retail industry could alter these numbers in 2020. Overall job growth during the ten-year period was approximately 100%.
- There is a very wide disparity among the local industry sectors in terms of wage levels. The highest wage industries tend to be relatively smaller sectors in terms of total jobs. In Dallas County, industries such as Real Estate and Rental/Leasing, Manufacturing, Finance and Insurance, and Information are seeing substantive wage growth, so they would support working and middle-class growth.
- Ellis County, in general, has a narrower disparity of average wages across industries. However, the two fastest growing wage sectors, Utilities and Public Administration, are highly stagnant over the past decade in terms of average employment growth.
- Estimating total wages helps provide a general picture of the impact of each sector of the local economy in terms of potential spending generated. In Dallas County, Professional, Scientific, and Technical Services has by far the greatest potential local spending impact. Total wages across all industries are up more than 60 percent since 2009.
- In Ellis County, by contrast, Manufacturing has the largest estimated wage generation, followed by Educational Services and Construction. Total wages across all industries have increased by approximately 82 percent since 2009.

- Since peaking during the recession and financial crisis of 2008-2010, the two counties' unemployment rates have dropped steadily except for a plateau from 2015 to 2017. As of February 2020, the rate was in the vicinity of 3.0% in both counties, meaning that additional jobs would likely require relocations from outside those counties or re-entry of those previously out of the workforce.
- As of early 2020 there were an estimated 165,303 employees working at the largest 10 employers in North Texas. None of these employers has a significant presence in Cedar Hill. Instead, Cedar Hill's largest employers are public agencies such as the school district and the City of Cedar Hill, followed by Walmart. Big-box retailers occupy several spots on this list.
- A look at the estimated commute patterns for Cedar Hill workers and residents indicates that the city has a strong "bedroom community" characteristic, with over twice the number of residents commuting out of the city for work as compared to the number of workers commuting into Cedar Hill. Only an estimated approximately 1,300 people both lived and worked in Cedar Hill in 2017.
- Employers interviewed during the research mentioned that many of their workers live in surrounding communities, not Cedar Hill. The lack of public transit service can be a problem for some employers.
- The Census Bureau estimates that large shares of Cedar Hill workers live in adjacent southern MSA suburb areas such as Mansfield, DeSoto, Midlothian, Red Oak, and Waxahachie.
- Three significant new developments which will affect population and employment are currently planned or proposed in Cedar Hill:
  - The Village Crossing adaptive reuse and redevelopment project in Cedar Hill's historic downtown area;
  - A 1.5 million square foot industrial / logistics development by Hillwood along US 67 in southern Cedar Hill;
  - A 400-acre master-planned residential development by Walton in southwest Cedar Hill that will contain a projected 1,000 single-family homes, rental single-family, and multifamily rental apartments;

## Market Uses

The Best Southwest suburbs (Cedar Hill, Duncanville, DeSoto, and Lancaster) represents over 200,000 citizens in the southern Dallas area. Many of these areas as well as others surrounding Cedar Hill have experienced growth in the past few years. Market uses for Office, Industrial, Retail, Multifamily, and Hospitality are showing projects under construction, proposed, and planned.

### Office Market

- The Competitive Market Area (CMA) inventory is 2,453,133 square feet in 317 buildings. The vacancy rate is currently at 9.7% with rents at \$23.92psf. The 12-month absorption rate was 1% or 23,828sf.
- There is currently no additional office space under construction. There is 40,778sf proposed in DeSoto and Midlothian.
- DeSoto includes the largest supply of office space at 722,938 square feet followed by Duncanville with 535,857sf. Cedar Hill includes 485,900sf.
- There is 300,000sf proposed at RedBird located immediately north of the CMA.

- The Cedar Hill office market includes 485,900 square feet of space in 67 buildings. There is no space currently under construction or proposed in this market. The vacancy rate is at 10.8% with average rental rates at \$24.49psf.
- Interviewees indicated that office growth is dependent on residential population growth; office is needed/wanted.
- There is 272k square feet of medical office space in 13 buildings in the CMA. Vacancy is at 23.9%.

### *Findings and Recommendations*

Based on Cedar Hill's current share of the market, Cedar Hill would expect to capture up to 100ksf of office space by 2024 and another 80k by 2027.

As the employment grows, small scale office space will be very compatible and synergistic with other uses in Cedar Hill. CDS recommends the creation of relatively small to moderate increments of office space over the next few years especially in the midst of the pandemic and many workers working from home. Buildings will probably not exceed two stories, and ground floor spaces may be used for either retail or office space, while second floors would focus more on office or future medical users.

Medical users seem to be less available in the CMA market with vacancy at almost 25%. Medical space will be needed in the future once the abundance of current vacant space is absorbed.

CDS estimates that Office suites will continue to be successful in this market based on interviews. The office space is typically occupied by local businesses like real estate, title, insurance and financial management businesses and other personal services like law, specialty boutique or alternative health businesses or incubator/start-up businesses.

CDS sees incubator/start-up businesses as an opportunity in Cedar Hill. Ruiz Financial has proven this market with 100% occupancy of typical 200-300sf tenants who are starting businesses.

### ***Industrial Market***

- The CMA industrial market includes 33,872,841 square feet of space in 519 buildings. The vacancy rate is 8.6% with rents at \$6.19psf. The 12-month absorption rate is a negative 1.6% or -488,181 sf.
- There is 60,000sf under construction and an additional 965,703sf proposed. Over 4 million square feet is also planned.
- DeSoto includes the largest supply of industrial space with 7.6 million square feet followed by Waxahachie at 7.5 million. Dallas and Mansfield both have between 5 and 6 million sf. Cedar Hill falls behind in supply at 2.0 million.
- Plans for an additional 1.1 million square feet have recently been announced in the CMA (not included in proposed projects).
- Interviews suggest having development ready sites and spec buildings available is key in this market.
- The Cedar Hill industrial market includes 2,078,374 square feet in 69 buildings. The vacancy is extremely low at 0.3% with rents at \$6.51psf. There is currently no space under construction or proposed in this market.

- It should be noted that the status of the JCPenney distribution center (420,000sf) lease in Cedar Hill is uncertain. If it is given back to the landlord, it will increase vacancy.
- Plans were submitted to Cedar Hill for a 1.5 million sf industrial development (Hillwood). This project appears to be moving forward at the time of this report.

### *Findings and Recommendations*

Demand for Industrial is negative (by over 3 million sf) thru 2027. CDS does not recommend new industrial development at this time.

CDS estimates that Cedar Hill may have some opportunity for small office/warehouse spec space – 5,000 to 10,000sf once the Hillwood space is leased/purchased. Interviewees stated that spec space lacked in the market for both sale and lease.

### **Retail Market**

- The CMA includes 952 properties with 12,356,044 square feet of retail. The vacancy is 6.7% with rental rates at \$15.92psf on average. The 12-month absorption in the CMA was a negative 0.2% of inventory.
- There is currently 18,308sf of retail under construction and 114,254sf proposed in the CMA.
- South Dallas includes the majority of the retail space in the CMA with 3,845,561 square feet (includes RedBird) followed by Cedar Hill with 3.5 million.
- Interviews suggest things are not going to be back to the normalcy we've known over the past decade for perhaps another three to five years. There are significant shifts that have occurred in the way people live, work, and play. Small building for-sale new construction to house entrepreneurs rather than multi-tenant leased space. Repurposing plans need to be in place for retail, because changes in the retail world mean that Cedar Hill is likely to end up with a lot of vacant retail space.
- The Cedar Hill retail market includes 3,567,957 square feet of retail space in 196 buildings. There is no construction currently, however an additional 59,520 square feet is proposed in this market.
- The vacancy is fairly low at 4.7% with market rents at \$18.74psf on average.
- The 12-month absorption rate is a negative 0.5% or 19,480sf.
- Impact projects are planned - Village Crossing/The Lakes/Phillips Lumber will include 20,900sf of retail/restaurants/commercial space.
- Hillside Village - 611,232 sf regional shopping center – 80% occupied; Open to other uses – grocery, medical, community oriented.
- Cedar Hill's average effective buying income of \$72,513 is slightly less than the CMA at \$76,403.
- General Merchandise Stores has shown the greatest increase in sales (up 3.0%) from 2017 to 2019. The largest decrease in sales from
- 2017 to 2019 was the Sporting Goods, Hobby, Book & Music category (down 27.0%).
- Leakage (negative) exists in Motor Vehicles and Parts, Food and Beverage, Gasoline Stations, and Non-Store. These are opportunities for new retailers in Cedar Hill.

### *Findings and Recommendations*

Cedar Hill should expect to capture approximately 120,000 SF of additional retail space thru 2024.

Retail spaces such as restaurants, bars, cafes, etc. should take advantage of street frontage with outside seating; a lesson learned during COVID.

Leakage exists in Motor Vehicles and Parts, Food and Beverage stores (grocery, supermarkets, convenience, meat markets, baked goods, beer/wine/liquor), Gasoline Stations, and Non-Store. These are opportunities for new retailers in Cedar Hill.

Per interviews with retail brokers and developers and leading industry reports, Cedar Hill needs to prepare to move into the future of retail with Big Box closures, internet sales, live/work/play developments. Proactive measures will need to be taken for spaces that may become vacant.

- Re-adaptive reuse of Mall/Big box stores – similar to RedBird with added Medical users, corporate headquarters
- Incubators for entrepreneurs – Food Halls are an example – small spaces with low rents

### **Multifamily Market**

- There are 21,086 units in 135 properties in the CMA. The vacancy rate is fairly low at 4.8% with rents at \$1.37psf on average. The average unit cost is \$1,251 per month.
- The 12-month absorption rate for the CMA was 6.5% of inventory or 1,350 units which is fairly strong.
- There are 858 units under construction and 2,649 proposed.
- Interviews reveal fairly high rental rates and low vacancies, many residents are commuters to Dallas.
- The Cedar Hill multifamily market includes 2,281 units in 10 properties. There are currently 144 units under construction and no additional units proposed.
- The vacancy rate is low at 8.1% with average rents at \$1.31psf which is fairly high. The concession rate is 0.8%.
- Cedar Hill has two new properties – 2015 and 2020.
- Announcements of 556 units planned in Cedar Hill – 24% increase in current units.

### *Findings and Recommendations*

Based on the current units planned (Village Crossing and one additional project – 556 units) there does not appear to be demand in this market for any additional units at this time. With absorption over the past 12 months positive at 11.3% of inventory or 257 units, it will take 1 year to absorb the supply from 2027.

CDS recommends that multifamily units be explored again near 2025 to analyze how the market is performing with all the pipeline products at the time of this report.

### **For-Sale Housing Market**

- In Cedar Hill 70% of occupied housing units were estimated to be owner-occupied.

- Approximately 84% (15,697) of Cedar Hill’s housing units were single-family detached, and another 2.6% single-family attached. Because this is far greater than the total share of owner-occupied units in Cedar Hill, it is likely that a significant share of single-family units are rented.
- Approximately 64% of Cedar Hill housing units were built before 2000.
- Homes built in the 1980s are starting to reach 40 years old, which is a point where significant reinvestment may be needed in order to maintain a home’s market appeal and livability.
- While the median sales price for existing homes in Cedar Hill was historically well below that of the MSA, the gap has narrowed considerably in the last two years. The median sales price for existing single-family detached homes in Cedar Hill was \$235,000 during the first half of 2020.
- The median sales per square foot exceeded \$100 per square foot in Cedar Hill by 2018, and during the first half of 2020, it had reached near \$116.
- Sales under \$150,000 have dropped drastically since 2015. Furthermore, sales from \$150,000 to \$199,999 also began dropping after 2017. Homes priced \$200,000 to \$249,999 have become the heart of the Cedar Hill existing home market.
- One third of sales in 2019 were from \$200,000 to \$249,999, up from only about 6% in 2015. Despite this general increase in home prices, sales over \$400,000 still represented less than 10% of total sales during 2019. The Cedar Hill for-sale existing home market is firmly entrenched as a first-time buyer or lower-end move-up market with prices concentrated from \$150,000 to \$300,000.
- Large-scale suburban housing development diminished after 2010 in Cedar Hill. CDS only found one new subdivision currently selling new “spec” (inventory) homes by production builders, Bear Creek. Prices are primarily in the \$300,000s but do range up to the \$400,000s.
- Other new homes in Cedar Hill are primarily in custom home subdivisions on the western side of the city, the largest of which is Lakeridge. Remaining unsold lots are typically ranging in price around \$90,000 to \$100,000 per acre. Custom homes generally cost \$150 to \$170 per square foot. The Shenandoah development off FM 1382 contains 57 lots, with roughly six lots remaining to be sold. Lot prices were mainly in the \$80,000 to \$100,000 range, though the remaining lots are considered somewhat lower quality and are priced more in the \$65,000 to \$80,000 range.
- Otherwise, new for-sale home development by “production” builders is currently dominated by nearby cities in the southern suburbs of Dallas and Tarrant counties (DeSoto, Grand Prairie, Mansfield, and southern Arlington) and increasingly in Ellis County (Midlothian, Red Oak, and Waxahachie).
- Mansfield and to a lesser extent Midlothian appear to have an advantage in school quality perception over Cedar Hill. To the extent those in the industry had opinions of Cedar Hill ISD, they generally felt negatively about the relative quality. This is a drag on the ability of Cedar Hill to attract move-up buyers with children seeking non-custom home prices between \$400,000 and \$600,000.
- White collar professionals in standard office jobs are not a dominant component of demand in the southern suburbs, though they do constitute one segment of buyers. Medical staff, teachers, and transportation services are the more important core of new single-family demand for production (inventory) homes. Nevertheless, a significant share of home buyers commute into Downtown Dallas and greater Fort Worth and Arlington.



- The high \$200s appears to constitute the lowest “entry level” new home prices in the area, with the vast majority of new homes sold in the \$300,000 - \$400,000 range. In general, home prices in the area over \$450,000 were uncommon in southern suburb developments.
- Midtowne, an infill development in Midlothian, is a new urbanist style 130-acre project offers single-family detached lots are 45 feet wide which have experienced rising prices from \$35,000 to \$40,000 during the project’s early years to as high as \$100,000 today.
- Walton Group Holdings’ project in southwestern Cedar Hill will contain roughly 1,000 single-family homes, plus likely single-family rental components. While the concept plan is still being refined, Walton is projecting that the lots will be primarily in widths of 40, 45, 50, and 60 feet, which generally correspond to entry-level housing prices in greenfield developments in the southern MSA suburbs, with prices from the upper \$200,000s through the \$300,000s, possibly into the \$400,000s.

### *Findings and Recommendations*

Thanks to a combination of a strong Metro economy, low mortgage interest rates, and the size of Millennial generation which is now in its prime first time home buying years, there still appears to be no shortage of demand volume for new homes in the general area of southern Dallas County and neighboring areas of Tarrant, Johnson, and Ellis counties.

The Walton project and the second phase of Bear Creek should experience strong absorption if their homes are priced in the low \$400,000s or lower. Within 2-3 years, CDS forecasts that other single-family developments of similar pricing should also be supportable beyond the two aforementioned projects. These other developments could reasonably depend on absorption of 75 to 125 additional new homes a year between them, especially after Bear Creek builds out.

Above the low \$400,000s, due to the impact of Cedar Hill ISD’s weak market perception and the lack of a nearby white-collar job base, CDS believes that potential absorption is much more limited. CDS would not project more than 50 to 60 new homes a year supportable beyond this price threshold.

### **Hospitality Market**

- The Texas hotel industry suffered its worst decline on record in the second quarter as business and leisure travel ground to a halt in the early months of the pandemic and very little has returned.
- The overall Dallas market changes were greater than the overall Texas market in 2Q2020. Room Revenues were down 72.9%, ADR down 38%, Occupancy down 39.8% and REVPAR down 58.4%.
- There are 1,498 rooms in the CMA (2Q2020).
- New rooms are under construction in Cedar Hill – Aloft (136).
- RedBird (Mall redevelopment) is planning 125 rooms.
- Interviews revealed deliberate programming not passive attractions are needed for room occupancies to increase; events at outdoor sports facilities generate demand.
- There are 305 rooms in Cedar Hill or 20.7% of the overall CMA. An additional 136 is under construction which will bring the total rooms to 441 by 2022.
- Cedar Hill has the lowest occupancy of both the CMA and Dallas overall.

- Both Cedar Hill and the CMA are well below the Dallas average ADR. Cedar Hill is however, above the CMA average.
- In total the CMA includes 130,657 square feet of meeting/conference space in hotels and event centers.

#### *Findings and Recommendations*

With the addition of the Aloft and one other hotel proposed in the CMA, the room count will be 1759. This would require 105,540 square feet of conference space. The CMA is currently over supplied for conference space with 130,657 square feet available.

The CMA has demand thru 2027 based on the pipeline of under construction and proposed projects but not enough to warrant another hotel in the near future.

CDS suggests that Cedar Hill study this market again in the next five years.

### **Downtown / Town Center Development**

Demand for development and redevelopment in Cedar Hill's historic downtown area, or another walkable mixed-use "town center" development elsewhere in the city, is generally dependent upon the same forces of market demand and supply that underlie the individual land uses analyzed in the remainder of this report. That said, the development and occupants that provide the most suitable opportunities for generating a thriving and distinctive downtown / town center environment must account for some additional considerations.

#### *Findings and Recommendations - Commercial / Retail Uses*

Given the nature of the Cedar Hill economy and findings of the market analysis, plus the lack of much existing ready-to-occupy commercial space in the historic downtown, CDS would recommend small buildings, not more than 20,000 square feet each, and of a style that is relatively affordable to construct – not more than three stories and surface-parked. These buildings should not be brought to market until the Village Crossing project has had a chance to lease up.

Some ground floor space could be dedicated to food and beverage service but given the transformation of this sector since the COVID pandemic, CDS recommends not more than 6,000 to 8,000 square feet of indoor space for such uses per building. Outdoor patios should be considered almost mandatory and will also do much to add to the character and vibrancy of the district.

The rest of the space can be marketed to either retail / service or office tenants.

CDS recommends not adding more than one such property at a time to allow reasonable absorption of the space.

A program that works with landlords, the EDC, and other community organizations to assist and educate independent startup businesses that would occupy this commercial space should be considered.

Social and cultural programming in public areas and cooperatively inside businesses will be important to generate customer traffic and exposure to local populations that might not otherwise patronize the district. The emphasis should be on weekday happy hours and evenings and both daytimes and evenings on weekends.

*Findings and Recommendations - Residential Uses*

Small projects of 20 units or less would likely be successful in a downtown / town center setting and achieve similarly high lease rates to those obtain at The Lilacs. These could be additional rental duplexes, attached townhomes, or courtyard homes.

It is unclear whether sufficiently large sites exist for a full-scale multifamily rental complex in the historic downtown. If so, such a project should likely hold off until new near-term developments such as those proposed in the Walton project have reached stabilization. A new-build town center development should consider including such a multifamily project, though again it may need to wait to open until other near term projects have stabilized.

A small-lot, well-designed single-family product should be successful in a downtown / town center in Cedar Hill. Pricing should at least start out competitively with other suburban-style development at first (predominately in the \$300,000s) for similar interior square footage and finishes albeit on smaller lots. It is likely that a development of these type of homes will likely be in “pods” of 10 to 20 lots at a time given property configurations in the downtown area. CDS would recommend that more commercial revitalization and public area improvements, such as the planned street and plaza construction, occur before undertaking sales of homes or lots.

An urban infill single-family development should ideally use urban design principles that reinforce the walkable and mixed-use nature of the historic downtown or a new town center; the overall district will benefit. This means that a gated and walled development should be discouraged; the Midtowne Midlothian model of new infill streets is much more desirable.

CDS does not find for-sale multifamily condominiums to be a strong product yet in the historic downtown or a town center. This product type may become viable in the longer term once a more complete and vibrant downtown or town center environment has been achieved.

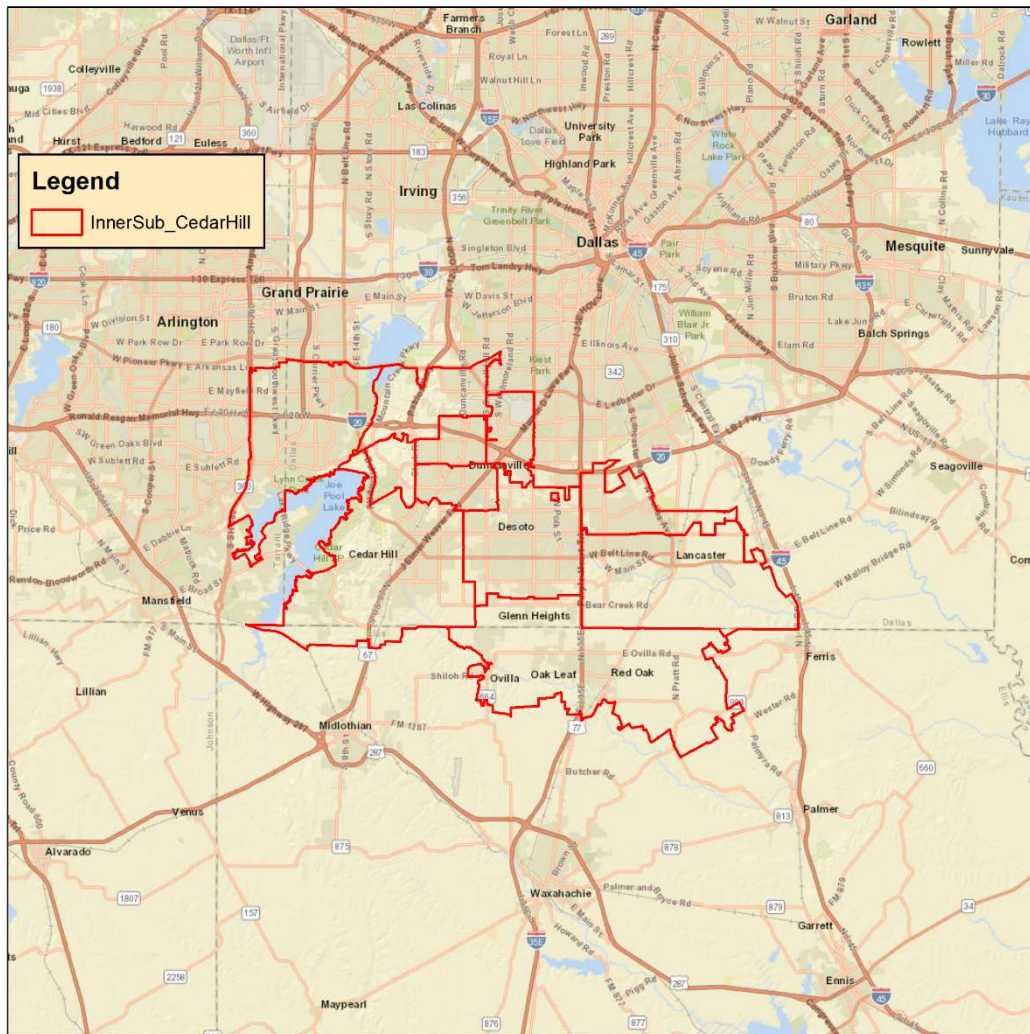
## DEMOGRAPHIC AND ECONOMIC ANALYSIS

Much of the potential for different land uses in Cedar Hill is directly dependent upon the demographic and economic characteristics of the city and the characteristics of the overall metropolitan context in which it is located. The following data and information provide a picture of the city’s population and the business and employment activity.

### Population and Households

CDS examined population and household trends in the southern suburban area of the Dallas – Fort Worth – Arlington Metropolitan Statistical Area (DFW Metro). Cedar Hill itself lies within a ring of suburbs just south and southwest of the core city of Dallas. CDS defined an area called “Inner Suburban” that includes ZIP codes covering Cedar Hill and areas of far southwestern Dallas, southern Grand Prairie, Duncanville, DeSoto, Glenn Heights, Red Oak, Lancaster, and Ovilla. Figure 1 depicts these ZIP codes. CDS also examined the next “ring” of suburbs along the US 287 corridor – Mansfield, Midlothian, and Waxahachie.

Figure 1: Inner Suburban Demographic Area



The results of the data analysis show that all of the southern suburbs have been participating in the DFW Metro’s rapid growth. Recent growth in the US 287 corridor, however, has been outpacing that of Cedar Hill and the Inner Suburban area. This is likely partly due to the greater amount of undeveloped vacant land in the US 287 communities.

**Table 1: Population and Households, 2000 to 2025**

Population	2000 Census	2010 Census	2020 PCensus	2025 Projection	Change 2010 to 2020	% Change 2010 to 2020	Change 2020 to 2025	% Change 2020 to 2025
Cedar Hill	32,355	45,028	53,689	58,163	8,661	19.23%	4,474	8.33%
Inner Suburban	250,305	342,473	409,309	442,268	66,836	19.52%	32,959	8.05%
Mansfield	32,363	67,995	89,392	97,658	21,397	31.47%	8,266	9.25%
Midlothian	16,334	29,268	39,386	43,178	10,118	34.57%	3,792	9.63%
Waxahachie	34,693	47,086	58,494	63,122	11,408	24.23%	4,628	7.91%
DFW Metro	5,156,415	6,366,542	7,660,453	8,227,037	1,293,911	20.32%	566,584	7.40%
Households	2000 Census	2010 Census	2020 PCensus	2025 Projection	Change 2010 to 2020	% Change 2010 to 2020	Change 2020 to 2025	% Change 2020 to 2025
Cedar Hill	10,830	15,535	17,798	19,135	2,263	14.57%	1,337	7.51%
Inner Suburban	86,990	117,580	136,150	146,064	18,570	15.79%	9,914	7.28%
Mansfield	10,403	22,039	28,095	30,493	6,056	27.48%	2,398	8.54%
Midlothian	5,473	9,817	13,145	14,401	3,328	33.90%	1,256	9.55%
Waxahachie	11,635	16,215	20,347	22,022	4,132	25.48%	1,675	8.23%
DFW Metro	1,879,020	2,296,410	2,741,075	2,938,514	444,665	19.36%	197,439	7.20%

Sources: U.S. Census Bureau, 2000, 2010, Nielsen/Claritas 2019, 2024 Estimates – PCensus for ArcView (hereafter referred to as PCensus)

- As of 2020, Cedar Hill is estimated to have exceeded 50,000 residents and reached nearly 18,000 households.
- The residential population of Cedar Hill and the Inner Suburban area grew at a pace similar to that of the DFW Metro as a whole from 2010 to 2020, though the number of households increased in the overall Metro at a faster rate. Mansfield and Midlothian grew at a considerably faster rate for both population and households. All three US 287 cities also added more residents and households than Cedar Hill during this period.
- The pace of growth is projected to slow a bit across all areas from 2020 to 2025.

**Table 2: Population by Age, 2020**

Age	Cedar Hill		Inner Suburban		Mansfield		Midlothian		Waxahachie		DFW Metro	
	Count	Share	Count	Share	Count	Share	Count	Share	Count	Share	Count	Share
Total	53,689		409,309		89,392		39,386		58,494		7,660,453	
Age 0 to 4	3,541	6.60%	29,084	7.11%	5,946	6.65%	2,430	6.17%	4,181	7.15%	530,571	6.93%
Age 5 to 9	3,763	7.01%	29,925	7.31%	6,518	7.29%	2,602	6.61%	4,218	7.21%	537,266	7.01%
Age 10 to 14	3,850	7.17%	30,804	7.53%	6,925	7.75%	2,980	7.57%	4,542	7.76%	557,301	7.28%
Age 15 to 17	2,504	4.66%	19,129	4.67%	4,481	5.01%	1,949	4.95%	2,673	4.57%	338,697	4.42%
Age 18 to 20	2,345	4.37%	17,903	4.37%	3,989	4.46%	1,722	4.37%	2,559	4.37%	318,331	4.16%
Age 21 to 24	3,195	5.95%	24,108	5.89%	5,159	5.77%	2,214	5.62%	3,016	5.16%	405,364	5.29%
Age 25 to 34	7,217	13.44%	56,492	13.80%	11,515	12.88%	4,608	11.70%	7,278	12.44%	1,076,235	14.05%
Age 35 to 44	6,800	12.67%	53,497	13.07%	11,764	13.16%	4,856	12.33%	7,817	13.36%	1,075,887	14.04%
Age 45 to 54	7,323	13.64%	53,811	13.15%	13,375	14.96%	5,816	14.77%	7,138	12.20%	1,020,624	13.32%
Age 55 to 64	6,860	12.78%	48,584	11.87%	10,908	12.20%	5,264	13.37%	6,797	11.62%	884,770	11.55%
Age 65 to 74	4,218	7.86%	30,720	7.51%	5,844	6.54%	3,241	8.23%	5,027	8.59%	569,563	7.44%
Age 75 to 84	1,504	2.80%	11,684	2.85%	2,314	2.59%	1,377	3.50%	2,416	4.13%	256,049	3.34%
Age 85 and over	569	1.06%	3,568	0.87%	654	0.73%	327	0.83%	832	1.42%	89,795	1.17%
Age 18+	40,031	74.56%	300,367	73.38%	65,522	73.30%	29,425	74.71%	42,880	73.31%	5,696,618	74.36%
Age 21+	37,686	70.19%	282,464	69.01%	61,533	68.84%	27,703	70.34%	40,321	68.93%	5,378,287	70.21%
Age 65+	6,291	11.72%	45,972	11.23%	8,812	9.86%	4,945	12.56%	8,275	14.15%	915,407	11.95%
Median Age	35.63		34.51		35.14		37.45		36.00		35.62	

Source: PCensus 2020

- The residential population age distributions of the examined geographies are fairly similar. The “bulge” of the Millennial generation, comprising most people in their 20s and 30s, shows up a bit more at the DFW Metro level rather than the southern suburbs.

**Table 3: Ethnic Makeup, 2020**

Ethnicity	Cedar Hill		DFW Metro	
	Count	Share	Count	Share
Total Population	53,689		7,660,453	
White Alone	15,971	29.75%	4,654,345	60.76%
Black or African American Alone	29,856	55.61%	1,237,109	16.15%

Ethnicity	Cedar Hill		DFW Metro	
	Count	Share	Count	Share
American Indian and Alaska Native Alone	234	0.44%	51,649	0.67%
Asian Alone	1,232	2.29%	565,057	7.38%
Native Hawaiian and Other Pacific Islander Alone	20	0.04%	8,731	0.11%
Some Other Race Alone	4,711	8.77%	884,783	11.55%
Two or More Races	1,665	3.10%	258,779	3.38%
Not Hispanic or Latino	42,404	78.98%	5,360,438	69.98%
Hispanic or Latino	11,285	21.02%	2,300,015	30.02%

Source: PCensus 2020

- As of 2020, Cedar Hill has one of the DFW Metro's larger concentration of African Americans. Over half of its population self-identifies in this category and has since at least 2010. Whites and Asians populations are lower in Cedar Hill relative to the Metro distribution. The portion of the population that identifies as Hispanic is also below the metro average but has risen a few points in Cedar Hill since the 2010 Census.

**Table 4: Household Size and Type, 2020**

Household Size	Cedar Hill		DFW Metro	
	Count	Share	Count	Share
Total:	17,798		2,741,075	
1-person household	3,438	25.14%	677,123	24.70%
2-person household	4,910	32.22%	798,507	29.13%
3-person household	3,422	15.84%	463,868	16.92%
4-person household	2,884	13.85%	408,227	14.89%
5-person household	1,739	7.77%	223,395	8.15%
6-person household	828	3.39%	99,376	3.63%
7-or-more person household	577	1.80%	70,579	2.57%
Average Household Size	3.00		2.76	
Family Households	7,970	44.78%	1,090,754	39.79%
Nonfamily Households	9,828	55.22%	1,650,321	60.21%

Source: PCensus 2020

- Cedar Hill has a slightly larger share of one- and two-person households than the metro overall.
- Its share of family households, with two or more related members, is slightly smaller than the metro's.

Table 5: Household Type, 2020

Households by Type	Cedar Hill		DFW Metro	
	Count	Share	Count	Share
Total Households	17,798		2,741,075	
With 1 or more People under Age 18	7,970	38.14%	1,090,754	39.79%
With No People under Age 18	9,828	61.86%	1,650,321	60.21%
Households with 1 or more People under Age 18	7,970		1,090,754	38%
Married-Couple Family	4,990	62.61%	751,526	68.90%
Other Family, Male Householder	484	6.07%	81,778	7.50%
Other Family, Female Householder	2,454	30.79%	249,578	22.88%
Nonfamily, Male Householder	28	0.35%	5,854	0.54%
Nonfamily, Female Householder	14	0.18%	2,018	0.19%
Households with No People under Age 18	9,828		5,210	62%
Married-Couple Family	4,429	45.07%	2,496	47.91%
Other Family, Male Householder	333	3.39%	167	3.21%
Other Family, Female Householder	929	9.45%	338	6.49%
Nonfamily, Male Householder	1,610	16.38%	1,116	21.42%
Nonfamily, Female Householder	2,527	25.71%	1,093	20.98%
Family HH Type by Presence of Own Children	3,498		6,187	
Married-Couple Family, own children	1,012	28.93%	1,840	29.74%
Married-Couple Family, no own children	1,480	42.31%	2,765	44.69%
Male Householder, own children	152	4.35%	260	4.20%
Male Householder, no own children	130	3.72%	223	3.60%
Female Householder, own children	404	11.55%	608	9.83%
Female Householder, no own children	320	9.15%	491	7.94%

Source: PCensus 2020

- Cedar Hill is similar on many household characteristics to the metro overall, but it does have notably higher shares of female-headed family households with children and female-headed nonfamily households, and lower shares of married-couple families with children and nonfamily male-headed households.



**Table 6: Family Households and Poverty, 2020**

Family Households	Cedar Hill		DFW Metro	
	Count	Share	Count	Share
Total Households	17,798	100%	2,741,075	100%
2025 Projection	19,135	-	2,938,514	-
2020 Estimate	17,798	-	2,741,075	-
2010 Census	15,535	-	2,296,410	-
2000 Census	10,830	-	1,879,020	-
Growth 2020-2025	7.51%	-	7.20%	-
Growth 2010-2020	14.57%	-	19.36%	-
Growth 2000-2010	43.44%	-	22.21%	-
2020 Families by Poverty Status	13,618	76.5%	1,896,435	69.2%
At or Above Poverty	12,687	93.16%	1,729,683	91.21%
At or Above Poverty with Children	6,919	50.81%	888,671	46.86%
Total Below Poverty				
Below Poverty	931	6.84%	166,752	8.79%
Below Poverty with Children	782	5.74%	132,560	6.99%

Source: PCensus 2020

- Cedar Hill's poverty estimates for family households are slightly better than for the metro overall.

**Table 7: Educational Attainment, 2020**

Educational Attainment	Cedar Hill		DFW Metro		Midlothian/Waxahachie*	
	Count	Share	Count	Share	Median Count	Median Share
Pop Age 25+	34,491		4,972,923		31,397	
Less than 9th grade	1,142	3.31%	364,810	7.34%	1,325	4.00%
Some High School, no diploma	1,804	5.23%	370,549	7.45%	1,836	5.60%
High School Graduate (or GED)	8,513	24.68%	1,115,624	22.43%	9,050	28.45%
Some College, no degree	9,526	27.62%	1,060,226	21.32%	8,349	26.57%
Associate Degree	3,022	8.76%	348,078	7.00%	2,782	9.09%
Bachelor's Degree	6,258	18.14%	1,124,162	22.61%	5,811	19.03%
Master's Degree	3,304	9.58%	445,288	8.95%	1,879	6.18%
Professional School Degree	575	1.67%	91,247	1.83%	176	0.53%
Doctorate Degree	347	1.01%	52,939	1.06%	192	0.56%

Sources: Nielson 2010, PCensus 2020 / \*Data is median of the two geographies.

- Of Cedar Hill's residents age 25 or older, approximately 30% have at least a bachelor's degree. This is lower than the share for the metro overall, approximately 34.5%. It exceeds the share in the Midlothian / Waxahachie area however, which is just 26%.

**Table 8: Cedar Hill ISD K-12 School Enrollment, 2013 to 2020**

ISD Enrollment	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020
Totals by Year	8,258	7,866	7,883	8,020	7,866	7,875	7,790	7,625

Source: Texas Education Agency

- Cedar Hill ISD’s enrollment has fluctuated since 2012, but for 2019-2020 was at its lowest level during the eight-year period.
- The Texas Education Agency (TEA) assigned the district a rating of “B” for 2019, an improvement from its “C” rating in 2018. Midlothian, Duncanville, and Waxahachie also all were rated a “B” in 2019. DeSoto was rated a “C” and Mansfield an “A”. The TEA did not issue ratings for 2020 due to the COVID pandemic.

**Table 9: Household Income, 2020**

Household Income	Cedar Hill		DFW Metro		Midlothian/Waxahachie*	
	Count	Share	Count	Share	Median Count	Median Share
Total Households	17,798		2,741,075		16,746	
< \$15,000	1,143	6.42%	204,869	7.47%	839	4.79%
\$15,000 to \$24,999	755	4.24%	187,260	6.83%	808	4.62%
\$25,000 to \$34,999	1,111	6.24%	214,126	7.81%	1,091	5.98%
\$35,000 to \$49,999	2,113	11.87%	326,925	11.93%	1,415	8.19%
\$50,000 to \$74,999	3,635	20.42%	475,204	17.34%	2,917	17.06%
\$75,000 to \$99,999	2,841	15.96%	358,636	13.08%	2,729	16.28%
\$100,000 to \$124,999	2,110	11.86%	273,246	9.97%	2,082	12.66%
\$125,000 to \$149,999	1,471	8.26%	194,000	7.08%	1,498	9.23%
\$150,000 to \$199,999	1,465	8.23%	222,317	8.11%	1,580	9.95%
\$200,000 to \$249,999	629	3.53%	109,529	4.00%	741	4.73%
\$250,000 to \$499,999	446	2.51%	117,337	4.28%	735	4.60%
\$500,000+	79	0.44%	57,626	2.10%	315	1.94%
Average Household Income	\$93,187		\$68,161		\$113,286	
Median Household Income	\$76,250		\$52,068		\$89,549	

Sources: PCensus 2020 / Blue – Denotes % Greater Than Midlothian/Waxahachie / Purple – Denotes % Greater Than DFW Metro / Green – Denotes % Greater Than Both DFW Metro and Midlothian/Waxahachie / \* Data is the median of the two geographies

- Cedar Hill has a substantially higher median household income than the Metro overall, but lower than the combination of Midlothian and Waxahachie.
- Approximately 29% of Cedar Hill households earn less than \$50,000 per year. This is lower than the overall Metro’s share at 34% but higher than the Midlothian / Waxahachie share at 24%.
- Approximately 35% of Cedar Hill households earn at least \$100,000 per year. This is on par with the overall Metro but well under the share in Midlothian / Waxahachie at 43%.

**Table 10: Household Income, 2025**

Household Income	Cedar Hill		DFW Metro		Midlothian/Waxahachie*	
	Count	Share	Count	Share	Median Count	Median Share
Total Households	19,135	100%	2,938,514	100%	18,212	100%
< \$15,000	1,119	5.85%	198,052	6.74%	759	3.99%
\$15,000 to \$24,999	726	3.79%	176,214	6.00%	747	3.95%
\$25,000 to \$34,999	1,027	5.37%	206,605	7.03%	974	4.94%
\$35,000 to \$49,999	1,850	9.67%	318,728	10.85%	1,448	7.51%
\$50,000 to \$74,999	3,774	19.72%	484,198	16.48%	2,514	13.56%
\$75,000 to \$99,999	2,978	15.56%	379,131	12.90%	2,807	15.28%
\$100,000 to \$124,999	2,327	12.16%	299,421	10.19%	2,331	12.89%
\$125,000 to \$149,999	1,733	9.06%	225,822	7.68%	1,818	10.20%
\$150,000 to \$199,999	1,835	9.59%	263,218	8.96%	2,056	11.76%
\$200,000 to \$249,999	917	4.79%	148,688	5.06%	1,140	6.62%
\$250,000 to \$499,999	684	3.57%	155,074	5.28%	1,092	6.32%
\$500,000+	165	0.86%	83,363	2.84%	530	3.01%
Average Household Income	\$103,626		\$113,182		\$130,317	
Median Household Income	\$83,995		\$80,635		\$102,495	

Sources: PCensus 2020 / Blue – Denotes % Greater Than Midlothian/Waxahachie / Purple – Denotes % Greater Than DFW Metro / Green – Denotes % Greater Than Both DFW Metro and Midlothian/Waxahachie / \* Data is the median of the two geographies

- Compared to either the Metro overall or the Midlothian / Waxahachie area, Cedar Hill is projected to experience only a modest rise in its household income profile over the next five years.

Table 11: Occupation of Residents, 2020 Age 16 and Older

Occupation	Cedar Hill		DFW Metro	
	Count	Share	Count	Share
Civilian Employed Pop 16+ by Occupation	27,436		3,859,223	
Architect/Engineer	320	1.17%	75,780	1.96%
Arts/Entertainment/Sports	379	1.38%	66,967	1.74%
Building Grounds Maintenance	444	1.62%	131,986	3.42%
Business/Financial Operations	2,060	7.51%	237,375	6.15%
Community/Social Services	521	1.90%	48,903	1.27%
Computer/Mathematical	862	3.14%	156,519	4.06%
Construction/Extraction	1,347	4.91%	241,471	6.26%
Education/Training/Library	2,230	8.13%	221,742	5.75%
Farming/Fishing/Forestry	25	0.09%	5,863	0.15%
Food Prep/Serving	1,320	4.81%	207,229	5.37%
Healthcare Practitioner/Technician	1,319	4.81%	195,039	5.05%
Healthcare Support	609	2.22%	69,427	1.80%
Maintenance Repair	780	2.84%	119,530	3.10%
Legal	369	1.34%	41,610	1.08%
Life/Physical/Social Science	49	0.18%	18,206	0.47%
Management	2,585	9.42%	444,566	11.52%
Office/Admin. Support	4,746	17.30%	511,811	13.26%
Production	1,133	4.13%	182,763	4.74%
Protective Service	662	2.41%	65,195	1.69%
Sales/Related	3,030	11.04%	432,995	11.22%
Personal Care/Service	750	2.73%	121,785	3.16%
Transportation/Moving	1,896	6.91%	262,461	6.80%
2019 Est. Pop 16+ by Occupation Classification				
Blue Collar	5,156	18.79%	806,225	20.89%
White Collar	18,470	67.32%	2,451,513	63.52%
Service & Farm	3,810	13.89%	601,485	15.59%

Source: PCensus 2020

- Cedar Hill has a slightly higher share of residents employed in “white collar” occupations than the Metro overall.
- While the distribution of employed residents across occupations doesn’t differ dramatically from that of the Metro, Cedar Hill does show a higher share of residents employed in Education and Training occupations and in Office / Administrative Support.

## Economy and Employment

Cedar Hill's employment profile (as of 2017, the most recent data available from the Census) is dominated by Retail, Accommodation and Food Services, Transportation and Warehousing, Health Care, and Education. The fastest growing sectors from 2010 to 2017 were Retail, Transportation and Warehousing, Construction, and Health Care.

**Table 12: Cedar Hill Employment by Industry, 2010-2017**

Industry Category	2010		2017		Change 2010-17
	Count	Share	Count	Share	
Agriculture, Forestry, Fishing and Hunting	9	0.1%	1	0.0%	-8
Mining, Quarrying, and Oil and Gas Extraction	9	0.1%	0	0.0%	-9
Utilities	3	0.0%	0	0.0%	-3
Construction	602	5.7%	874	6.7%	272
Manufacturing	617	5.8%	784	6.0%	167
Wholesale Trade	183	1.7%	243	1.9%	60
Retail Trade	2,205	20.7%	3,410	26.0%	1,205
Transportation and Warehousing	597	5.6%	1,160	8.9%	563
Information	53	0.5%	71	0.5%	18
Finance and Insurance	200	1.9%	209	1.6%	9
Real Estate and Rental and Leasing	49	0.5%	93	0.7%	44
Professional, Scientific, and Technical Services	158	1.5%	193	1.5%	35
Management of Companies and Enterprises	23	0.2%	0	0.0%	-23
Administration & Support, Waste Management and Remediation	185	1.7%	331	2.5%	146
Educational Services	1,602	15.0%	1,230	9.4%	-372
Health Care and Social Assistance	850	8.0%	1,157	8.8%	307
Arts, Entertainment, and Recreation	112	1.1%	115	0.9%	3
Accommodation and Food Services	2,549	23.9%	2,578	19.7%	29
Other Services (excluding Public Administration)	251	2.4%	272	2.1%	21
Public Administration	391	3.7%	385	2.9%	-6

Source: Texas Workforce Commission, Quarterly Census of Employment and Wages (QCEW); CDS

Cedar Hill, of course, exists in the larger economic context of the Dallas – Fort Worth – Arlington MSA. It is most affected by employment and economic changes in its home county of Dallas, as well as Ellis County which it borders on the south. The following two tables provide data on changes in employment by industry sector for each county. In Dallas County, it is notable that Administrative and Support and Waste Management and Remediation Service and Professional, Scientific, and Technical Services showed the greatest increase in employment during the 2009 to 2019 period. The latter category was notably less significant in Cedar Hill's growth specifically.

**Table 13: Employment Change by Industry – Dallas County**  
3<sup>rd</sup> Quarter Estimates, 2009-2019, Largest to Smallest

Industry Sector	Total Estimated Change in Jobs		
	2009-2014	2014-2019	2009-2019
Administrative and Support and Waste Management and Remediation Services	32,778	17,677	50,455
Professional, Scientific, and Technical Services	17,654	29,032	46,686
Health Care and Social Assistance	20,086	23,210	43,296
Transportation and Warehousing	4,027	32,208	36,235
Accommodation and Food Services	15,433	18,828	34,261
Retail Trade	14,207	9,912	24,119
Construction	4,457	16,699	21,156
Management of Companies and Enterprises	10,053	8,830	18,883
Finance and Insurance	10,662	6,008	16,670
Educational Services	4,724	9,019	13,743
Real Estate and Rental and Leasing	4,282	9,017	13,299
Wholesale Trade	9,250	157	9,407
Arts, Entertainment, and Recreation	2,539	3,595	6,134
Other Services (except Public Administration)	2,607	3,520	6,127
Information	4,051	(3,075)	976
Mining, Quarrying, and Oil and Gas Extraction	1,368	(461)	907
Unclassified	158	407	565
Agriculture, Forestry, Fishing and Hunting	234	(91)	143
Public Administration	(1,585)	1,436	(149)
Utilities	(991)	425	(566)
Manufacturing	(13,712)	11,414	(2,298)
Total, All Industries	142,282	197,767	340,049

Source: Texas Workforce Commission, Quarterly Census of Employment and Wages (QCEW); CDS

In Ellis County, in addition to Accommodation and Food Services and Manufacturing, Retail Trade and Construction employment have also been growing. COVID-19 and systemic changes to the retail industry could alter these numbers in 2020. Overall job growth during the ten-year period was approximately 100%.

**Table 14: Employment Change by Industry – Ellis County**3<sup>rd</sup> Quarter Estimates, 2009-2019, Largest to Smallest

Industry Sector	Total Estimated Change in Jobs		
	2009-2014	2014-2019	2009-2019
Accommodation and Food Services	1,026	1,195	2,221
Manufacturing	1,677	379	2,056
Retail Trade	864	1,015	1,879
Construction	646	1,005	1,651
Health Care and Social Assistance	564	818	1,382
Administrative and Support and Waste Management and Remediation Services	851	497	1,348
Educational Services	271	851	1,122
Transportation and Warehousing	457	328	785
Professional, Scientific, and Technical Services	181	352	533
Wholesale Trade	344	173	517
Other Services (except Public Administration)	80	402	482
Public Administration	(12)	255	243
Information	139	75	214
Finance and Insurance	47	123	170
Real Estate and Rental and Leasing	24	142	166
Arts, Entertainment, and Recreation	(5)	135	130
Utilities	60	46	116
Agriculture, Forestry, Fishing and Hunting	34	26	60
Mining, Quarrying, and Oil and Gas Extraction	32	11	43
Unclassified	N/A	N/A	(1)
Management of Companies and Enterprises	78	(83)	(5)
<b>Total, All Industries</b>	<b>7,358</b>	<b>7,745</b>	<b>15,103</b>

Source: Texas Workforce Commission, Quarterly Census of Employment and Wages (QCEW); CDS

### Average Wages

There is a very wide disparity among the local industry sectors in terms of wage levels. The highest wage industries tend to be relatively smaller sectors in terms of total jobs. In Dallas County, industries such as Real Estate and Rental/Leasing, Manufacturing, Finance and Insurance, and Information are seeing substantive wage growth, so they would support working and middle class growth.

**Table 15: Average Weekly Wages by Industry – Dallas County**3<sup>rd</sup> Quarter Estimates, 2009-2019, Largest to Smallest 2019

Industry Sector	Average Weekly Wage (\$)		
	2009	2014	2019
Mining, Quarrying, and Oil and Gas Extraction	3,019	4,123	3,819
Management of Companies and Enterprises	1,655	1,848	2,350
Professional, Scientific, and Technical Services	1,521	1,771	1,988

Industry Sector	Average Weekly Wage (\$)		
	2009	2014	2019
Utilities	1,626	1,678	1,988
Information	1,419	1,702	1,953
Finance and Insurance	1,393	1,585	1,861
Wholesale Trade	1,381	1,552	1,718
Manufacturing	1,133	1,275	1,587
Real Estate and Rental and Leasing	1,019	1,395	1,538
Public Administration	1,205	1,339	1,498
Construction	944	1,079	1,318
Health Care and Social Assistance	967	1,073	1,156
Educational Services	868	965	1,096
Transportation and Warehousing	900	998	1,049
Arts, Entertainment, and Recreation	823	846	990
Administrative and Support and Waste Management and Remediation Services	725	767	913
Other Services (except Public Administration)	635	751	854
Unclassified	785	897	827
Retail Trade	596	639	783
Agriculture, Forestry, Fishing and Hunting	641	625	719
Accommodation and Food Services	394	423	479
Total, All Industries	1,126	1,301	1,451

Source: Texas Workforce Commission, Quarterly Census of Employment and Wages (QCEW); CDS

Ellis County, in general, has a narrower disparity of average wages across industries. However, the two fastest growing wage sectors, Utilities and Public Administration, are highly stagnant over the past decade in terms of average employment growth.

**Table 16: Average Weekly Wages by Industry – Ellis County**

3<sup>rd</sup> Quarter Estimates, 2009-2019, Largest to Smallest 2019

Industry Sector	Average Weekly Wage (\$)		
	2009	2014	2019
Utilities	1,010	1,340	1,465
Mining, Quarrying, and Oil and Gas Extraction	1,187	1,343	1,441
Finance and Insurance	755	823	1,258
Wholesale Trade	953	1,047	1,229
Construction	732	881	1,185
Professional, Scientific, and Technical Services	823	867	1,166
Manufacturing	900	1,107	1,155
Management of Companies and Enterprises	1,166	1,692	1,147
Public Administration	575	648	1,111
Real Estate and Rental and Leasing	491	896	974
Information	804	791	937



Industry Sector	Average Weekly Wage (\$)		
	2009	2014	2019
Transportation and Warehousing	693	883	931
Educational Services	666	729	853
Health Care and Social Assistance	630	731	812
Agriculture, Forestry, Fishing and Hunting	403	579	673
Administrative and Support and Waste Management and Remediation Services	533	587	660
Other Services (except Public Administration)	395	499	601
Retail Trade	440	499	564
Unclassified	374	N/A	515
Arts, Entertainment, and Recreation	294	382	340
Accommodation and Food Services	252	280	326
Total, All Industries	670	830	921

Source: Texas Workforce Commission, Quarterly Census of Employment and Wages (QCEW); CDS

## Total Wages

Estimating total wages helps provide a general picture of the impact of each sector of the local economy in terms of potential spending generated. In Dallas County, Professional, Scientific, and Technical Services has by far the greatest potential local spending impact. Total wages across all industries are up more than 60 percent since 2009.

**Table 17: Total Wages by Industry – Dallas County**

3<sup>rd</sup> Quarter Estimates, 2009-2019, Largest to Smallest 2019

Industry Sector	Estimated Total Wages (\$)		
	2009	2014	2019
Professional, Scientific, and Technical Services	2,240,984,758	3,016,151,116	4,134,798,855
Health Care and Social Assistance	1,960,078,059	2,454,036,385	2,992,169,349
Finance and Insurance	1,891,020,908	2,372,391,298	2,929,913,910
Manufacturing	1,783,592,635	1,780,795,459	2,451,748,953
Wholesale Trade	1,756,132,758	2,152,536,825	2,395,057,784
Administrative and Support and Waste Management and Remediation Services	1,124,568,568	1,517,772,023	2,015,454,114
Construction	943,033,840	1,140,611,837	1,678,307,821
Educational Services	1,117,805,454	1,301,293,820	1,607,027,835
Retail Trade	995,238,503	1,184,690,692	1,552,460,797
Transportation and Warehousing	825,985,863	967,921,389	1,456,426,830
Information	855,041,855	1,115,278,325	1,201,596,696
Management of Companies and Enterprises	418,756,780	708,967,177	1,171,139,430
Real Estate and Rental and Leasing	459,248,041	706,223,428	959,114,820
Accommodation and Food Services	582,558,830	708,727,657	919,954,084
Public Administration	600,700,434	639,815,698	743,588,499
Other Services (except Public Administration)	312,431,713	395,107,458	488,376,373

Industry Sector	Estimated Total Wages (\$)		
	2009	2014	2019
Mining, Quarrying, and Oil and Gas Extraction	305,272,385	490,210,168	431,168,366
Arts, Entertainment, and Recreation	198,903,330	232,323,943	318,066,306
Utilities	163,641,379	147,246,486	185,437,146
Unclassified	3,249,012	5,546,289	9,501,767
Agriculture, Forestry, Fishing and Hunting	4,807,497	6,589,044	6,722,656
<b>Total, All Industries</b>	<b>18,543,052,602</b>	<b>23,044,236,517</b>	<b>29,648,032,391</b>

Source: Texas Workforce Commission, Quarterly Census of Employment and Wages (QCEW); CDS

In Ellis County, by contrast, Manufacturing has the largest estimated wage generation, followed by Educational Services and Construction. Total wages across all industries have increased by approximately 82 percent since 2009.

**Table 18: Total Wages by Industry – Ellis County**

3<sup>rd</sup> Quarter Estimates, 2009-2019, Largest to Smallest 2019

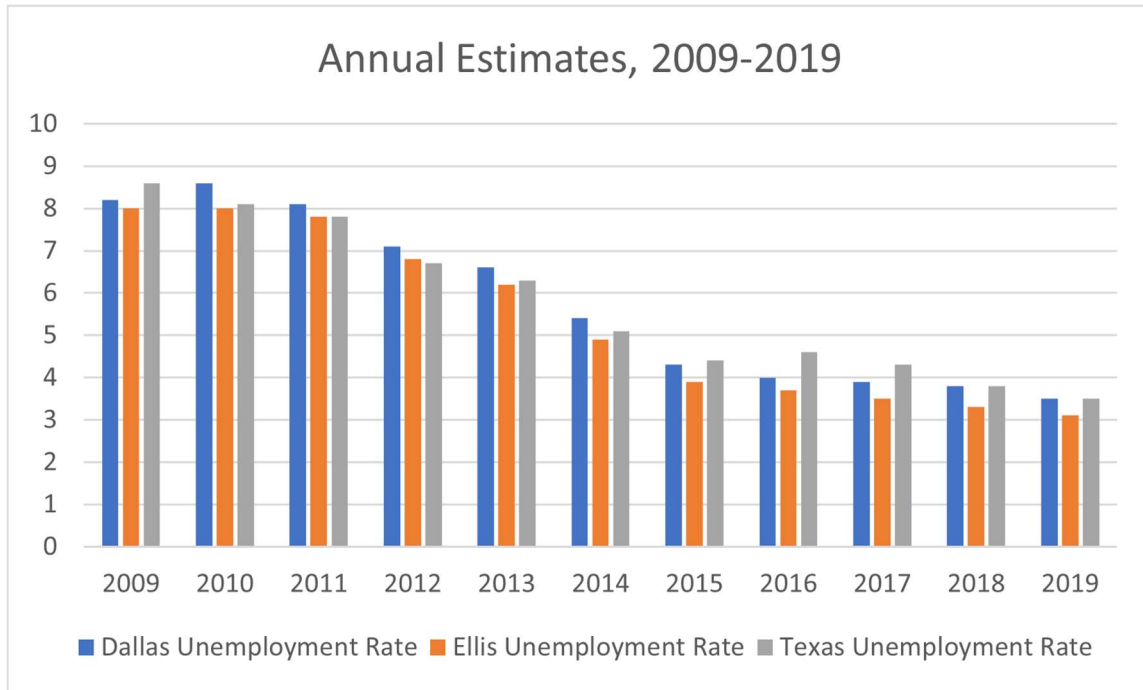
Industry Sector	Estimated Total Wages (\$)		
	2009	2014	2019
Manufacturing	97,528,401	144,140,034	156,022,796
Educational Services	44,187,488	50,878,330	69,027,129
Construction	21,712,640	33,538,222	60,586,540
Retail Trade	28,354,792	37,748,977	50,145,056
Health Care and Social Assistance	26,001,910	35,506,242	48,069,446
Transportation and Warehousing	26,434,303	38,930,759	45,039,587
Public Administration	15,053,973	15,821,288	23,183,433
Wholesale Trade	11,381,265	17,178,474	22,938,303
Administrative and Support and Waste Management and Remediation Services	9,173,892	16,589,236	22,925,745
Accommodation and Food Services	9,941,691	14,750,554	22,256,098
Professional, Scientific, and Technical Services	6,523,802	8,921,923	17,328,057
Finance and Insurance	7,328,947	8,496,402	15,006,034
Other Services (except Public Administration)	5,089,151	6,946,046	11,499,056
Real Estate and Rental and Leasing	2,620,517	5,068,980	7,301,205
Information	3,581,760	4,949,980	6,783,096
Utilities	3,033,954	5,075,836	6,606,572
Mining, Quarrying, and Oil and Gas Extraction	1,034,070	1,728,880	2,054,100
Arts, Entertainment, and Recreation	1,099,692	1,404,837	1,847,121
Agriculture, Forestry, Fishing and Hunting	385,612	815,808	1,175,154
Management of Companies and Enterprises	1,101,376	3,314,639	1,018,663
Unclassified	97,305	NA	127,217
<b>Total, All Industries</b>	<b>47,243,900</b>	<b>71,942,095</b>	<b>86,142,927</b>

Source: Texas Workforce Commission, Quarterly Census of Employment and Wages (QCEW); CDS

## Unemployment Rate

Since peaking during the recession and financial crisis of 2008-2010, the two counties' unemployment rates have dropped steadily except for a plateau from 2015 to 2017. As of February 2020, the rate was in the vicinity of 3.0% in both counties, meaning that additional jobs would likely require relocations from outside those counties or re-entry of those previously out of the workforce.

**Figure 2: Unemployment Rate, Dallas and Ellis Counties**



Source: Texas Workforce Commission, Local Area Unemployment Statistics (LAUS), CDS

## Major Regional Employers

Table 19 displays the employers that provide the economic foundation of North Texas.

As of early 2020 there were an estimated 165,303 employees working at the largest 10 employers in North Texas.

None of these employers has a significant presence in Cedar Hill.

**Table 19: Major North Texas Employers**

Public and Private Employers	Employees
Baylor Scott & White Health	23,865
Texas Health Resources	23,466
Lockheed Martin	22,200
University of Texas Southwestern Medical Center	17,000
Medical City Healthcare	14,500
University of North Texas System	13,620
City of Dallas	13,114
Parkland Health & Hospital System	12,879
J.P. Morgan Chase	12,554
Albertsons	12,105
Total	165,303

Source: Dallas Business Journal

Instead, Cedar Hill's largest employers, shown in Table 20 below, are public agencies such as the school district and the City of Cedar Hill, followed by Walmart. Big-box retailers occupy several spots on this list.

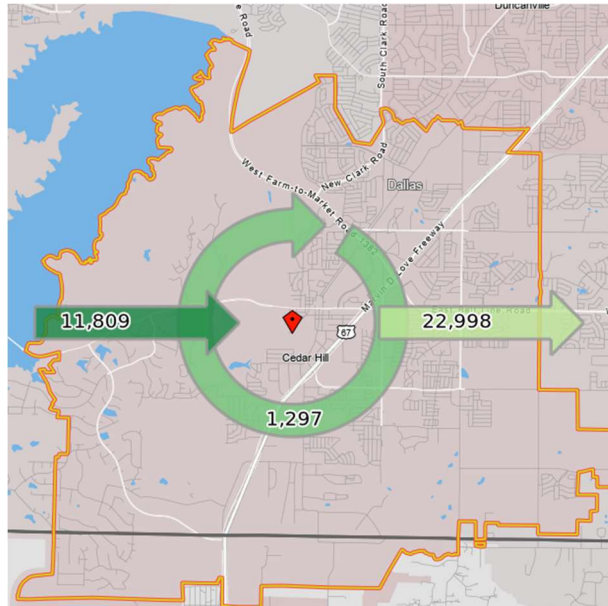
**Table 20: Major Cedar Hill Employers**

Public and Private Employers	Employees
Cedar Hill ISD	1,025
City of Cedar Hill	380
Walmart Supercenter	250
Total Highway Maintenance	250
JCPenney Store Support Center	240
Super Target	220
Dillard's	144
JCPenney	135
DMI Corporation	130
Home Depot	130
Total	2,904

Source: Cedar Hill Economic Development

A look at the estimated commute patterns for Cedar Hill workers and residents indicates that the city has a strong "bedroom community" characteristic, with over twice the number of residents commuting out of the city for work as compared to the number of workers commuting into Cedar Hill. Only an estimated approximately 1,300 people both lived and worked in Cedar Hill in 2017.

**Figure 3: Cedar Hill Job Inflow/Outflow, 2017**



Source: US Census Bureau, Center for Economic Studies, Longitudinal Employer-Household Dynamics (LEHD), OnTheMap

Table 21 below shows inflow and outflow data for 2017 in Cedar Hill of those employed in Cedar Hill, the most recent year data available.

It was estimated that 90% (11,809) of the 13,106 employed in the Cedar lived outside of Cedar Hill.

Although the data is dated, the share of those living and working in Cedar Hill should be relatively unchanged until the 2020 COVID-19 economic shutdown.

**Table 21: Cedar Hill LEHD Inflow/Outflow Job Counts, 2017**

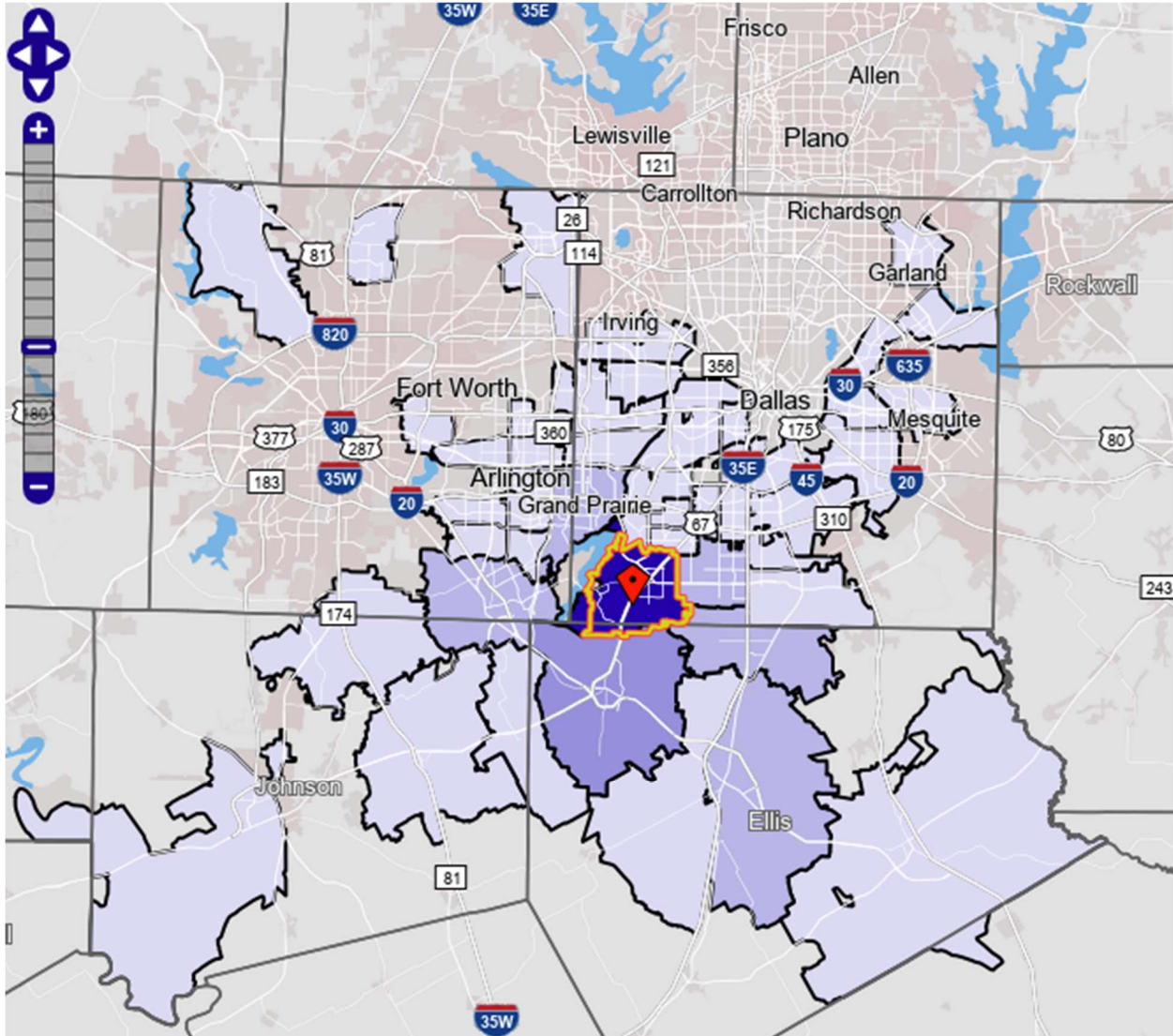
Cedar Hill Inflow/Outflow Job Counts (All Jobs)	Count	Share
Employed in the Selection Area	13,106	100%
Employed in the Selection Area but Living Outside	11,809	90.1%
Employed and Living in the Selection Area	1,297	9.9%
Living in the Selection Area	24,295	100%
Living in the Selection Area but Employed Outside	22,998	94.7%
Living and Employed in the Selection Area	1,297	5.3%

Source: US Census Bureau, Center for Economic Studies, Longitudinal Employer-Household Dynamics (LEHD), OnTheMap

Employers interviewed during the research mentioned that many of their workers live in surrounding communities, not Cedar Hill. The lack of public transit service can be a problem for some employers.

The Census Bureau estimates that large shares of Cedar Hill workers live in adjacent southern MSA suburb areas such as Mansfield, DeSoto, Midlothian, Red Oak, and Waxahachie.

Figure 4: Where Cedar Hill Workers Live, LEHD 2017



Source: US Census Bureau, Center for Economic Studies, Longitudinal Employer-Household Dynamics (LEHD), OnTheMap

Two-thirds of Cedar Hill workers commute at least 10 miles from their homes.

Table 22: Distance – Work to Home, 2017

Distance Work to Home	Count	Share
Total All Jobs	13,106	100%
Less than 10 miles	4,293	32.8%
10 to 24 miles	4,181	31.9%
25 to 50 miles	2,481	18.9%
Greater than 50 miles	2,151	16.4%

Source: US Census Bureau, Center for Economic Studies, Longitudinal Employer-Household Dynamics (LEHD), OnTheMap

The estimates of the residential ZIP codes of Cedar Hill workers further emphasizes the role that surrounding cities play in providing the workforce for employers, though workers live in numbers throughout southern Dallas and the Mid-Cities plus the 287 Corridor.

**Table 23: ZIP Codes Where Cedar Hill Workers Live, LEHD 2017**

Where Workers Live	Count	Share
All Zip Codes	13,106	100%
75104	1,316	10%
76065	497	3.8%
75115	386	2.9%
75052	358	2.7%
75154	333	2.5%
76063	291	2.2%
75165	238	1.8%
75137	227	1.7%
75211	159	1.2%
75116	151	1.2%
All Other Locations	9,150	69.8%

Source: US Census Bureau, Center for Economic Studies, Longitudinal Employer-Household Dynamics (LEHD), OnTheMap

## Notable Upcoming Commercial Developments

There are several recently announced/planned projects in the works that will significantly impact Cedar Hill’s economy. The following are known at the time of this report.

### Adaptive Reuse – Village Crossing – Phillips Lumber Project

The Lakes is planning an adaptive reuse of the Phillips Lumber property located in downtown Cedar Hill. The plans call for 11,800sf of restaurant space, 9,100sf of retail/commercial space, 18,800sf of live/work residential, and 5,000sf Ember Brewery.

The residential will consist of 14 tiny homes and 16 multifamily units.



Figure 5: Rendering of Village Crossing



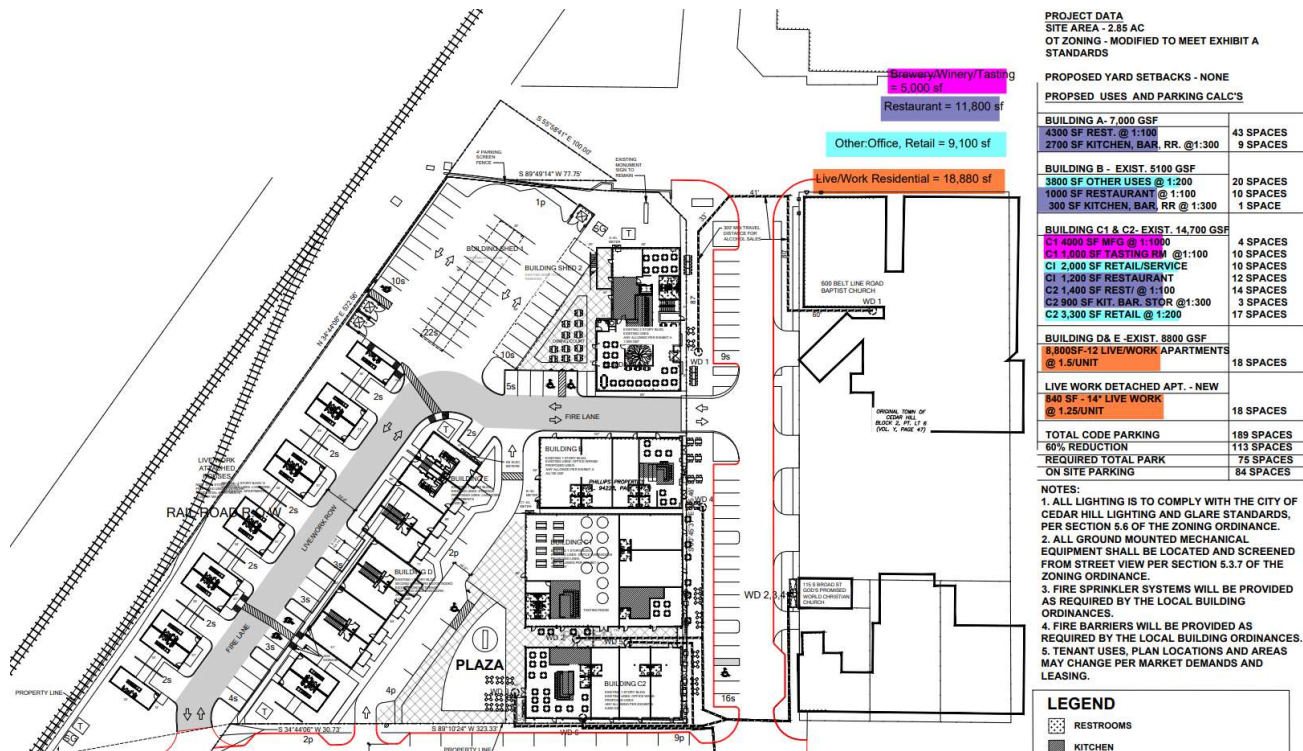
Northeast to Southwest

**BROAD STREET AERIAL**  
VILLAGE CROSSING



A13

Figure 6: Village Crossing Site Plan



**Fa<sup>2</sup>**  
FARRELL architects  
www.farrellarchitects.com

**JIM LAKE**  
ADAPTIVE URBAN REDEVELOPMENT

**SITE PLAN**  
VILLAGE CROSSING  
CEDAR HILL TEXAS

DATE:  
092420

DRAWN BY:

CHECKED BY:

REVISIONS  
092520 CH Comments



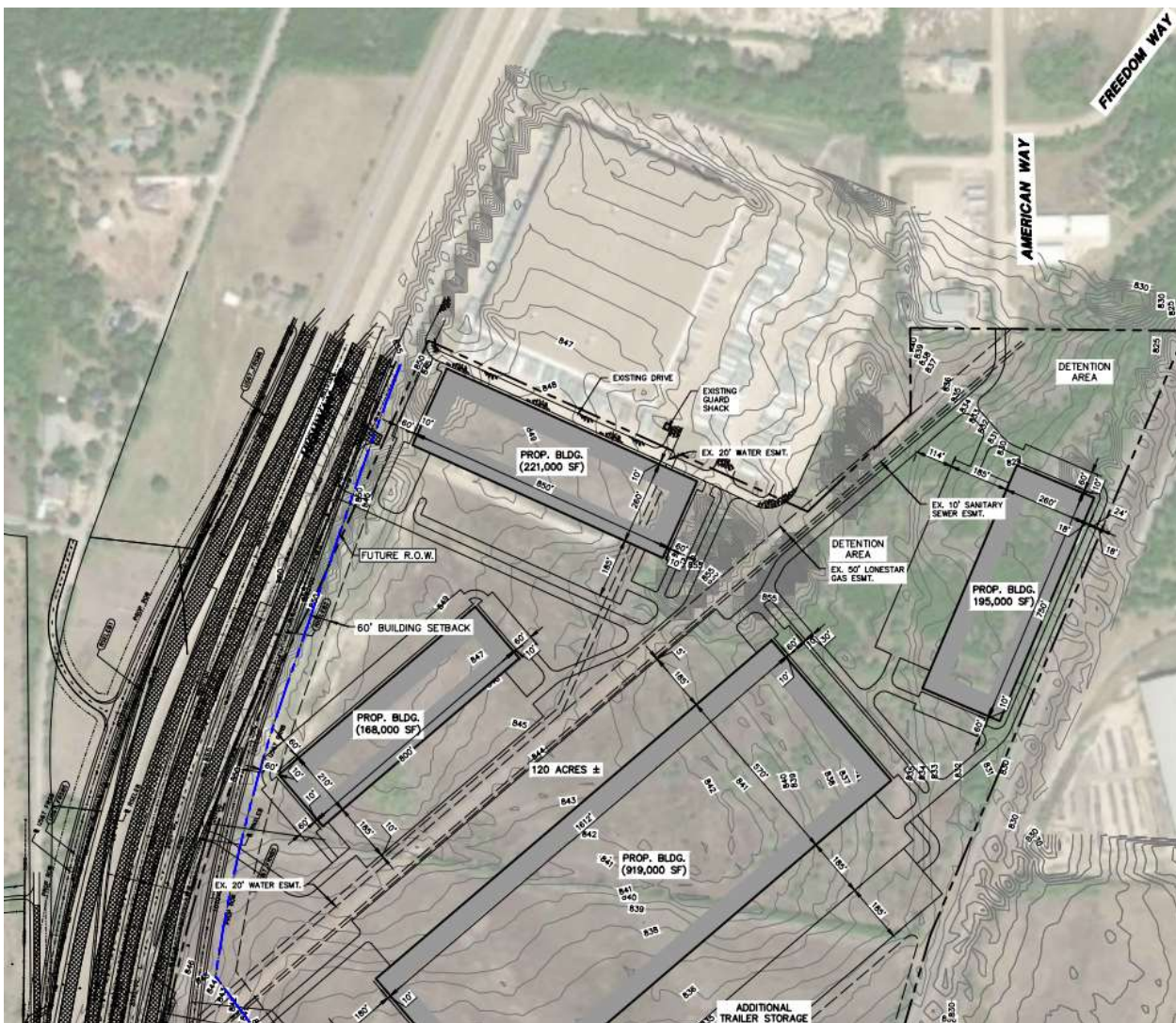
## Hillwood Industrial Development

This is a 1.5 million square foot “spec” development along Highway 67. There are two site plans proposed with 3 buildings with 1,515,320sf. Phase 1 will likely be two buildings closest to Highway 67 and hold off on the third building until Phase 2 (+1 year). The large building is likely to be a single tenant but could be portioned if needed. The smaller buildings will be multi-tenant.

The developer chose Cedar Hill because it is in the middle of the Metroplex, so a customer can distribute to both Ft Worth and Dallas easily. There is a good labor force in and around Cedar Hill, which is a great selling point for our potential customers. From a job impact standpoint, it totally depends on who shows up. The big building could have a hundred or less if it is just storage or it could have a couple thousand if it’s an Amazon type user.

Phase one should begin in the summer of 2021.

Figure 7: Hillwood Site Plan



Source: Austin Reynolds, Hillwood

### **Walton Masterplanned Community**

Walton Group Holdings, a Canadian developer, has announced its intention to purchase 400 acres including frontage on Lakeridge Parkway in southwest Cedar Hill for a masterplanned community. The project (not yet named) will contain roughly 1,000 single-family homes, plus multifamily, age-restricted and/or single-family rental components.

As a masterplanned community, it will have a recreation and amenity package for its residents which is still being determined, but will likely include at least parks, trails, and possibly a clubhouse and pool. The property has some topography and mature trees which increase up-front development costs and limit lot yield but should also competitively differentiate the community. A public improvement district (PID) will be needed to finance public infrastructure as a result of these high up-front costs.

The development still has substantial planning and permitting to take place before builder contracts can be finalized and construction can begin, so the time frame for significant quantities of the new home supply would be expected no sooner than 2022, in CDS' opinion.

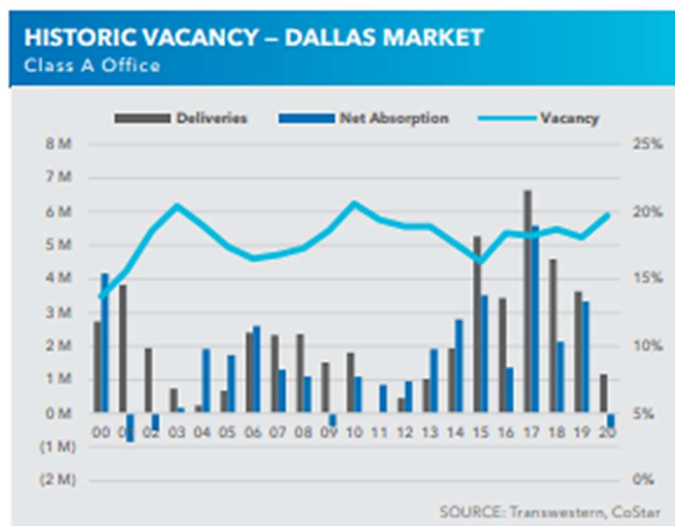
## OFFICE MARKET

### DFW Office Market

**2Q2020 Transwestern** reports Asking rents continued to show positive year-over-year increases of 3.0% in Class A properties and 2.8% in Class B. At present, landlords are maintaining asking rent growth but lowering effective rents by restructuring deals and offering higher concessions. We expect this strategy to continue and allow asking rents to outperform historical trends during past economic downturns. New sublease availabilities began accelerating in June, resulting in 830 KSF of new space coming to market through the second quarter. New listings have further accelerated into Q3 with an additional 442 KSF coming to market in first 27 days of the quarter alone. Transwestern's tracking shows more than 92% of this space has come in large blocks of more than 15,000 SF. The Upper Tollway submarket has seen the largest increase in sublease availabilities at 209 KSF, or 436 KSF when including the new direct availability at Liberty Mutual's owner-occupied campus.

Leasing activity remained near historic lows at just less than 2 million SF. Users moving from necessity are driving deal activity in dense urban submarkets while pre-leasing in new construction is driving activity in suburban submarkets. Sublease availabilities have begun to drag on net absorption for Class A properties. In Dallas, direct net absorption was positive 542 KSF while sublet was negative 242 KSF, totaling to positive 300 KSF.

**Figure 8: Metro Area Office Market Vacancy and Absorption**



As a result, vacancy has slowly inched up in all product types. Dallas vacancy is now at 18.8%.

Construction had already begun to moderate in Q1 on the heels of historically high levels in speculative construction and COVID-related disruption has only accelerated this trend. Construction levels declined about 600 KSF from last quarter, leaving 3.1 MSF of speculative construction pre-leased at a rate of 37%. If all speculative projects delivered without any additional pre-leasing, market-level vacancy would rise by only 70 bps to 19.9%—well in line with historic levels.

According to **CoStar**, Nationally, the U.S. economy was experiencing longest expansion on record. Overall, the economy in Dallas-Fort Worth was indicating continued growth for the first few months of the year. The coronavirus pandemic spread across the globe and has defined 2020. Cities and communities have implemented policies to keep the population safe through these unprecedented times. There is little doubt the economy is going to feel some short-term pain as we adapt to these steps to help mitigate the spread of this deadly virus. As this situation continues to unfold over the next few weeks and months, we will have a greater understanding of what the long term impact will be on the regional economy.

Population and employment growth has driven demand for new space. The region added 130,100 residents in 2019, more than any other metropolitan area in the country. During the same period, the region added 81,800 new jobs, leading the nation in this category as well. The region's competitive cost

of living, accessibility, and highly educated workforce have made it a hotbed for corporate relocations and expansions. Uber has announced that it will open an office of at least 3,000 employees in Deep Ellum, and it plans to turn Dallas into its largest hub outside of its San Francisco headquarters. Joining Toyota, Samsung, and McKesson, which have all recently found a home in Dallas-Fort Worth, many more have announced plans or are looking to expand.

Strong economic underpinnings and a diverse economy have fostered a healthy office market. Annually, the market has absorbed -2.1 million SF. Construction activity remains robust, with 5.0 million SF delivered last year and 7.2 million SF of space currently underway. Even with the building, vacancies should remain stable due to a significant portion of new space being preleased. Several large build-to-suits accounted for the lion's share of positive absorption, including American Airlines moving into its new 1.7-million-SF headquarters in Fort Worth and Charles Schwab moving into its 580,000-SF Westlake Campus. Rent growth remained positive at 0.7%, with many of the premier submarkets ranging from 4%-6% as tenants continue to clamor for new space in their flight to quality.

**Table 24: Metro Area Office Market Summary**

INVENTORY	MARKET	NATIONAL INDEX
Existing Buildings	13,784 ↑	339,227 ↑
Inventory SF	398 M ↑	8.1 B ↑
Average Building SF	28.9 K ↓	23.8 K ↑
Under Construction SF	7.3 M ↓	155 M ↓
12 Mo Delivered SF	5.9 M ↓	65.9 M ↓

Dallas-Fort Worth - TX | \$86.5 B Asset Value



Inventory SF	<b>398 M</b> ↑	Market Rent/SF	<b>\$27.64</b> ↑
Under Constr SF	<b>7.4 M</b> ↓	Annual Rent Growth	<b>0.6%</b> ↑
12 Mo Net Absorp SF	<b>(2.9 M)</b>	Market Sale Price/SF	<b>\$212</b> ↑
Vacancy Rate	<b>16.9%</b> ↑	12 Mo Sales Vol	<b>\$3.1 B</b> ↑

## Southwest Dallas Submarket

Southwest Dallas includes some gentrifying areas near the Dallas CBD, as well as many southern Dallas suburbs that are collectively referred to as Best Southwest to improve cooperation between the cities. The area represents 200,000 citizens, with the lion's share of the population found in Cedar Hill (48,000), DeSoto (51,900), Duncanville (39,700), and Lancaster (38,400). The area is home to several institutions of higher education; these include Cedar Valley College, the University of North Texas at Dallas, Mountain View Community College, and Texas State Technical College. With an abundance of affordable land and the anchors of higher education, the area is poised for growth in the long run.

Figure 9: Southwest Dallas Submarket



Local developers such as Matthews Southwest, Hoque Global, and Buzzworks Properties continue to invest in the Cedars, and West Dallas steadily evolves into a live/play environment. Furthermore, if the Dallas-to-Houston high-speed rail project comes to fruition, the area surrounding the station (expected to be in the Cedars) would be ripe for office development. Also, in the southern part of the submarket, part of the Redbird Mall will be converted into office space, which was delivered in 2019. The project quickly found its first tenant when staffing firm Chime Solutions plans to open its first operations center in Texas. The company plans to hire up to 500 full-time employees for its 51,000 SF office, with plans to double the real estate footprint and hire another 500 employees by 2021.

At 11.4% vacancies in Southwest Dallas are near all-time lows, tracking well below the Dallas market average. Despite a recent slowdown, rent growth has generally outperformed the metro average over the past few years. Even with promising trends, the submarket's upside is limited by its lack of desirability and 4 & 5 Star inventory, at least in the near term.

Table 25: Southwest Dallas Submarket Summary

<b>Southwest Dallas</b>   \$1.1 B Asset Value			
Dallas-Fort Worth - TX			
Inventory SF	6.8 M ↑	Market Rent/SF	\$22.87 ↓
Under Constr SF	0 ↓	Annual Rent Growth	-0.1% ↓
12 Mo Net Absorp SF	(57.8 K)	Market Sale Price/SF	\$161 ↓
Vacancy Rate	11.4% ↑	12 Mo Sales Vol	\$13.1 M ↑

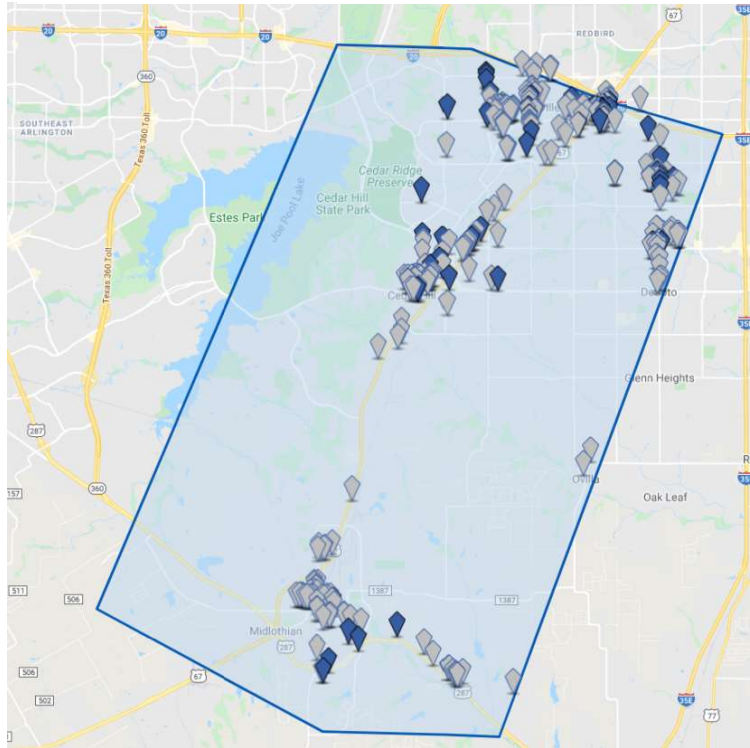
## CMA Office Market

CDS considers the area along Highway 67 from I20 south to Midlothian, east to the Lake, and west to DeSoto as the CMA. The CMA office supply includes Cedar Hill, Dallas, DeSoto, Duncanville, Midlothian, Ovilla, and Red Oak areas.

The inventory is 2,453,133 square feet in 317 buildings. The vacancy rate is currently at 9.7% with rents at \$23.92psf. The 12-month absorption rate was 1% or 23,828sf.

There is currently no additional office space under construction. There is 40,778sf proposed in DeSoto and Midlothian.

Figure 10: Cedar Hill CMA Office Market



## Performance Trends

Vacancy in this market has been as low as 6.37% and as high as 11.3% over the past ten years (average of 9.52%).

Rents have on average been at \$21.78psf over the past ten years, ranging from \$19.94 to \$24.06psf.

Figure 11: CMA Office Market Vacancy Trends

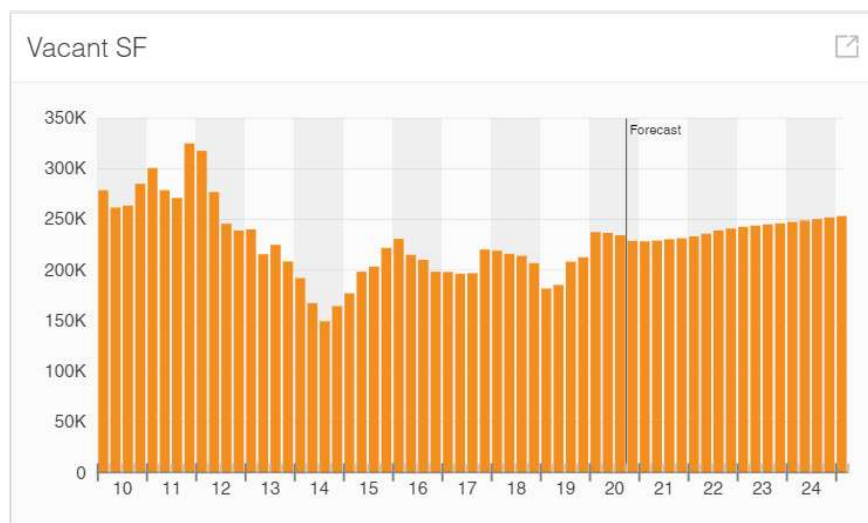
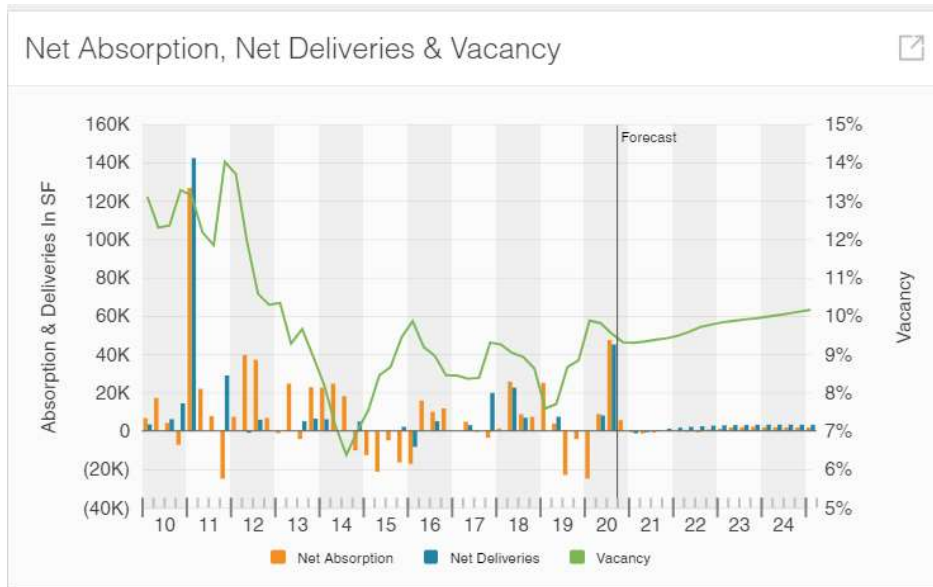


Figure 12: CMA Office Absorption, Deliveries and Vacancy



**Supply**

DeSoto includes the largest supply of office space at 722,938 square feet followed by Duncanville with 535,857sf. Cedar Hill includes 485,900sf.

Table 26: CMA Office Supply

Property Address	Property Name	Building Class	City	Year Built	Year Renovated	RBA	Percent Leased	Average Weighted Rent
950 E Belt Line Rd	Cedar Hill Medical Plaza	B	Cedar Hill	2007		24850	67.19	22.5
1420 High Pointe Ln	The Heritage House	B	Cedar Hill	1993		1990	0.00	16
952 N Highway 67		C	Cedar Hill	1965		5516	92.11	15.17
875 Straus Rd		B	Cedar Hill	2004		7377	72.89	14.4
610 Uptown Blvd	610 Uptown	A	Cedar Hill	2009		74552	74.15	20
110 E Belt Line Rd		B	Cedar Hill	2019		7300	39.73	-
110 E Belt Line Rd		B	Cedar Hill	2018		6800	100.00	-
207 W Belt Line Rd		C	Cedar Hill	2002		3850	100.00	-
210 W Belt Line Rd	Bldg 2	C	Cedar Hill	1950		2950	100.00	-
211 W Belt Line Rd		C	Cedar Hill	1976		3846	100.00	-
214 W Belt Line Rd		C	Cedar Hill	1950		1016	100.00	-
214 W Belt Line Rd	Bldg 2 (Suite B & C)	C	Cedar Hill	1950		2976	100.00	-
216 W Belt Line Rd		C	Cedar Hill	1940		1252	100.00	-
218 W Belt Line Rd		C	Cedar Hill	1961	2010	1462	100.00	-
231 W Belt Line Rd		C	Cedar Hill	1956		1397	100.00	-
233 W Belt Line Rd		C	Cedar Hill	1940		1209	100.00	-
316 W Belt Line Rd	Bldg 200	B	Cedar Hill	1981		3700	100.00	-
316 W Belt Line Rd	Bldg 100	C	Cedar Hill	1981		1600	100.00	-

Property Address	Property Name	Building Class	City	Year Built	Year Renovated	RBA	Percent Leased	Average Weighted Rent
318 W Belt Line Rd		C	Cedar Hill	1981		4800	100.00	-
320 W Belt Line Rd		B	Cedar Hill	2005		5000	100.00	-
325 W Belt Line Rd		C	Cedar Hill	1935		625	100.00	-
405 W Belt Line Rd		C	Cedar Hill	1938		1213	100.00	-
408 W Belt Line Rd		F	Cedar Hill	1889		1888	100.00	-
408 W Belt Line Rd		C	Cedar Hill	1889		1642	100.00	-
800 W Belt Line Rd		C	Cedar Hill	1940		2605	100.00	-
102 S Broad St		C	Cedar Hill	1984		7617	100.00	-
210 S Broad St		C	Cedar Hill	1884		2335	100.00	-
200 Bryan Pl	Heritage Medical & Wellness	C	Cedar Hill	1986		5532	100.00	-
201 BRYAN PI		B	Cedar Hill	1999		3000	100.00	-
207 N Cannady Cir		C	Cedar Hill	2003		8104	100.00	-
411 Cedar St		C	Cedar Hill	1945	2018	1000	100.00	-
413 Cedar St		C	Cedar Hill	1975		1700	100.00	-
706 Cedar St		C	Cedar Hill	1967		1096	100.00	-
901 S Cedar Hill Rd		C	Cedar Hill	1970		1871	100.00	-
1035 S Cedar Hill Rd		C	Cedar Hill	1971		1221	100.00	-
502 S Clark Rd		C	Cedar Hill	1978		1825	100.00	-
320 Cooper St		C	Cedar Hill	1955		1226	100.00	-
321 Cooper St	Bldg 1	C	Cedar Hill	1962	2001	3773	100.00	-
326 Cooper St		C	Cedar Hill	1984		4380	100.00	-
305 W FM 1382	Offices at Hillside Village West	B	Cedar Hill	2007		29997	46.42	-
305 W FM 1382	Offices at Hillside Village East	B	Cedar Hill	2007		28122	100.00	-
345 N Highway 67	CareNow Urgent Care	B	Cedar Hill	2007		5575	100.00	-
518 N Highway 67		C	Cedar Hill	1996		2300	100.00	-
536 N Highway 67		C	Cedar Hill	1981		5002	100.00	-
748 N Highway 67		C	Cedar Hill	1958		1936	100.00	-
806 N Highway 67		B	Cedar Hill	2001		2248	100.00	-
1421 N Highway 67			Cedar Hill	2007	2019	9256	100.00	-
401 Houston St		C	Cedar Hill	1951		1962	100.00	-
754-760 N J Elmer Weaver Fwy	Choice Plaza	B	Cedar Hill	1998	2018	3168	100.00	-
1121 N Joe Wilson Rd		C	Cedar Hill	1978		3360	100.00	-
1400 Kari Ann Dr		C	Cedar Hill	1984		2340	100.00	-
901 KCK Way	Bldg 1	C	Cedar Hill	1981		7337	100.00	-
402 Lee St		C	Cedar Hill	1956		1835	100.00	-



Property Address	Property Name	Building Class	City	Year Built	Year Renovated	RBA	Percent Leased	Average Weighted Rent
124 Loftin St		C	Cedar Hill	1989		1500	100.00	-
128 Loftin St		C	Cedar Hill	1989		1372	100.00	-
105 N Main St		C	Cedar Hill	2004		1300	100.00	-
918 E Pleasant Run Rd	Legacy Crossing	B	Cedar Hill	2017		5000	100.00	-
513 Straus Rd	Williams Professional Bldg	C	Cedar Hill	1984		7097	100.00	-
216 Texas St		C	Cedar Hill	1964		1338	100.00	-
285 Uptown Blvd		B	Cedar Hill	2007		115000	100.00	-
294 Uptown Blvd	Cedar Hill Village	B	Cedar Hill	2008		12560	100.00	-
634 Uptown Blvd		B	Cedar Hill	2007		8500	100.00	-
630 US Highway 67	Celebration Office Suites	C	Cedar Hill	1987		4034	100.00	-
600 N US Highway 67		C	Cedar Hill	1980		3168	100.00	-
706 Us-67	Bldg 2	C	Cedar Hill	1970		600	100.00	-
706 Us-67	Bldg 1	C	Cedar Hill	1970		1400	100.00	-
806 N Us-67		C	Cedar Hill	2001		2497	100.00	-
<b>Cedar Hill Total/Avg.</b>				<b>1977</b>	<b>2013</b>	<b>485900</b>	<b>95.41</b>	<b>17.61</b>
2550 Beckleymeade Ave	Stoneridge One	B	Dallas	1987		73496	62.37	11
3450 W Wheatland Rd	Methodist Charlton Medical Center	B	Dallas	2007		92528	98.21	17.02
3920 W Wheatland Rd		B	Dallas	2011		30234	60.60	23
9186 Hampton Rd S	Building 1	B	Dallas	1998		4934	100.00	-
39769 LBJ Fwy		B	Dallas	2012		5800	100.00	-
7988 W Virginia Dr		B	Dallas	2006		9000	100.00	-
7989 W Virginia Dr		C	Dallas	1987		8372	100.00	-
7992 W Virginia Dr		C	Dallas	1996		11360	100.00	-
8067 W Virginia Dr	Charter Medical Center	B	Dallas	2008		8968	100.00	-
7999 West Virginia Dr	Specialty Medical Center	B	Dallas	2009		14084	100.00	-
3503 W Wheatland Rd		B	Dallas	1992		6100	0.00	-
3535 W Wheatland Rd		B	Dallas	1992		6183	100.00	-
3571 W Wheatland Rd		B	Dallas	2013		6339	100.00	-
<b>Dallas Total/Avg.</b>				<b>2001</b>		<b>277398</b>	<b>86.24</b>	<b>17.01</b>
2617 Bolton Boone Dr		C	DeSoto	1985		5763	100.00	16.00

Property Address	Property Name	Building Class	City	Year Built	Year Renovated	RBA	Percent Leased	Average Weighted Rent
2727 Bolton Boone Dr	Southwest Professional Plaza	C	DeSoto	1984		22000	85.13	20.64
215 Dalton Dr		B	DeSoto	1984		7500	74.67	13.20
712 N Hampton Rd		B	DeSoto	1984		30750	64.56	14.83
1636 N Hampton Rd	Two Eagle Park	C	DeSoto	1984		26476	83.93	12.62
1700-1704 N Hampton Rd		C	DeSoto	1986		19111	100.00	12.00
1801 N Hampton Rd	Inwood Bank Building	B	DeSoto	1986	2014	68186	87.59	18.00
1001 Robbie Mince Way		B	Desoto	2004		8061	0.00	20.00
921-923 York Dr		B	Desoto	1999		2973	0.00	18.00
931-935 York Dr		B	Desoto	2001		6400	13.38	18.00
941 York Dr	Charlton Medical Office Complex	B	DeSoto	1989		9146	85.81	19.00
104 Barrows Pl		C	DeSoto	1989		2112	100.00	-
2611 Bolton Boone Dr		B	DeSoto	1996		3588	100.00	-
2625 Bolton Boone Dr		B	DeSoto	2011		12000	100.00	-
2651 Bolton Boone Dr	Bldg A	B	DeSoto	2009		5841	100.00	-
2707 Bolton Boone Dr		B	DeSoto	1990		7400	0.00	-
2715 Bolton Boone Dr	Bldg B	B	Desoto	1984		1861	100.00	-
2719 Bolton Boone Dr		C	DeSoto	1984		2650	100.00	-
2801 Bolton Boone Dr		C	DeSoto	1987		8088	100.00	-
320 W Centre Park Diag		B	DeSoto	2016		5000	100.00	-
150 Dalton Dr		B	DeSoto	1977		4976	100.00	-
200 Dalton Dr		C	DeSoto	1975		2576	100.00	-
208 Dalton Dr		C	DeSoto	1984		2808	100.00	-
224 Dalton Dr		C	DeSoto	1984		4749	100.00	-
2811 Duke of Gloucester St		C	DeSoto	2008		3524	100.00	-
107 Executive Way		C	DeSoto	1983		5926	100.00	-
111 Executive Way		C	DeSoto	1983		5800	100.00	-
115 Executive Way		C	DeSoto	1983		6680	100.00	-
119 Executive Way		C	DeSoto	1983		6680	100.00	-
123 Executive Way		C	DeSoto	1984		10800	100.00	-
209 Executive Way		C	DeSoto	1984		2028	100.00	-

Property Address	Property Name	Building Class	City	Year Built	Year Renovated	RBA	Percent Leased	Average Weighted Rent
211 Executive Way		C	DeSoto	1984		2020	100.00	-
215 Executive Way	Building B	C	DeSoto	1984		3152	100.00	-
215 Executive Way	A	C	DeSoto	1984		4168	100.00	-
1504 Falcon Dr		C	DeSoto	1984		4992	100.00	-
1624 Falcon Dr		B	DeSoto	2004		10150	100.00	-
240 N Hampton Rd		C	DeSoto	1957		952	100.00	-
500 N Hampton Rd		C	DeSoto	1965		5000	100.00	-
509 N Hampton Rd	Hampton Park Place	B	DeSoto	1986		9236	100.00	-
607 N Hampton Rd		C	DeSoto	1977		3080	100.00	-
701 N Hampton Rd		C	DeSoto	1973		3296	100.00	-
714 N Hampton Rd		C	DeSoto	1962		1858	100.00	-
718 N Hampton Rd		C	DeSoto	1955		1960	100.00	-
722 N Hampton Rd		C	DeSoto	1954		1200	100.00	-
1001 N Hampton Rd		C	DeSoto	1984		2400	100.00	-
1472 N Hampton Rd		C	DeSoto	1977		6345	100.00	-
1510 N Hampton Rd	City Center	B	DeSoto	1984		37942	96.98	-
1666 N Hampton Rd	One Eagle Plaza	C	DeSoto	1982		15088	100.00	-
1701 N Hampton Rd		C	DeSoto	1977		13797	100.00	-
1750 N Hampton Rd	Advanced Imaging	B	DeSoto	2005		13500	100.00	-
1815 N Hampton Rd		C	DeSoto	1981		3036	100.00	-
2010 N Hampton Rd	Plains Capital Bank	B	DeSoto	2007		23340	100.00	-
2011 N Hampton Rd	Bank of DeSoto	B	DeSoto	1985		12667	100.00	-
118 S Hampton Rd		C	DeSoto	1945		1180	100.00	-
203 S Hampton Rd		C	DeSoto	1981		3932	100.00	-
800 Kirnwood Dr	Compass Hospital Of Dallas	C	DeSoto	1988		80232	100.00	-
101 S Lyndalyn Ave		C	DeSoto	1984		2500	100.00	-
1608 Osprey Dr		B	DeSoto	2010		6050	100.00	-
1615 Osprey Dr		B	DeSoto	2004		5136	100.00	-
303 E Pleasant Run Rd		C	DeSoto	2007		3500	100.00	-
315 E Pleasant Run Rd		C	DeSoto	1986		3000	100.00	-
412 E Pleasant Run Rd		B	DeSoto	2009		5500	100.00	-
415 E Pleasant Run Rd		C	DeSoto	1957		1120	100.00	-
420 E Pleasant Run Rd		C	DeSoto	1975		1900	0.00	-
424 E Pleasant Run Rd		C	DeSoto	1980		1350	100.00	-

Property Address	Property Name	Building Class	City	Year Built	Year Renovated	RBA	Percent Leased	Average Weighted Rent
204 W Pleasant Run Rd		C	DeSoto	1997		1887	100.00	-
2701 Prince George Ave		B	DeSoto	2006		4181	100.00	-
2805 Prince George Ave		B	DeSoto	2006		4685	100.00	-
2821 Prince George Ave		B	DeSoto	2006		9372	100.00	-
2828 Prince George Ave		B	DeSoto	1999		10318	100.00	-
947 Scotland Dr		B	DeSoto	2010		4851	100.00	-
950 Scotland Dr		B	DeSoto	2006		4862	0.00	-
1801 N Westmoreland Rd		C	DeSoto	2000		2000	100.00	-
1805 N Westmoreland Rd		B	DeSoto	2002		1782	100.00	-
1809 N Westmoreland Rd		C	DeSoto	2004		1879	100.00	-
3650 W Wheatland Rd		B	DeSoto	2018		22500	100.00	-
3650 W Wheatland Rd	St. Paul Women Center	B	DeSoto	2000		9986	100.00	-
105 Woodhaven Dr		C	DeSoto	1968		6720	100.00	-
911 York Dr		B	DeSoto	1998		6155	100.00	-
925-929 York Dr		B	Desoto	2000		9472	100.00	-
951 York Dr		C	DeSoto	1988		8186	100.00	-
1005 York Dr		B	DeSoto	2007		2920	100.00	-
1008 York Dr		B	DeSoto	2009		5150	100.00	-
<b>DeSoto Total/Avg.</b>				<b>1989</b>	<b>2014</b>	<b>722938</b>	<b>91.47</b>	
407 N Cedar Ridge Dr	Cedar Place	B	Duncanville	1985		24000	85.38	15.5
515 N Cedar Ridge Dr	Americana Plaza	B	Duncanville	1985		15218	74.27	16.44
603 N Cedar Ridge Dr		B	Duncanville	1984		3894	51.98	12
607 N Cedar Ridge Dr	Duncanville Office Plaza	C	Duncanville	1983		11880	48.56	10
706 W Center St		B	Duncanville	2003		7896	49.34	9
315 S Cockrell Hill Rd	Cockrell Hill Professional Center	C	Duncanville	1985		10860	25.99	10.19
210-214 S Main St	Lone Star Place	C	Duncanville	1968		22449	81.14	13.96
903 S Main St		C	Duncanville	1985		5364	71.14	-
115-129 W Wheatland Rd		C	Duncanville	1985		8400	94.60	23.19

Property Address	Property Name	Building Class	City	Year Built	Year Renovated	RBA	Percent Leased	Average Weighted Rent
1414 W Wheatland Rd		C	Duncanville	1984		10128	93.27	15
520 Big Stone Gap Rd		B	Duncanville	2003		20272	100.00	-
308 W Camp Wisdom Rd		B	Duncanville			1671	100.00	-
519 N Cedar Ridge Dr	Americana Plaza	C	Duncanville	1984		9668	100.00	-
210 S Cedar Ridge Dr	Bldg A	C	Duncanville	1987		2557	100.00	-
210 S Cedar Ridge Dr	Bldg B	C	Duncanville	1987		6620	100.00	-
210 S Cedar Ridge Dr	Bldg #C	C	Duncanville			6342	100.00	-
710 S Cedar Ridge Dr		B	Duncanville	1978	2013	27776	100.00	-
803 S Cedar Ridge Dr		B	Duncanville	1987		5280	2.56	-
205 E Center St		C	Duncanville	1963		6080	100.00	-
400 E Center St		C	Duncanville	1982		4200	100.00	-
122 W Center St		C	Duncanville	1981		2040	100.00	-
242-250 E Cherry St	Main Station Rail Road Flats	B	Duncanville	2010		3365	100.00	-
1402-1406 Clark Rd		C	Duncanville	1987		4186	100.00	-
726 S Cockrell Hill Rd		C	Duncanville	1995		3750	100.00	-
1204 Crest Lane Dr		C	Duncanville			1686	100.00	-
111 W Danieldale Rd		C	Duncanville	1958		3930	0.00	-
407 W Danieldale Rd	Building #1	B	Duncanville	2014		4867	100.00	-
411 W Danieldale Rd		B	Duncanville	2015		2079	100.00	-
415 W Danieldale Rd	Building #3	B	Duncanville	2017		2988	100.00	-
211-215 E Freeman St		C	Duncanville	1984		2400	100.00	-
215 E Freeman St		C	Duncanville	1984		3600	100.00	-
822-826 Gemini Ave		C	Duncanville	1976		4000	100.00	-
415 E Highway 67		C	Duncanville	1987		3141	100.00	-
420 E Highway 67		B	Duncanville	2000		2872	100.00	-
706 E Highway 67		B	Duncanville	1967		1804	100.00	-
916 E Highway 67		B	Duncanville	2014		6000	100.00	-
920 E Highway 67		B	Duncanville	2017		10744	100.00	-
938 E Highway 67		C	Duncanville	2004		4981	100.00	-

Property Address	Property Name	Building Class	City	Year Built	Year Renovated	RBA	Percent Leased	Average Weighted Rent
1038 E Highway 67		B	Duncanville	2006		7200	100.00	-
621 Hustead St		C	Duncanville	1955		3558	100.00	-
303 Main St		C	Duncanville	1962		9000	100.00	-
204 N Main St		B	Duncanville	1960		5220	100.00	-
214 N Main St		B	Duncanville	1945		693	100.00	-
316 N Main St		B	Duncanville	1955		500	100.00	-
602 N Main St		B	Duncanville	1950		1893	100.00	-
113-115 S Main St		C	Duncanville	1964		9000	100.00	-
503 S Main St		C	Duncanville	1976		1400	100.00	-
907-911 S Main St		B	Duncanville	1985		5616	100.00	-
1005 S Main St		C	Duncanville	1998		2038	100.00	-
1011 S Main St		C	Duncanville	1950		669	100.00	-
1015 S Main St		C	Duncanville	1983		3030	100.00	-
1023 S Main St		C	Duncanville	1945	2011	2900	100.00	-
1103 S Main St		B	Duncanville	1946	2018	896	100.00	-
1105 S Main St		C	Duncanville	1938		1474	100.00	-
1106 S Main St		C	Duncanville	1972		2784	100.00	-
1314 S Main St		C	Duncanville	1982		5051	79.94	-
619 Mercury Ave	Mercury Place	C	Duncanville	1978		9198	100.00	-
627 Mercury Ave		C	Duncanville	1983		10480	100.00	-
735 Mercury Ave		C	Duncanville	1975		2100	100.00	-
739 N Merrill Ave		C	Duncanville	1978		3024	100.00	-
606 Oriole Blvd	Oriole Square II	C	Duncanville	1978		5000	100.00	-
606 Oriole Blvd	Oriole Square I	C	Duncanville	1978		5000	100.00	-
606 Oriole Blvd	Oriole Square III	C	Duncanville	1984		5000	100.00	-
202 Santa Fe Trl		B	Duncanville	2001		2583	100.00	-
1102 Santa Fe Trl		C	Duncanville	1987		2914	100.00	-
1106 Santa Fe Trl		C	Duncanville	1987		3932	100.00	-
1110 Santa Fe Trl		C	Duncanville	1987		4500	100.00	-
111 W Vinyard Rd		C	Duncanville	1953	2017	1068	100.00	-
202 E Wheatland Rd	Liberty Place Executive Suites	B	Duncanville	2003		4089	100.00	-
218 E Wheatland Rd		B	Duncanville	2005		2703	100.00	-
222 E Wheatland Rd		C	Duncanville	2000		3888	100.00	-
722 E Wheatland Rd		B	Duncanville	1970	2000	5970	100.00	-
777 E Wheatland Rd		B	Duncanville	1972		15096	100.00	-
1010 E Wheatland Rd		C	Duncanville	1984	2016	3220	100.00	-
1014 E Wheatland Rd		C	Duncanville	1984		5265	0.00	-

Property Address	Property Name	Building Class	City	Year Built	Year Renovated	RBA	Percent Leased	Average Weighted Rent
1018 E Wheatland Rd		B	Duncanville	1985		9648	100.00	-
1018 E Wheatland Rd		B	Duncanville	1985		8490	100.00	-
1026 E Wheatland Rd		C	Duncanville	1995		9075	100.00	-
110 W Wheatland Rd		C	Duncanville	1953	2017	1078	100.00	-
402 W Wheatland Rd	Sante Fe Crossing	B	Duncanville	1986		19582	100.00	-
403 W Wheatland Rd		C	Duncanville	1974		1484	100.00	-
407 W Wheatland Rd	Bldg D	C	Duncanville			3424	100.00	-
410 W Wheatland Rd		B	Duncanville	1994		3003	100.00	-
415-417 W Wheatland Rd		C	Duncanville	1974		5000	100.00	-
419 W Wheatland Rd		B	Duncanville	1974		1328	100.00	-
423 W Wheatland Rd		C	Duncanville	1974		3518	100.00	-
433 W Wheatland Rd		C	Duncanville	1977		1590	100.00	-
511 W Wheatland Rd		C	Duncanville	1976		2648	100.00	-
521-523 W Wheatland Rd	Wheatland West Office Park	C	Duncanville	1979		3675	100.00	-
527-539 W Wheatland Rd		C	Duncanville	1979		7366	100.00	-
549 W Wheatland Rd		C	Duncanville	1981		3040	100.00	-
559 W Wheatland Rd		C	Duncanville	1978		2204	100.00	-
606 W Wheatland Rd		C	Duncanville	1978		5400	100.00	-
610 W Wheatland Rd		C	Duncanville	1983		1284	100.00	-
626 W Wheatland Rd		C	Duncanville	1984		6080	100.00	-
<b>Duncanville Total/Avg.</b>				<b>1981</b>	<b>2013</b>	<b>535857</b>	<b>93.24</b>	<b>13.92</b>
200 S 14th St		C	Midlothian	2007		5687	79.78	27.78
979 Don Floyd Dr		B	Midlothian	2020		45000	73.33	19.38
1441 S Midlothian Pky	Midlothian Healthcare Center	B	Midlothian	2004		35189	96.33	18
2687 Us-287 Hwy		C	Midlothian	1984		3848	100.00	16
103 N 1st St		C	Midlothian	1908		1400	100.00	-

Property Address	Property Name	Building Class	City	Year Built	Year Renovated	RBA	Percent Leased	Average Weighted Rent
105 N 3rd St		C	Midlothian	1920		4844	100.00	-
103 S 4th St		C	Midlothian	1910		1941	100.00	-
114 S 5th St		C	Midlothian	1920		1322	100.00	-
102 S 7th St		C	Midlothian			2306	100.00	-
103 S 7th St		C	Midlothian	1915		2662	100.00	-
207 N 8th St	Financial Service Center	C	Midlothian	1972		2033	100.00	-
300 N 8th St	Town Place Professional Building	B	Midlothian	1985		8259	100.00	-
330 N 8th St	Town Place II	B	Midlothian	1985		9826	100.00	-
411 N 8th St		B	Midlothian	1993		7500	100.00	-
501 N 8th St		C	Midlothian	1930		1632	100.00	-
1408 N 9th St		B	Midlothian	1983		2100	100.00	-
1428 N 9th St		C	Midlothian	1982		2800	100.00	-
229 S 9th St		C	Midlothian	1945		1569	100.00	-
507 S 9th St		C	Midlothian	1940		1639	100.00	-
509 S 9th St		C	Midlothian	1925	2008	1390	100.00	-
224 S 11th St		C	Midlothian	1960		4649	100.00	-
131 Airport Dr		C	Midlothian	2011		126549	100.00	-
810A Alex Ln	Hopper House	C	Midlothian	1920		2076	100.00	-
810B Alex Ln	Hopper Barn	C	Midlothian	2000		978	100.00	-
100 W Avenue F		C	Midlothian	1940		3325	100.00	-
309 W Avenue F		C	Midlothian	1955		3458	100.00	-
402 E Avenue G		C	Midlothian	1890		5240	100.00	-
502 E Avenue G		C	Midlothian	1890		3200	100.00	-
2210 Bryan Pl	Building 1	B	Midlothian	2005		6415	100.00	-
2220 Bryan Pl	Building 2	B	Midlothian	2005		5905	100.00	-
217 George Hopper Rd		C	Midlothian	2016		5800	100.00	-
225 George Hopper Rd		B	Midlothian	2011		3682	100.00	-
1131 George Hopper Rd		B	Midlothian	2013		5000	100.00	-
340 Hawkins Run		B	Midlothian	2020		4000	0.00	-
350 Hawkins Run		B	Midlothian	2020		4000	100.00	-
1501 N Highway 67		C	Midlothian	2001		2724	100.00	-
1507 N Highway 67		B	Midlothian	2017		4002	100.00	-
1604 N Highway 67		C	Midlothian	1981		2170	100.00	-
4420 Hwy 287		B	Midlothian	2004		5986	100.00	-
200 E Main St		C	Midlothian	1955		1300	100.00	-



Property Address	Property Name	Building Class	City	Year Built	Year Renovated	RBA	Percent Leased	Average Weighted Rent
423 E Main St		C	Midlothian	2003		4965	100.00	-
525 E Main St		C	Midlothian	1958		2386	100.00	-
606 E Main St		C	Midlothian	1999		2526	100.00	-
3848 E Main St		C	Midlothian	1980		1740	100.00	-
4460 E Main St		C	Midlothian	2010		4500	100.00	-
404 W Main St		C	Midlothian	1965		2088	100.00	-
617 W Main St		C	Midlothian	1920		3012	100.00	-
717 W Main St	2nd Main Place	B	Midlothian	2006		4180	100.00	-
3344 N Highway 67		C	Midlothian	1986		5000	100.00	-
2441 Presidential Ave		B	Midlothian	2003		27209	100.00	-
110 Roundabout Dr		B	Midlothian	2008		5067	100.00	-
200 Silken Xing		C	Midlothian	2004		6211	100.00	-
300 Silken Xing		C	Midlothian	2007		4725	100.00	-
4450 US Hwy 287	Clark Dental Group	B	Midlothian	2010		5000	100.00	-
3495 E Us-287 Hwy		C	Midlothian	1920		973	100.00	-
3848 E Us-287 Hwy		F	Midlothian	1980		1700	100.00	-
4440 E Us-287 Hwy		C	Midlothian	2002		4778	100.00	-
<b>Midlothian Total/Avg.</b>				<b>1975</b>	<b>2008</b>	<b>429466</b>	<b>97.36</b>	<b>20.29</b>
700 W Main St		B	Ovilla	1965		627	100.00	-
<b>Ovilla Total/Avg.</b>				<b>1965</b>	<b>2008</b>	<b>627</b>	<b>100.00</b>	<b>20.29</b>
839 E Main St	Edward Jones	C	Red Oak	1915		947	100.00	-
<b>Red Oak Total/Avg.</b>				<b>1915</b>		<b>947</b>	<b>100.00</b>	
<b>TOTAL CMA</b>				<b>1972</b>	<b>2012</b>	<b>2453133</b>	<b>94.82</b>	<b>17.21</b>
1801 Kestrel Ave		B	Desoto	2021		2028	100.00	-
Swc US Hwy 287 & S 14th St		B	Midlothian	2022		38750	0.00	-
<b>TOTAL PROPOSED</b>						<b>40778</b>		

Source: CoStar, CDS;

**Note:** Immediately north of the CMA, RedBird located in South Dallas is a 94-acre mall redevelopment project, led by [Peter Brodsky](#) and [Terrence Maiden](#), hopes to turn the former Southwest Center Mall in southern Dallas into a high-class mixed-use development. Once complete, RedBird will include office space, medical services, apartments, restaurants, entertainment and green space. Developers also hope it will prove that demand for high-quality amenities in southern Dallas is strong and they hope the project will be a catalyst for future private development in the city’s southern half.

With over 300,000 sf of office space, the development landed a major job creator last year in the form of Georgia-based Chime Solutions. The customer care outsourcing company leased 50,000 square feet for a new call center, which has already brought 1,000 new jobs to the area. Plans call for the company to eventually double its footprint.

UT Southwestern plans to open a 150,000-square-foot outpatient medical center at RedBird within the former Sears, which would bring with it about 100 jobs. Within that space will also be a Children’s Health clinic. In the mall’s former Dillard’s space will be a Parkland Hospital clinic (43k sf) and new space for Workforce Solutions Greater Dallas.

## Cedar Hill Office Market

The Cedar Hill office market includes 485,900 square feet of space in 67 buildings. There is no space currently under construction or proposed in this market.

The vacancy rate is at 10.8% with average rental rates at \$24.49psf. Rental rates in Cedar Hill are above the overall asking rents in the submarket (\$22.87).

The 12-month absorption rate was 3.4% of inventory or 16,520 sf.

### Performance Trends

Vacancy has been unstable in this market ranging from 7% to 20% over the past ten years. Within the last five years, vacancy has stabilized more with an average of 13.36% and currently at 10.8%.

Absorption has been fairly positive over the past five years. On average only 3,094 feet has been delivered over the past five years.

Figure 13: Cedar Hill Office Properties

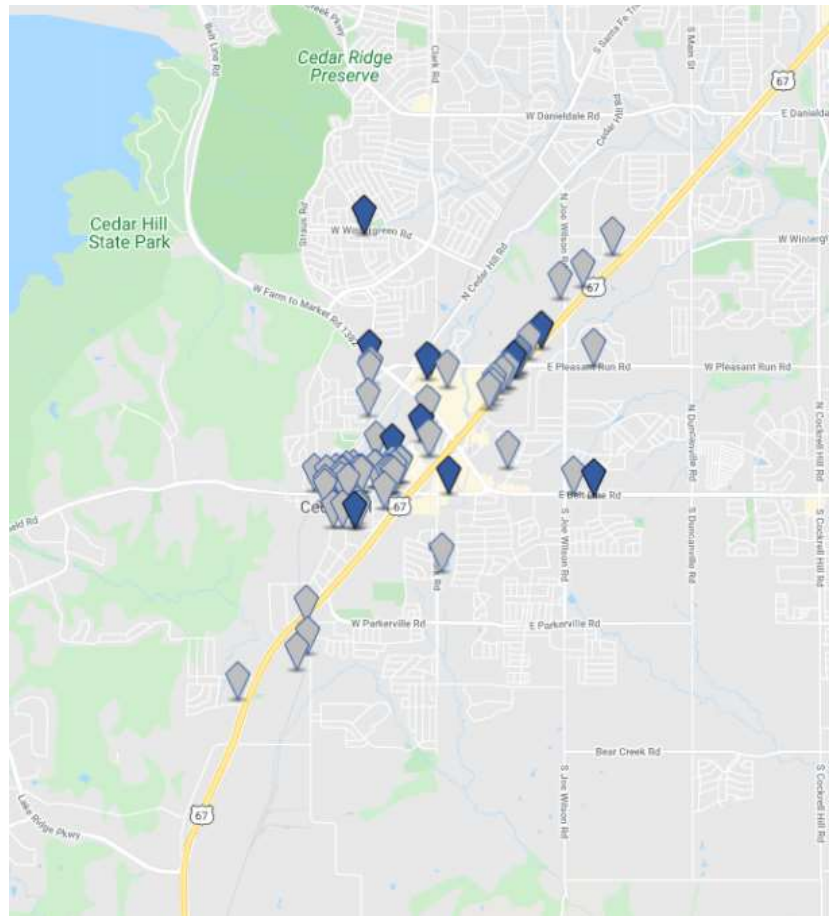


Figure 14: Cedar Hill Office Absorption, Deliveries, and Vacancy

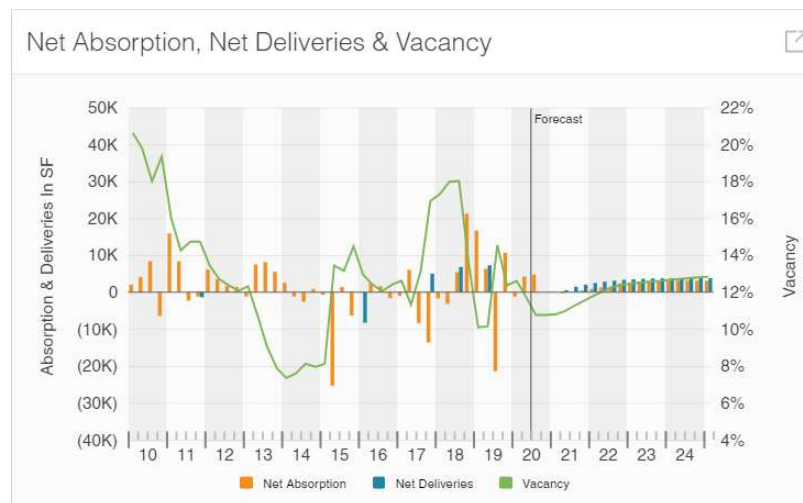


Figure 15: Cedar Hill Office Properties Performance



### Cedar Hill Office Supply

Cedar Hill’s office properties contain approximately 485,900 square feet of rentable area.

Table 27: Cedar Hill Office Supply

Property Address	Property Name	Building Park	Building Class	Year Built	Number Of Stories	Year Renovated	RBA	Percent Leased	Average Weighted Rent
950 E Belt Line Rd	Cedar Hill Medical Plaza		B	2007	1		24850	67.19	22.5
1420 High Pointe Ln	The Heritage House		B	1993	2		1990	0.00	16
952 N Highway 67			C	1965	2		5516	92.11	15.17
875 Straus Rd			B	2004	2		7377	72.89	14.4
610 Uptown Blvd	610 Uptown		A	2009	4		74552	74.15	20
110 E Belt Line Rd			B	2019	1		7300	39.73	-
110 E Belt Line Rd			B	2018	1		6800	100.00	-
207 W Belt Line Rd			C	2002	1		3850	100.00	-
210 W Belt Line Rd	Bldg 2		C	1950	2		2950	100.00	-
211 W Belt Line Rd			C	1976	1		3846	100.00	-
214 W Belt Line Rd			C	1950			1016	100.00	-
214 W Belt Line Rd	Bldg 2 (Suite B & C)		C	1950	1		2976	100.00	-
216 W Belt Line Rd			C	1940	1		1252	100.00	-
218 W Belt Line Rd			C	1961	1	2010	1462	100.00	-

Property Address	Property Name	Building Park	Building Class	Year Built	Number Of Stories	Year Renovated	RBA	Percent Leased	Average Weighted Rent
231 W Belt Line Rd			C	1956	1		1397	100.00	-
233 W Belt Line Rd			C	1940	1		1209	100.00	-
316 W Belt Line Rd	Bldg 200		B	1981	1		3700	100.00	-
316 W Belt Line Rd	Bldg 100		C	1981	1		1600	100.00	-
318 W Belt Line Rd			C	1981	1		4800	100.00	-
320 W Belt Line Rd			B	2005	2		5000	100.00	-
325 W Belt Line Rd			C	1935	1		625	100.00	-
405 W Belt Line Rd			C	1938	1		1213	100.00	-
408 W Belt Line Rd			F	1889	1		1888	100.00	-
408 W Belt Line Rd			C	1889	1		1642	100.00	-
800 W Belt Line Rd			C	1940	1		2605	100.00	-
102 S Broad St			C	1984	2		7617	100.00	-
210 S Broad St			C	1884	2		2335	100.00	-
200 Bryan Pl	Heritage Medical & Wellness		C	1986	2		5532	100.00	-
201 BRYAN PI			B	1999	1		3000	100.00	-
207 N Cannady Cir			C	2003	1		8104	100.00	-
411 Cedar St			C	1945	1	2018	1000	100.00	-
413 Cedar St			C	1975	1		1700	100.00	-
706 Cedar St			C	1967	1		1096	100.00	-
901 S Cedar Hill Rd			C	1970	1		1871	100.00	-
1035 S Cedar Hill Rd			C	1971	1		1221	100.00	-
502 S Clark Rd			C	1978	1		1825	100.00	-
320 Cooper St			C	1955	1		1226	100.00	-
321 Cooper St	Bldg 1		C	1962	1	2001	3773	100.00	-
326 Cooper St			C	1984	1		4380	100.00	-
305 W FM 1382	Offices at Hillside Village West	Hillside Village	B	2007	2		29997	46.42	-
305 W FM 1382	Offices at Hillside Village East	Hillside Village	B	2007	2		28122	100.00	-
345 N Highway 67	CareNow Urgent Care		B	2007	1		5575	100.00	-
518 N Highway 67			C	1996	1		2300	100.00	-

Property Address	Property Name	Building Park	Building Class	Year Built	Number Of Stories	Year Renovated	RBA	Percent Leased	Average Weighted Rent
536 N Highway 67			C	1981	2		5002	100.00	-
748 N Highway 67			C	1958	1		1936	100.00	-
806 N Highway 67			B	2001	1		2248	100.00	-
1421 N Highway 67				2007	1	2019	9256	100.00	-
401 Houston St			C	1951	1		1962	100.00	-
754-760 N J Elmer Weaver Fwy	Choice Plaza		B	1998	2	2018	3168	100.00	-
1121 N Joe Wilson Rd			C	1978	1		3360	100.00	-
1400 Kari Ann Dr			C	1984	1		2340	100.00	-
901 KCK Way	Bldg 1		C	1981	1		7337	100.00	-
402 Lee St			C	1956	1		1835	100.00	-
124 Loftin St			C	1989	1		1500	100.00	-
128 Loftin St			C	1989	1		1372	100.00	-
105 N Main St			C	2004	1		1300	100.00	-
918 E Pleasant Run Rd	Legacy Crossing	Legacy Crossing	B	2017	1		5000	100.00	-
513 Straus Rd	Williams Professional Bldg		C	1984	1		7097	100.00	-
216 Texas St			C	1964	1		1338	100.00	-
285 Uptown Blvd			B	2007	4		115000	100.00	-
294 Uptown Blvd	Cedar Hill Village		B	2008	1		12560	100.00	-
634 Uptown Blvd		Cedar Hill Town Center	B	2007	1		8500	100.00	-
630 US Highway 67	Celebration Office Suites		C	1987	2		4034	100.00	-
600 N US Highway 67			C	1980	2		3168	100.00	-
706 Us-67	Bldg 2		C	1970	1		600	100.00	-
706 Us-67	Bldg 1		C	1970	1		1400	100.00	-
806 N Us-67			C	2001	1		2497	100.00	-
TOTALS/Averages				1977	1	2013	485900	95.41	

Source: CoStar

### Interview with Interra Capital (owner) – 610 Uptown

- Total leaseable area: 74,552 sq.ft.
- Asking \$22 - \$24 per sq.ft. full service for available space
- T.I. and concessions – done deal by deal
- Two larger tenants – approx. 20K and 7K sq.ft., most of others typically 2K-3K
- Tenant line of business include Environmental, Law, Energy, Title, Mortgage, Custom homes, Realty, Dermatology, Finance, Insurance, and Strayer University
- Mix of local and recently some national credit tenants
- Acquired property 2014, it was mostly vacant at that time
- Own another office property in Duncanville
- Market has shown interest during last quarter (renewals plus new tenant interest), despite or maybe because of pandemic
- Office demand growth in area will be dependent on growth in residential population



Examples of Cedar Hill Office



## Medical Office CMA

Medical office is special purpose multi- or single-tenant facilities with more than 50% of the demised space suitable for medical uses such as general practice, dental, surgical or other practices utilizing interior improvements not generally found in business support facilities are known as medical properties. Prominent physical characteristics include a greater number of wet stacks and special power requirements used for laboratory testing and other medical procedures common in doctors' offices. A notably high parking ratio usually accompanies the space. This sub-type of office property is generally leased to medical users only.

There is 272k square feet of medical office space in 13 buildings in the CMA.

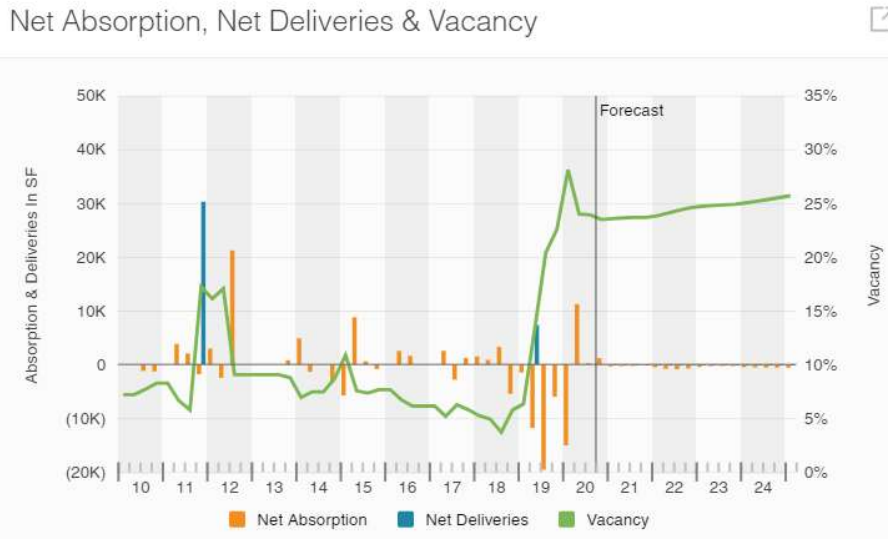
We will look at this particular use separately to determine how this specific office use is performing in the CMA.

- Vacancy is at 23.9% (5 year average is 11.41%)
- Rental rates are at \$27.18psf (5 year average \$26.66)
- There is no square footage under construction
- The absorption over the past 2 years has been negative
- Deliveries since 2011 – 7,300sf in 2019

**Figure 16: CMA Medical Office Properties**



**Figure 17: CMA Medical Office Absorption, Deliveries and Vacancy**





### CMA Medical Office Supply

As shown, Dallas includes the largest share of medical space (includes a hospital). Duncanville has the lowest rental rates and the lowest occupancy. Cedar Hill has the highest rental rates.

**Table 28: CMA Medical Office Space**

Property Address	Property Name	Building Park	Building Class	City	Year Built	RBA	Percent Leased	Average Weighted Rent
950 E Belt Line Rd	Cedar Hill Medical Plaza		B	Cedar Hill	2007	24850	67.19	22.50
110 E Belt Line Rd			B	Cedar Hill	2019	7300	39.73	-
TOTAL/Avg. Cedar Hill					2013	32150	53.46	22.50
3450 W Wheatland Rd	Methodist Charlton Medical Center		B	Dallas	2007	92528	98.21	17.02
3920 W Wheatland Rd		Wheatland Health Plaza	B	Dallas	2011	30234	60.60	23.00
TOTAL/Avg. Dallas					2009	122762	79.41	20.01
2617 Bolton Boone Dr			C	DeSoto	1985	5763	100.00	16.00
2727 Bolton Boone Dr	Southwest Professional Plaza		C	DeSoto	1984	22000	85.13	20.64
1001 Robbie Mince Way			B	Desoto	2004	8061	0.00	20.00
931-935 York Dr			B	Desoto	2001	6400	13.38	18.00
941 York Dr	Charlton Medical Office Complex		B	DeSoto	1989	9146	85.81	19.00
TOTAL/Avg. DeSoto					1993	51370	56.86	18.73
607 N Cedar Ridge Dr	Duncanville Office Plaza		C	Duncanville	1983	11880	48.56	10.00
706 W Center St			B	Duncanville	2003	7896	49.34	9.00
315 S Cockrell Hill Rd	Cockrell Hill Professional Center	Cockrell Hill Professional Center	C	Duncanville	1985	10860	25.99	10.19
TOTAL/Avg. Duncanville					1990	30636	41.30	9.73
1441 S Midlothian Pky	Midlothian Healthcare Center		B	Midlothian	2004	35189	96.33	18.00
TOTAL/Avg. Midlothian					2004	35189	96.33	18.00
<b>TOTAL/Avg. CMA</b>					<b>2002</b>	<b>272107</b>	<b>76.10</b>	<b>17.79</b>

Source: CoStar; CDS

*Examples of CMA Medical Office*



## Potential Demand – Office Space

Given the previously described regional economic trends, office market conditions, realistic potential capture of regional office growth, and competitiveness factors for the CMA, CDS has estimated what might be a realistic expectation of office development based on employment projections by CDS as illustrated in the tables below.

**Table 29: Average CDS Projections for the CMA**

AVERAGE	2020	2024	2027	2032
Population	191,401	213,064	229,306	252,588
Households	67,440	75,410	81,390	89,911
Employment	60,291	66,610	71,343	79,711

Source: CDS Community Development Strategies, NCTCOG

Employment growth in the market area is projected to increase at a rate of 18.3% over the next seven-year period, and 11.7% the following period (2027 to 2032).

An office space per office employee factor ranged from a low of 325 square feet in 2007 to a high of 365 square feet in 2010. It rebounded to 343 square feet per employee in 2012. CCIM reported in a recent article in 2015, that office space per employee is becoming less with companies increasing the proportion of collaboration and team space in offices, along with more space devoted to amenities. These flexible spaces are offsetting some of the square footage lost to smaller dedicated work spaces. For now, 200 sf to 250 sf per worker is still a reasonable estimate for most traditional firms, but at the same time, 100 to 150 sf is closer to what some of the larger public firms are now achieving.

Using 150 square feet per employee, the estimated office space needed in the CMA by 2024 is currently showing 568,672 square feet. The planned RedBird mall redevelopment includes both office and medical office. Of the 300,000sf only 100,000sf has been leased/planned. CDS estimates that this project could take demand from the CMA given its planned users. In our analysis, we will deduct 100,000sf from the CMA for this competitive project.

**Table 30: Future Office Demand for the CMA**

	2020	2024	2027
Employment Projections	60,291	66,610	71,343
Incremental Increase		6,319	4,733
64.3% Labor Force/Prof. Jobs		4,063	3,043
150 SF per Job		609,450	456,497
Less: CMA pipeline space to 2020		40,778	
CMA Demand		568,672	456,497
Less Competitive Project – RedBird		-50,000	-50,000
CMA Future Demand		518,672	406,497

Source: PCensus, CDS Community Development Strategies, HGAC

## Cedar Hill Absorption

**Table 31: Cedar Hill Office Demand**

	2020	2024	2027
CMA Demand		518,672	406,497
Cedar Hill share - 20%		103,734	81,299

Based on Cedar Hill’s current share of the market (19.8%), for our analysis we will use 20%. Cedar Hill would expect to capture up to 100ksf of additional office space by 2024 and another 80k by 2027.

Interviews with City Officials, City Council, EDC, and Employers in Cedar Hill there is a consensus that more office space is needed. Based on a 10.8% vacancy, current market conditions, and interviews, office space appears to be warranted, though not for large-scale corporate users, but rather smaller tenants serving the local market or resulting from homegrown entrepreneurs in the community.

As the employment grows, small scale office space will be very compatible and synergistic with other uses in Cedar Hill. CDS recommends the creation of relatively small to moderate increments of office space over the next few years especially in the midst of the pandemic and many workers working from home. Buildings will probably not exceed two stories, and ground floor spaces may be used for either retail or office space, while second floors would focus more on office or future medical users.

Medical users seem to be less available in the CMA market with vacancy at almost 25% and rental rates at \$27.18psf. Medical space will be needed in the future once the abundance of current vacant space is absorbed.

CDS estimates that Office suites will continue to be successful in this market based on interviews. The office space is typically occupied by local businesses like real estate, title, insurance and financial management businesses and other personal services like law, specialty boutique or alternative health businesses or incubator/start up businesses.

CDS sees incubator/start up businesses as an opportunity in Cedar Hill. Ruiz Financial has proved this market with 100% occupancy of typical 200-300sf tenants who are starting businesses.

## INDUSTRIAL MARKET

### Metro Area Industrial Market

According to **Transwestern (2Q2020)**, After slowing drastically in March and April, leasing activity rebounded in May and June to finish the quarter at 12.5 MSF, in line with average levels of the past few years. The majority of new leases were signed by large users while mid-size and small users were more likely to sign renewals or short-term extensions. Net absorption finished the quarter at 5.1 MSF to reach 25.1 MSF.

Deliveries this quarter totaled 9.8 MSF, bringing total deliveries over the last 12 months to 29.6 MSF or 3.8% of inventory. Large deliveries include Amazon's distribution center in South Stemmons (2.3 MSF), 2 MSF of speculative space at Alliance Westport 11, and Goodyear's 1.2 MSF facility in Forney.

Submarkets with high occupancy and relatively little ongoing construction—particularly the Great Southwest, South Stemmons, and Northwest Dallas—will remain ripe for new development as the number of available sites continues to decline.

**CoStar** reports The Dallas-Fort Worth industrial market was performing remarkably well in the first half of 2020. The market continues to deliver an incredible amount of industrial supply, averaging more than 20 million SF of net new supply annually over the past few years. Over the past 12 months, the market has added 35.3 million SF of new product. However, vacancies have remained stable at 6.8% due to a combination of impressive demand for speculative projects and a few significant build-to-suits that delivered. The market has been keeping up, absorbing 25.6 million SF over the past 12 months. The metroplex leads the nation in construction, with 29.1 million SF underway. For a sense of scale, that's more than Chicago and Phoenix combined.

At 3.6%, rent growth has remained positive and remains one of the leading large metros. This is especially impressive considering the metroplex has added 171 million SF of new space this decade. A close second to the 175 million SF added to the Inland Empire in California. Transaction activity is driven by institutional capital, with national portfolio sales accounting for a significant portion of sales volume.

**Table 32: Metro Area Industrial Construction**

Areas Ranked By Construction		
SUBMARKET CLUSTER	SF UNDER CONSTRUCTION	% OF INVENTORY
North Fort Worth	7,264,616	7.1%
DFW Airport	4,182,395	5.5%
Northeast Dallas	3,256,290	3.3%
South Fort Worth	3,202,171	5.8%
Northwest Dallas	2,460,151	2.3%
South Dallas	1,374,237	1.5%
East Dallas	944,106	2.1%
South Stemmons	581,222	0.5%
Great Southwest	576,123	0.5%

**Table 33: Metro Area Industrial Inventory**

INVENTORY	MARKET	NATIONAL INDEX
Existing Buildings	22,563 ↑	457,985 ↑
Inventory SF	977 M ↑	17 B ↑
Average Building SF	43.3 K ↑	37.1 K ↑
Under Construction SF	29.4 M ↓	331 M ↑
12 Mo Delivered SF	35.1 M ↑	288 M ↑

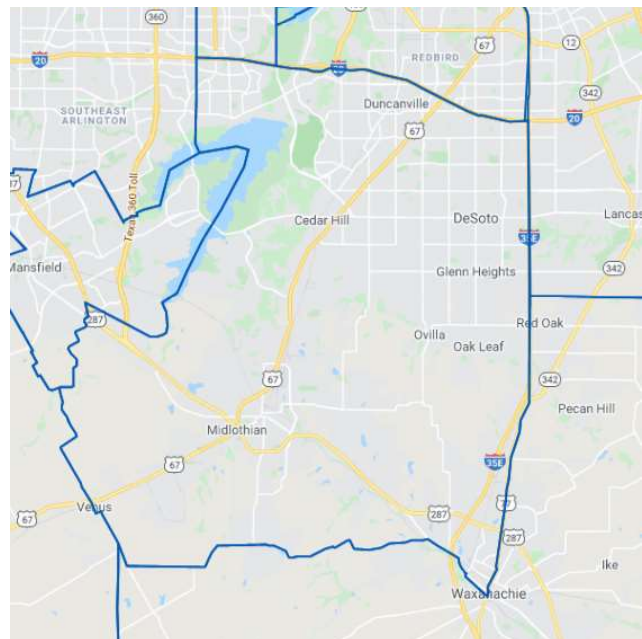
**Southwest Dallas/US 67 Submarket**

The SW Dallas/US 67 Submarket, like other South Dallas submarkets, has demonstrated impressive growth in the past few years, as the area has emerged as a super-regional distribution hub. This submarket has two primary industrial nodes: One is along I-20, between US Route 67 and I-35E, and the other is along I-35E in Waxahachie. The lion's share of large-scale construction over the last decade has taken place near I-20. Most of the projects in the pipeline are located in this corridor.

Vacancies have trended above the metro average over the past few years due to speculative construction. However, due to a few significant move-ins, most notably by Kohler (1.3 million SF) in 2018, vacancies are now as low as they have been since 2014.

In early 2020, the First Industrial Realty Trust completed an 863,200/SF spec building in the First Mountain Creek Distribution Center, located on the southeast quadrant of Mountain Creek Parkway and I-20. The entire spec property was preleased by HD Supply. In addition to more traditional industrial activity, Google has broken ground on a 250,000 SF data center. The two-story project is located on I-67 just west of Midlothian, expected to be delivered in late-2020.

**Figure 18: Southwest Dallas / US 67 Industrial Submarket**



**Table 34: Southwest Dallas / US 67 Submarket Industrial Performance**

SW Dallas/US 67   \$2.2 B Asset Value		Dallas-Fort Worth - TX	
Inventory SF	32.5 M ↑	Market Rent/SF	\$6.24 ↑
Under Constr SF	282 K ↓	Annual Rent Growth	4.5% ↑
12 Mo Net Absorp SF	975 K	Market Sale Price/SF	\$68 ↑
Vacancy Rate	6.9% ↑	12 Mo Sales Vol	\$6.4 M ↓

## CMA Industrial Market

The CMA includes Cedar Hill, Dallas, DeSoto, Duncanville, Mansfield, Midlothian, Ovilla, Red Oak and Waxahachie.

The CMA industrial market includes 33,872,841 square feet of space in 519 buildings. The vacancy rate is 8.6% with rents at \$6.19psf. The 12-month absorption rate is a negative 1.6% or **-488,181 sf**.

There is 60,000sf under construction and an additional 965,703sf proposed. Over 4 million square feet is also planned.

### Performance Trends

The vacancy has fluctuated between 5.54% and 14.75% over the past 5 years with the average at 9.54%.

Rents have been between \$4.76psf and \$6.19psf which is the current highest rent in 5 years.

Absorption has ranged from a low of a **negative 488,181sf** (current absorption) to a high of 2.5m square feet. The 5-year average is 1,081,641sf.

Figure 19: CMA Industrial Market

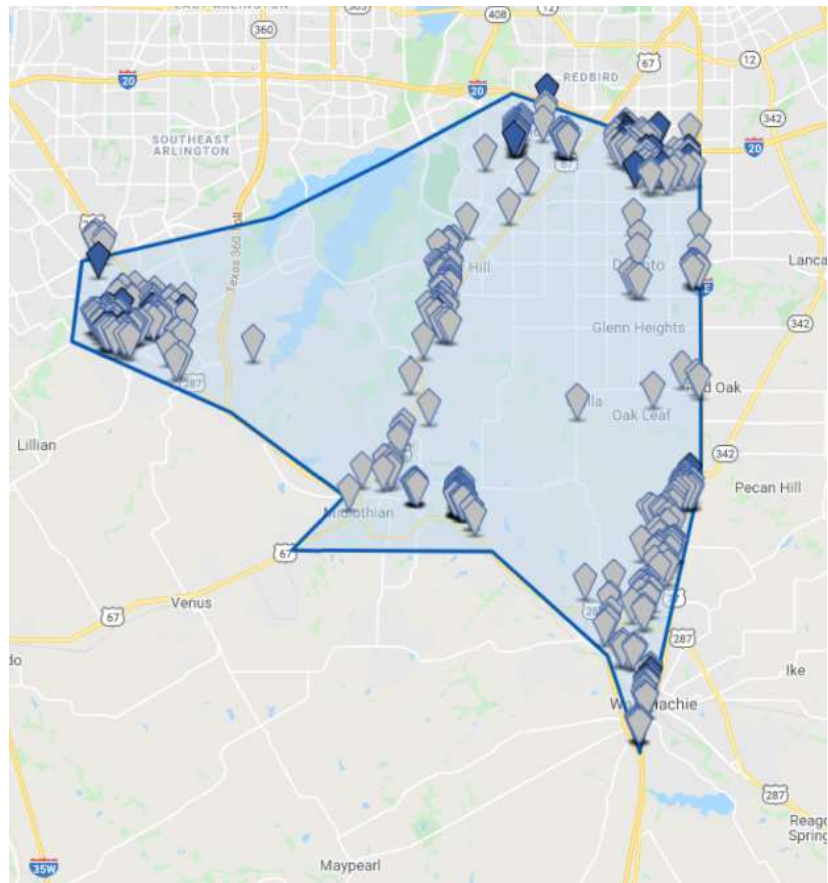
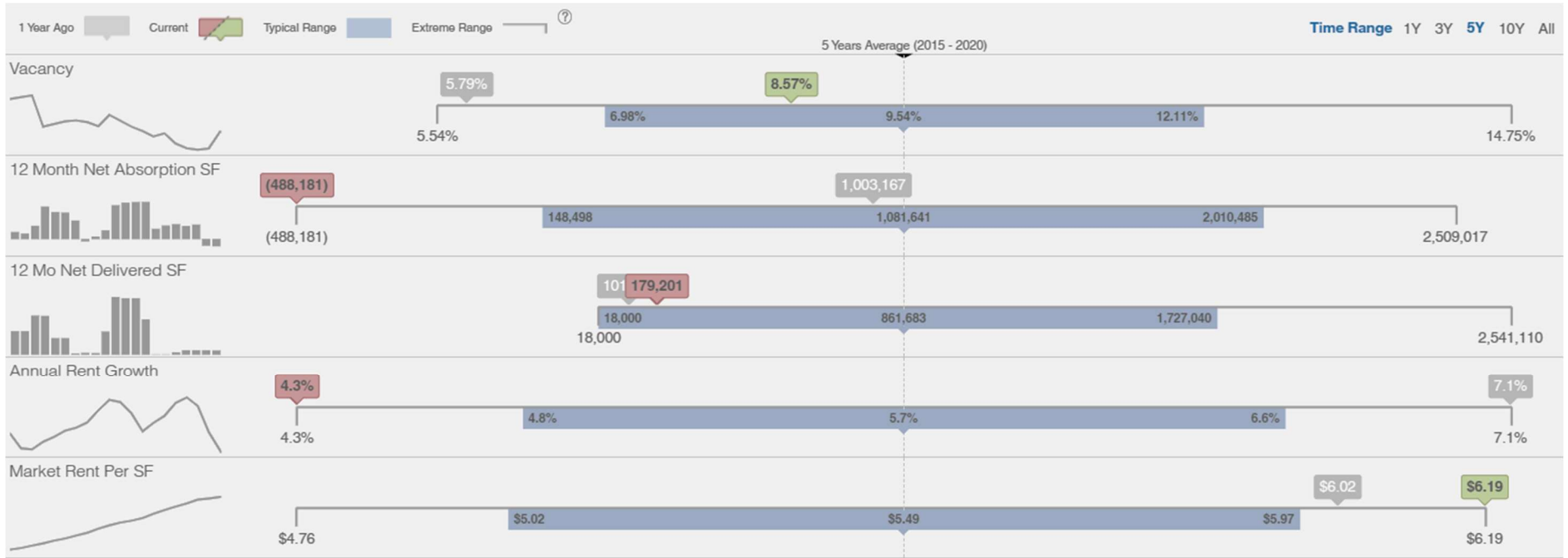


Figure 20: CMA Industrial Market Performance



Figure 21: CMA Industrial Market Performance





**CMA Supply**

DeSoto includes the largest supply of industrial space with 7.6 million square feet followed by Waxahachie at 7.5 million. Dallas and Mansfield both have between 5 and 6 million sf. Cedar Hill falls behind in supply at 2.0 million.

**Table 35: CMA Supply of Industrial Space**

Property Address	Property Name	City	Year Built	Year Renovated	RBA	Average Weighted Rent	Percent Leased	Office Space
1425 American Way		Cedar Hill	2000		11992	-	100.00	3159
1450 American Way	Deboer Trucking	Cedar Hill	1998		10000	-	100.00	
1471 American Way		Cedar Hill	1996		11800	-	100.00	
1483 American Way		Cedar Hill	1996		11800	-	100.00	
1495 American Way		Cedar Hill	2001		11880	-	100.00	
1535 American Way		Cedar Hill	2001		2400	-	100.00	
1670 American Way		Cedar Hill	2019		18000	-	66.67	
1675 American Way		Cedar Hill	1998		12500	-	100.00	
1204 W Beltline Rd	Cell Tower Site	Cedar Hill	1989		3500	-	100.00	
900 Brandenburg St		Cedar Hill	1981		3456	-	100.00	
916-928 Brandenburg St		Cedar Hill	1972		5000	-	100.00	
104 S Broad St	Bldg 2	Cedar Hill			12116	-	100.00	
915 Cedar St		Cedar Hill	1950		5000	-	100.00	
919 Cedar Hill Rd		Cedar Hill	1984		8250	-	100.00	
923 S Cedar Hill Rd		Cedar Hill	1982		6250	-	100.00	
1007 S Cedar Hill Rd		Cedar Hill	1987		5000	-	100.00	
1035 S Cedar Hill Rd		Cedar Hill	1971		4900	-	100.00	
1101 S Cedar Hill Rd		Cedar Hill	1985		4960	-	100.00	
1109 S Cedar Hill Rd		Cedar Hill	1983		5400	-	100.00	
1125 S Cedar Hill Rd		Cedar Hill	1978		12200	-	100.00	1000
1129 S Cedar Hill Rd		Cedar Hill	1975		4618	-	100.00	
1201 S Cedar Hill Rd		Cedar Hill	1985		17200	-	100.00	
914 Cedarview Dr		Cedar Hill	1983	2007	8250	-	100.00	
955 Cedarview Dr		Cedar Hill	1984		4080	-	100.00	
1001 Cedarview St		Cedar Hill	1967		92000	-	100.00	

Cedar Hill Market Study

Property Address	Property Name	City	Year Built	Year Renovated	RBA	Average Weighted Rent	Percent Leased	Office Space
1548 Edgefield Way		Cedar Hill	2008		79582	-	100.00	
1462 Freedom Way		Cedar Hill	1999		10500	-	100.00	1043
1500 Freedom Way		Cedar Hill			18000	-	100.00	
1517 Freedom Way		Cedar Hill	2000		2400	-	100.00	
675 Grigsby Way	Advent Supply Incorporated	Cedar Hill	1984		14600	-	100.00	
683 Grigsby Way		Cedar Hill	1997		27500	-	100.00	
678 Hall St		Cedar Hill	1999		86400	-	100.00	
1445 High Meadows St		Cedar Hill	2012		9002	-	100.00	
1586 High Meadows Way		Cedar Hill	1999		100000	-	100.00	
970 Highway 67 N		Cedar Hill	1985		8750	-	100.00	
1230 N Highway 67		Cedar Hill	1972		12600	-	100.00	
701 S Highway 67	Apex Signs	Cedar Hill	1981		7861	-	100.00	
707 S Highway 67		Cedar Hill	1984		35000	-	100.00	
1230 S Highway 67		Cedar Hill	1972	2000	12000	-	100.00	
1525 S Highway 67		Cedar Hill	1982		1760	-	100.00	
2138 S Highway 67		Cedar Hill	1979		58919	-	100.00	
951 Houston St		Cedar Hill	1981		5600	-	100.00	
510 Jealous Way		Cedar Hill	1983		40005	-	100.00	2450
593 Jealous Way		Cedar Hill	1986		13250	-	100.00	
604 Jealous Way		Cedar Hill			26372	-	100.00	
616 Jealous Way		Cedar Hill	2003		12600	-	100.00	
621 Jealous Way		Cedar Hill	2006		21120	-	100.00	
625 Jealous Way		Cedar Hill	2006		31416	-	100.00	
901 KCK Way	Bldg 2	Cedar Hill	1981		6050	-	100.00	
902 KCK Way		Cedar Hill	1996		17209	-	100.00	
910 KCK Way		Cedar Hill	1989		7000	-	100.00	
923 KCK Way		Cedar Hill	1984		18000	-	100.00	
935 KCK Way		Cedar Hill	1985		18000	-	100.00	
1002 KCK Way	Fitzgerald Electric	Cedar Hill	1985		7000	-	100.00	
1014 KCK Way		Cedar Hill	1984		7000	-	100.00	

Cedar Hill Market Study

Property Address	Property Name	City	Year Built	Year Renovated	RBA	Average Weighted Rent	Percent Leased	Office Space
1062 KCK Way	Superior Tool	Cedar Hill	1989		7380	-	100.00	
1001 Mount Lebanon Rd	Bldg Four	Cedar Hill	1945		1200	-	100.00	
1001 Mount Lebanon Rd	Bldg Three	Cedar Hill	1999		15000	-	100.00	
1001 Mount Lebanon Rd	Bldg Two	Cedar Hill	1997		2800	-	100.00	
1001 Mount Lebanon Rd	Bldg One	Cedar Hill	1983		1840	-	100.00	
1034 Mount Lebanon Rd		Cedar Hill	2007		5000	-	100.00	625
1038 Mt. Lebanon Rd		Cedar Hill	2000		4774	-	100.00	
624-700 Straus Rd		Cedar Hill	1980		9600	-	100.00	
1101-1109 E Wintergreen Rd		Cedar Hill	1974		14465	-	100.00	
912-914 Cedar St		Cedar Hill	1955		105357	-	100.00	
1585 Edgefield Way	Intsel Steel Group	Cedar Hill	1997		150000	-	100.00	
621 Hall St		Cedar Hill	1997		168430	-	100.00	
1585 High Meadows Way		Cedar Hill	1998		164480	-	100.00	
1650 S US Highway 67	JCPenney Distribution Center	Cedar Hill	2001		420000	-	100.00	
<b>TOTAL/Avg Cedar Hill</b>			<b>1988</b>		<b>2078374</b>		<b>99.52</b>	<b>1,655.40</b>
9001 Autobahn Dr	Stoneridge 15	Dallas	2019		83376	-	0.00	
9806 Beckleycrest Ave		Dallas	2000		1000	-	100.00	
9000 S Hampton Rd		Dallas	1966		28000	-	100.00	
9186 S Hampton Rd	Building 2	Dallas	1998		13685	-	100.00	
39050 Lyndon B Johnson Fwy	Extra Space Storage	Dallas	2005		76508	-	100.00	
9301 Stoneview Dr	Frito-Lay	Dallas	1999		62000	-	100.00	
8700-8900 Autobahn Dr	Building 9	Dallas	2000		359931	-	100.00	
8701-8757 Autobahn Dr	Building 8	Dallas	1999		132825	-	100.00	
8801 Autobahn Dr	Building 7	Dallas	1997		270490	-	50.06	
8901 Autobahn Dr	Bldg 4	Dallas	1989	2007	108502	-	0.00	
9031 Autobahn Dr	Stoneridge 14	Dallas	2020		106700	-	100.00	
2300 Beckleymeade Ave	Bldg 1	Dallas	2006		532957	-	100.00	
2320 Beckleymeade Ave	Bldg 2	Dallas	2009		1167500	-	100.00	
2425 W Daniieldale Rd	Stoneridge XI	Dallas	2015		399971	-	100.00	
2627 W Daniieldale Rd	Stoneridge XII	Dallas	2015		149956	-	100.00	

Cedar Hill Market Study

Property Address	Property Name	City	Year Built	Year Renovated	RBA	Average Weighted Rent	Percent Leased	Office Space
2777 W Danieldale Rd	Stoneridge XIII	Dallas	2015		139971	-	100.00	
39324 I-20	Trammell Crow Penn Distribution Center	Dallas	2014		823371	-	73.93	
8900 Old Hickory Trl	Stoneridge Business Park - Building 5	Dallas	1990		128525	-	100.00	12449
9500 S Polk St	Kohler	Dallas	2018		1316341	-	100.00	
9303 Stoneview Dr		Dallas	1997		282825	-	100.00	
<b>TOTAL/Avg. Dallas</b>			<b>2004</b>	<b>2007</b>	<b>6184434</b>		<b>86.20</b>	<b>12,449.00</b>
616-642 E Centre Park Blvd		DeSoto	1998		68200	7.02	100.00	950
719 Beckley Rd		DeSoto	1982		9460	-	100.00	
305 S Beckley Ave		DeSoto	1996		3600	-	100.00	
215 Centre Park Blvd	Solar Turbines	DeSoto	1985		61181	-	100.00	
600 E Centre Park Blvd		DeSoto	1998		15535	-	100.00	4750
830 E Centre Park Blvd	WalMart Distribution	DeSoto	1996		99440	-	100.00	
917 E Centre Park Blvd		DeSoto	1985		3200	-	100.00	
213 Dalton Dr		DeSoto	1984		5950	-	100.00	
202 W Danieldale Rd		DeSoto	2017		47500	-	100.00	
100-102 Ezell Dr		DeSoto	1983		40296	-	100.00	
1707 Falcon Dr	Falcon Centre	DeSoto	1987		68098	-	100.00	
612 Franklin St		DeSoto	1978		11730	-	100.00	
624 Franklin St		DeSoto	1986		7468	-	100.00	
626-628 Franklin St		DeSoto	1986		7200	-	100.00	
705-709 Franklin St		DeSoto	1990		1800	-	100.00	
332 S Hampton Rd		DeSoto	1965		9600	-	100.00	
1101 S Hampton Rd		DeSoto	1973		25426	-	100.00	3800
1150 S Hampton Rd		DeSoto	1980		5000	-	100.00	
505 N I 35 E		DeSoto	1980		66919	-	100.00	
2112 JO Dr		DeSoto	1986		38677	-	100.00	5975
201 N Lyndalyn Ave		DeSoto	1963		3857	-	100.00	
1312 Lyndon Ave		DeSoto	1986		2500	-	100.00	
1340 Lyndon Ave		DeSoto	1983		6000	-	100.00	
1347 Lyndon Ave		DeSoto	1977		5640	-	100.00	

Cedar Hill Market Study

Property Address	Property Name	City	Year Built	Year Renovated	RBA	Average Weighted Rent	Percent Leased	Office Space
1314 Marilyn Ave		DeSoto	1983		4200	-	100.00	
221 Northgate Dr	Flowers Foods	DeSoto	2008		6960	-	100.00	
9400 Old Hickory Trl		DeSoto	1983		274	-	100.00	
1515 Osprey Dr		DeSoto	1984		30000	-	100.00	
1607 Osprey Dr		DeSoto	1995		4888	-	100.00	2500
1621 Osprey Dr		DeSoto	1995		16020	-	100.00	950
220 W Parkerville Rd		DeSoto	1980		40000	-	100.00	2400
1800 N Polk St	Treadmaxx Tire	DeSoto	2005		71156	-	100.00	
9909 S Polk St		DeSoto	2017		9500	-	100.00	
315 Seahawk Dr		DeSoto	1984		60200	-	100.00	
727 E Wintergreen Rd		DeSoto	2011		32200	-	100.00	
525 Centre Park Blvd	ZEP Manufacturing Inc	DeSoto	1985		104350	-	100.00	
1200 E Centre Park Blvd	Millwork Distribution Center	DeSoto	1999		476341	-	100.00	38760
1221 E Centre Park Blvd	Crossroads Trade Center Building 2	DeSoto	2012		951480	-	100.00	
1221 E Centre Park Blvd	Crossroads Trade Center Building 1	DeSoto	2008		550600	-	36.41	
1240 E Centre Park Blvd	Eagle Park 20/35	DeSoto	2016		454408	-	100.00	
220 E Daniieldale Rd	I-20 Corporate Center	DeSoto	1986		520000	-	0.00	20000
420 E Daniieldale Rd		DeSoto	1999		423771	-	80.25	
501 W Daniieldale Rd	Southfield Park 35, Building 1	DeSoto	2014		1128227	-	100.00	
2119 N I-35 E	Crossroads Trade Center Building 3	DeSoto	2018		948380	-	51.65	
2050 Kestrel Ave		DeSoto	1985		235480	-	100.00	3000
9025 Old Hickory Trl	Southfield Park 35 Bldg. 3	DeSoto	2015		297265	-	100.00	
9209 Old Hickory Trl	Southfield Park 35 - Building 2	DeSoto	2016		662214	-	100.00	
<b>TOTAL/AVG. DeSoto</b>			<b>1992</b>		<b>7642191</b>		<b>95.07</b>	<b>8,308.50</b>
111 E Fain St		Duncanville	1981		5811	5.68	0.00	
1202 S Alexander Ave		Duncanville	1987		10000	-	100.00	
1211 S Alexander Ave		Duncanville	2017		10000	-	100.00	
702 Apollo Ave		Duncanville	1970		67200	-	100.00	
815 Apollo Ave		Duncanville	1969		40440	-	100.00	
603 Big Stone Gap Rd	Texwood Industries	Duncanville	1972		25375	-	100.00	

Cedar Hill Market Study

Property Address	Property Name	City	Year Built	Year Renovated	RBA	Average Weighted Rent	Percent Leased	Office Space
714 Big Stone Gap Rd		Duncanville	1989		3596	-	100.00	
1146 S Cedar Rd		Duncanville	1983		20000	-	100.00	
1102 Cedar Ridge Dr		Duncanville	1994		9000	-	100.00	
1155 Cedar Ridge Dr		Duncanville	1985		6560	-	100.00	
900 S Cedar Ridge Dr	Future Public School	Duncanville	1967		47010	-	100.00	2821
1107 S Cedar Ridge Dr	Scientific Coatings	Duncanville	1984		16092	-	100.00	8046
1138 S Cedar Ridge Dr		Duncanville	1983		4000	-	100.00	
1159 S Cedar Ridge Dr	Spacewall	Duncanville	1984		33000	-	100.00	
202 E Cherry St		Duncanville	1970		6120	-	100.00	
1203 Crestdell Dr		Duncanville	1965		2099	-	100.00	
1211 Crestdell Dr		Duncanville	1963		1890	-	100.00	
1214 Crestlane Dr		Duncanville	1980		6000	-	100.00	
1215 Crestlane Dr		Duncanville	1960		2050	-	100.00	800
612 Crestside Dr		Duncanville			5700	-	100.00	
619-627 Crestside Dr		Duncanville	1977		11640	-	100.00	1100
1019 Explorer St		Duncanville	1983		6800	-	100.00	
1023 Explorer St		Duncanville	1986		21200	-	100.00	
1030 Explorer St		Duncanville	1984		5195	-	100.00	
1034-1036 Explorer St		Duncanville	1981		12400	-	100.00	2000
1106 Explorer St		Duncanville	1983		4000	-	100.00	
1111 Explorer St		Duncanville	1982		13440	-	100.00	
1114 Explorer St		Duncanville	1980		39000	-	100.00	
1123 Explorer St		Duncanville	1982		4920	-	100.00	
1126 Explorer St		Duncanville	1982		21000	-	100.00	
1146 Explorer St		Duncanville	1987		19190	-	100.00	2000
1182 Explorer St		Duncanville	1983		30270	-	100.00	
1184 Explorer St		Duncanville	1984		30720	-	100.00	
920 Gemini Ave		Duncanville	1984		6650	-	100.00	
923 Gemini Ave		Duncanville	1982		12000	-	100.00	
211 S Hastings St		Duncanville	1974		2250	-	100.00	

Cedar Hill Market Study

Property Address	Property Name	City	Year Built	Year Renovated	RBA	Average Weighted Rent	Percent Leased	Office Space
633 E Highway 67	Building B	Duncanville			4000	-	100.00	
633 E Highway 67	Building A	Duncanville	1986		4000	-	100.00	
639 E Highway 67		Duncanville	1968		9440	-	100.00	
815 Mercury Ave		Duncanville	1977		19373	-	100.00	
904-906 Mercury Ave		Duncanville	1972		22000	-	100.00	
627 Space Way Dr		Duncanville	1973		3164	-	100.00	
646 Us Highway 67		Duncanville	1965		7400	-	100.00	
646 E US Highway 67		Duncanville	1965		7400	-	100.00	
650 E Us-67		Duncanville	1989		7995	-	100.00	
106 W Vinyard Rd		Duncanville	1998		2190	-	100.00	
515 Big Stone Gap Rd	Quality Cabinets	Duncanville	1974		628925	-	100.00	
627 Big Stone Gap Rd	Wheatland Farms	Duncanville	1990		112805	-	100.00	
<b>TOTAL/AVG. Duncanville</b>			<b>1980</b>		<b>1391310</b>	<b>5.68</b>	<b>97.92</b>	<b>2794.5</b>
1275 N Main St		Mansfield	1986		35000	9.58	83.71	
208 Sentry Dr		Mansfield	1979		30880	7	100.00	1850
910-920 Trinity Dr		Mansfield	1900		21000	5.6	75.48	960
600 S 2nd Ave		Mansfield	1970		81154	-	100.00	5667
606 S 2nd Ave		Mansfield	1972		79000	-	100.00	
700 S 2nd Ave	Amerimax Bldg Products	Mansfield	1972		55272	-	100.00	
1050-1054 S 2nd Ave		Mansfield	2002		12000	-	100.00	
1201 S 2nd Ave		Mansfield			1500	-	100.00	
711 4th Ave		Mansfield	1972		8400	-	100.00	
601-603 S 4th Ave		Mansfield	1985		14400	-	100.00	1000
602 S 4th Ave		Mansfield	1982		18000	-	100.00	
609 S 4th Ave		Mansfield	1994		8800	-	100.00	
613 S 4th Ave		Mansfield	1970		10000	-	100.00	
615 S 4th Ave		Mansfield	1972		14000	-	100.00	
617 S 4th Ave		Mansfield	1983		40078	-	100.00	2200
620 S 4th Ave		Mansfield	1972		55664	-	100.00	
700 S 4th Ave		Mansfield	1977		25872	-	100.00	

Cedar Hill Market Study

Property Address	Property Name	City	Year Built	Year Renovated	RBA	Average Weighted Rent	Percent Leased	Office Space
700 S 4th Ave	Stratoflex Inc (Plastics)	Mansfield	1977		39760	-	100.00	
800 S 4th Ave		Mansfield	1971		53700	-	100.00	
801 S 4th Ave		Mansfield	1972	2012	15040	-	100.00	
811 S 4th Ave	Martin Sprocket & Gear Inc (2)	Mansfield	1984		45000	-	100.00	
811 S 4th Ave	Martin Sprocket & Gear Inc (1)	Mansfield	1970		69700	-	100.00	
501 5th Ave		Mansfield	1982		3000	-	100.00	
511 S 5th Ave	GM International	Mansfield	1986		20625	-	0.00	2442
550 S 5th Ave		Mansfield	1999		10023	-	100.00	
900 S 5th Ave		Mansfield			7200	-	100.00	
907 S 5th Ave		Mansfield	1985		12000	-	100.00	
909 S 5th Ave		Mansfield	1983		20000	-	100.00	
911 S 5th Ave	Building B	Mansfield	1973		20066	-	100.00	
911 S 5th Ave	Building A	Mansfield	1973		42000	-	100.00	
920-934 S 5th Ave	FEI Incorporated	Mansfield	1986		15000	-	100.00	
204 S 6th Ave		Mansfield	1992		83484	-	100.00	
210 S 6th Ave		Mansfield	1986		4275	-	100.00	
245 S 6th Ave		Mansfield	1996		9890	-	100.00	
300 S 6th Ave	Para Chem	Mansfield	1988		26300	-	100.00	
301 S 6th Ave		Mansfield	1996	1999	34420	-	100.00	5163
520 S 6th Ave		Mansfield	2001		23750	-	100.00	
525 S 6th Ave		Mansfield	1996		14092	-	100.00	
701-713 S 6th Ave		Mansfield	1986		12000	-	100.00	
717-735 S 6th Ave		Mansfield	1986		15300	-	100.00	
220 Airport Dr		Mansfield	2008		49700	-	100.00	6250
500 Airport Dr		Mansfield	1970		65908	-	100.00	
520 Airport Dr		Mansfield	1970		11990	-	100.00	3000
555 Airport Dr		Mansfield	1973		14357	-	100.00	
561 Airport Dr		Mansfield	2002		15000	-	100.00	
565 Airport Dr	Johnson County Foam, Inc.	Mansfield	1996		23620	-	100.00	
1202 Antler Dr		Mansfield	1977		17700	-	100.00	2500



Cedar Hill Market Study

Property Address	Property Name	City	Year Built	Year Renovated	RBA	Average Weighted Rent	Percent Leased	Office Space
1206 Antler Dr		Mansfield	1977		25000	-	100.00	4500
1500 E Broad St		Mansfield	1969		85200	-	100.00	11076
471 Burl Ray Rd		Mansfield	1980		9250	-	100.00	
461 Burl Ray St		Mansfield	1981		4275	-	100.00	
1741 Commerce Dr	Apex Sports Center	Mansfield	2003		43700	-	100.00	
206 E Dallas St		Mansfield	2000		4800	-	100.00	
1021 E Dallas St	Bryne Brothers Foods Inc	Mansfield	1979		35940	-	100.00	
1401 E Dallas St		Mansfield	1973		60936	-	100.00	
1500 E Dallas St		Mansfield	1973		57312	-	100.00	
1501 E Dallas St		Mansfield	1973		49880	-	100.00	
780 W Debbie Ln		Mansfield	1979		7560	-	100.00	
861 W Debbie Ln		Mansfield	1960		1536	-	100.00	
865 W Debbie Ln		Mansfield	1988		2000	-	100.00	
117 Depot St		Mansfield	1985		2997	-	100.00	
119 Depot St		Mansfield	1985		2850	-	100.00	
501 Easy Dr	Klein Tools	Mansfield	2013		56097	-	100.00	
550 Easy Dr		Mansfield	1981		20000	-	100.00	
1300 Fort Worth St	Americhem Inc	Mansfield	1979		54000	-	0.00	
1101 Heritage Pky	Interstate Trailers	Mansfield	1932		100000	-	100.00	
1351 Heritage Pky	Heritage Commerce Center - Building 2	Mansfield	2016		34927	-	50.00	1169
1401 Heritage Pky	Heritage Commerce Center - Building 1	Mansfield	2016		23492	-	100.00	1178
1451 Heritage Pky	KMP Inc - Building 300	Mansfield	2015		5600	-	100.00	
1451 Heritage Pky	KMP Inc - Building 200	Mansfield	2015		3000	-	100.00	
1500 Heritage Pky		Mansfield	2001		23000	-	100.00	2800
1501 Heritage Pky		Mansfield	2001		32700	-	100.00	
1551 Heritage Pky		Mansfield	2003		32700	-	100.00	
2201 Heritage Pky		Mansfield	2011		33610	-	100.00	
1502 Highway 157		Mansfield	1994		49330	-	100.00	
1580 N Highway 157		Mansfield	1987		63248	-	100.00	
100 N Highway 287		Mansfield	1998		55000	-	100.00	

Cedar Hill Market Study

Property Address	Property Name	City	Year Built	Year Renovated	RBA	Average Weighted Rent	Percent Leased	Office Space
1310 S Highway 287		Mansfield	2001		20069	-	100.00	
1330 S Highway 287		Mansfield	1975		2400	-	100.00	
1341 S Highway 287		Mansfield	1989		30000	-	100.00	20000
743 N Hwy 287		Mansfield	1986		7500	-	100.00	
106 Industrial Blvd		Mansfield	1970		6160	-	100.00	
111 Industrial Blvd	Bldg. 201	Mansfield	2005		12225	-	100.00	
111 Industrial Blvd		Mansfield	1995		12000	-	100.00	
403 Industrial Blvd		Mansfield	1979		4800	-	100.00	
405 Industrial Blvd		Mansfield	1980		3600	-	100.00	
300 Industrial Dr		Mansfield	1983		24938	-	100.00	528
401 Industrial Dr	Striping Technology	Mansfield	1975		12430	-	100.00	
650 Justice Ln		Mansfield	2001		10260	-	100.00	1500
1800 Lone Star Rd		Mansfield	2001		10300	-	100.00	1800
1901 Lone Star Rd		Mansfield	1954		12000	-	100.00	
1003 Magnolia St		Mansfield	1985		9290	-	100.00	
1000 S Main St		Mansfield	1996		20000	-	100.00	
1002 S Main St		Mansfield	1999		25000	-	100.00	
1360 S Main St	Clowdis	Mansfield	1985		5000	-	100.00	
101 Regency Pky		Mansfield	2004		60000	-	100.00	
1203 S Second Ave		Mansfield	1997		20000	-	100.00	2600
101 Sentry Dr	Valley Roller Company	Mansfield	1999		25000	-	100.00	5500
106 Sentry Dr		Mansfield	1978		10000	-	100.00	
110 Sentry Dr	NIX Electric Company	Mansfield	1977		21600	-	100.00	
123 Sentry Dr		Mansfield	1979		54025	-	100.00	3884
155 Sentry Dr	WIKA	Mansfield	1979		27500	-	100.00	
202 Sentry Dr		Mansfield	1978		25000	-	100.00	
204 Sentry Dr		Mansfield	1977		10800	-	100.00	
206 Sentry Dr	Avcom Technologies Inc	Mansfield	1975		15300	-	100.00	
207 Sentry Dr		Mansfield	2008		4139	-	100.00	
930-940 Trinity Dr		Mansfield	2000	2018	19139	-	100.00	

Cedar Hill Market Study

Property Address	Property Name	City	Year Built	Year Renovated	RBA	Average Weighted Rent	Percent Leased	Office Space
947 Trinity Dr	Trinity Forge Inc	Mansfield	1974		66290	-	100.00	
111 Walnut St		Mansfield	1950		5000	-	100.00	
200 S Walnut Creek Dr		Mansfield	2000		7600	-	100.00	
202 S Walnut Creek Dr		Mansfield	2000		7600	-	100.00	
607 Wisteria St S	Unimast, Inc.	Mansfield	1981		53083	-	100.00	
300-400 S Wisteria St		Mansfield	1985		41000	-	100.00	6210
501 S Wisteria St		Mansfield	1975		16000	-	100.00	2000
603 S Wisteria St		Mansfield	1978	2009	30000	-	100.00	2808
604 S Wisteria St		Mansfield	1990		6000	-	100.00	
615 S Wisteria St		Mansfield	1999		15000	-	100.00	2000
625 S Wisteria St		Mansfield	2015		37200	-	100.00	
812 S 5th Ave	Simeus Foods International, Inc.	Mansfield	1978		134763	-	100.00	
601 Airport Dr		Mansfield	1981		103789	-	100.00	
1212 Antler Dr		Mansfield	2018		218889	-	100.00	
1300 Heritage Pky		Mansfield	1998		128094	-	100.00	
1441 Heritage Pky	Universal Air Conditioner	Mansfield	2007		200000	-	100.00	
2200 Heritage Pky	Heritage Park	Mansfield	1988		459868	-	0.00	10200
100 S Mitchell Rd		Mansfield	1994		189580	-	100.00	
102 Sentry Dr	102 Sentry Drive	Mansfield	1977		135182	-	100.00	
<b>TOTAL/Avg. Mansfield</b>			<b>1986</b>		<b>4661273</b>	<b>7.39</b>	<b>96.90</b>	<b>4,103.15</b>
615 N 7th St	Building 2	Midlothian			26000	-	100.00	1800
619 N 7th St	Building 1	Midlothian	1972		20000	-	100.00	
500 N 9th St		Midlothian	1942		39244	-	100.00	
233 N 10th St		Midlothian	1984		8179	-	100.00	
412 Ave F		Midlothian	1986		5800	-	100.00	
381 N Bryant Ave		Midlothian	1985		3758	-	100.00	
545 Burk Hawkins St		Midlothian	1976		1896	-	100.00	
821 Dividend Rd		Midlothian	1987		3630	-	100.00	
824 Dividend Rd		Midlothian	2009		3813	-	100.00	
840 Dividend Rd		Midlothian	1986		1723	-	100.00	

Cedar Hill Market Study

Property Address	Property Name	City	Year Built	Year Renovated	RBA	Average Weighted Rent	Percent Leased	Office Space
841 Dividend Rd	Bldg A	Midlothian	1986		5714	-	100.00	
841 Dividend Rd	Bldg C	Midlothian	1986		3832	-	100.00	
841 Dividend Rd	Bldg D	Midlothian	1986		3724	-	100.00	
860 Dividend Rd		Midlothian	2013		10000	-	100.00	
861 Dividend Rd	Bldg C	Midlothian	1994		2401	-	100.00	
861 Dividend Rd	Bldg B	Midlothian	1994		1433	-	100.00	
861 Dividend Rd	Bldg A	Midlothian	1994		3600	-	100.00	
870 Dividend Rd		Midlothian	2013		7500	-	100.00	
871 Dividend Rd		Midlothian	1984		10000	-	100.00	
1011 Dividend Rd		Midlothian	1993		6314	-	100.00	
1021 Dividend Rd		Midlothian	1993		6117	-	100.00	
1045 Dividend Rd		Midlothian	1985		16982	-	100.00	
1050 Dividend Rd		Midlothian	1998		4099	-	100.00	
1061 Dividend Rd		Midlothian	1995		8271	-	100.00	
1070 Dividend Rd		Midlothian			6178	-	100.00	
1071 Dividend Rd		Midlothian			5694	-	100.00	
1080 Dividend Rd		Midlothian	2009		7500	-	100.00	1000
1081 Dividend Rd		Midlothian			4474	-	100.00	
1240 Eastgate Dr		Midlothian	1984		8438	-	100.00	
1250 Eastgate Dr		Midlothian	1985		4495	-	100.00	
1254 Eastgate Dr		Midlothian	1986		12123	-	100.00	
1258 Eastgate Dr		Midlothian	1994		12204	-	100.00	
1260 Eastgate Dr	Bldg 1	Midlothian	2002		4709	-	100.00	
1260 Eastgate Dr	Bldg 2	Midlothian	2002		4664	-	100.00	
1266 Eastgate Dr		Midlothian	2002		8000	-	100.00	
1270 Eastgate Dr		Midlothian	1984		8386	-	100.00	
611 Eastgate Rd	Bldg 1	Midlothian	2001		8794	-	100.00	
611 Eastgate Rd	Bldg 2	Midlothian	2001		4161	-	100.00	
681 Eastgate Rd		Midlothian	2016		7500	-	100.00	
690 Eastgate Rd	Bldg 2	Midlothian	1995		2168	-	100.00	

Cedar Hill Market Study

Property Address	Property Name	City	Year Built	Year Renovated	RBA	Average Weighted Rent	Percent Leased	Office Space
880 Eastgate Rd	Bldg 1 & 2	Midlothian	1983		11082	-	100.00	
880 Eastgate Rd	Bldg 3	Midlothian	1983		4667	-	100.00	
881 Eastgate Rd		Midlothian			8100	-	100.00	
1010 Eastgate Rd		Midlothian	1985		14446	-	100.00	
1011 Eastgate Rd	Ellis County Precinct 4	Midlothian	1992		6895	-	100.00	
1020 Eastgate Rd		Midlothian	1965		2191	-	100.00	
1022 Eastgate Rd		Midlothian	1990		1665	-	100.00	
1031 Eastgate Rd	Bldg A	Midlothian	1989		18877	-	100.00	
1080 Eastgate Rd		Midlothian	1965		7000	-	100.00	
1050-1080 Enterprise Dr		Midlothian	1984		5284	-	100.00	
1060 Enterprise Dr		Midlothian			7988	-	100.00	
1061 Enterprise Dr		Midlothian			6928	-	100.00	
1070 Enterprise Dr		Midlothian			4714	-	100.00	
1071 Enterprise Dr		Midlothian			3685	-	100.00	
1081 Enterprise Dr		Midlothian			3643	-	100.00	
3009 E Highway 287		Midlothian			7971	-	100.00	
1500 Highway 67		Midlothian	1976		31897	-	100.00	
320 N Highway 67	United Rentals	Midlothian	1987	2002	15250	-	100.00	
355 N Highway 67		Midlothian	1986		16130	-	100.00	
1500 N Highway 67		Midlothian	1970		54200	-	100.00	
2200 N Highway 67		Midlothian	1965		5318	-	100.00	
975 S Highway 67		Midlothian	1985		11000	-	100.00	
3876 E Hwy 287		Midlothian	1986		6500	-	100.00	
1650 N Hwy 67		Midlothian	1986		44000	-	100.00	
1266 Lakeview Dr		Midlothian	1991		21163	-	100.00	
1115 E Main St		Midlothian	1975		5769	-	100.00	
425 Murray St		Midlothian	1981		3800	-	100.00	
475 Murray St		Midlothian	1981		4402	-	100.00	
515 Murray St		Midlothian	1965		2411	-	100.00	
550 Murray St		Midlothian	1999		48550	-	100.00	

Cedar Hill Market Study

Property Address	Property Name	City	Year Built	Year Renovated	RBA	Average Weighted Rent	Percent Leased	Office Space
110-114 E Ohio Ave		Midlothian	1985		6273	-	100.00	
455 Proffitt St		Midlothian	1975		7020	-	100.00	
460 Proffitt St		Midlothian	1974		5593	-	100.00	
495 Proffitt St		Midlothian			3327	-	100.00	
505 Proffitt St		Midlothian	1985		10417	-	100.00	
3031 Robinson Rd		Midlothian	1984		11013	-	100.00	
3201 Robinson Rd		Midlothian	2009		14711	-	100.00	
3221 Robinson Rd		Midlothian	2009		6151	-	100.00	
3240 Robinson Rd		Midlothian			11677	-	100.00	
3665 E Us-287 Hwy		Midlothian	1997		2073	-	100.00	
3675 E Us-287 Hwy		Midlothian	1982		3264	-	100.00	
1800 Dove Ln	Holcim (Texas) L.P.	Midlothian	1987		1018808	-	100.00	
1500 Highway 67		Midlothian	1976		31897	-	100.00	
1500 N Highway 67		Midlothian	1970		54200	-	100.00	
1650 N Hwy 67		Midlothian	1986		44000	-	100.00	
1266 Lakeview Dr		Midlothian	1991		21163	-	100.00	
550 Murray St		Midlothian	1999		48550	-	100.00	
4333 Power Way	Target Distribution Center	Midlothian	2004		1350000	-	100.00	
3800 Railport Pky		Midlothian	2002		836561	-	100.00	
4200 Railport Pky		Midlothian	2004		316031	-	100.00	
<b>TOTAL/Avg. Midlothian</b>			<b>1989</b>		<b>4321810</b>		<b>100.00</b>	
3601 Ovilla Rd		Ovilla	1970		5000	-	100.00	
<b>TOTAL/Avg. Ovilla</b>			<b>1970</b>		<b>5000</b>	-	<b>100.00</b>	
310 Carson St		Red Oak	1985		4800	-	100.00	
303 Locust		Red Oak	2003		5160	-	100.00	
319 Moore View St		Red Oak			2823	-	100.00	
2601 Ovilla Rd		Red Oak	1996		24350	-	100.00	
<b>TOTAL/Avg. Red Oak</b>			<b>1995</b>		<b>47133</b>		<b>100.00</b>	
307 Ferris Ave		Waxahachie	1981		12959	7.5	100.00	
500 W Madison St		Waxahachie	1910		28872	6	61.90	

Cedar Hill Market Study

Property Address	Property Name	City	Year Built	Year Renovated	RBA	Average Weighted Rent	Percent Leased	Office Space
550 Austin Rd		Waxahachie	2010		21544	-	100.00	
200 Brown Industrial Rd		Waxahachie	1985		6516	-	100.00	
201 Brown Industrial Rd		Waxahachie	2007		2956	-	100.00	
500 Brown Industrial Rd		Waxahachie	1998		22888	-	100.00	
524 Brown Industrial Rd		Waxahachie	1996		11123	-	100.00	
674 Brown Industrial Rd		Waxahachie	1982		4423	-	100.00	
200 Butcher Rd	Tex-Corr	Waxahachie	1996		93890	-	100.00	
201 Butcher Rd	bldg 2	Waxahachie			16721	-	100.00	
150 W Butcher Rd	Building 2	Waxahachie	2006		11100	-	100.00	
402-404 Cantrell St		Waxahachie	1950		76766	-	100.00	
500 Cantrell St		Waxahachie	1950		3172	-	100.00	
502 Cantrell St		Waxahachie	1980		3946	-	100.00	
401 1/2 Ferris Ave		Waxahachie	1975		7623	-	100.00	
407 W Franklin St		Waxahachie	1935		4807	-	100.00	
507 Grace St		Waxahachie	1940		2094	-	100.00	
326 N Grand Ave		Waxahachie			94386	-	100.00	
218 N Hawkins St		Waxahachie	1980		51000	-	100.00	
1804 W Highway 287 Bus.		Waxahachie	1955		4060	-	100.00	
3705 Highway 77	Bldg 3	Waxahachie	1985		7125	-	100.00	
3637 N Highway 77		Waxahachie	1982		92000	-	100.00	3000
7020 N I-35 E		Waxahachie	1980		6000	-	100.00	
3841 S I-35		Waxahachie	1996	2006	7000	-	100.00	
4740 I-35e		Waxahachie	2014		47857	-	100.00	
3980 N I-35e		Waxahachie	1998		5709	-	100.00	
4100 N I-35E		Waxahachie	2005		75905	-	100.00	
4300 N I-35e	Bldg 2	Waxahachie	2009		84954	-	100.00	
4306 N I-35e		Waxahachie	2009		48490	-	100.00	
6260 N I-35e		Waxahachie			31638	-	100.00	
7010 N I-35e		Waxahachie	1983		13763	-	100.00	
509 N I-35e Hwy		Waxahachie	1984		16778	-	100.00	

Cedar Hill Market Study

Property Address	Property Name	City	Year Built	Year Renovated	RBA	Average Weighted Rent	Percent Leased	Office Space
4823 N I-35e Hwy		Waxahachie	2000		4995	-	100.00	
5801 N I-35e Hwy		Waxahachie	1991		2563	-	100.00	
5907 N I-35e Hwy		Waxahachie	2000		1586	-	100.00	
6900 N I-35e Hwy		Waxahachie	2003		12301	-	100.00	
7100 N I-35e Hwy		Waxahachie			10191	-	100.00	
7200 N I-35e Hwy		Waxahachie	1981		6948	-	100.00	
3709 S I-35e		Waxahachie	1984		9477	-	100.00	
3841 S I-35e	Bldg 4	Waxahachie	1996		15207	-	100.00	
3841 S I-35e	Bldg 3	Waxahachie	1996		14525	-	100.00	
3841 S I-35e	Bldg 2	Waxahachie	1996		14046	-	100.00	
3851 S I-35e Hwy		Waxahachie	1996		14032	-	100.00	
100-110 Industrial Dr		Waxahachie	1986		30000	-	100.00	
101 Industrial Dr		Waxahachie	1985		8794	-	100.00	
103 Industrial Dr		Waxahachie	1996		5827	-	100.00	
306 Industrial Dr		Waxahachie	1994		2600	-	100.00	
4100 N Interstate 35 E	CMC Rebar	Waxahachie	1983		79900	-	100.00	
6850 N Interstate 35e E		Waxahachie	1969		15200	-	100.00	
6820 N Interstate 35E Frontage Rd		Waxahachie	1984		9512	-	100.00	
503 N Interstate 35 E		Waxahachie	1986		4742	-	100.00	
995 N Interstate 35 E		Waxahachie	1987		8820	-	100.00	
7240 N Interstate 35 E		Waxahachie	1997		27300	-	97.44	
2801 John Arden Dr	Oncor	Waxahachie	1988		11270	-	100.00	
201 E Light St		Waxahachie	1950		4169	-	100.00	
209 E Light St		Waxahachie			4021	-	100.00	
1000 Lofland Rd		Waxahachie	1982		18000	-	100.00	
115 Lucas St		Waxahachie	1965		1197	-	100.00	
123 Lucas St		Waxahachie	2004		82000	-	100.00	2400
406 W Madison St		Waxahachie	1955		738	-	100.00	
1400 W Marvin Ave		Waxahachie	1960		6200	-	100.00	
1406 W Marvin Ave		Waxahachie	1976		43513	-	100.00	



Cedar Hill Market Study

Property Address	Property Name	City	Year Built	Year Renovated	RBA	Average Weighted Rent	Percent Leased	Office Space
102 Mushroom Rd		Waxahachie	1999		9700	-	100.00	
300 Mushroom Rd		Waxahachie	1999		6000	-	100.00	
400 Mushroom Rd		Waxahachie	1981		48990	-	100.00	
197 Ovilla Rd	Bldg 2	Waxahachie	1974		4592	-	100.00	
520 Ovilla Rd		Waxahachie	1970		1588	-	100.00	
524 Ovilla Rd		Waxahachie	1966		5592	-	100.00	
303 Patterson St		Waxahachie			4945	-	100.00	
305 Patterson St		Waxahachie	1920		6208	-	100.00	
307 Patterson St		Waxahachie	1920		1526	-	100.00	
610 S Rogers St		Waxahachie	1945		2160	-	100.00	
1541 Shawnee Rd		Waxahachie	1999		3263	-	100.00	
1649 Shawnee Rd		Waxahachie	1999		2784	-	100.00	
1659 Shawnee Rd		Waxahachie	2006		2200	-	100.00	
1669 Shawnee Rd		Waxahachie	1999		2988	-	100.00	
1689 Shawnee Rd		Waxahachie	2013		3729	-	100.00	
1702 Shawnee Rd		Waxahachie	1958		4800	-	100.00	
2020 Shield Pky		Waxahachie	1984		11400	-	100.00	
2022 Shield Pky		Waxahachie			10828	-	100.00	
190 Singleton Blvd		Waxahachie	1980		7417	-	100.00	
631 Solon Rd	Bldg 2	Waxahachie	2006		10655	-	100.00	
631 Solon Rd	Bldg 1	Waxahachie	2006		18431	-	100.00	
875 Solon Rd		Waxahachie	2008		4294	-	100.00	
900 Solon Rd	Bldg 2	Waxahachie	1979		7831	-	100.00	
900 Solon Rd	Bldg 1	Waxahachie	1979		27200	-	100.00	
1000 Solon Rd		Waxahachie	1982		11800	-	100.00	1600
1001 Solon Rd		Waxahachie	2001		27469	-	100.00	
211 E Sterrett Rd		Waxahachie	1945		3401	-	100.00	
100 W Sterrett Rd		Waxahachie	1969		37980	-	100.00	
103 W Sterrett Rd	Magnablend	Waxahachie	2005		23976	-	100.00	
1520 W US Highway 287 Byp		Waxahachie	2004		6800	-	100.00	

Cedar Hill Market Study

Property Address	Property Name	City	Year Built	Year Renovated	RBA	Average Weighted Rent	Percent Leased	Office Space
2300 W Us-287 Byp	Ellis County Expo Center	Waxahachie	1999		61352	-	100.00	
3705 N Us-77	Bldg 1	Waxahachie	1985		6388	-	100.00	
3711 N Us-77	SGM	Waxahachie	1982		37894	-	100.00	
3676 N Us-77 Hwy		Waxahachie	2003		4959	-	100.00	
212-214 S Us-77 Hwy		Waxahachie	1950		3966	-	100.00	
201 Butcher Rd	Bldg 1	Waxahachie	1987		129000	-	100.00	
201 Cardinal Ln		Waxahachie	1999		165297	-	100.00	
203 Cardinal Rd		Waxahachie	2002		209657	-	100.00	
2425 Highway 77 N		Waxahachie	1998		335610	-	100.00	
2265 N Highway 77		Waxahachie	2006		326585	-	100.00	1500
2275 N Highway 77	Dart Container Corporation	Waxahachie	1986		589185	-	100.00	117335
3700 N Interstate 35 E	Owens Corning - Waxahachie Plant	Waxahachie	1963		871497	-	100.00	
5800 N Interstate 35 E	Georgia Pacific - Waxahachie Plant	Waxahachie	1995		169000	-	100.00	
6200 N Interstate 35 E		Waxahachie	1987		103050	-	100.00	
6250 N Interstate 35 E	AEP Industries Plant	Waxahachie	1984		371000	-	100.00	
101 Mushroom Rd		Waxahachie	1984		200000	-	100.00	
710 Ovilla Rd	Walgreen's Distribution Center	Waxahachie	2007		326585	-	100.00	
180 Singleton Rd		Waxahachie	1995		107275	-	100.00	
200 Singleton Rd		Waxahachie	1985		249460	-	100.00	6100
850 Solon Rd		Waxahachie	1981		1077534	-	100.00	
950 Solon Rd		Waxahachie	1985		319495	-	100.00	
1600 W Us-287 Byp		Waxahachie	1983		168241	-	100.00	
<b>Total/Avg. Waxahachie</b>			<b>1984</b>		<b>7541316</b>	<b>5.98</b>	<b>99.64</b>	<b>21,989.17</b>
<b>TOTAL/Avg. CMA</b>			<b>1987</b>		<b>33872841</b>	<b>6.19</b>	<b>91.4</b>	
Under Construction	South Ft Worth Ind	Mansfield	2021		55000	8.50	0.00	
Under Construction	South Dallas Ind	Midlothian	2020		5000	-	100.00	
<b>TOTAL Under Construction</b>					<b>60000</b>			
Proposed	South Dallas Ind	DeSoto	2021		100000	-	0.00	
Proposed	South Dallas Ind	DeSoto	2021		40000	-	0.00	
Proposed	South Ft Worth Ind	Mansfield			175000	-	100.00	50000

## Cedar Hill Market Study

Property Address	Property Name	City	Year Built	Year Renovated	RBA	Average Weighted Rent	Percent Leased	Office Space
Proposed	South Dallas Ind	DeSoto	2021		161098	-	0.00	
Proposed	South Dallas Ind	DeSoto	2021		489605	-	0.00	
<b>TOTAL Proposed</b>					<b>965703</b>			

Source: CoStar; CDS

### Additional Projects to Note:

Plans were submitted in early June for a **1.1 million-square-foot** light manufacturing and warehouse building in Midlothian along Miller Road. The project is for Sunrider International. Based in Torrance, California, Sunrider is a multi-level marketing company that manufactures health, beauty, food, and household products. In late March, the Midlothian City Council approved the sale of 85 acres within Midlothian Business Park to Earth Root Holdings LLC, the same entity attached to the planned facility. At an estimated cost of \$22 million. Construction of the facility is underway, and the company will begin relocating employees of its California manufacturing operation to the new plant in 2021. Reportedly, the City of Midlothian and Ellis County offered Sunrider more than a 50 percent property and business tax abatement if the company ultimately expands its footprint to 600,000 square feet and hires more than 200 employees. *(this project is not included in the list above).*

Eatery Essentials Inc. — a U.S. sister company of Taiwan-based Vigour Pak — will relocate its headquarters and develop a factory in southern Dallas that will create an estimated 150 jobs over the next few years. Eatery Essentials sells paper and plastic foodservice disposables to foodservice companies, food processors, supermarkets and convenience stores. The company, which today has around a dozen employees, is in the process of relocating its headquarters from Sandy, Utah, to 2425 W. Daniieldale Road in Dallas, near the Dallas-DeSoto border. The facility will hold **400,000 square feet** of space for corporate functions and manufacturing and warehousing operations. The company's goal is to get the factory up and running in early 2021, but Pickering said that timeline is uncertain because of COVID-19. (This project is on the Proposed list).

Cedar Hill – 1.5m sf see section below

### ***Interviews with CMA Industrial Developers***

- “Business Better Than Usual”
- Multiple development ready sites was helpful.
- Majority of influx coming from Metroplex.
- Industrial, Commercial, Residential – Land ready sites. Utilities ready sites.
- 40,000 SF industrial also available in the same park with the Sunrider International Plan
- Tigris Development of 47 Acres (not public) expected to close by November 30th with an immediate 150,000 SF of industrial to come on line by end of June with ceiling of 500K SF potential.
- Logistics Property also with a deal in the works (still tentative) 500K of industrial prospective January 2022.
- Tigris/Logistics were secured during COVID.
- \$19 million park expansion project approved (Midlothian)

### ***Interviews with CMA Industrial Brokers***

- Shortage of smaller warehouse sites
- Shortage of spec spaces (less than 25000sf)
- Could have sold a site for Industrial in one day (300ac)
- Coppell good example of land constraints
- DFW area inventory growth 3.7% (12 months)
- Rent growth 14.4% (annual) – out performing most markets in US – remains in \$6-\$7 range compared to \$12 in California
- Under construction – DFW at 28 million sf with California higher at 29 million

## Cedar Hill Industrial Market

The Cedar Hill industrial market includes 2,078,374 square feet in 69 buildings. The vacancy is extremely low at 0.3% with rents at \$6.51psf. There is currently no space under construction or proposed in this market.

It should be noted that the status of the JCPenney distribution center (420,000sf) lease in Cedar Hill is uncertain at the time of this report. Returning the space to the landlord would increase vacancy at least temporarily.

As shown on the map, industrial space is mostly along I67. It is fairly clustered between Beltline Road and Lake Ridge Parkway.

### Market Performance

Market rent has continued to increase over the past 10 years from \$4.50psf to \$6.50psf currently.

Vacancy has been very volatile ranging from below 1% up to 6.5%. Since rents are increasing but at a fairly low rate, this does not seem to be the reason for vacancy volatility.

Figure 22: Cedar Hill Industrial Supply

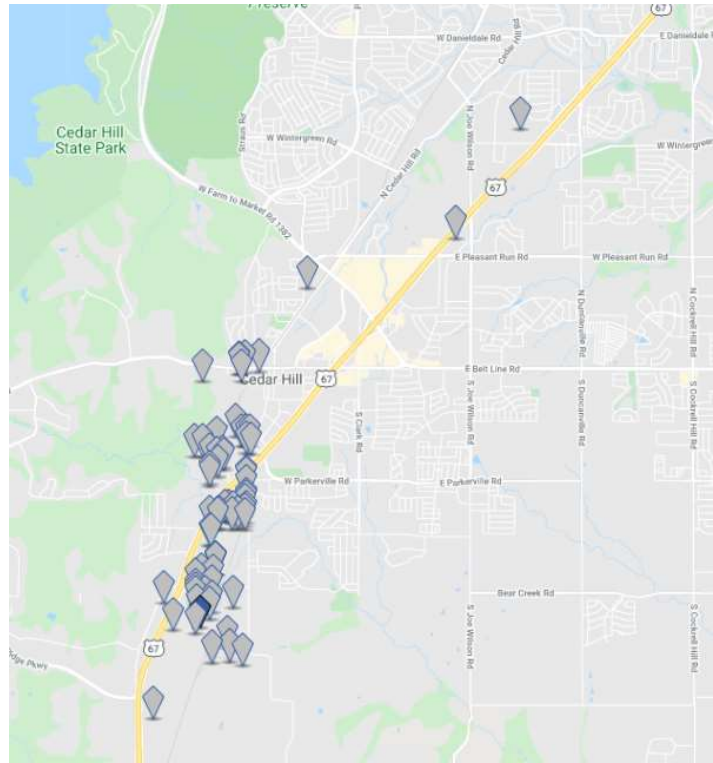


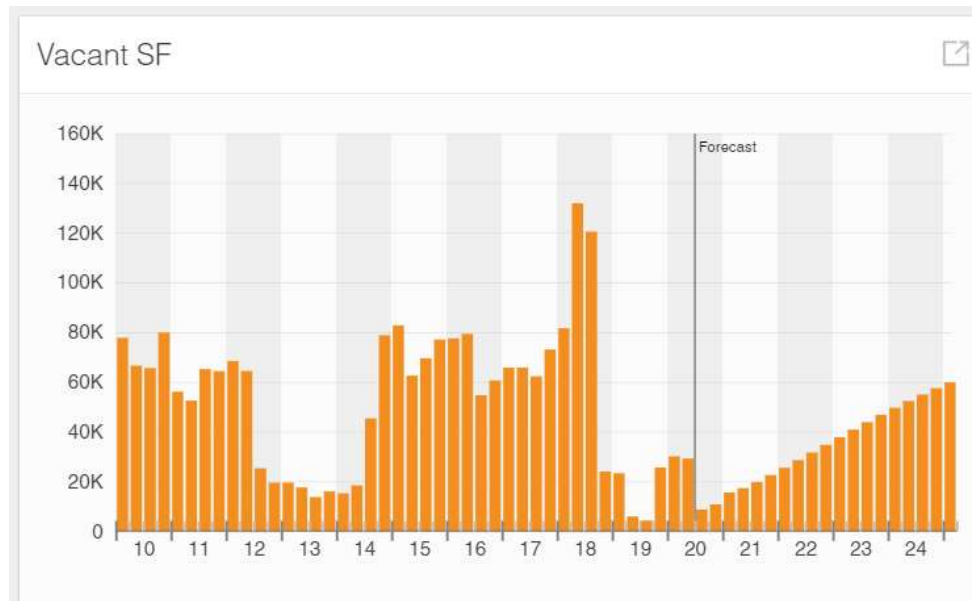
Figure 23: Cedar Hill Industrial Vacancy and Lease Rates



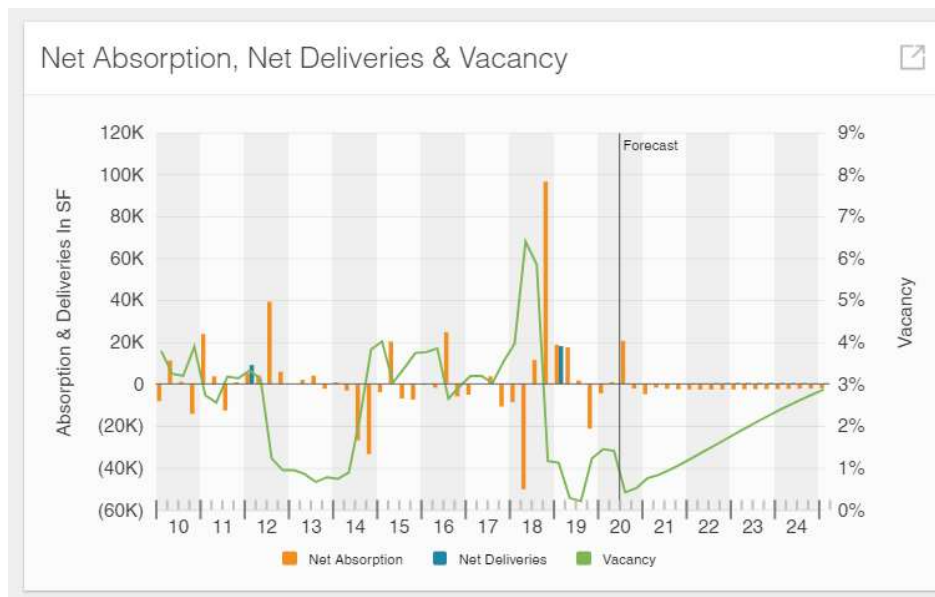
As shown on the next graph, vacancy is not consistent with deliveries to the market as there have been little delivered (20k sf in 2018). CDS has estimated the vacancy due to other markets with more choices (spec space)/deliveries.

Although vacancy is low, it has ranged between 20k square feet and 130k sf over the past ten years.

**Figure 24: Cedar Hill Industrial Vacancy**



**Figure 25: Cedar Hill Industrial Absorption, Deliveries, and Vacancy**



## Supply

The JCPenney distribution center is highlighted in green. As stated earlier, if they vacate the occupancy will drop to 79.4%.

**Table 36: Cedar Hill Industrial Supply**

Property Address	Property Name	Year Built	Year Renovated	RBA	Percent Leased	Office Space
1425 American Way		2000		11992	100.00	3159
1450 American Way	Deboer Trucking	1998		10000	100.00	
1471 American Way		1996		11800	100.00	
1483 American Way		1996		11800	100.00	
1495 American Way		2001		11880	100.00	
1535 American Way		2001		2400	100.00	
1670 American Way		2019		18000	66.67	
1675 American Way		1998		12500	100.00	
1204 W Beltline Rd	Cell Tower Site	1989		3500	100.00	
900 Brandenburg St		1981		3456	100.00	
916-928 Brandenburg St		1972		5000	100.00	
104 S Broad St	Bldg 2			12116	100.00	
912-914 Cedar St		1955		105357	100.00	
915 Cedar St		1950		5000	100.00	
919 Cedar Hill Rd		1984		8250	100.00	
923 S Cedar Hill Rd		1982		6250	100.00	
1007 S Cedar Hill Rd		1987		5000	100.00	
1035 S Cedar Hill Rd		1971		4900	100.00	
1101 S Cedar Hill Rd		1985		4960	100.00	
1109 S Cedar Hill Rd		1983		5400	100.00	
1125 S Cedar Hill Rd		1978		12200	100.00	1000
1129 S Cedar Hill Rd		1975		4618	100.00	
1201 S Cedar Hill Rd		1985		17200	100.00	
914 Cedarview Dr		1983	2007	8250	100.00	
955 Cedarview Dr		1984		4080	100.00	
1001 Cedarview St		1967		92000	100.00	
1585 Edgefield Way	Intsel Steel Group	1997		150000	100.00	
1548 Edgefield Way		2008		79582	100.00	
1462 Freedom Way		1999		10500	100.00	1043
1500 Freedom Way				18000	100.00	
1517 Freedom Way		2000		2400	100.00	
675 Grigsby Way	Advent Supply Incorporated	1984		14600	100.00	
683 Grigsby Way		1997		27500	100.00	
621 Hall St		1997		168430	100.00	
678 Hall St		1999		86400	100.00	
1445 High Meadows St		2012		9002	100.00	
1585 High Meadows Way		1998		164480	100.00	
1586 High Meadows Way		1999		100000	100.00	
970 Highway 67 N		1985		8750	100.00	
1230 N Highway 67		1972		12600	100.00	
701 S Highway 67	Apex Signs	1981		7861	100.00	

Property Address	Property Name	Year Built	Year Renovated	RBA	Percent Leased	Office Space
707 S Highway 67		1984		35000	100.00	
1230 S Highway 67		1972	2000	12000	100.00	
1525 S Highway 67		1982		1760	100.00	
2138 S Highway 67		1979		58919	100.00	
951 Houston St		1981		5600	100.00	
510 Jealousie Way		1983		40005	100.00	2450
593 Jealousie Way		1986		13250	100.00	
604 Jealousie Way				26372	100.00	
616 Jealousie Way		2003		12600	100.00	
621 Jealousie Way		2006		21120	100.00	
625 Jealousie Way		2006		31416	100.00	
901 KCK Way	Bldg 2	1981		6050	100.00	
902 KCK Way		1996		17209	100.00	
910 KCK Way		1989		7000	100.00	
923 KCK Way		1984		18000	100.00	
935 KCK Way		1985		18000	100.00	
1002 KCK Way	Fitzgerald Electric	1985		7000	100.00	
1014 KCK Way		1984		7000	100.00	
1062 KCK Way	Superior Tool	1989		7380	100.00	
1001 Mount Lebanon Rd	Bldg Four	1945		1200	100.00	
1001 Mount Lebanon Rd	Bldg Three	1999		15000	100.00	
1001 Mount Lebanon Rd	Bldg Two	1997		2800	100.00	
1001 Mount Lebanon Rd	Bldg One	1983		1840	100.00	
1034 Mount Lebanon Rd		2007		5000	100.00	625
1038 Mt. Lebanon Rd		2000		4774	100.00	
624-700 Straus Rd		1980		9600	100.00	
1650 S US Highway 67	JCPenney Distribution Center	2001		420000	100.00	
1101-1109 E Wintergreen Rd		1974		14465	100.00	
<b>Cedar Hill Total/Avg.</b>		<b>1988</b>	<b>2004</b>	<b>2078374</b>	<b>99.52</b>	<b>1,655</b>

Source: CoStar; CDS

NOTE: Plans were submitted to Cedar Hill for a **1.5 million sf** industrial development along Highway 67. This project appears to be moving forward at the time of this report.

### Potential Demand – Industrial Space

Using the trends of Industrial employment in the CMA and CoStar Analytics on industrial space, an estimated 201 square feet per blue collar employee currently exists. Based on 2020 data from PCensus, 20.75% of CMA’s labor force growth estimates are in industrial employment. We will apply these numbers to the projected growth in employment based on CDS forecasts.



**Table 37: Average CDS Projections for the CMA**

CDS Forecasts	2020	2024	2027	2032
Population	319,708	362,342	397,303	437,935
Households	110,472	125,170	136,197	151,239
Employment	105,325	115,073	122,376	135,528

Source: CDS; NCTCOG

The space per employee of 201 sf multiplied by the employees being in industrial or industrial support, category indicates high negative demand for industrial facilities in the CMA based on current pipeline supply. The current pipeline includes almost 3 million square feet. There is also a possibility that the JCPenney distribution center in Cedar Hill could be vacated soon (420,000sf).

**Table 38: Future CMA Industrial Demand**

	2020	2024	2027
CMA Employment Projections	105325	115,073	122,376
Incremental Increase		9,748	7,303
20.75% Labor Force/Industrial Jobs		2,023	1,515
201 SF per Job		406,565	304,590
<b>Less: CMA pipeline space</b>		-2,065,703	
Total CMA Demand		-1,659,138	304,590
Cedar Hill announced Project – 1.5m sf (2 phases not included in pipeline) and JCPenney*		-1,170,000	-550,000
<b>Market Over Supply</b>		<b>-2,829,138</b>	<b>-245,410</b>

\* Status uncertain; included in calculation as a conservative assumption

### Conclusions and Recommendations

Although vacancy is low at 8.6% in the CMA, the extremely high negative demand thru 2027, and the negative absorption rate over the past 12 months, CDS does not recommend additional new industrial development at this time.

Cedar Hill is also going to experience saturation/over-supply in their market due to the CMA negative demand along with an additional 1.5 million square feet of spec space (not included in the pipeline) currently proposed by Hillwood. The JCPenney distribution site (420k sf) could be coming available in 2021 as well.

CDS estimates that Cedar Hill may have some opportunity for small office/warehouse spec space – 5,000 to 10,000sf once the Hillwood space is leased/purchased. Interviewees stated that spec space lacked in the market for both sale and lease.

## RETAIL MARKET

### DFW Retail Market

Per **Transwestern (2Q2020)**, Asking rent growth remains elevated in Dallas, although we expect effective rents to decline with increased concessions. Construction levels remain steady in Dallas at 2.2 MSF.

June unemployment was estimated at 8.4% as most cities in the region erased 30-50% of COVID-related unemployment increases ▪ D+FW now ranks #1 lowest in unemployment among the major metros tracked below, improving from #4 in April ▪ Going forward, we expect job gains to decelerate as the labor market reflects typical conditions of an economic recession. Nevertheless, the region should continue to perform better than peers.

**Table 39: Metro Area Retail Market Summary**

#### CITIES WITH HIGHEST UNEMPLOYMENT

City	June 2020	Monthly Change
Lancaster	11.6%	-4.2%
DeSoto	10.6%	-3.8%
Euless	10.6%	-5.1%
Cedar Hill	10.1%	-4.4%
Duncanville	9.6%	-4.0%
Arlington	9.4%	-4.7%
Grand Prairie	9.3%	-4.5%

#### BEST PERFORMING CITIES

City	June 2020	Monthly Change
University Park	4.9%	-1.3%
Colleyville	5.2%	-2.4%
Southlake	5.8%	-2.2%
Keller	6.3%	-2.9%
Flower Mound	6.4%	-3.2%
Frisco	6.7%	-3.6%
Coppell	6.9%	-3.5%

Transwestern market stats indicate that Dallas has 213,287,606 square feet of retail space with an additional 2,231,706 under construction. At 2Q2020, rents were at \$17.34psf (NNN).

**Table 40: Metro Area Retail Market Vacancy and Absorption**

## DALLAS

	Inventory	Total Vacant Available	%	Direct Vacant Available	%	Y-O-Y Change	Under Construction	Q2 Leasing	Q2 Net Absorption	T-12 Net Absorption	Direct Rents (NNN)
<b>ALL RETAIL*</b>	<b>213,287,606</b>	<b>11,931,870</b>	<b>5.6%</b>	<b>11,701,962</b>	<b>5.5%</b>	<b>+1.2%</b>	<b>2,231,706</b>	<b>532,938</b>	<b>(300,950)</b>	<b>(234,257)</b>	<b>\$17.34</b>
Power Centers	25,949,312	1,258,981	4.9%	1,205,983	4.6%	+2.4%	122,000	36,851	(168,312)	(289,003)	\$24.26
Community Centers	29,652,917	2,053,636	6.9%	1,986,827	6.7%	0%	60,000	54,456	(27,901)	150,424	\$14.53
Grocery Anchors	9,415,665	413,444	4.4%	396,474	4.2%	+0.9%	0	10,453	10,268	(36,035)	\$9.91
Neighborhood Centers	46,597,310	4,308,989	9.2%	4,260,264	9.1%	+1.3%	191,717	196,901	(383,659)	(473,882)	\$16.30
Strip Centers	14,540,251	1,152,310	7.9%	1,141,323	7.8%	+1.0%	186,578	52,684	(23,651)	(43,503)	\$17.98
Mixed-Use/Lifestyle Center	6,912,955	233,248	3.4%	227,505	3.3%	+2.0%	0	19,135	(2,929)	(88,080)	\$30.78

## FORT WORTH

	Inventory	Total Vacant Available	%	Direct Vacant Available	%	Y-O-Y Change	Under Construction	Q2 Leasing	Q2 Net Absorption	T-12 Net Absorption	Direct Rents (NNN)
<b>ALL RETAIL*</b>	<b>102,348,420</b>	<b>6,704,837</b>	<b>6.6%</b>	<b>6,663,867</b>	<b>6.5%</b>	<b>+1.5%</b>	<b>250,269</b>	<b>270,125</b>	<b>(242,490)</b>	<b>(106,427)</b>	<b>\$13.86</b>
Power Centers	7,958,805	400,032	5.0%	400,032	5.0%	+1.2%	0	2,454	(19,596)	126,789	\$26.46
Community Centers	11,324,333	1,164,408	10.3%	1,162,408	10.3%	+2.0%	0	5,462	(92,156)	(158,445)	\$10.20
Grocery Anchors	3,695,792	55,664	1.5%	55,664	1.5%	-0.6%	0	21,000	0	(257)	\$8.00
Neighborhood Centers	20,454,943	2,347,685	11.5%	2,330,007	11.4%	+1.0%	20,000	84,740	(99,109)	(28,816)	\$13.56
Strip Centers	6,912,955	233,248	3.4%	227,505	3.3%	+2.0%	0	19,135	(2,929)	(88,080)	\$30.78
Mixed-Use/Lifestyle Center	4,495,576	319,043	7.1%	305,450	6.8%	+2.1%	0	20,777	(17,645)	(77,535)	\$26.08

Per **CoStar**, the coronavirus pandemic is causing significant disruption to the Dallas-Fort Worth economy with the retail segment bearing the brunt of the pain. The initial shelter-in-place order was lifted in mid-May, and guidance from the governor allowed businesses to resume operations. However, a recent rise in infections has forced this plan to be placed in a holding pattern. Retail sales fell sharply in the spring but saw a rebound during the summer based on initial reopening plans. The trajectory of Dallas-Fort Worth's economy and its commercial real estate sector will depend on how widely the virus spreads and how long containment policies like social distancing need to be maintained. The economic disruption is disproportionately impacting workers in both the retail trade and leisure and hospitality segment, though cuts have spread to other segments in the employment base.




Beyond the pandemic, no asset class has realized more seismic changes during recent years than retail. From disruption in technology to consumer preferences, the space devoted to the consumption of goods and services continues to evolve. Dallas has cemented itself as a market leader for retail, restaurants, and entertainment. With the creation of dynamic lifestyle centers, walkable mixed-use, and the reimagining of outdated and inefficient industrial spaces into some of the trendiest restaurants and boutique shops in the nation, one can make a strong argument that the retail environment in Dallas-Fort Worth was thriving before the pandemic.

With 437 million SF of retail space, Dallas-Fort Worth is the fourth largest market in the United States. Absorption has more than kept pace with supply in recent years. Prior to the pandemic, the metro ranked among top markets for leasing volume; in turn, vacancy rates compressed, trending near 4% to 5%. However, slower leasing levels and recent move-outs have pushed vacancy rates higher in the last two quarters. At the same time, 3.9 million SF of new space delivered. Most growth is concentrated in fast-growing suburban centers and is tied directly with robust demographic growth in areas like Collin and Denton Counties.

Sales activity has remained steady, averaging about \$1.1 billion over recent years. Prices continue to appreciate annually, tracking closely with the national norm. After compressing most of the year over year, cap rates have flattened, ranging from 6% in premier submarkets to just above 7% in outlying areas.

While there are concerns about the retail performance given recent events, D-FW's economy has proven durable in other economic downturns. The metro is typically among the first to show signs of recovery, and the long-term structural advantages, both in terms of economic development and demographics, in North Texas remain intact.

**Table 41: Metro Area Market Performance Summary**

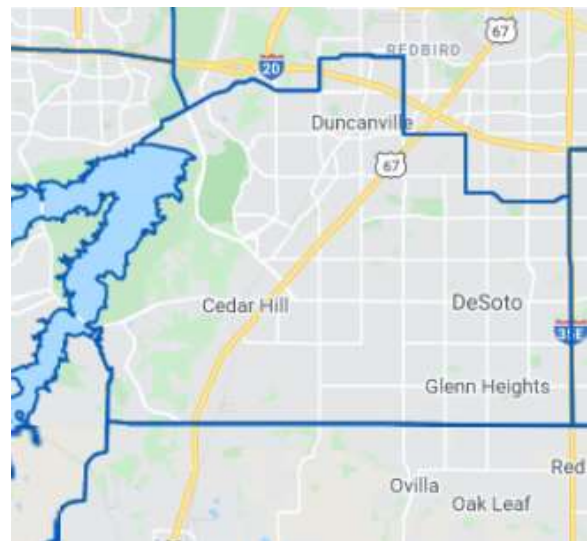
<b>Dallas-Fort Worth - TX</b>   \$97.3 B Asset Value		  	
Inventory SF	437 M ↑	Market Rent/SF	\$19.89 ↑
Under Constr SF	2.9 M ↓	Annual Rent Growth	0.9% ↑
12 Mo Net Absorp SF	(1.1 M)	Market Sale Price/SF	\$220 ↑
Vacancy Rate	5.8% ↑	12 Mo Sales Vol	\$855 M ↓

## Cedar Hill/Duncanville/DeSoto Submarket

Cedar Hill/Duncanville/Desoto boasts the highest incomes and substantial population growth among South Dallas submarkets. While demographics are not nearly as strong as those in the Northern Dallas suburbs, buying power compares favorably to nearby submarkets like Pleasant Grove/Southeast Dallas and Lancaster. The potential for growth in this submarket is tied to the metro's booming logistics sector, the main economic driver in South Dallas. Further, the redevelopment of the Red Bird Mall, just north of the submarket, could help breathe new life into the area. Despite impressive vacancy compression, rent growth has lagged the metro average over the last decade.

Furthermore, rents are some of the lowest in the metroplex. Developers have added some supply over the past few years, but nowhere near the amount that was delivered late in the previous cycle. More than 1 million SF delivered from 2006-08, but less than half of that figure has come to market since 2010. The submarket took a hit in early 2019 when Albertsons closed its 55,000-SF location in DeSoto. Transactions are uncommon, and years when more than 5% of the submarket's inventory changes hands, are rare.

**Figure 26: Cedar Hill / Duncanville / DeSoto Submarket**



**Table 42: Cedar Hill / Duncanville / DeSoto Retail Submarket Performance Summary**

C Hill/Dunc'ville/Deso   \$1.5 B Asset Value		
Dallas-Fort Worth - TX		
Inventory SF	9.1 M ↑	Market Rent/SF \$15.69 ↑
Under Constr SF	0 ↓	Annual Rent Growth 2.5% ↑
12 Mo Net Absorp SF	(123 K)	Market Sale Price/SF \$168 ↑
Vacancy Rate	7.2% ↑	12 Mo Sales Vol \$5.4 M ↓

### Southwest Outlying Submarket

Retail vacancies in Southwest Outlying were roughly in line with the five-year average during the fourth quarter, and they were essentially unchanged from this time last year. The rate also comes in below the region's average. Meanwhile, retail rents have risen by 2.1% in the past 12 months.

As for the pipeline, development has been relatively steady over the past few years in Southwest Outlying, and it remains up and running today.

Southwest Outlying is a very liquid investment market, characterized by heavy trading, and the market proved to be liquid yet again this past year. At the same time, market pricing of \$208/SF falls below the region's average.

However, the coronavirus outbreak has led to considerable uncertainty in commercial real estate. The effects of the pandemic will likely continue having a profound impact on demand, rent growth, and investment trends, and the retail sector, in particular, could face significant headwinds.

**Figure 27: Southwest Outlying Submarket**



**Table 43: Southwest Outlying Submarket Retail Performance Summary**

Southwest Outlying		\$3.3 B Asset Value	
Dallas-Fort Worth - TX			
Inventory SF	15.8 M ↑	Market Rent/SF	\$16.91 ↑
Under Constr SF	38.4 K ↓	Annual Rent Growth	2.2% ↑
12 Mo Net Absorp SF	114 K	Market Sale Price/SF	\$208 ↑
Vacancy Rate	3.1% ↓	12 Mo Sales Vol	\$13.3 M ↓

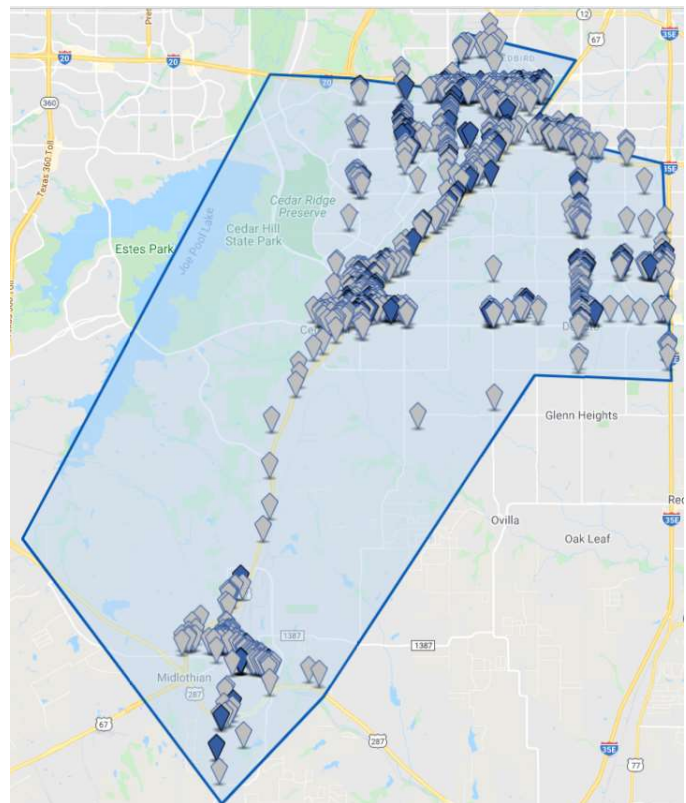
### CMA Retail Market

CDS considers the Duncanville/Cedar Hill/DeSoto/Midlothian areas as the CMA. This is where the retail is in close proximity to Cedar Hill. These areas were mentioned in interviews as the most competitive. These areas are between 5 and 10 radius of Cedar Hill.

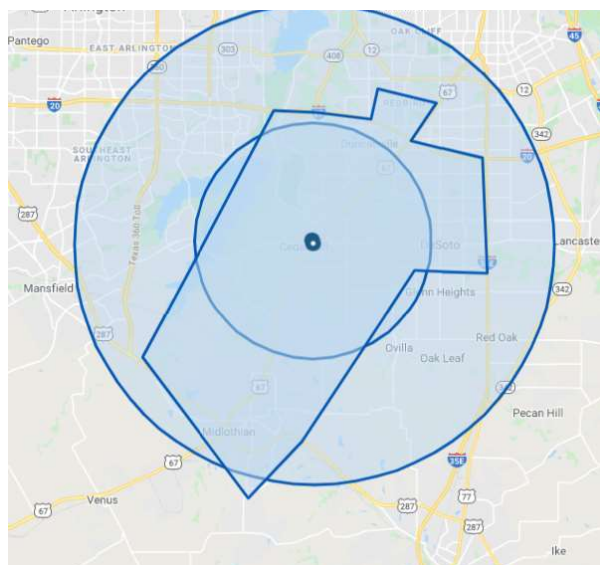
The CMA includes 952 properties with 12,356,044 square feet of retail. The vacancy is 6.7% with rental rates at \$15.92psf on average. The 12-month absorption in the CMA was a negative 0.2% of inventory or (23,100sf).

There is currently 18,308sf of retail under construction and 114,254sf proposed in the CMA.

**Figure 28: CMA Map of Retail**



**Figure 29: CMA within 5 and 10 mile radius of Cedar Hill**



### Performance Trends

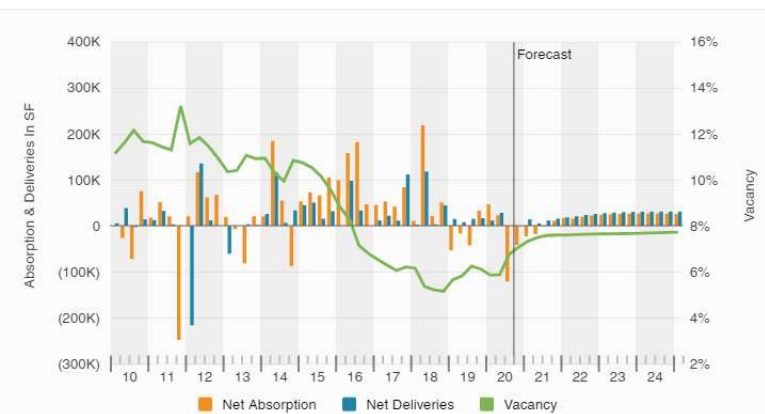
Vacancy has ranged from 7.6% to 5.1% over the past five years with an average at 6.5%. The current vacancy of 6.7% is slightly over the 5-year average.

Rents have ranged between \$15.47psf and \$16.63psf over the past ten years. The current rental rate of \$16.63 is above the average of \$16.08. Occupancy has remained strong even with rent increases.

Absorption has been fairly positive in this market over the past ten years. Since 2018 there has been some negative absorption with over 200,000sf delivered. On average 80k sf has been delivered annually.

Figure 30: CMA Performance Trends

Net Absorption, Net Deliveries & Vacancy



Occupancy & Market Rent Per SF



### CMA Supply

South Dallas includes the majority of the retail space in the CMA with 3,845,561 square feet followed by Cedar Hill with 3.5 million. Occupancy is very high in the CMA ranging from 94% to 98% by City. All the current properties under construction are located in Midlothian (18308sf). It appears to be two retail centers. Cedar Hill includes the majority of the proposed space.

Due its length in entirety, CDS has placed a detailed list in the Appendix. Table 5 includes totals/averages by City in the CMA along with the under construction and proposed space.

Table 44: CMA Retail Supply

Property Address	Property Name	PropertyType	City	Year Built	RBA	Average Weighted Rent	Percent Leased
TOTAL/AVG. Cedar Hill				1993	3567957	24.94	96.84
TOTAL/AVG. Dallas				1991	3845561	8.90	96.98
TOTAL/Avg. Duncanville				1982	2832541	12.48	94.47
TOTAL/Avg. Glenn Heights				2009	3301	-	100
TOTAL/Avg. Midlothian				1975	9028	19.00	98.48
<b>TOTAL/Avg. CMA</b>				<b>1989</b>	<b>12356044</b>	<b>16.01</b>	<b>97.12</b>
529 George Hopper Rd	Bldg 2	Retail	Midlothian	2020	2822	26	50.11
1401 E Main St		Retail	Midlothian	2020	10217	30	24.47
525 George Hopper Rd	Bldg 1	Retail	Midlothian	2020	2822	-	50.11
533 George Hopper Rd	Bldg 3	Retail	Midlothian	2020	2447	-	46.30
TOTAL UNDER CONSTRUCTION					18308		
538 E Belt Line Rd		Retail	Cedar Hill	2021	16720	-	0.00
104 S Clark Rd		Retail	Cedar Hill	2020	6000	-	0.00
458 N Highway 67	Cedar Crossing Plaza	Retail (Strip Center)	Cedar Hill		6800	-	100.00
SWQ Hwy 67 Fwy	Cedar Hill Village	Retail	Cedar Hill	2021	30000	-	0.00
3777 W Camp Wisdom Rd	Mervyn's Plaza	Retail (Community Center)	Dallas	2021	15000	-	100.00
8770 Polk St		Retail	Dallas		3500	-	100.00
1713 N Hampton Rd		Retail	DeSoto	2021	7500	20	0.00
700 W Camp Wisdom Rd		Retail	Duncanville	2022	4500	-	0.00
Clark Rd		Retail	Duncanville	2021	7400	-	100.00
208 W Highway 67		Retail	Duncanville	2021	6834	-	100.00
1431 E Main St		Retail	Midlothian		10000	-	0.00
TOTAL PROPOSED					114254		

Source: CoStar; CDS

NOTE: **RedBird** located in South Dallas is a 94-acre mall redevelopment project, led by [Peter Brodsky](#) and [Terrence Maiden](#), hopes to turn the former Southwest Center Mall in southern Dallas into a high-class mixed-use development. Once complete, RedBird will include office space, medical services, apartments, restaurants, entertainment and green space. Developers also hope it will prove that demand for high-quality amenities in southern Dallas is strong and they hope the project will be a catalyst for future private development in the city's southern half.



With over 300,000 sf of office space, the development landed a major job creator last year in the form of Georgia-based Chime Solutions. The customer care outsourcing company leased 50,000 square feet for a new call center, which has already brought 1,000 new jobs to the area. Plans call for the company to eventually double its footprint.

UT Southwestern plans to open a 150,000-square-foot outpatient medical center at RedBird within the former Sears, which would bring with it about 100 jobs. Within that space will also be a Children’s Health clinic. In the mall’s former Dillard’s space will be a Parkland Hospital clinic (43k sf) and new space for Workforce Solutions Greater Dallas.

In late 2019, ground broke on a new 300-unit apartment complex at RedBird. Called Palladium RedBird, the \$60 million project is being built by Dallas-based developer Palladium USA International Inc.

**Figure 31: RedBird Redevelopment Plan**



The center includes 175,000sf of retail space with dining and entertainment. Burlington, Starbucks, GRITS, Urban Air, and Foot Locker (20k sf flagship power store) are planned.

Also included is the Marriott Courtyard with 125 rooms and 8,000sf of conference space – it is currently on hold due to COVID.

### ***Interview with Transwestern regarding Retail – Steve Williamson***

Almost all of the municipalities in the U.S. will have budget short falls this year, and they all are in the process of trying to figure out where to allocate their resources and economic development efforts. The only product types that are experiencing any kind of positive growth right now are industrial, multifamily and single-family...and even these product types are starting to experience stress in various areas. Every other product type is in the tank...office, retail, entertainment, dine in restaurants, bars, etc. And these types of users will continue to be in the tank for the foreseeable future as fundamental changes have already altered their trajectories.

Things are not going to be back to the normalcy we've known over the past decade for perhaps another three to five years. There are significant shifts that have occurred in the way people live, work, and play. In my opinion, it will only be the cities who understand these profound changes and take proactive measures who will thrive...and the ones who don't will struggle to survive.

As for Red Bird, they are just trying to repurpose vacant space with anything that halfway makes sense and using government subsidies and tax breaks to do so!

### ***Interview with Monte Anderson, small-scale developer across southern Dallas***

Midtowne –The retail in the project looks like a multi-tenant strip building, but it's all individual buildings owned by each business.

He strongly advocates for small building for-sale new construction to house entrepreneurs rather than multi-tenant leased space much of the time. The EDC should partner with a local bank to provide the construction/mortgage loan capital, so that the loan is the bank's (EDC provides funds to the bank, not the business), the entrepreneur provides 10% down. It is done through a tri-party agreement (business, bank, EDC). The businesses get SBA loans for other startup expenses.

Main Station – 2 story mixed-use building in downtown Duncanville. This one does have leased space. Gets \$30/sq.ft. The key is small spaces. 900 Bar & Grill is new tenant and is doing very well, not affected by pandemic.

DeSoto Marketplace – it is 98% occupied, and nearly all businesses are African American owned. All locally-generated entrepreneurial ventures. Small spaces so total rent is low for each. All businesses initially serve primarily the community market area (10-minute drive) – MUST start being successful with that, then graduate to wider market area through word-of-mouth.

Coaching is required on an ongoing basis for these businesses. He says he's "made a lot of business owners cry" when he's had to give hard advice. Guidance / coaching needs to transition from EDC / developer mentorship to community-based mentorship where local businesses provide each other guidance and prodding.

Cedar Hill needs to examine building codes to make sure small-development and small-business strategies don't face excessive hurdles. He had to fight for his development plan in Midlothian because the city wouldn't accommodate his design standards (lot sizes, street pattern, on-street parking etc.). He emphasized that Cedar Hill will need to have repurposing plans in place for retail, because changes in the retail world mean that Cedar Hill is likely to end up with a lot of vacant retail space. Reuse of old commercial space allows the numbers to work in multi-tenant lease space for small entrepreneurs. New-build space works better with for-sale small commercial buildings owned by the businesses.

### ***Interview with Midlothian Founders Row Developer***

- Midlothian has better schools than Cedar Hill
- Just finished acquiring the full Founders Row block
- Two properties away from acquiring another block face in downtown Midlo – planning mixed-use project with 30 condos and 15,000 sq.ft. retail/office space – will be awhile before serious development plans start
- Founders Row current status:
- Coming businesses in relocated historic homes in Founders Row:
- Two restaurants – David’s Seafood (formerly in Cedar Hill, currently elsewhere in Midlo), another Houston’s / Hillstone type establishment
- Bar – Draught House
- Gift shop
- One business is startup that received SBA loan, others were existing and relocating to project
- Leases around \$2.00/sq.ft. with no NNN or CAM charges for a couple years to let businesses get established, and “generous” t.i. allowances
- 6 lots remain
- Expect occupancy by summer 2021
- Should have around 40K leasable space in relocated houses when finished; may add “carriage houses” on interior alleyway for small businesses that don’t need much space
- Alleyway (acquired by developer) will provide space for programming to draw activity
- May use corner lot closest to downtown intersection to build 2-story spec building
- Cedar Hill could have competitive edge for downtown development if they get their codes aligned – Midlothian has been difficult with codes and process

## Cedar Hill Retail Market

The Cedar Hill retail market includes 3,567,957 square feet of retail space in 196 buildings. There is no construction currently, however an additional 59,520 square feet is proposed in this market.

Retail is extremely clustered along major roadways as show on the map.

The vacancy is fairly low at 4.7% with market rents at \$18.74psf on average.

The 12 month absorption rate is a **negative 0.5% or 19,480sf**.

### Market Performance

Over the past five years, vacancy has been on average at 4.18%. Currently it is at 4.68% which is well below the all time high of 7.74%.

Absorption has ranged from a **negative 41,000sf** to a positive 198,010sf over the past five years with an average of 48,339sf.

Rents have grown steadily from \$15.72 to \$18.74psf currently. The average over the past five years was \$17.22psf.

Construction starts occurred in 2011, 2014 to 2019. There is over 50,000sf proposed in the market.

Figure 32: Cedar Hill Retail Map

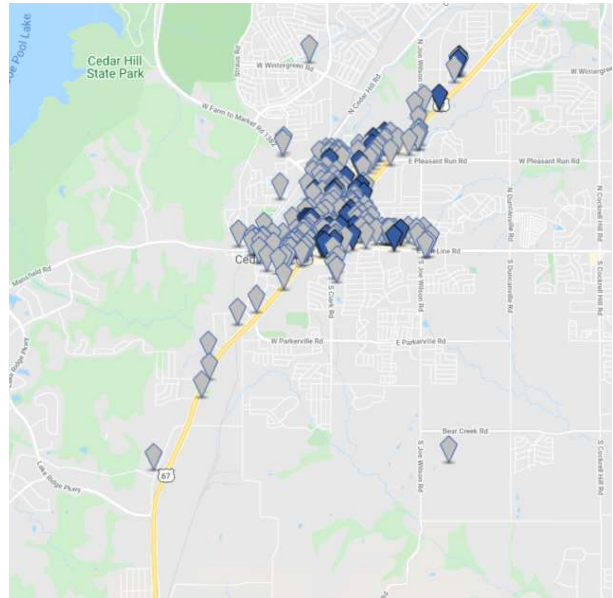


Figure 33: Cedar Hill Retail Performance Trends

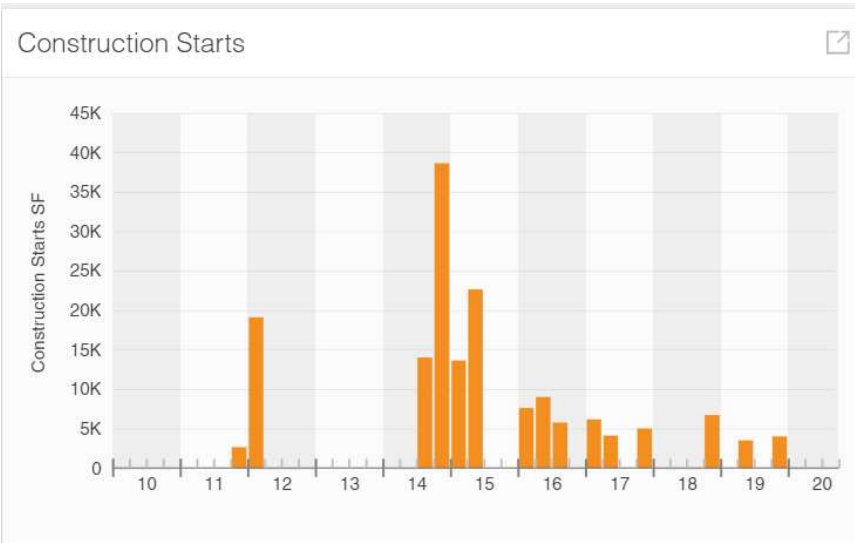
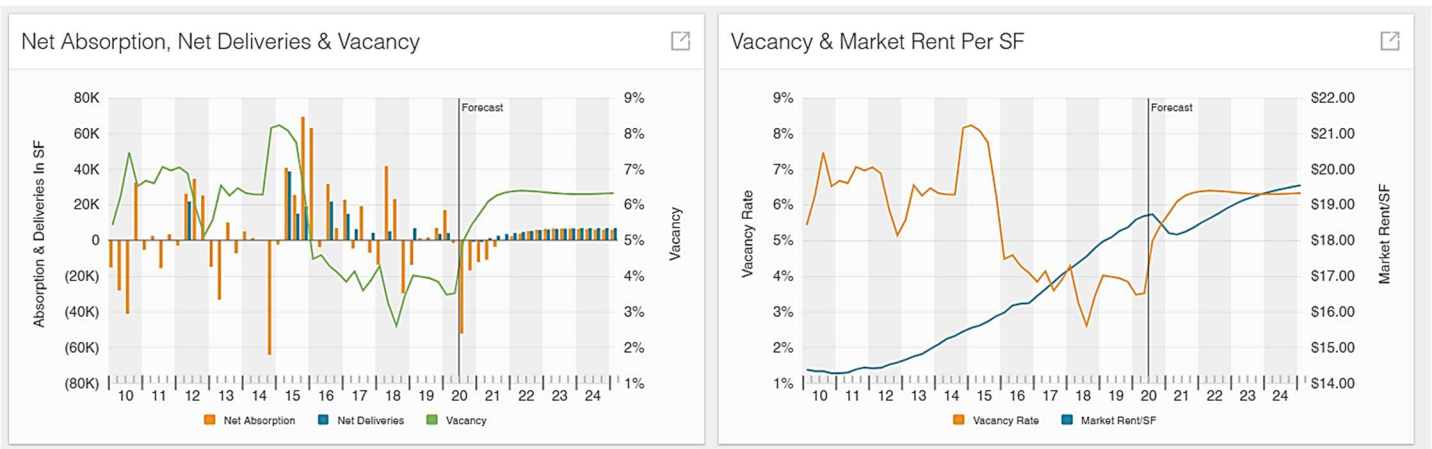


Figure 34: Cedar Hill Retail



## Retail Supply

Table 45: Cedar Hill Retail Supply

Property Address	Property Name	PropertyType	Year Built	RBA	Average Rent	% Leased
105 E Belt Line Rd		Retail (Strip Center)	2009	16147	17	100.00
222 E Fm 1382		Retail	1992	2016	49.6	0.00
229-241 E Fm 1382 Rd	The Market At Cedar Hill	Retail (Community Center)	1985	151906	18	97.17
450 N Highway 67	Cedar Crossing Plaza	Retail (Strip Center)	2016	14000	22	71.16
1431-1435 N Highway 67	The Ranch at Cedar Hill	Retail (Strip Center)	2004	7946	19	81.88
1421 N US 67 Fwy	The Ranch at Cedar Hill Phase II	Retail	2007	8820	47.62	93.42
436 N Us-67	Cedar Hill Crossing	Retail (Community Center)	2000	5000	30	0.00
619 Belt Line Rd	Snap Clean Car Wash -Cedar Hill	Retail	2020	4000	-	100.00
101 E Belt Line Rd	Braums	Retail (Strip Center)	1986	3559	-	100.00
103 E Belt Line Rd	Cedar Hill Plaza	Retail (Strip Center)	1985	21428	-	100.00
106 E Belt Line Rd		Retail	2015	6864	-	100.00
106 E Belt Line Rd		Retail	2015	6744	-	100.00
202 E Belt Line Rd		Retail	1986	34566	-	100.00
240 E Belt Line Rd		Retail	1988	6020	-	100.00
385 E Belt Line Rd	CVS/Pharmacy	Retail (Community Center)	1997	11502	-	100.00
440 E Belt Line Rd		Retail	2005	6024	-	100.00
501 E Belt Line Rd	Walgreens	Retail	1999	13833	-	100.00
509 E Belt Line Rd	AutoZone	Retail	1999	5317	-	100.00
517 E Belt Line Rd		Retail	1999	3400	-	100.00
525 E Belt Line Rd		Retail	1999	4053	-	100.00
531-533 E Belt Line Rd		Retail	2000	8000	-	100.00
537 E Belt Line Rd	O'Reilly Auto Parts	Retail	2003	6528	-	100.00
605 E Belt Line Rd		Retail (Strip Center)	2019	6700	-	48.96
710 E Belt Line Rd	Exxon	Retail	1997	1770	-	100.00
725 E Belt Line Rd		Retail	2004	4460	-	100.00
805 E Belt Line Rd	Aldi	Retail	2012	19096	-	100.00
820 E Belt Line Rd		Retail	2015	38621	-	100.00
820-824 E Belt Line Rd		Retail	2015	7000	-	100.00
848 E Belt Line Rd	NTB	Retail	2017	6160	-	100.00
909 W Belt Line		Retail	1940	1121	-	100.00
104-156 W Belt Line Rd	Bldg 1	Retail (Neighborhood Ctr)	1985	130582	-	93.99
104-128 W Belt Line Rd		Retail (Neighborhood Ctr)	1985	130762	-	96.80
105 W Belt Line Rd	Advanced Total Kar Kare	Retail	2003	3000	-	100.00
108-156 W Belt Line Rd	Bldg 2	Retail (Neighborhood Ct)	1985	10000	-	90.00
201 W Belt Line Rd		Retail (Strip Center)	1983	6138	-	100.00
205 W Belt Line Rd	Discovery Learning Academy	Retail	1941	2456	-	100.00
210 W Belt Line Rd	Bldg 1	Retail	1950	2378	-	100.00
310 W Belt Line Rd		Retail	1950	11027	-	100.00

Cedar Hill Market Study

Property Address	Property Name	PropertyType	Year Built	RBA	Average Rent	% Leased
330 W Belt Line Rd		Retail	1945	1408	-	100.00
106 S Broad St		Retail	1978	5000	-	100.00
201 Cedar St		Retail	1987	1345	-	100.00
217 Cedar St		Retail	1960	900	-	100.00
605-607 Cedar St		Retail	1950	4500	-	100.00
611 Cedar St		Retail	1950	604	-	100.00
613 Cedar St		Retail	1955	1784	-	100.00
708-714 Cedar St		Retail	1967	2349	-	100.00
320 Clancy Nolan Dr	Havertys	Retail	2006	25798	-	100.00
110 N Clark Rd	Firestone Complete Auto Care	Retail	1987	5850	-	100.00
125 N Clark Rd		Retail (Strip Center)	2007	12200	-	80.33
130 N Clark Rd		Retail	1991	7500	-	100.00
195 N Clark Rd	Childcare Network	Retail	1984	7365	-	100.00
315 N Clark Rd	T.G.I. Friday's	Retail	2006	4450	-	100.00
408 N Clark Rd	National Tire & Battery	Retail	2006	7056	-	100.00
445 N Clark Rd	Taco Bueno	Retail	2005	2310	-	100.00
108 S Clark Rd		Retail	2007	1698	-	100.00
140 S Clark Rd		Retail	1950	2056	-	100.00
240 S Clark Rd		Retail	1981	15249	-	100.00
320 S Clark Rd	Archway Plaza	Retail (Strip Center)	1984	10500	-	100.00
316 Cooper St		Retail	1956	1560	-	100.00
303 W Cooper St	Lisa's Chicken	Retail	1985	2718	-	100.00
335 W Cooper St		Retail	1962	1593	-	100.00
445 FM 1382	Cedar Hill Crossing	(CommCenter)	2000	10780	-	100.00
210 E FM 1382		Retail	1987	1274	-	100.00
216 E Fm 1382	KFC	Retail	1990	2906	-	100.00
223 E FM 1382		(CommCenter)	1986	29011	-	100.00
226 E FM 1382 Rd	Popeyes	Retail	2003	1573	-	100.00
321 E Fm 1382	Speedee Oil Change	Retail	1989	1935	-	100.00
373 E Fm 1382		(Community Center)	2001	110758	-	100.00
379 E FM 1382	Cedar Hill Retail	Retail	1998	7500	-	100.00
387 E Fm 1382	Chick fil-a	(Community Center)	1998	3000	-	100.00
404 E Fm 1382	Wendy's	(Community Center)	2000	3050	-	100.00
425 E FM 1382		(Community Center)	1999	2035	-	100.00
427 E Fm 1382	Albertson's	(Community Center)	1999	62322	-	100.00
433-439 E FM 1382	Cedar Hill Crossing	(Community Center)	2000	29975	-	100.00
455 E Fm 1382	Cedar Hill Crossing - Starbucks/Panda Express	Retail (Community Center)	2000	3762	-	100.00
489 E FM 1382 Rd		Retail	1997	3200	-	100.00
140 W FM 1382	Phase I	(Community Center)	2002	25643	-	100.00
145 W Fm 1382	Commerce Gate	Retail	2009	8930	-	100.00
305 W FM 1382	Hillside Village	Retail (Lifestyle Center)	2007	35252	-	100.00
305 W FM 1382	Hillside Village	Retail (Lifestyle Center)	2008	185884	-	50.52
520 W FM 1382		Retail	2017	4095	-	100.00
500 W FM 1382 Rd		Retail	1987	4448	-	100.00



Cedar Hill Market Study

Property Address	Property Name	PropertyType	Year Built	RBA	Average Rent	% Leased
201 E Fm-1382	McDonald's	(Community Center)	1986	6925	-	100.00
205 E Fm-1382	IHOP	(Community Center)	1996	6560	-	100.00
207 E Fm-1382	Schlotsky's	(Community Center)	1996	2025	-	100.00
211 E FM-1382	Whataburger	(Community Center)	1996	2288	-	100.00
217 E Fm-1382	Prosperity Bank	(Community Center)	1995	3280	-	100.00
305 W Fm-1382	Hillside Village	(Lifestyle Center)	2007	30598	-	100.00
305 W Fm-1382	Hillside Village	(Lifestyle Center)	2007	28560	-	100.00
305 W Fm-1382	Wetzel's Pretzels	(Lifestyle Center)	2007	855	-	100.00
305 W Fm-1382	Hillside Village	(Lifestyle Center)	2007	37140	-	100.00
305 W Fm-1382	Grimaldi's Pizzeria	(Lifestyle Center)	2007	6194	-	100.00
305 W Fm-1382		(Lifestyle Center)	2007	7463	-	100.00
305 W Fm-1382	Hillside Village	(Lifestyle Center)	2007	36371	-	100.00
305 W Fm-1382	Hillside Village	(Lifestyle Center)	2007	33878	-	100.00
305 W Fm-1382		(Lifestyle Center)	2007	1070	-	100.00
309 W Fm-1382	Dillards	(Lifestyle Center)	2007	165000	-	100.00
263-273 Hickerson St	Tower Shopping Center	Retail (Strip Center)	1968	8550	-	100.00
275 Hickerson St		Retail	1965	6850	-	100.00
100 N Highway 67		Retail (Strip Center)	1984	10740	-	100.00
213 N Highway 67	24 Hour Fitness	(Community Center)	2002	32257	-	100.00
213 N Highway 67	Cedar Hill Village	(Community Center)	2002	11957	-	100.00
225 N Highway 67		Retail	2003	4440	-	100.00
229 N Highway 67	Red Robin	Retail	2003	6484	-	100.00
325 N Highway 67	Goodyear	Retail	1989	5416	-	100.00
329 N Highway 67		Retail	2007	15000	-	100.00
333 N Highway 67	JCPenney	(Community Center)	2003	94290	-	100.00
350 N Highway 67	David's Good Food & Friends	(Community Center)	2001	4808	-	100.00
375 N Highway 67	Wells Fargo	Retail	1982	3025	-	100.00
381 N Highway 67	Sonic	Retail	1995	1568	-	100.00
388 N Highway 67	Macaroni Grill	(Community Center)	1999	8049	-	100.00
395 N Highway 67	Taco Bell	Retail	1992	2130	-	100.00
412 N Highway 67		(Community Center)	2001	2669	-	100.00
458 N Highway 67		Retail (Strip Center)	2015	12000	-	100.00
719 N Highway 67	The Vitamin Shoppe	(Power Center)	2004	5000	-	100.00
735 N Highway 67	Joe's Crab Shack	(Power Center)	2004	7000	-	100.00
739 N Highway 67	Super Target	(Power Center)	2003	174099	-	100.00
743 N Highway 67	Regions Bank	(Power Center)	2004	4700	-	100.00
747 N Highway 67	Saltgrass Steak House	(Power Center)	2004	8500	-	100.00
751 N Highway 67	Michaels	(Power Center)	2003	21276	-	100.00
755 N Highway 67	Resource One Credit Union	(Power Center)	2003	4153	-	100.00
818 N Highway 67		Retail (Strip Center)	2005	5712	-	100.00
905 N Highway 67	Cedar Hill Pointe	(Neighborhood Center)	2017	9000	-	100.00
920 N Highway 67		Retail	1969	6000	-	100.00
927 N Highway 67	Mattress Firm	(Neighborhood Center)	2007	6000	-	100.00
949 N Highway 67	Cedar Hill Pointe	(Neighborhood Center)	2004	20375	-	100.00

Cedar Hill Market Study

Property Address	Property Name	PropertyType	Year Built	RBA	Average Rent	% Leased
1030 N Highway 67	Texaco	Retail	1987	8948	-	100.00
1188 N Highway 67		Retail	1980	6820	-	41.35
1395 N Highway 67	Sacred Funeral Homes	Retail	1997	8270	-	100.00
1425 N Highway 67	The Ranch at Cedar Hill	Retail (Strip Center)	2008	1390	-	100.00
1427 N Highway 67	The Ranch at Cedar Hill	Retail (Strip Center)	2008	4540	-	100.00
126 S Highway 67	Williams Chicken	Retail	2000	1490	-	100.00
202 S Highway 67	Enterprise	Retail	2018	5000	-	100.00
271 S Highway 67	Citgo	Retail	1968	1563	-	100.00
350 S Highway 67		Retail		3500	-	100.00
401 S Highway 67	Pollo Tropical	Retail	2015	3641	-	100.00
1104 S Highway 67		Retail	1979	6530	-	100.00
1260 S Highway 67		Retail	2003	10100	-	100.00
157 Hood St		Retail	1963	2200	-	100.00
214 Hood St		Retail	1962	2200	-	100.00
311 Houston St		Retail	1950	634	-	100.00
1001 S Hwy 67		Retail	2000	12670	-	100.00
971 N J Elmer Fwy	Cedar Hill Pointe	(Neighborhood Center)	2004	30111	-	100.00
148 J Elmer Weaver Fwy		Retail	1989	4800	-	100.00
1107 J Elmer Weaver Fwy		Retail	2019	3500	-	100.00
124 N J Elmer Weaver Fwy		Retail	1998	2272	-	100.00
389 N J Elmer Weaver Fwy	Chicken Express	Retail	1995	2520	-	100.00
1109 N J Elmer Weaver Fwy		Retail	1984	4449	-	100.00
101 S J Elmer Weaver Fwy		Retail	1978	1640	-	100.00
211 S J Elmer Weaver Fwy		Retail	1981	1500	-	100.00
720 S J Elmer Weaver Fwy		Retail	1983	7260	-	100.00
720 S J Weaver Fwy		Retail	1983	7260	-	100.00
917-B N Joe Wilson Rd		Retail	2016	3800	-	100.00
917 N Joe Wilson Rd		Retail	2016	3800	-	100.00
1001 N Joe Wilson Rd		Retail	1967	1200	-	100.00
1005 N Joe Wilson Rd		Retail	1967	2400	-	100.00
1610 S Joe Wilson Rd		Retail	1940	1114	-	100.00
101 Kenya St	Clark Hill Crossing	Retail (Strip Center)	1985	15600	-	100.00
201 N Main St		Retail	1901	1342	-	100.00
107 S Main St		Retail	1955	600	-	100.00
109 S Main St	Bldg 1	Retail	1955	600	-	100.00
200 S Main St		Retail	1961	12000	-	100.00
1594 Mount Lebanon Rd	The Mansion On The Hill	Retail	1985	14719	-	100.00
415 E Pleasant Run Rd	Cedar Hill Pointe	(Neighborhood Center)	2004	9590	-	85.77
416 E Pleasant Run Rd		(Power Center)	2004	7499	-	100.00
420 E Pleasant Run Rd		(Power Center)	2004	21947	-	81.77
425 E Pleasant Run Rd	Cedar Hill Pointe	(Neighborhood Center)	2005	80000	-	100.00
430 E Pleasant Run Rd	Buffalo Wild Wings	(Power Center)	2004	5418	-	100.00
635 E Pleasant Run Rd		Retail	2012	2640	-	100.00

Cedar Hill Market Study

Property Address	Property Name	PropertyType	Year Built	RBA	Average Rent	% Leased
505 Straus Rd		Retail	1996	2560	-	100.00
223 Texas St		Retail	1971	1320	-	100.00
226 Texas St		Retail	1976	8100	-	100.00
227 Texas St		Retail	1925	528	-	100.00
327 Texas St		Retail	1940	1200	-	100.00
280 Uptown Blvd		Retail	2004	40278	-	100.00
605 Uptown Blvd	Murphy USA	(Community Center)	2003	3479	-	100.00
613 Uptown Blvd	Uptown Center	Retail	2005	14616	-	100.00
617 Uptown Blvd	Uptown Center	Retail	2005	7928	-	81.08
621 Uptown Blvd	Wal-mart	(Community Center)	2002	223981	-	100.00
634 Uptown Blvd	Hooters	Retail	2017	5750	-	100.00
638 Uptown Blvd	Cedar Hill Town Center- Phase III	(Community Center)	2008	8250	-	100.00
642 Uptown Blvd	Cedar Hill Town Center Phase II	Retail (Community Center)	2006	17000	-	100.00
649 Uptown Blvd	Applebee's	(Community Center)	2005	5640	-	100.00
650 Uptown Blvd		(Community Center)	2004	1886	-	100.00
420-432 N US 67 Hwy	Cedar Hill Crossing	(Community Center)	2000	132412	-	89.85
707-751 US Highway 67	Pleasant Run Towne Crossing	Retail (Power Center)	2003	149175	-	98.96
304-386 N US Highway 67	The Plaza at Cedar Hill Building E	(Community Center)	2000	206612	-	97.73
398 N US Highway 67	The Plaza at Cedar Hill Building N	(Community Center)	2000	10723	-	100.00
416-444 N US Highway 67	Plaza at Cedar Hill	(Community Center)	2000	78996	-	100.00
364 N Us-67	Men's Warehouse	(Community Center)	2001	6860	-	100.00
376 N Us-67	Chili's	(Community Center)		7257	-	100.00
408 N Us-67	Cedar Hill Crossing	(Community Center)	2000	6000	-	100.00
416 N Us-67		(Community Center)	2000	4775	-	100.00
101 N US-67 S	The Point	Retail (Strip Center)	1985	10300	-	100.00
234-244 S Us-67		Retail (Strip Center)	1978	6445	-	100.00
129 W Wintergreen Rd		Retail	2005	14484	-	100.00
<b>TOTALS/Averages</b>			<b>1993</b>	<b>3,567,957</b>	<b>29.03</b>	<b>97.35</b>
538 E Belt Line Rd	Cedar Hill Shops @Highlands	Retail	2021	16720	-	0.00
104 S Clark Rd		Retail	2020	6000	-	0.00
458 N Highway 67		Retail (Strip Center)		6800	-	100.00
SWQ Hwy 67 Fwy	Cedar Hill Village	Retail	2021	30000	-	0.00
<b>TOTAL PROPOSED</b>				<b>59,520</b>		

Source: CoStar; CDS

Notes on Future Impact Projects (not included in lists above):

Village Crossing/The Lakes/Phillips Lumber will include 20,900sf of retail/restaurants/commercial space.

### Interview with Hillside Village

- PREP purchased the property in September 2019 – in process of re-negotiating leases
- 611,232 sf regional shopping center – 80% occupied
- Major tenants include - Dick's, Dillard's, Barnes & Noble, Old Navy, ULTA, H&M, Vitoria's Secret, Express, Champ's, and Forever 21
- Includes 31,151sf of office space (50% occupied)
- More competitively priced stores might work better here
- Restaurants are having a hard time in this location, with the exception of Razzoo's
- Open to other uses – grocery, medical, community oriented
- No fast food tenants
- Most restaurants can now sell alcohol (recent change)
- Market area is considered 10 miles – DeSoto, Duncanville, Grand Prairie, Midlothian, Mansfield
- COVID has affected this center
- Events – Wine Walk, concerts, Christmas tree lighting, Halloween large pumpkins
- New convention center/hotel is adjacent to mall
- The mall will expand (5 acres) perhaps add residential and 3-4 pad sites – City wants entertainment with residential piece

Figure 35: Hillside Village





*Other Examples of Cedar Hill Retail*



## Effective Buying Power

A critical factor in consideration for commercial retail development is the buying power of the market area that a potential development site is located in. Buying income can be measured by the level of disposable or expendable income from consumers in a market area. Cedar Hill's average effective buying income of \$72,513 is slightly less than the CMA at \$76,403.

**Table 46: Effective Buying Income**

Category	Cedar Hill		CMA	
	Number	% of Total	Number	% of Total
Total Households	17,697		102,907	
EBI Less than \$15,000	1,209	6.83%	7,078	6.88%
EBI \$15,000 to \$24,999	1,007	5.69%	6,835	6.64%
EBI \$25,000 to \$34,999	1,537	8.69%	9,718	9.44%
EBI \$35,000 to \$49,999	3,076	17.38%	16,038	15.58%
EBI \$50,000 to \$74,999	4,250	24.02%	23,072	22.42%
EBI \$75,000 to \$99,999	3,445	19.47%	19,056	18.52%
EBI \$100,000 to \$124,999	1,419	8.02%	8,710	8.46%
EBI \$125,000 to \$149,999	808	4.57%	5,157	5.01%
EBI \$150,000 to \$199,999	512	2.89%	3,546	3.45%
EBI \$200,000 to \$249,999	105	0.59%	876	0.85%
EBI \$250,000 to \$499,999	274	1.55%	2,310	2.24%
EBI \$500,000 or more	55	0.31%	511	0.50%
<b>2017 Average Effective Buying Income</b>	<b>\$72,513</b>		<b>\$76,403</b>	

Source: US Census, American Community Survey, PCensus

## Cedar Hill Retail Sales Trends

As seen in the table below, General Merchandise Stores has shown the greatest increase in sales (up 3.0%) from 2017 to 2019. The largest decrease in sales from 2017 to 2019 was the Sporting Goods, Hobby, Book & Music category (down 27.0%).

**Table 47: Actual Retail Sales in Cedar Hill, 2017 to 2019**

NAICS Code	NAICS Category	2017	2018	2019	Change 2017-2019
441	Motor Vehicle & Parts Dealers	21,347,694	22,158,430	27,381,140	6,033,446
442	Furniture & Home Furnishings	26,358,244	27,217,894	25,354,894	-1,003,350
443	Electronics and Appliance Stores	30,635,688	31,883,171	31,419,529	783,841
444	Building Material & Garden Equipment	38,783,902	38,617,456	37,925,473	-858,429
445	Food & Beverage Stores	71,207,775	70,854,508	78,077,229	6,869,454
446	Health & Personal Care Stores	41,753,033	44,687,582	47,394,362	5,641,329
447	Gasoline Stations	28,802,165	37,492,810	34,995,935	6,193,770
448	Clothing & Clothing Accessories	93,729,151	94,659,001	90,695,327	-3,033,824
451	Sporting Goods, Hobby, Book, & Music	30,100,299	25,255,788	21,978,135	-8,122,164
452	General Merchandise	222,237,880	228,633,207	229,614,340	7,376,460
453	Miscellaneous Store Retailers	20,142,079	18,420,329	17,499,490	-2,642,589
454	Non-store Retailers	5,061,649	5,242,510	4,339,236	-722,413
722	Drinking and Eating Places	109,202,270	112,472,411	116,160,439	6,958,169
<b>Grand Total</b>		<b>739,361,829</b>	<b>757,595,097</b>	<b>762,835,529</b>	<b>23,473,700</b>

## Retail Surplus/Leakage

Comparing 2019 actual sales to projected expenditures there is a surplus in several categories. The aggregate expenditure estimates for Cedar Hill are lower in several categories. This indicates that residents outside Cedar Hill are shopping and eating inside Cedar Hill (surplus) for these items. The category representing the highest surplus is General Merchandise Stores followed by Clothing and Clothing Accessories.

Leakage (negative) exists in Motor Vehicles and Parts, Food and Beverage, Gasoline Stations, and Non-Store. These are opportunities for new retailers in Cedar Hill.

**Table 48: Comparison of Actual Sales with Expected Household Expenditures for Cedar Hill**

BUSINESS CATEGORY DESCRIPTION	Actual Sales 2019 Supply	Total Expenditures Demand	Surplus or (Leakage)
Motor Vehicles and Parts (441)	27,381,140	125,991,260	(98,610,120)
Furniture and Home Furnishings Stores (442)	25,354,894	6,199,234	19,155,660
Electronics and Appliance Stores (443)	31,419,529	13,948,434	17,471,095
Building Material & Garden Equipment (444)	37,925,473	30,639,591	7,285,882
Food and Beverage Stores (445)	78,077,229	82,927,718	(4,850,489)
Health and Personal Care Stores (446)	47,394,362	15,749,478	31,644,884
Gasoline Stations (447)	34,995,935	60,383,884	(25,387,949)
Clothing and Clothing Accessories Stores (448)	90,695,327	20,007,123	70,688,204
Sporting Goods, Hobby, Book, and Music Stores (451)	21,978,135	8,275,002	13,703,133
General Merchandise Stores (452)	229,614,340	72,492,663	157,121,677
Miscellaneous Store Retailers (453)	17,499,490	501,494	16,997,996
Non-store Retailers (454)	4,339,236	55,651,710	(51,312,474)
Food Services and Drinking Places (722)	116,160,439	82,530,799	33,629,640

Source: Texas Comptroller of Public Accounts 2018, PCensus

## Estimating Supportable Retail in the CMA and Cedar Hill

According to research provided by CoStar, July 2017, sales per square foot at all but a few public retailers have declined to an average of around \$325 in recent years, down from nearly \$375 in the early 2000s.

Applying this average per square foot sales to the estimated expenditures in the CMA, there is support for 1,061,855 sf in the CMA over the next five years.



**Table 49: Supportable Retail in the CMA and Cedar Hill**

Consumer Buying Power Retail Store Types	CMA						
	2019 Aggregate Expenditure Estimate	%	2024 Aggregate Expenditure Estimate	%	Increase in Sales	Avg Sales PSF	Supportable Retail SF from Expenditures
<b>All retail stores (NAICS 44-45)</b>	2,623,228,975		3,028,214,610		404,985,635	\$325	1,246,109
Less pipeline supply plus announced RedBird Plans							184,254
<b>Supportable CMA Retail</b>							<b>1,061,855</b>

Source: PCensus

Applying the same process to Cedar Hill based on estimated expenditures with PCensus, even after all the current proposed and planned projects in the pipeline, there is sufficient support for an additional 89,693 sf thru 2024.

Consumer Buying Power Retail Store Types	Cedar Hill						
	2019 Aggregate Expenditure Estimate	%	2024 Aggregate Expenditure Estimate	%	Increase in Sales	Avg Sales PSF	Supportable Retail SF from Expenditures
<b>All retail stores (NAICS 44-45)</b>	438,482,762	39.74	503,519,628	39.52	65,036,866	\$325	200,113
Less pipeline supply – Proposed and Planned (Village Crossing)							80,420
<b>Supportable Retail in Cedar Hill</b>							<b>119,693</b>

**Conclusions and findings include the following for the CMA:**

- A quantitative analysis indicates that there is sufficient demand in the immediate future for retail development in the CMA and Cedar Hill.
- Cedar Hill should expect to capture approximately 120,000 SF of additional retail space thru 2024.
- Retail spaces such as restaurants, bars, cafes, etc. should take advantage of street frontage with outside seating; a lesson learned during COVID.
- Interviewees expressed interest in more restaurant choices (sit-down).
- Leakage exists in Motor Vehicles and Parts, Food and Beverage stores (grocery, supermarkets, convenience, meat markets, baked goods, beer/wine/liquor), Gasoline Stations, and Non-Store. These are opportunities for new retailers in Cedar Hill.
- Per interviews with retail brokers and developers and leading industry reports, Cedar Hill needs to prepare to move into the future of retail with Big Box closures, internet sales, live/work/play developments. Proactive measures will need to be taken for spaces that may become vacant.
  - Re-adaptive reuse of Mall/Big box stores – similar to RedBird with added Medical users, corporate headquarters
  - Incubators for entrepreneurs – Food Halls are an example – small spaces with low rents

## MULTIFAMILY MARKET

### DFW Multifamily Market

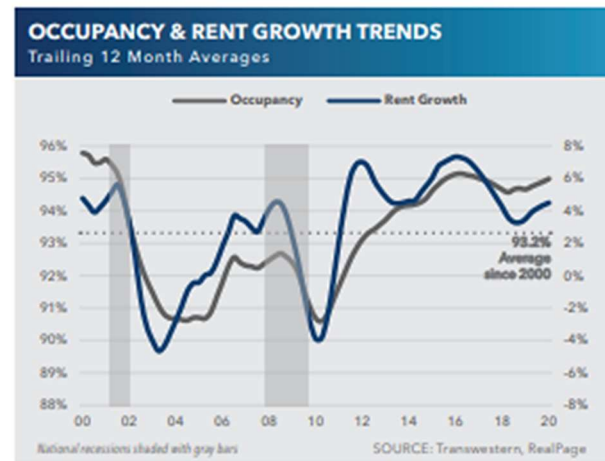
**Transwestern (2Q2020)**, Effective rents in Dallas are up 3.3% year-over-year. Strongest rent growths continue to occur in submarkets with high occupancy and value-add renovations such as Southwest Dallas (+6.0%) and South Irving (+4.7%). Elsewhere, North Dallas suburbs near major office employment centers have continued posting rent increases above 2% even with high construction levels.

Over the last twelve months, properties in lease-up have fetched an asking rent of \$1,786 (\$1.85 PSF) in Dallas. With concessions remaining stable at approximately 8%, properties are achieving effective rents of \$1,652 (\$1.71 PSF) in Dallas.

Quarterly demand in Dallas registered 2,011 units—a robust increase of +8% compared to Q1 2019. Occupancy registered declines that are within the range of normal seasonality.

5,374 units were delivered this quarter and 16,991 are expected to deliver over the next twelve months. The top three submarkets leading in inventory growth are Rockwall/Rowlett/Wylie (+21.2%), Carrollton/Farmers Branch (+12.2%), and Frisco (+9.3%).

**Figure 36: MSA Multifamily Market Performance**



At present, the risk of over-building is less than prior downturns. Even if all 26,610 units in the pipeline delivered and leasing activity dropped to zero, market-level occupancy would drop to 91.5%.

**CoStar** reports, the coronavirus outbreak is causing significant economic disruption in Dallas-Fort Worth. The trajectory of Dallas-Fort Worth's economy and its commercial real estate sector will depend on how widely the virus spreads and how long containment policies like social distancing need to be maintained. CoStar will be updating this analysis as more information becomes available. Prior to the outbreak, Dallas-Fort Worth had reported strong economic momentum, which provided a boon to the apartment market.

The Dallas-Fort Worth multifamily market is reporting lower absorption levels and softening rent growth through the end of third quarter 2020, caused by the pandemic-induced recession. Still, absorption levels lead the country, and the first rent cuts are concentrated at the top end of the market.

Prior to the pandemic, robust job growth and continuous in-migration were two drivers of apartment demand in the metroplex. Dallas-Fort Worth consistently added jobs at an annual rate of around 3%. More people are making their way to the metroplex also. Last year, the region added 130,000 new residents, more than any other metro in the country.

Robust economic underpinnings have fostered a healthy apartment market. Despite a steady flow of new properties coming to the market, the renter pool continues to absorb new units at a steady pace. The market routinely ranks among the top areas for leasing activity and deliveries of new apartment communities. Construction levels have plateaued over recent quarters, with the amount of inventory underway hovering near 4%. Through mid-2020, permitting levels have fallen in response to the economic shock from the pandemic. Since 2010, the market has added about 145,000 new multifamily units, growing inventory almost 25%, the most of any market in the country. In response, vacancy rates have

drifted higher but at a measured rate. Continuous supply and leading absorption levels make Dallas-Fort Worth one of the fastest-growing, but also balanced multifamily markets in the country.

The coronavirus pandemic has forced many investors to approach deals with greater prudence. In the past 12 months, deal volume reached \$5.2 billion. Most deals are found in value-add opportunities, with the Mid-Cities and older sections of the metroplex such as East Dallas as active areas for investment. Meanwhile, core investors often target areas with premier assets often found within in-town submarkets such as Uptown.

The Dallas-Fort Worth multifamily market has fared better than other markets in previous downturns. Still, the market is vulnerable to risks, particularly at the lower end of the market. Those renters who are feeling greater economic pressure have largely been supported through fiscal stimulus, specifically the CARES Act. However, those provisions expired at the end of July, threatening the livelihoods and ability to pay rent of many of those households.

**Table 50: MSA Multifamily Market Summary**

Dallas-Fort Worth - TX   \$111 B Asset Value			
Inventory Units	752,197 ↑	Market Asking Rent/Unit	\$1,207 ↑
Under Constr Units	32,357 ↓	Annual Rent Growth	0.2% ↑
12 Mo Absorp Units	20,530	Market Sale Price/Unit	\$141 K ↑
Vacancy Rate	8.5% ↑	12 Mo Sales Vol	\$3.5 B ↓

**DFW Market – August 2020 – Dallas Business Journal**

Rental rates inched up for the second straight month in Dallas-Fort Worth and the metro area ranked as one of only eight in the country where rents are forecast to end the year higher or flat, suggesting that the local apartment market has stabilized from its earlier decline due to COVID-19.

The overall average monthly rent for DFW apartments in July was \$1,163, which was \$2 higher than the average rent in June, according to a report from ApartmentData.com. The overall average is still \$13 lower than its \$1,176 level on March 31, before the effects of the pandemic hit the market.

Apartment rents had been steadily rising before the economic fallout of COVID-19, which included heavy job losses.

Another rent report, this one from Yardi Matrix, ranks Dallas-Fort Worth highly in an updated forecast for annual rent growth nationwide.

The revised forecast now projects that eight of the metros will have no growth or positive rent growth in 2020. Last month’s forecast was negative for all of the 30 top metros.

The DFW multifamily market has 3,194 apartment communities with an operating supply of 756,839 units, according to the ApartmentData.com report. Of that, 79 communities and 22,418 units opened in the past 12 months. Another 110 communities totaling 31,967 units are under construction. And 130 communities which would add 49,228 units are proposed for construction, the report says.

The hottest rental submarket in DFW was Duncanville/DeSoto/Cedar Hill/Lancaster, which has an annualized growth rate of 8 percent, according to ApartmentData.com.

## South Dallas County Submarket

South Dallas County is home to one of the fastest-growing industrial distribution hubs in the country and is adding warehouse jobs at a breakneck pace. Excellent population growth has led to steady apartment demand, especially for the 1980s-era stock that is abundant throughout the submarket. As vacancy rates are trending near record lows, rent growth has well outperformed historical norms in recent years. Low rents, coupled with rising construction costs, have contributed to the scarcity of new supply. Few properties are under construction compared to submarkets to the north. Value-add transactions are common and rent increases on newly renovated assets usually outpace submarket average rent growth.

Figure 37: South Dallas County Submarket

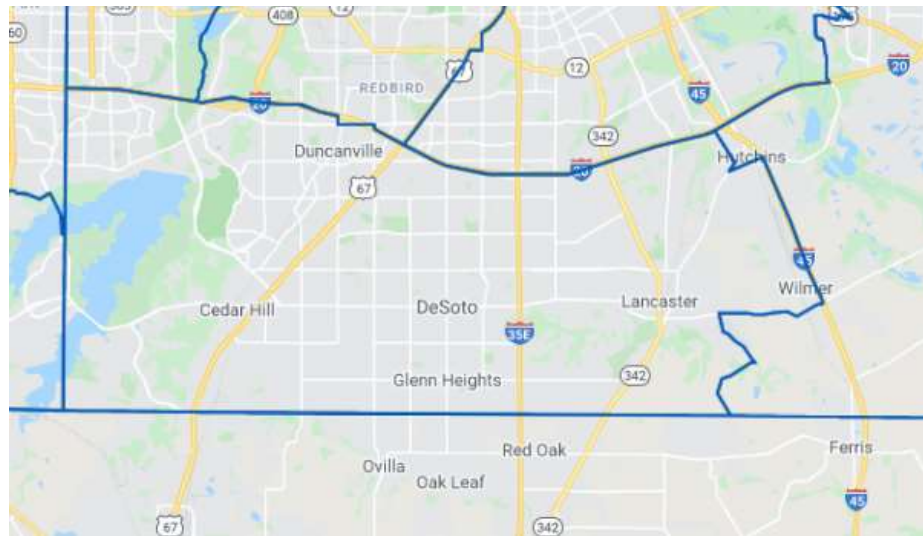


Table 51: South Dallas County Multifamily Market Summary

South Dallas County   \$1.7 B Asset Value		Dallas-Fort Worth - TX	
Inventory Units	14,279 ↑	Market Asking Rent/Unit	\$1,118 ↑
Under Constr Units	799 ↓	Annual Rent Growth	4.6% ↑
12 Mo Absorp Units	1,008	Market Sale Price/Unit	\$111 K ↑
Vacancy Rate	6.0% ↓	12 Mo Sales Vol	\$28 M ↓

## CMA Multifamily Market

The CMA includes portions of Arlington, Dallas, Grand Prairie, as well as Cedar Hill, DeSoto, Duncanville, Mansfield, Midlothian, Ovilla, Red Oak and Venus.

There are 21,086 units in 135 properties in the CMA. The vacancy rate is fairly low at 4.8% with rents at \$1.37psf on average. The average unit cost is \$1,251 per month.

The 12-month absorption rate for the CMA was 6.5% of inventory or 1,350 units which is fairly strong.

There are 858 units under construction and 2,649 proposed.

### Performance Trends

- Occupancy over the past five years has been steady and strong ranging from 90.9% to 95.4%.
- Absorption has been positive with 242 to 1,350 units, on average 861 units over the past five years.
- Rent per unit has increased slightly over the same time period from \$1,037 per unit to \$1,254 per unit.
- Three bedroom units are priced highest in this market (by bedroom).
- Per square foot, studios followed by one bedrooms are highest.
- The CMA includes 43% one bedrooms, 37% two bedrooms, 10% three bedrooms, 9% studios, and less than 1% four bedroom units.

Figure 38: CMA Multifamily Market

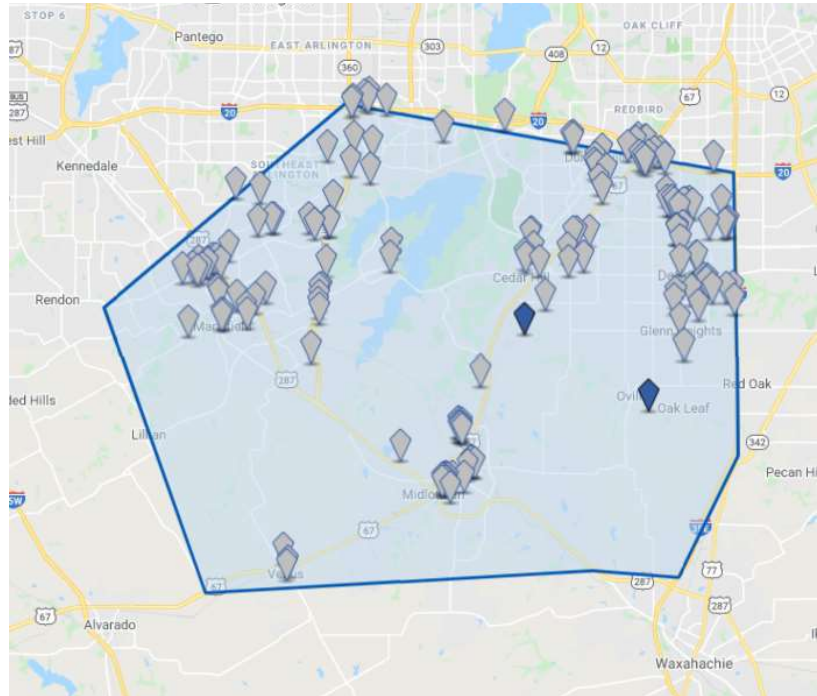


Figure 39: CMA Multifamily Lease Rate Trends

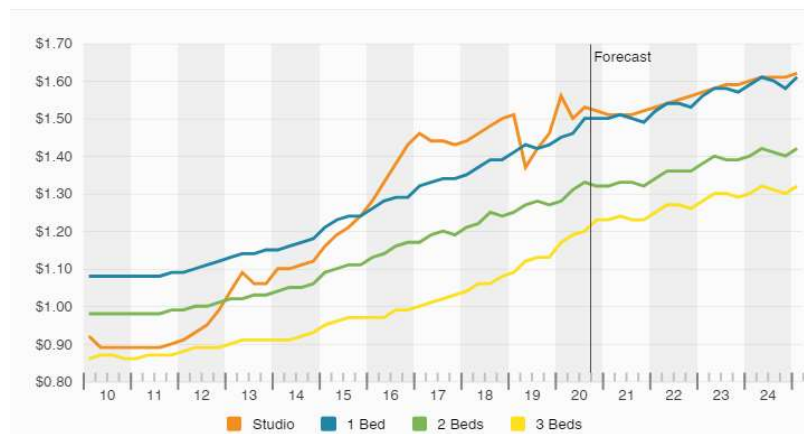


Figure 40: CMA Multifamily Market Performance

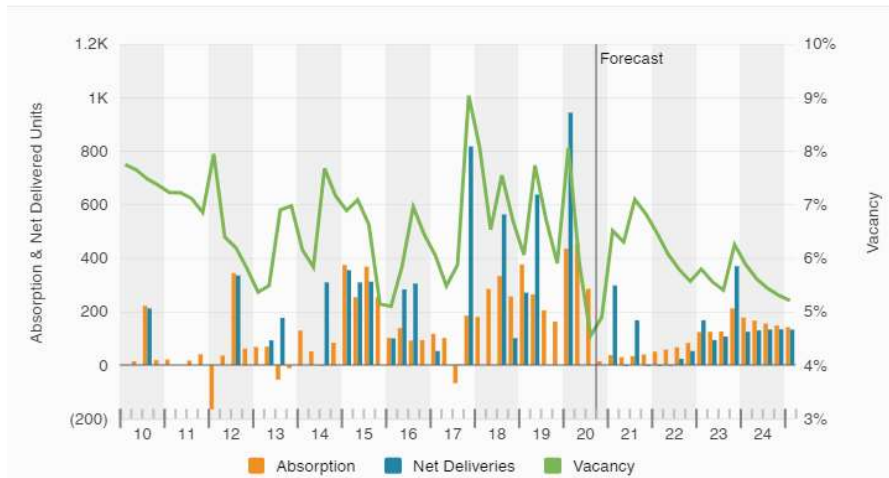


Figure 42: CMA Multifamily 5-Year Performance



**CMA Multifamily Supply**

**Table 52: CMA Multifamily Supply**

Property Address	Property Name	# Of Units	Build- ing Class	Affordable Type	City	Avg Unit SF	Avg Asking/SF	Avg Asking/Unit	Vacancy %	Year Built	Year Reno- vated
7851 S Collins St	The Elliott	74	B	Affordable Units	Arlington	862	0.98	844	4.1	2018	
1204 E Belt Line Rd	Primrose Cedar Hill	132	B	Rent Restricted	Cedar Hill	877	1.33	1,164	1.5	2003	
323 W Belt Line Rd	S C Crossing Apartments	24	B		Cedar Hill	840	1.27	1,070	33.3	1978	
315 Cedar St	Cedar Apartments	32	C		Cedar Hill	753	1.12	845		1930	2006
201 S Clark Rd	The Hangar	261	C		Cedar Hill	937	1.14	1,065	1.9	1978	2019
301 N Joe Wilson Rd	Wilson Crossing	260	B	Rent Subsidized	Cedar Hill	830	1.44	1,193	1.2	1986	
720 N Joe Wilson Rd	Legacy of Cedar Hill	600	A		Cedar Hill	953	1.24	1,180	11.3	2001	
201 S Joe Wilson Rd	The Gates of Cedar Hill Apartments	252	C	Affordable Units	Cedar Hill	859	1.37	1,178	0.8	1998	
151 E Little Creek Rd	Little Creek of Cedar Hill	66	B		Cedar Hill	1044	0.99	1,028		1985	2005
320 W Pleasant Run Rd	Jane at Preston Trails	300	A		Cedar Hill	929	1.64	1,532	8.3	2020	
365 Uptown Blvd	Midtown Cedar Hill Apartments	354	B		Cedar Hill	936	1.62	1,543	6.8	2015	
<b>TOTAL/AVG Cedar Hill</b>		<b>2281</b>				<b>896</b>	<b>1.31</b>	<b>1178</b>	<b>8.1</b>	<b>1990</b>	<b>2010</b>
801 Beckleymeade Ave	Beckley Townhomes	100	C	Rent Restricted	Dallas	1159	0.85	986	3.0	2002	
8015 W Camp Wisdom Rd	Eagle Crossing	150	B		Dallas	1242	1.34	1,665	6.0	2017	
7878 Marvin D Love Fwy	Bellevue Terrace	242	C		Dallas	617	1.45	897	8.3	1986	1997
7905 Marvin D Love Fwy	The Harrison	192	B	Rent Restricted	Dallas	809	1.10	892	7.8	1985	2012
8081 Marvin D Love Fwy	Luna Apartments	300	C		Dallas	545	1.57	854	3.7	1985	
8501 Old Hickory Trl	Providence on the Park	280	B	Rent Restricted	Dallas	1079	1.14	1,230		2004	

Cedar Hill Market Study

Property Address	Property Name	# Of Units	Building Class	Affordable Type	City	Avg Unit SF	Avg Asking/SF	Avg Asking/Unit	Vacancy %	Year Built	Year Renovated
8613 Old Hickory Trl	Greens of Hickory Trail	250	B	Rent Restricted	Dallas	1200	1.21	1,454	2.0	1999	2019
8004 W Virginia Dr	West Virginia Park	204	B	Rent Restricted	Dallas	1034	0.84	867	3.4	2003	
8410 S Westmoreland Rd	Hickory Trace Townhomes	180	A	Rent Restricted	Dallas	1200	0.93	1,115		2003	
<b>TOTAL/AVG. Dallas</b>		<b>1898</b>				<b>987</b>	<b>1</b>	<b>1107</b>	<b>5</b>	<b>1998</b>	<b>2009</b>
510 E Belt Line Rd	Cottonwood Apartments	25	C		DeSoto	720	1.16	835		1968	
514 E Beltline St		14	C		DeSoto	1100	0.73	801		1983	
2400 Bolton Boone Dr	Primrose Park at Rolling Hills	250	B	Rent Restricted	Desoto	874	1.23	1,075	3.2	2001	2010
2525 Bolton Boone Dr	The Colonies Apartments	210	B		DeSoto	778	1.38	1,077	1.9	1984	
2600 Bolton Boone Dr	Courtyards at Kirnwood	198	B	Rent Restricted	DeSoto	798	1.05	841	1.0	1997	
1431 David Ave	River Bend	160	C	Rent Subsidized	DeSoto	949	1.26	1,195	6.9	1970	2005
433 Finch Dr	Garden Terrace Duplexes	28	B		DeSoto	1185	0.93	1,104	10.7	1984	
518-520 N Hampton Rd	Hampton Gardens	28	C		DeSoto	848	1.05	889	3.6	1969	
1369 N Hampton Rd	Adelita Townhomes	121	C		DeSoto	1042	1.15	1,200	5.0	1976	2011
218 S Hampton Rd	Hampton Village	14	C		DeSoto	701	1.09	761		1971	
1626 Old Hickory Trl	Hickory Manor	190	A	Rent Restricted	DeSoto	820	1.05	859	3.2	2004	
1020 Pecan Crossing Dr	Cedar Green Living Center	105	B	Rent Subsidized	DeSoto	585	1.55	908	1.9	1983	
1021 Pecan Crossing Dr	Canyon Oaks	128	B	Rent Subsidized	DeSoto	719	1.16	837	3.9	1983	2008
207 E Pleasant Run Rd	DeSoto Town Center	161	B		DeSoto	786	1.56	1,223	3.1	2009	
825 E Pleasant Run Rd	Wooded Creek Apartments	196	B		Desoto	808	1.42	1,144	2.0	1983	2019



Cedar Hill Market Study

Property Address	Property Name	# Of Units	Building Class	Affordable Type	City	Avg Unit SF	Avg Asking/SF	Avg Asking/Unit	Vacancy %	Year Built	Year Renovated
1225 E Pleasant Run Rd	Pecan Crossing	226	B		DeSoto	752	1.14	860	2.2	1982	
112 W Pleasant Run Rd		5	C		DeSoto			555		1968	
114 W Pleasant Run Rd		7	C		DeSoto			508			
120 W Pleasant Run Rd		5	C		DeSoto	608	1.32	804	20.0	1968	
821 S Polk	Huntington Ridge	198	B		DeSoto	965	1.59	1,538	3.0	2007	
801 S Polk St	Desoto Ranch	238	B		Desoto	977	1.36	1,332	5.9	2002	
841 S Polk St	Bellwether Ridge	150	A		DeSoto	921	1.53	1,407	2.0	2019	
1020 Scotland Dr	Mount Vernon	432	A		DeSoto	831	1.50	1,245	3.2	1985	
210 E Wintergreen Rd	The Corners Apartments	85	B		DeSoto	791	1.37	1,086	8.2	1983	2019
320 E Wintergreen Rd	The Park at Wintergreen	256	C	Rent Restricted	DeSoto	799	1.39	1,113	9.0	1983	
400 E Wintergreen Rd	The Arbors on Wintergreen	180	B	Rent Restricted	DeSoto	800	1.23	981		2003	
1110 E Wintergreen Rd	Windsong Place	200	B	Rent Restricted	DeSoto	827	1.43	1,185		1983	2014
212 W Wintergreen Rd	Creekwood Apartments	180	C		DeSoto	770	1.37	1,058	1.7	1983	
300 W Wintergreen Rd	Thorn Manor	113	C		DeSoto	772	1.36	1,050	1.8	1985	
431 W Wintergreen Rd	Bridgemor at Desoto	240	C	Rent Restricted	DeSoto	974	1.34	1,310	2.9	2009	
<b>TOTAL/AVG. DeSoto</b>		<b>4343</b>				<b>839</b>	<b>1</b>	<b>1026</b>	<b>5</b>	<b>1987</b>	<b>2012</b>
1407 Acton Ave	Candlelight Park	128	C		Duncanville	849	1.09	927	0.8	1980	2003
603 W Center St	Westwood Townhomes	121	C		Duncanville	1069	1.13	1,211	9.9	1970	
700 W Center St	Center Ridge Apartments	224	B	Rent Restricted	Duncanville	943	1.16	1,090	3.6	1978	
713 W Center St	Parkwood Plaza	80	C		Duncanville	980	1.23	1,203	3.8	1982	2001
103 Country Bend	Country Bend	18	B		Duncanville	1017	0.78	797	5.6	1983	
302-360 Fouts Ave	Renaissance Village Apartments & Duplexs	102	C		Duncanville	824	0.94	777		1959	
250 E Highway 67	Bella Ruscello	216	A		Duncanville	805	1.49	1,203	3.7	2007	

Cedar Hill Market Study

Property Address	Property Name	# Of Units	Building Class	Affordable Type	City	Avg Unit SF	Avg Asking/SF	Avg Asking/Unit	Vacancy %	Year Built	Year Renovated
1019 S Main St	Highland Oaks	32	C		Duncanville	885	1.20	1,060	3.1	1983	
1303 S Main St	1303 Main	192	B		Duncanville	919	1.24	1,143	5.2	1984	
1600 S Main St	Champion Cove	150	B		Duncanville	889	1.59	1,417		2004	
600 Wembley Cir	Wexford Townhomes	122	B		Duncanville	1081	1.21	1,314	0.8	1984	2013
<b>TOTAL/AVG. Duncanville</b>		<b>1385</b>				<b>933</b>	<b>1</b>	<b>1104</b>	<b>4</b>	<b>1983</b>	<b>2006</b>
1421 S Beckley Rd	The Beckley	14	C		Glenn Heights	425	1.76	750	7.1	1955	
2500 S Hampton Rd	Palladium Glenn Heights	270	A	Rent Restricted	Glenn Heights	1047	1.01	1,057	0.4	2019	
<b>TOTAL/Avg. Glenn Heights</b>		<b>284</b>				<b>736</b>	<b>1</b>	<b>904</b>	<b>4</b>	<b>1987</b>	
2770 Bardin Rd	Sheffield Square	400	B		Grand Prairie	869	1.37	1,191	4.5	1999	
3033 W Bardin Rd	Indigo Pointe Apartments	300	A		Grand Prairie	997	1.37	1,369	2.0	2004	
3030 Claremont Dr	Arioso Apartments & Townhomes	288	A		Grand Prairie	975	1.35	1,321	3.1	2007	
2629 S Grand Peninsula Dr	Enclave at Mira Lagos	311	A		Grand Prairie	947	1.50	1,421	5.5	2015	
2755 W Interstate 20	The Quadrangles on Twenty	337	A		Grand Prairie	1021	1.38	1,413	4.8	2018	
7402 Lake Ridge Pky	The Mansions at Lake Ridge	406	A		Grand Prairie	1050	1.69	1,775	22.4	2020	
440 E Polo Rd	Mariposa Westchester Apartments	93	B		Grand Prairie	1079	1.41	1,521	52.7	2020	
4950 Prairie Dr	Prairie Ranch	176	A	Rent Restricted	Grand Prairie	996	1.05	1,042	4.0	2006	
3651 Prairie Waters Dr	Aura 3Fifty-One	351	A		Grand Prairie	925	1.58	1,462	11.7	2019	
3655 Prairie Waters Dr	3Sixty Flats	352	A		Grand Prairie	917	1.50	1,372	3.4	2017	
6310 State Highway 360	Bexley Mansfield	304	A		Grand Prairie	869	1.55	1,348	1.0	2016	
<b>TOTAL/AVG. Grand Prairie</b>		<b>3318</b>				<b>968</b>	<b>1</b>	<b>1385</b>	<b>10</b>	<b>2013</b>	
1197 W Broad St	Pioneer Place	135	B	Rent Restricted	Mansfield	822	1.16	958		2019	

Cedar Hill Market Study

Property Address	Property Name	# Of Units	Building Class	Affordable Type	City	Avg Unit SF	Avg Asking/SF	Avg Asking/Unit	Vacancy %	Year Built	Year Renovated
1300 E Dallas St	King's Landing	64	C		Mansfield	782	1.25	977	12.5	1975	
250 E Debbie Ln	Watercrest at Mansfield	211	B		Mansfield	1014	2.76	2,801	6.6	2010	
1601 E Debbie Ln	Villas di Lucca	176	B		Mansfield	969	1.54	1,496	5.1	2013	
1701 E Debbie Ln	Villaggio	272	A		Mansfield	905	1.54	1,393	5.9	2016	
501 Kings Way Dr	Pecan Bend Apartments	64	C	Affordable Units	Mansfield	686			3.1	1985	
1300 Lowe Rd	The Julian at South Pointe	225	A		Mansfield	923	1.50	1,382	6.2	2018	
106 Magnolia St	Parkside Apartments	56	C		Mansfield	651	1.23	800	3.6	1984	
1005 Magnolia St	Magnolia Heights Retirement Community	64	B	Rent Subsidized	Mansfield	750			4.7	2008	
751 N Main St	Bexley on Main	314	A		Mansfield	968	1.65	1,600	3.5	2017	
1306 N Main St	The Loft Apartments	17	C		Mansfield	675			5.9	1983	
413 S Main St	Mansfield Plaza Apartments	52	B	Rent Restricted	Mansfield	751	0.73	545	5.8	1989	
505 S Main St	Mansfield Gardens	24	B		Mansfield	1081	1.20	1,302	8.3	2018	
511 S Main St	Mansfield Manor Apartments	52	B	Rent Restricted	Mansfield	764			7.7	1993	
3251 Matlock Rd	Atlantic Mansfield	256	A		Mansfield	938	1.31	1,224	4.7	2002	
250 N State Highway 360	Mansfield on the Green	308	A		Mansfield	988	1.44	1,422	3.9	2015	
350 N State Highway 360	Regalia Mansfield	308	B		Mansfield	961	1.42	1,368	8.8	2014	
370 N State Highway 360	Evolv	334	B		Mansfield	893	1.46	1,302	3.9	2012	
400 N State Highway 360	Mansions of Mansfield	208	B		Mansfield	871	1.39	1,210	4.8	2007	
420 N State Highway 360	Parc at Mansfield	99	A		Mansfield	907	1.52	1,384	4.0	2016	
1400 N State Highway 360	Legends at Lowes Farm	456	B		Mansfield	935	1.56	1,463	3.1	2008	
1751 Towne Crossing	Cedar Point	176	B	Rent Restricted	Mansfield	1212	1.28	1,548	1.7	2002	

Cedar Hill Market Study

Property Address	Property Name	# Of Units	Building Class	Affordable Type	City	Avg Unit SF	Avg Asking/SF	Avg Asking/Unit	Vacancy %	Year Built	Year Renovated
1601 Towne Crossing Blvd	Towne Crossing	268	A		Mansfield	864	1.46	1,260	4.1	2004	
1701 Towne Crossing Blvd	The Landing at Mansfield	326	B		Mansfield	851	1.40	1,190	2.8	2006	
<b>TOTAL/AVG. Mansfield</b>		<b>4465</b>				<b>882</b>	<b>1</b>	<b>1331</b>	<b>5</b>	<b>2005</b>	
1500 N 9th St	Villas of Crystal Ridge	24	C		Midlothian	813	1.28	1,037	4.2	1978	
1519 N 9th St	Pebble Creek	12	C		Midlothian				8.3	1972	
1600 N 9th St	Turtle Cove	96	B		Midlothian	913	1.09	993	3.1	2001	
104 S 14th St	Stonegate Square	29	C	Rent Restricted	Midlothian	768	0.80	611	10.3	1982	
110 S 14th St	Eastwood Apartments	56	C	Rent Restricted	Midlothian	710	0.79	560	10.7	1988	
991 Abigail Way	The Terrace at Midtowne	92	B	Rent Restricted	Midlothian	786	1.25	984		2013	
721 Eastridge Dr	Magnolia View	180	A		Midlothian	962	1.31	1,257	6.7	2008	
170 Henderson St	Henderson Place Apartments	50	B		Midlothian	899	1.06	950		2004	
400 E Main St	Oxford Square	36	C	Rent Subsidized	Midlothian	765	0.82	628	8.3	1976	
101-155 W Maple Ridge Ct	Maple Ridge Townhomes	52	B		Midlothian	1608	0.93	1,498		2017	
110 W Maple Ridge Ct	Maple Ridge Townhomes				Midlothian					2017	2017
1406 Melanie Trl	Midlothian Duplexes (6)	12	C	Affordable Units	Midlothian					2004	
108 Pebble Creek Dr	Pebble Creek Apartments	15	C		Midlothian				6.7	1981	
112 Pebble Creek Dr		8	C		Midlothian					1976	
1301 Pecan Ridge Dr	Pecan Ridge	64	C		Midlothian	808	1.29	1,041	6.3	1985	
1509 Ridgecrest Dr	Midlothian	6	C		Midlothian	1300	0.88	1,150		1965	
100 E Ridgeway Dr	Ridgeway Village	128	C		Midlothian	784	1.39	1,092	4.7	1985	
960-976 Sierra Vista Ct	Sierra Vista	8	C		Midlothian	980	1.40	1,375	12.5	1999	
1002 & 1004 W Sierra Vista Ct		2	B		Midlothian	1416				2017	

Cedar Hill Market Study

Property Address	Property Name	# Of Units	Building Class	Affordable Type	City	Avg Unit SF	Avg Asking/SF	Avg Asking/Unit	Vacancy %	Year Built	Year Renovated
1030-1032 W Sierra Vista Ct	Skyview Meadows Midlothian, TX	2	A		Midlothian	1700				2018	
604-608 Walter Stephenson Rd		8	C		Midlothian					1984	
900 Walter Stephenson Rd	The Lofts at Pecan Ridge	40	C		Midlothian	674	1.44	973	7.5	1982	
999 Walter Stephenson Rd	The Mark at Midlothian	236	A		Midlothian	807	1.59	1,281	5.9	2020	
<b>TOTAL/AVG. Midlothian</b>		<b>1156</b>				<b>982</b>	<b>1</b>	<b>1029</b>	<b>7</b>	<b>1994</b>	<b>2017</b>
2409 Westmoreland Rd	Country View Duplexes	10	B		Red Oak	850	1.28	1,092		2016	
<b>TOTAL/AVG. Red Oak</b>		<b>10</b>				<b>850</b>	<b>1.28</b>	<b>1092</b>		<b>2016</b>	
108 W 8TH St	Venus Retirement Village	24	C	Rent Restricted	Venus				4.2	1993	
700 S Main St	Crown Point Apartments	20	C	Rent Restricted	Venus	684				1972	
<b>TOTAL/AVG. Venus</b>		<b>44</b>				<b>684</b>			<b>4.2</b>	<b>1983</b>	
<b>CMA Total/Avg.</b>		<b>19184</b>				<b>875</b>	<b>1.29</b>	<b>1125</b>	<b>5.7</b>	<b>1996</b>	<b>2011</b>
1003 Ragland Rd	Avilla at Lakeridge	170	A		Arlington	964				2021	
1240 E Pleasant Run Rd	The Luxe at Cedar Hill	144	B		Cedar Hill	1095	1.74	1,906		2021	
2500 Webb Lynn Rd	Hillside Senior Living at Grand Prairie	140	A		Grand Prairie	840				2021	
3000 Bardin Rd	The Residences at 3000 Bardin	252	B		Grand Prairie					2020	
2991 Lakeside Dr	Lakeside Villas	152	B	Affordable Units	Midlothian	956	1.43	1,365		2021	
<b>TOTAL/AVG UNDER CONSTRUCTION</b>		<b>858</b>				<b>964</b>	<b>2</b>	<b>1636</b>		<b>2021</b>	
NE Corner S. Cooper St. & W. Harris Rd.	Mariposa At Harris	180	A	Rent Restricted	Arlington	931				2021	
6011 New York Ave	Reserve at New York	84	A	Rent Restricted	Arlington	1117				2021	
2650 W Camp Wisdom Rd	Camp Wisdom Mixed Use	514	A		Grand Prairie	860				2022	

Property Address	Property Name	# Of Units	Building Class	Affordable Type	City	Avg Unit SF	Avg Asking/SF	Avg Asking/Unit	Vacancy %	Year Built	Year Renovated
4115 S Great Southwest Pky	Luxe at Grand Prairie	318	B		Grand Prairie	910				2021	
Lynn Creek Pky	Lynn Creek Apartments	287	A		Grand Prairie					2021	
FM 157 Rd	Watson Branch	350	A		Mansfield	1026				2021	
Highway 157	Watson Branch Senior	200	A		Mansfield	921				2021	
715 N Main St	Main Street Lofts Phase II	266	A		Mansfield					2022	
1701 E Broad St	Shops at Broad Apartments	330	A		Mansfield					2021	
NWQ US Hwy 67 And Hwy 157	Palladium Venus	120	B	Rent Restricted	Venus						
<b>TOTAL PROPOSED</b>		<b>2649</b>									

**Interviews with CMA Multifamily:**

*The Mark – Midlothian – Opened 8/23/2019 – 236 units*

- 6-18 month leases
- 97% occupied
- Rates were lowered after initial opening
- Requirements – 3x rent, no felony, tenant history
- Profile of renters – Health/medical, commute to Dallas, many families, many from out of area

*The Gates of Cedar Hill – opened 1998 - 252 units*

- 98% leased
- Had a waiting list for years
- Requirements – 3x rent except for vouchers (2.5x)
- Rents go up every 3 months - \$10-\$20
- Relocations
- Wide variety of occupants – most commute to Dallas
- Families and Retirees
- Many long-term renters
- Rents from \$1.30psf to \$1.56psf

## Cedar Hill Market Study

### *The Hanger- Cedar Hill – 40 years old - 269 units*

- 96.6% occupancy
- Units range from \$925 to \$1250
- Qualifications – 2.5x rent
- 3,6,12 mo terms
- Many students working at first jobs (retail/restaurants), younger, elderly, commuters to Dallas

### *Midtown - Cedar Hill – opened 2014 - 354 units*

- 97.5% occupancy
- 1,2, and 3 bedroom units
- Qualifications – 3x rent, credit and criminal checks
- Medical residents, teachers, locally employed, many in home transitions
- 6-12 mo lease
- \$1155 to \$1796 unit prices

## **Examples of CMA Multifamily**

### The Mansions – Grand Prairie



### Maple Ridge Townhomes – Midlothian



## Cedar Hill Multifamily Market

The Cedar Hill multifamily market includes 2,281 units in 10 properties. There are currently 144 units under construction and no additional units proposed. An additional 16 units at Village Crossing is planned.

The vacancy rate is low at 8.1% with average rents at \$1.31psf which is fairly high. The concession rate is 0.8%.

Asking rents per unit range from \$1091 for one bedroom to \$1470 for a three bedroom units. The average is \$1291 overall.

Unit mix consists of 40% one bedrooms, 47% two bedrooms and 11% three bedrooms.

Absorption over the past 12 months was positive at 11.3% of inventory or 257 units.

### Performance Trends

Vacancy over the past 5 years has ranged from 87% to 95%. The 5-year average is 92.48%.

Market rents have ranged from \$1058 to \$1291 on average per unit.

Figure 43: Cedar Hill Apartments

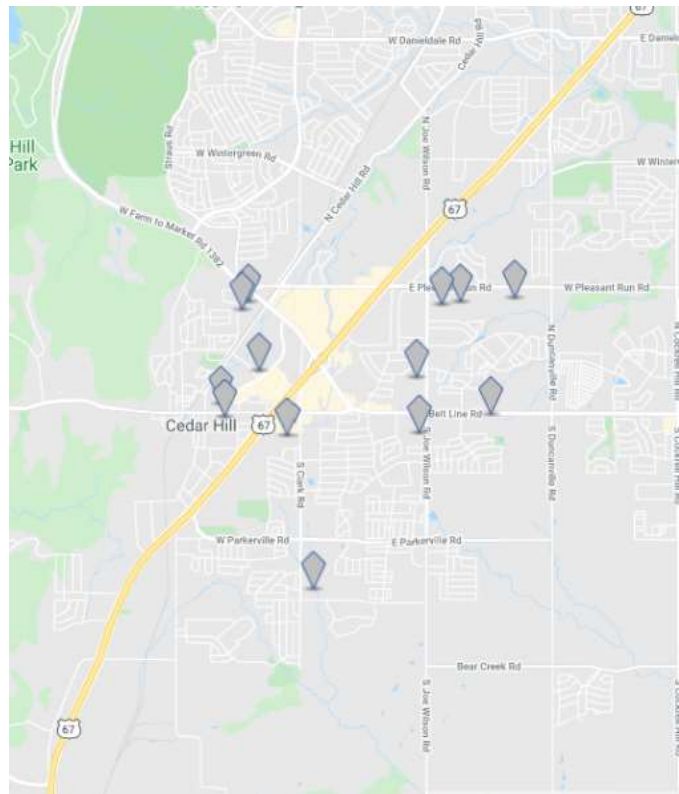
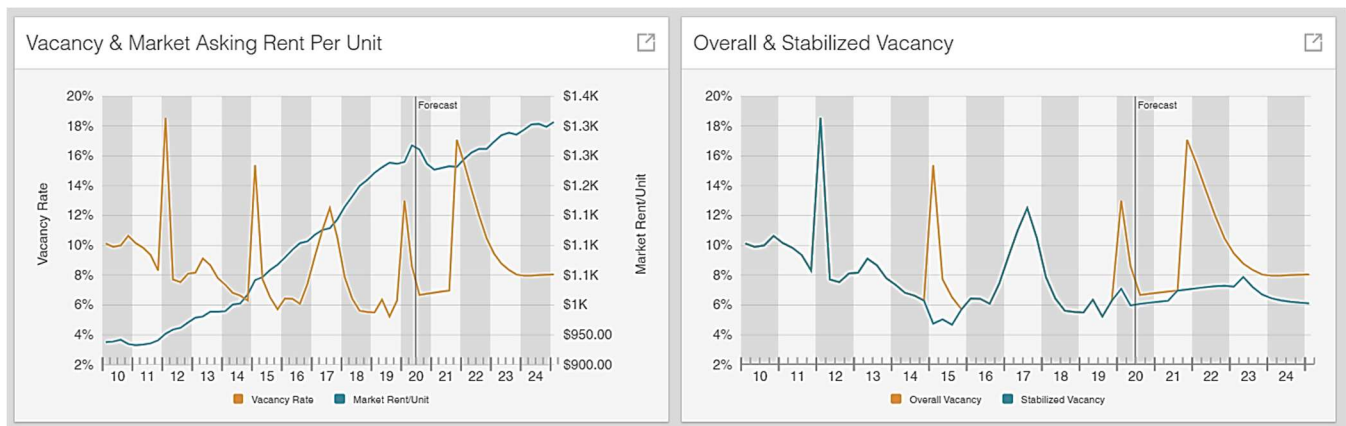


Figure 44: Cedar Hill Multifamily Market Performance



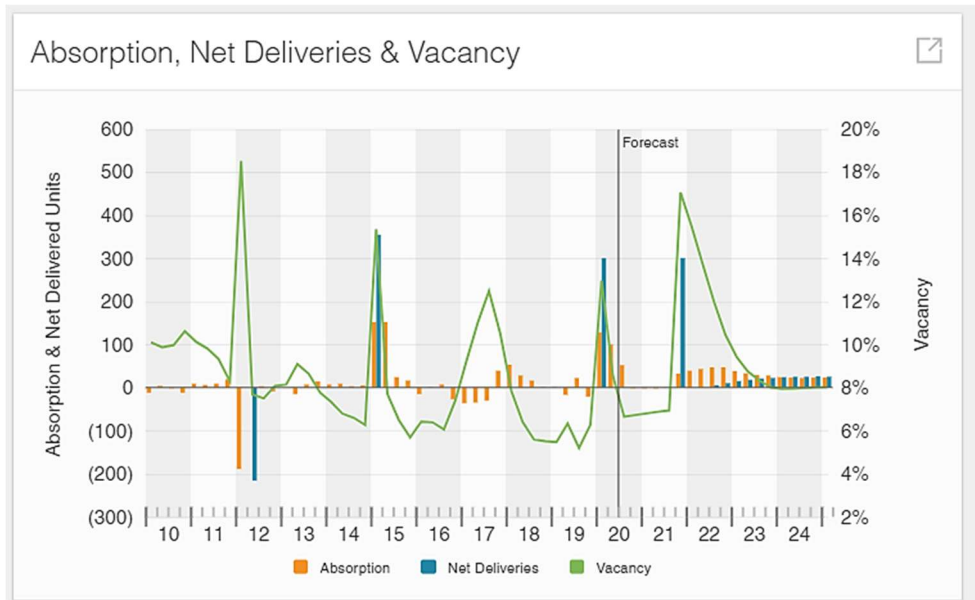
Absorption has ranged from a negative 128 units to 344 units annually over the past five years. The average is 72 units per year.

The latest delivery was 300 units in 2020 at The Jane. The Jane is a Class A property with average rents at \$1.65psf. Vacancy is at 8.3%.

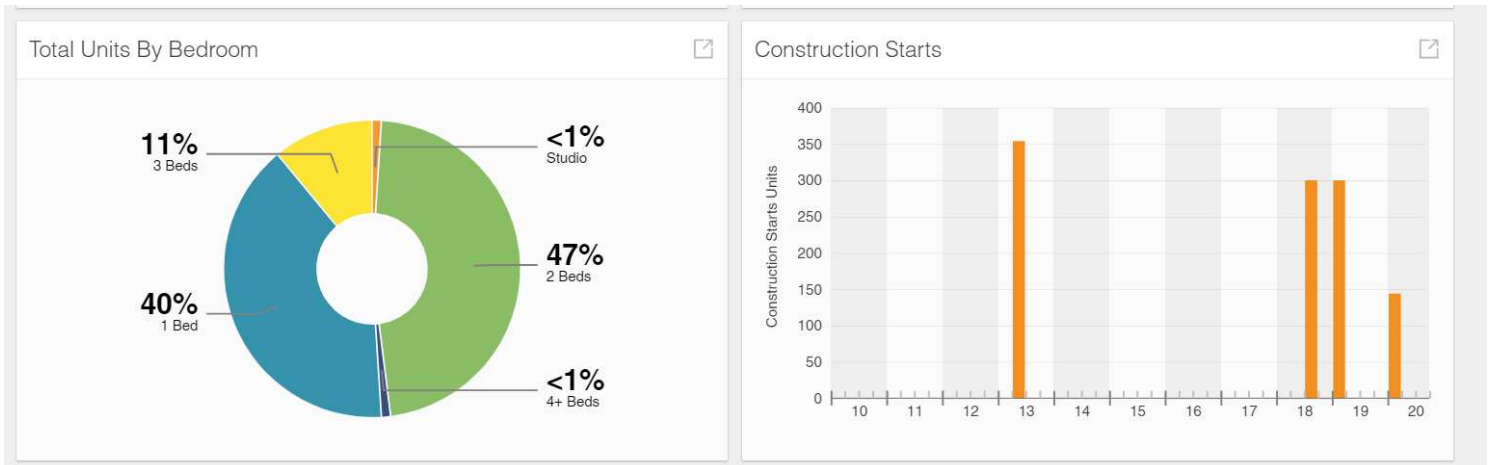
One additional property is coming online The Luxe for a total of 144 additional units.



**Figure 45: Cedar Hill Multifamily Absorption, Deliveries, and Vacancy**



**Figure 46: Cedar Hill Multifamily Inventory Profile**



Supply

Table 53: Cedar Hill Apartment Supply

Property Address	Property Name	Number Of Units	Building Class	Affordable Type	Avg Unit SF	Avg Asking/SF	Avg Asking/Unit	Vacancy %	Year Built	Year Renovated
1204 E Belt Line Rd	Primrose Cedar Hill	132	B	Rent Restricted	877	1.33	1,164	1.5	2003	
323 W Belt Line Rd	S C Crossing Apartments	24	B		840	1.27	1,070	33.3	1978	
315 Cedar St	Cedar Apartments	32	C		753	1.12	845		1930	2006
201 S Clark Rd	The Hangar	261	C		937	1.14	1,065	1.9	1978	2019
301 N Joe Wilson Rd	Wilson Crossing	260	B	Rent Subsidized	830	1.42	1,179	1.2	1986	
720 N Joe Wilson Rd	Legacy of Cedar Hill	600	A		953	1.24	1,180	11.0	2001	
201 S Joe Wilson Rd	The Gates of Cedar Hill Apartments	252	C	Affordable Units	859	1.37	1,178	0.8	1998	
151 E Little Creek Rd	Little Creek of Cedar Hill	66	B		1044	0.99	1,028		1985	2005
1000 E Pleasant Run Rd	Legacy of Cedar Hill - Phase II	216	B						2003	
320 W Pleasant Run Rd	Jane at Preston Trails	300	A		929	1.64	1,532	8.3	2020	
365 Uptown Blvd	Midtown Cedar Hill Apartments	354	B		936	1.61	1,543	6.8	2015	
<b>TOTALS/Averages</b>		<b>2497</b>			<b>896</b>	<b>1.31</b>	<b>1178</b>	<b>8.1</b>	<b>1990</b>	<b>2010</b>
1240 E Pleasant Run Rd	The Luxe at Cedar Hill	144	B	Age Restricted 55+	1095	1.74	1,906		2021	
Proposed Totals		144								

Source: CoStar, CDS

Note: A developer has come to the City of Cedar Hill will plans for a residential development including single-family homes, **420 multifamily units, and 120 Senior multifamily** units. An application has not been submitted to the City at the time of this report.

Future Impact Projects:

Village Crossing/The Lakes/Phillips Lumber will include **16 multifamily units and 14 tiny homes**

## New Construction

The Jane – 320 Pleasant Run Rd.

300 Units

3.3% Vacancy



### Amenities

#### Unit Amenities

Balcony  
Granite Countertops  
Mud Room  
Patio

Stainless Steel Appliances  
Tub/Shower  
Washer/Dryer  
Yard

#### Site Amenities

Business Center  
Conference Rooms  
Controlled Access  
Fitness Center

Grill  
Pet Play Area  
Pool  
Storage Space



Show  All  Actual  Export

### Unit Mix

Models			Counts		Units Available		Avg Asking Rent		Avg Effective Rent		Concessions
Beds	Baths	Avg SF	Units	Mix %	Units	Percent	Per Unit	Per SF	Per Unit	Per SF	%
1	1	653	58	19.3%	4	6.9%	\$1,194	\$1.83	\$1,194	\$1.83	0.0%
1	1	699	65	21.7%	7	10.8%	\$1,287	\$1.84	\$1,287	\$1.84	0.0%
1	1	788	16	5.3%	0	0.0%	\$1,351	\$1.71	\$1,351	\$1.71	0.0%
1	1	889	6	2.0%	0	0.0%	\$1,455	\$1.64	\$1,455	\$1.64	0.0%
2	2	1,077	57	19.0%	0	0.0%	\$1,607	\$1.49	\$1,589	\$1.48	1.1%
2	2	1,145	41	13.7%	0	0.0%	\$1,896	\$1.66	\$1,875	\$1.64	1.1%
2	2	1,175	47	15.7%	0	0.0%	\$1,747	\$1.49	\$1,728	\$1.47	1.1%
3	2	1,406	10	3.3%	0	0.0%	\$2,181	\$1.55	\$2,157	\$1.53	1.1%
Totals		Avg SF	Units	Mix %	Units	Percent	Per Unit	Per SF	Per Unit	Per SF	%
All 1 Beds		698	145	48.3%	11	7.6%	\$1,264	\$1.81	\$1,264	\$1.81	0.0%
All 2 Beds		1,128	145	48.3%	0	0.0%	\$1,734	\$1.54	\$1,715	\$1.52	1.1%
All 3 Beds		1,406	10	3.3%	0	0.0%	\$2,181	\$1.55	\$2,157	\$1.53	1.1%
Totals		930	300	100.0%	11	3.7%	\$1,522	\$1.64	\$1,512	\$1.63	0.7%

Estimate Unit Mix as of October 6, 2020

## Cedar Hill Market Study

*The Luxe at Cedar Hill – 1240 E Pleasant Run*

144 Units – Age Restricted 55+

Amenities: Dining Room, Theater, Lounge, Fitness Room, Business Center, Pool



### Unit Mix >>

Beds	Units	Avg SF	Asking Rent/Unit	Asking Rent/SF	Concessions
1	54	653	\$1,188	\$1.80	0.0%
2	90	1,366	\$2,335	\$1.72	0.0%
<b>Totals</b>	<b>144</b>	<b>1,099</b>	<b>\$1,906</b>	<b>\$1.74</b>	<b>0.0%</b>

Updated October 1, 2020

### Unit Mix

Show  All  Actual  Export

Models			Counts		Units Available		Avg Asking Rent		Avg Effective Rent		Concessions
Beds	Baths	Avg SF	Units	Mix %	Units	Percent	Per Unit	Per SF	Per Unit	Per SF	%
1	-	-	-	-	-	-	\$1,525	-	\$1,525	-	0.0%
1	-	653	54	37.5%	-	-	\$1,175	\$1.80	\$1,175	\$1.80	0.0%
2	-	-	-	-	-	-	\$2,102	-	\$2,102	-	0.0%
2	-	1,366	90	62.5%	-	-	\$2,345	\$1.72	\$2,345	\$1.72	0.0%
<b>Totals</b>		<b>Avg SF</b>	<b>Units</b>	<b>Mix %</b>	<b>Units</b>	<b>Percent</b>	<b>Per Unit</b>	<b>Per SF</b>	<b>Per Unit</b>	<b>Per SF</b>	<b>%</b>
All 1 Beds		653	54	37.5%	-	-	\$1,188	\$1.80	\$1,188	\$1.80	0.0%
All 2 Beds		1,366	90	62.5%	-	-	\$2,335	\$1.72	\$2,335	\$1.72	0.0%
<b>Totals</b>		<b>1,099</b>	<b>144</b>	<b>100.0%</b>	<b>-</b>	<b>-</b>	<b>\$1,906</b>	<b>\$1.74</b>	<b>\$1,906</b>	<b>\$1.74</b>	<b>0.0%</b>

Estimate Unit Mix as of October 1, 2020

*Examples of Cedar Hill Multifamily*



**The Lilacs** do not appear in multifamily as they are 7 homes for lease in downtown Cedar Hill. Each 2-story duplex includes 2 units (2/2.5). The 1-story units include a 3/2.5 unit. Six of the seven units are currently leased. The units lease from \$1700 to \$2500 per month. The units include garage parking and 1 reserved space. The units were built in 2019. There is a diverse tenant profile with several commuters to Dallas.



### Potential Demand – Multifamily Housing

Demand for new market rate multifamily apartments is primarily rooted in the need to house additional population in an area. Therefore, we will quantify demand for new apartments within the CMA based on the previously mentioned NCTCOG forecasts that have been prepared for the CMA as well as market performance within the CMA.

**Table 54: Projections for the CMA**

	2020	2024	2027	2032
Population	475,064	534,477	579,019	641,367
Households	157,040	176,848	191,714	212,251
Employment	122,586	138,551	150,509	168,231

Source: CDS Community Development Strategies, NCTCOG

**Table 55: CMA Housing Unit Profile**

2020 Est. Housing Units by Units in Structure	157,565	
1 Unit Attached	3,001	1.90%
1 Unit Detached	126,676	80.40%
2 Units	1,068	0.68%
3 or 4 Units	3,254	2.07%
5 to 19 Units	12,381	7.86%
20 to 49 Units	2,305	1.46%
50 or More Units	3,241	2.06%
Mobile Home or Trailer	5,580	3.54%
Boat, RV, Van, etc.	59	0.04%

Source: PCensus

To plan and project new housing units, the number of projected housing units is multiplied by the percentage of renters for multifamily homes (3 units or more). As shown using the 13.45% of households renting in the CMA (2020 estimate) there is a potential demand to support 1,999 new units by 2027 provided the surplus of units are absorbed in the market between this time. The 12-month absorption rate for the CMA was 6.5% of inventory or 1,350 units which is fairly strong. The CMA should be able to absorb the surplus from 2024 to 2025 at this rate.

In 2020, Cedar Hill had an estimated 11.8% of the total CMA multifamily units. Based on the current units planned (Village Crossing and one additional project – 556 units) there does not appear to be demand in this market for any additional units thru 2027. With absorption over the past 12 months positive at 11.3% of inventory or 257 units, it will take 1 year to absorb the supply from 2027.

**Table 56: CMA Multifamily Demand**

Category	2020	2024	2027
Total current and projected CMA households	157,040	176,848	191,714
Incremental housing unit demand		19,808	14,866
CMA multifamily demand (13.45%) 3+units		2,664	1,999
Less CMA Pipeline Units		-2,649	
CMA Multifamily Demand		-15	1,999
Cedar Hill Share (15%)		0	299
Less Planned Units in Cedar Hill		0	-556
<b>Cedar Hill Demand</b>		<b>0</b>	<b>-257</b>

Sources: US Census, American Community Survey, PCensus

### Conclusions and Recommendations

CDS recommends that multifamily units be explored again near 2025 to analyze how the market is performing with all the pipeline products at the time of this report.

## FOR-SALE HOUSING MARKET

Cedar Hill is dominated by single-family suburban homes in terms of overall land use. The appeal of Cedar Hill as place to purchase a single-family home will have large impact on the use of remaining developable sites in the city over the next several years.

### Cedar Hill Housing Characteristics

The following three tables present information regarding the housing characteristics and trends in Cedar Hill and the Dallas Metro for comparison purposes. The majority of this information is derived from PCensus 2020 which bases current estimates on past trends from U.S. Census Bureau and the American Community Survey, and in some cases, is self-reported data.

While this can generate minor anomalies (such as are present in the data on age of housing stock or housing values), the information presented in this section still provides a valuable overview of the housing stock in the City. One important note to make is that the total housing unit number used in this section is an estimate.

Table 57 shows the type and number of housing units in Cedar Hill and Dallas Metro.

**Table 57: Housing Types, 2020**

Housing Types	Cedar Hill		Dallas Metro	
	Count	Share	Count	Share
1 Unit Attached	476	2.55%	84,512	2.86%
1 Unit Detached	15,697	84.16%	1,874,984	63.56%
2 Units	48	0.26%	35,970	1.22%
3 or 4 Units	631	3.38%	97,934	3.32%
5 to 19 Units	1,069	5.73%	416,025	14.10%
20 to 49 Units	179	0.96%	137,413	4.66%
50 or More Units	465	2.49%	192,031	6.51%
Mobile Home or Trailer	80	0.43%	108,813	3.69%
Boat, RV, Van, etc.	6	0.03%	2,202	0.07%
<b>Total Units</b>	<b>18,651</b>		<b>2,949,884</b>	
Owner Occupied Units	13,118	70.33%	1,694,625	57.44%
Renter Occupied Units	4,680	25.09%	1,046,450	35.47%
Total Occupied Units	17,798	95.4%	2,741,075	92.9%
<b>Unoccupied Units</b>	<b>853</b>	<b>4.6%</b>	<b>208,809</b>	<b>7.1%</b>

Source: PCensus 2020

- In Cedar Hill 70% of occupied housing units were estimated to be owner-occupied (13,118 units) with the remaining 25% (4,680 units) renters.
- Approximately 84% (15,697) of Cedar Hill's housing units were single-family detached, and another 2.6% single-family attached. Because this is far greater than the total share of owner-occupied units in Cedar Hill, it is likely that a significant share of single-family units are rented.



- Duplex, triplex and four-plex units accounted for approximately 4% (679) of all housing units in the City, while large scale (50 or more units) accounted for 3% (465) and attached single-family accounted for 3% (476).
- Small scale multi-family apartments (5 to 19 units) appear to play the largest role in the rental housing market in Cedar Hill, making up over 6% (1,069) of all housing units in the City.

Table 58 contains the 2020 estimate of the age of the existing housing stock in Cedar Hill and Dallas Metro. Cedar Hill experienced a massive housing construction boom after 1980; nearly three quarters of its housing stock was built between 1980 and 2009. It did experience some housing development from 2010 onward, but not at the same pace as the overall MSA.

**Table 58: Age of Existing Housing Stock, 2019**

Age of housing	Cedar Hill		Dallas Metro	
	Count	%	Count	%
Total Housing Units	18,651		2,949,884	
Built 2014 or Later	2,067	11.08%	385,880	13.08%
Built 2010 to 2013	478	2.56%	110,240	3.74%
Built 2000 to 2009	4,970	26.65%	572,276	19.40%
Built 1990 to 1999	3,978	21.33%	443,597	15.04%
Built 1980 to 1989	4,623	24.79%	492,723	16.70%
Built 1970 to 1979	1,747	9.37%	374,108	12.68%
Built 1960 to 1969	442	2.37%	231,080	7.83%
Built 1950 to 1959	101	0.54%	194,440	6.59%
Built 1940 to 1949	149	0.80%	72,884	2.47%
Built 1939 or Earlier	96	0.51%	72,656	2.46%
Dominant Year Structure Built	2000 to 2009		2000 to 2009	

Sources: PCensus 2020

- Both Study Areas feature existing home stocks predominately built from 2000 to 2009.
- Approximately 64% of Cedar Hill housing units were built before 2000.
- Homes built in the 1980s are starting to reach 40 years old, which is a point where significant reinvestment may be needed from both a structural / mechanical standpoint and an aesthetic standpoint, if such investment hasn't already been taking place, in order to maintain a home's market appeal and livability.

### Housing Value Profile

Table 59 contains data not based on actual transaction or appraisal data but based on owners' opinion of housing unit value. In some cases, owners may tend to over or under-value homes for a variety of reasons. Nevertheless, the data overall can provide some estimate of the value of owner-occupied units.

- An estimated 9,486 (72%) owner-occupied homes in Cedar Hill were valued between \$100,000 and \$300,000.
- Although Cedar Hill has a well-known upscale housing area in Lakeridge and other subdivisions on the west side of the city, homes of estimated value over \$500,000 comprise only about 7% of the city's total, considerably lower than for the MSA overall, which is approximately 15%.

- The greatest number of owner-occupied housing units by value were within the \$200,000 to \$299,999 cohort which accounts for over 25% (3,314) of all owner-occupied housing units in Cedar Hill.
- Approximately 9% (1,240) of owner-occupied units in the City are valued from \$300,000 to \$399,000, which is the typical range for new housing in Cedar Hill (see discussion later in this section).
- The median owner-occupied housing unit value for Cedar Hill was estimated to be \$194,355. This 78% of the median owner-occupied housing unit value for the Dallas Metro.

**Table 59: Housing Value, 2020**

Housing Value Range	Cedar Hill		Dallas Metro	
	Count	Share	Count	Share
<b>2020 Est. Owner Occupied Housing Units by Value</b>	<b>13,118</b>		<b>1,694,625</b>	
Value Less than \$20,000	86	0.66%	24,005	1.42%
Value \$20,000 to \$39,999	40	0.30%	24,865	1.47%
Value \$40,000 to \$59,999	23	0.18%	28,906	1.71%
Value \$60,000 to \$79,999	147	1.12%	48,267	2.85%
Value \$80,000 to \$99,999	454	3.46%	72,190	4.26%
Value \$100,000 to \$149,999	2,957	22.54%	220,825	13.03%
Value \$150,000 to \$199,999	3,215	24.51%	241,006	14.22%
Value \$200,000 to \$299,999	3,314	25.26%	382,077	22.55%
Value \$300,000 to \$399,999	1,240	9.45%	236,563	13.96%
Value \$400,000 to \$499,999	717	5.47%	164,884	9.73%
Value \$500,000 to \$749,999	608	4.63%	145,896	8.61%
Value \$750,000 to \$999,999	198	1.51%	56,273	3.32%
Value \$1,000,000 to \$1,499,999	20	0.15%	26,486	1.56%
Value \$1,500,000 to \$1,999,999	19	0.15%	10,186	0.60%
Value \$2,000,000 or more	80	0.61%	12,196	0.72%
<b>2020 Est. Median Owner-Occupied Housing Unit Value</b>	<b>\$194,355</b>		<b>\$249,008</b>	

Source: PCensus 2020

### Household Income by Tenure

According to 2018 ACS estimates there were 518,998 households in Dallas Metro and 15,616 households in Cedar Hill. Approximately 3% of Dallas – Fort Worth MSA households were located within Cedar Hill.

MSA median household income overall was lower than Cedar Hill across all segments located in Table 32.

Owner occupied households greatly outnumbered renter-occupied households in Cedar Hill by two to one. Median household income of owners was \$80,895 compared to \$50,688 for renters, both of which were slightly higher than for the Dallas - Fort Worth MSA.

**Table 60: 2018 Household Income by Tenure**

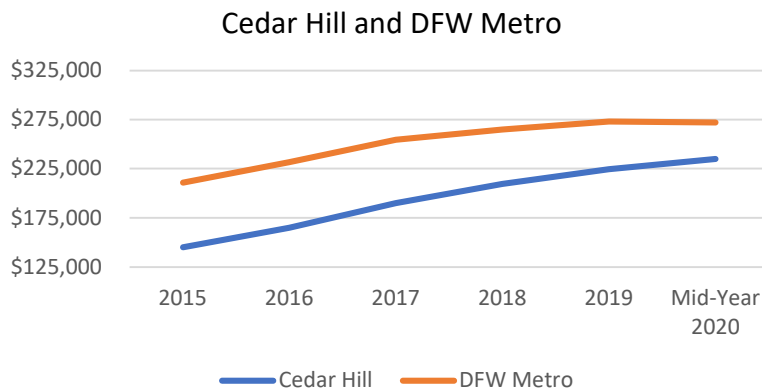
	Cedar Hill		Dallas Metro	
	Count	Share	Count	Share
Total Households	15,616	100%	518,998	100%
Median Income	\$70,327	-	\$55,332	-
Owner-Occupied	10,817	69%	210,929	41%
Less than \$25,000	922	9%	28,503	14%
\$25,000 to \$49,999	1,673	16%	38,278	18%
\$50,000 to \$74,999	2,240	20%	36,230	17%
\$75,000 to \$99,999	1,963	18%	23,604	11%
\$100,000 to \$149,999	2,268	21%	30,040	14%
\$150,000 or more	1,751	16%	54,274	26%
<b>Median Income Owner Occupied</b>	<b>\$80,895</b>		<b>\$77,286</b>	
Renter-Occupied	4,799	31%	308,069	59%
Less than \$25,000	1,054	22%	79,369	25%
\$25,000 to \$49,999	1,272	27%	88,422	29%
\$50,000 to \$74,999	1,233	26%	58,997	19%
\$75,000 to \$99,999	506	10%	32,863	11%
\$100,000 to \$149,999	647	13%	29,681	10%
\$150,000 or more	87	2%	18,737	6%
<b>Median Income Renter Occupied</b>	<b>\$50,688</b>		<b>\$46,240</b>	

Source: U.S. Census Bureau, 2018 American Community Survey

## Existing Home Market

The MSA has experienced a trend of increasing housing prices for the last several years, and Cedar Hill has followed suit. While the median sales price for existing homes in Cedar Hill was historically well below that of the MSA, the gap has narrowed considerably in the last two years. The median sales price for existing single-family detached homes in Cedar Hill was \$235,000 during the first half of 2020, per Multiple Listing Service (MLS) data from the Metrotexas Association of Realtors.

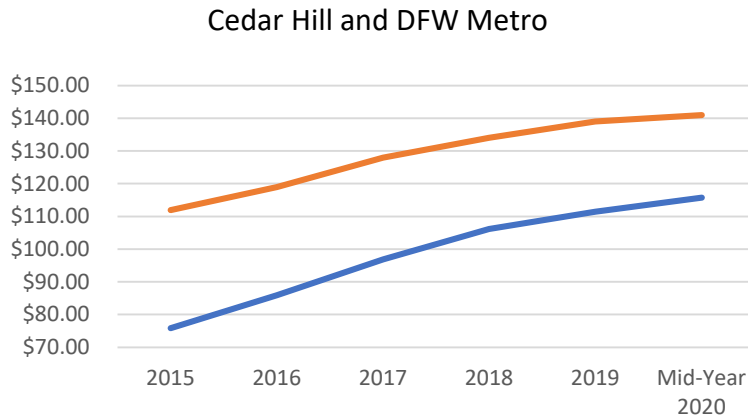
**Figure 47: Median Existing Home Sales Price, 2015 – 6/2020**



Sources: Real Estate Center at Texas A&M University and Metrotexas Association of Realtors

The median sales per square foot also showed a substantial gap which has narrowed somewhat. The figure exceeded \$100 per square foot in Cedar Hill by 2018, and during the first half of 2020, it had reached near \$116.

**Figure 48: Median Existing Home Sales / Sq.Ft., 2015 – 2020**

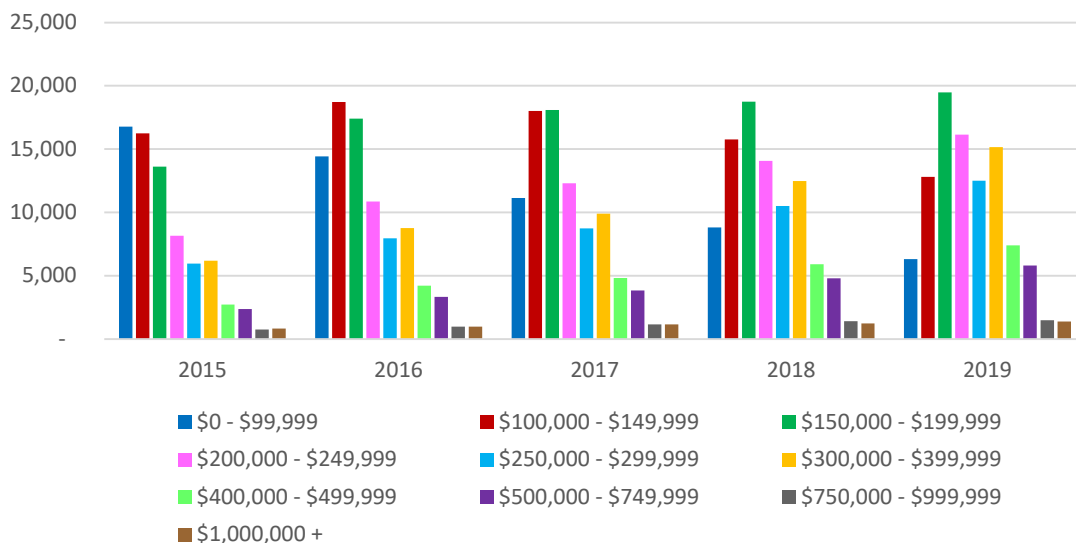


Sources: Real Estate Center at Texas A&M University and Metrotexas Association of Realtors

### Price Distribution

Table 61 provides the number of sales for the various price ranges in the MSA for recent years. Sales under \$100,000 have dropped dramatically. The next lowest price range, \$100,000 to \$149,999, peaked in 2016 and has been falling since. The \$150,000 to \$199,999 range has become the leader in terms of number of sales. Higher price ranges up to \$750,000 have also been gaining in sales. These data are in line with the trends in median sales prices described above.

**Table 61: Dallas – Fort Worth MSA Home Sales by Price Range, 2015-2019**



The equivalent historical sales data by price range for Cedar Hill itself are depicted in Table 62 and Figure 49. Total sales volume, as recorded through the MLS peaked in 2016 at nearly 700 sales, then settled at a lower level during 2018-2019 of 560-570 sales.

**Table 62: Cedar Hill Home Sales Price Distribution, 2015 – 6/2020**

Price Ranges	2015	2016	2017	2018	2019	Mid-Year 2020
\$0 - \$99,999	60	20	5	1	1	-
\$100,000 - \$149,999	261	199	75	33	28	4
\$150,000 - \$199,999	145	260	259	214	150	43
\$200,000 - \$249,999	36	67	108	174	190	89
\$250,000 - \$299,999	36	38	42	48	72	27
\$300,000 - \$399,999	51	65	71	59	72	33
\$400,000 - \$499,999	13	25	35	20	31	18
\$500,000 - \$999,999	9	21	20	18	20	14
\$1 million +	1	1	-	1	1	1
Total	612	696	615	568	565	229
Average Sq.Ft.	2,303	2,394	2,414	2,321	2,349	2,495
Median Sq.Ft.	2,001	2,068	2,119	2,053	2,076	2,208

Source: Metrotex Association of Realtors

Similar to the trends in at the MSA level, sales under \$150,000 have dropped drastically since 2015. Furthermore, sales from \$150,000 to \$199,999 also began dropping after 2017. Homes priced \$200,000 to \$249,999 have become the heart of the Cedar Hill existing home market.

**Figure 49: Cedar Hill Home Sales by Price Range**

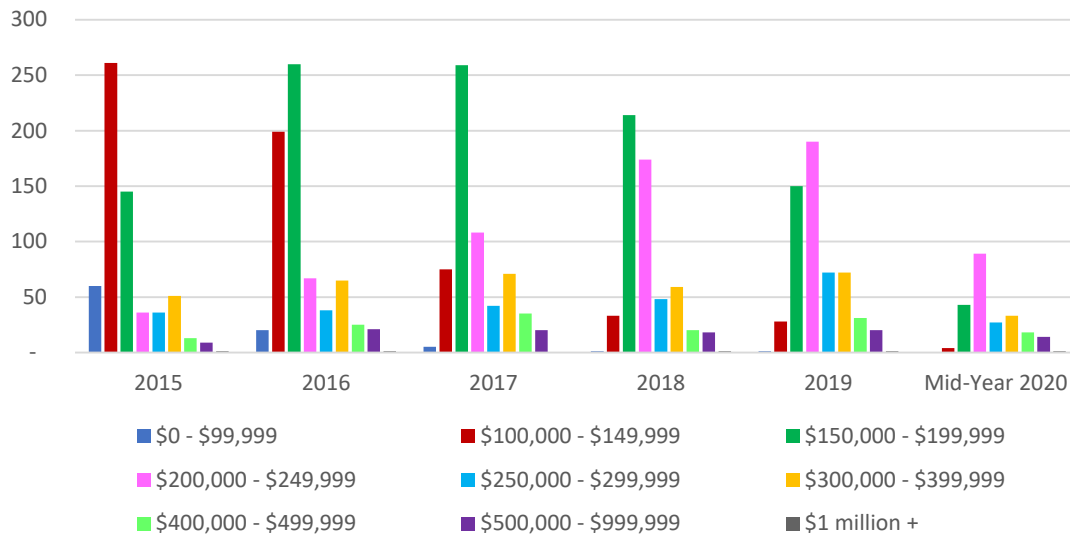
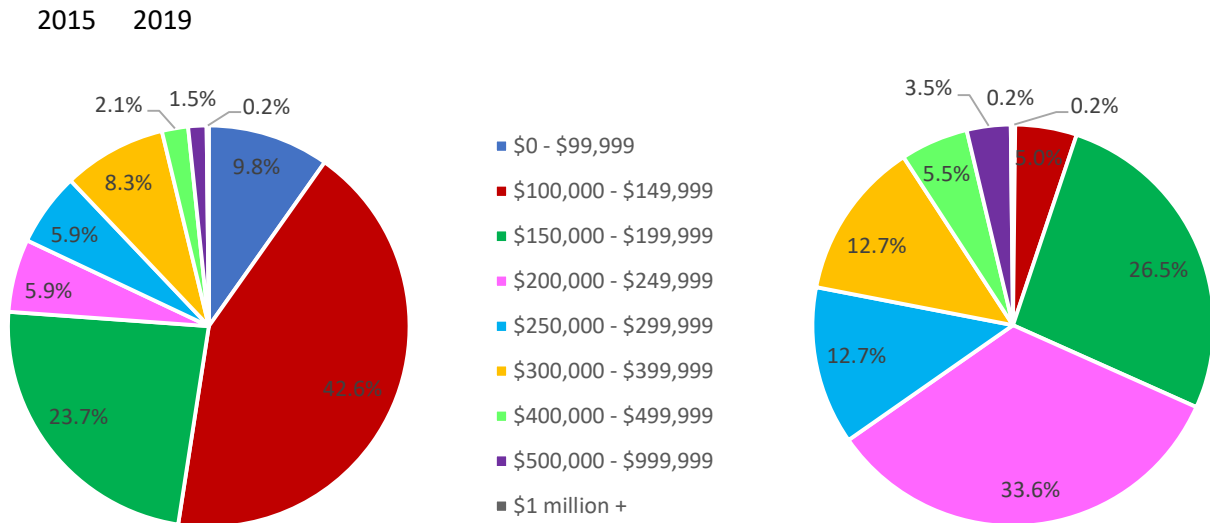


Figure 50 illustrated the drastic changes in the distribution of existing home prices in Cedar Hill since 2015. One third of sales in 2019 were from \$200,000 to \$249,999, up from only about 6% in 2015. Despite this general increase in home prices, sales over \$400,000 still represented less than 10% of total sales during 2019. The Cedar Hill for-sale existing home market is firmly entrenched as a first-time buyer or lower-end move-up market with prices concentrated from \$150,000 to \$300,000.

**Figure 50: Cedar Hill Existing Home Sales Price Distribution, 2015 and 2019**



### For-Sale Condominiums

There is one condominium complex in Cedar Hill, The Cedars, a garden-style development from the 1980s in the northern part of Cedar Hill along the US 67 southbound frontage road. Typically very few units are listed for sale each year; MLS sales records indicate typical unit values in the vicinity of \$100,000.

### For-Sale Duplexes and Townhomes

Cedar Hill does have some areas of non-age-restricted duplexes, apparently all built in the 1980s. MLS sales data indicates prices for half-duplexes ranging roughly from \$80,000 to \$170,000.

### New For-Sale Housing

Large-scale suburban housing development diminished after 2010 in Cedar Hill. CDS only found one new subdivision currently selling new “spec” (inventory) homes by production builders, Bear Creek. It is located in southeastern Cedar Hill.

Other new homes in Cedar Hill are primarily in custom home subdivisions on the western side of the city, the largest of which is Lakeridge. After decades of development (1990s) Lakeridge has 37 lots total remaining unsold, though a number of lots have been sold but remained vacant as there is no time limit required before construction must commence. Lots are typically ranging in price around \$90,000 to \$100,000 per acre.



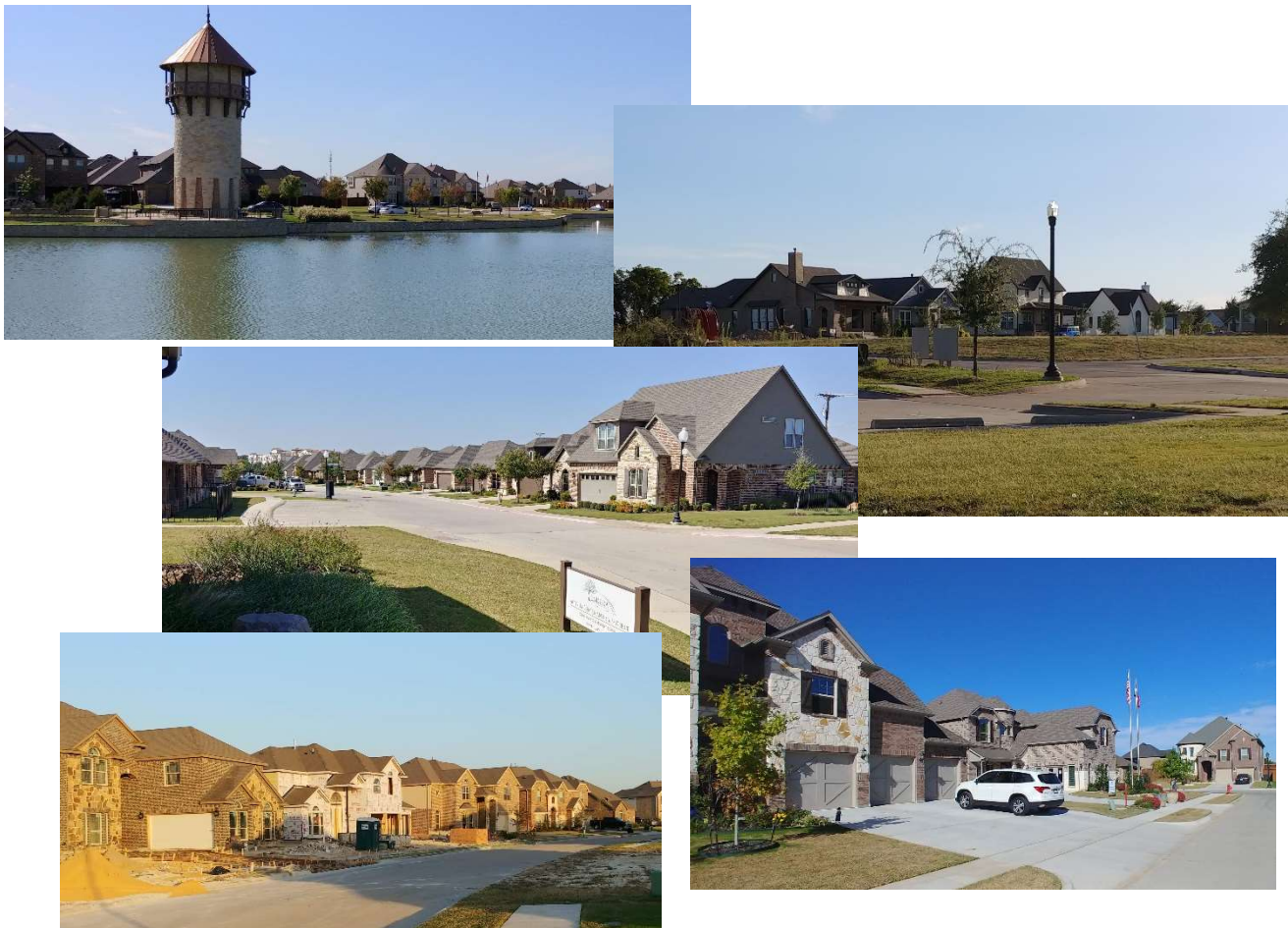
**Figure 51: Bear Creek, Cedar Hill**

Custom homes generally cost \$150 to \$170 per square foot. Some builders did purchase lots and construct spec homes. A significant share of the remaining lots, perhaps 12, are located in the Sanctuary section, which is a gated portion of the development. Reportedly development costs on some lots can be very high to due soil and slope issues.

The Shenandoah development off FM 1382 contains 57 lots. LandPlan Development recorded the plat in 2003. Currently, there are roughly six lots remaining to be sold. Lot prices were mainly in the \$80,000 to \$100,000 range, though the remaining lots are considered somewhat lower quality and are priced more in the \$65,000 to \$80,000 range. Early in the project’s existence, some lots were sold to builders, but most in recent years have been sold to home buyers who contract with one of the two approved custom builders.

Otherwise, new for-sale home development by “production” builders is currently dominated by nearby cities in the southern suburbs of Dallas and Tarrant counties (DeSoto, Grand Prairie, Mansfield, and southern Arlington) and increasingly in Ellis County (Midlothian, Red Oak, and Waxahachie). CDS explored a sample of these new home communities to understand the dynamics of the for-sale housing market in the southern suburbs of the MSA. The following table summarizes the findings of this sampling. The table presents information as CDS was able to obtain given that many sales offices have been closed or are by appointment only due to COVID, and information was not always available on the websites of the developments.

**Figure 52: New Home Developments in Southern Suburbs**



**Table 63: Summary of For-Sale Housing Developments**

Cedar Hill and Surrounding Communities

Development / Subdivision Name and ISD	Location / # Lots / Year Opened	Builders and Home Sizes	Lot Sizes	Price Ranges (Base Prices)	Sales Performance Comments	Buyer Profile and Preferences Comments
<b>CEDAR HILL</b>						
Bear Creek Cedar Hill ISD	S. Duncanville Rd. @ Bear Creek Rd. Phase I 88 lots Phase II 135 lots Opened 2018	First Texas Homes, 2,027 – 4,319 sf		\$313,950-\$492,241	First phase nearly sold out	Young prof. and families; retired military; nurses, public employees, truck drivers
Shenandoah Cedar Hill ISD	FM 1382 and go right, past the red light at Sleepy Hollow. 57 Lots	Jim Johnson Builders, B&J Custom Homes		From the \$400s per LandPlan website.	6 lots unsold; 17 lots remain unbuilt per project website	Both younger and older professionals from southern Dallas suburbs
<b>DESOTO</b>						
Elerson Trace DeSoto ISD	1034 Randolph Drive DeSoto, TX 75115	Kinder Homes 2,433-3,778 SF		\$322,000-\$415,000		
Homestead at Daniel Farm Duncanville ISD	1013 Vista Ln, DeSoto, TX 75115	Bloomfield Homes		\$330,000-\$450,000		
Kentsdale Farm/Trees Farm	1237 Richard Pittmon Ln, DeSoto, TX 75115	Bloomfield Homes		\$330,000-\$450,000	Closed Out	
Summit Parks	505 Castle St, DeSoto, TX 75115	First Texas Homes 2,358-4,245 SF		\$318,950-\$398,950		
Stillwater Canyon		First Texas Homes 2,328-4,245 SF		Starting at \$333,950	Closing Out	
Silver Creek Meadows		First Texas Homes 2,328-4,506 SF		Starting at \$323,950	Closing Out	
<b>RED OAK / OVILLA</b>						
Cole Manor		First Texas Homes 2,430-4,286 SF		\$378,950-\$533,564	Closing Out	



Cedar Hill Market Study

Development / Subdivision Name and ISD	Location / # Lots / Year Opened	Builders and Home Sizes	Lot Sizes	Price Ranges (Base Prices)	Sales Performance Comments	Buyer Profile and Preferences Comments
Hickory Creek		First Texas Homes 3,321-4,303 SF	60' 70' & 120' FT Lots	\$333,950-\$363,950	Closing Out	School system a major draw. Retired military, teachers, nurses, transportation workers. Out of state, primarily CA.
Woods of Red Oak		First Texas Homes 2,027-4,265 SF		\$295,950-\$365,950		
<b>MIDLOTHIAN</b>						
Autumn Run		Bloomfield Homes 1,840-4,065 SF		\$330,000-\$440,000		First responders, teachers, GM, and Lockheed primary buyers. Predominantly families. Move-up home buyers. Some downsize. Predominantly FHA and Conventional.
Massey Meadows		Bloomfield Homes 1,840-4,065 SF	50'-72' FT Lots	\$290,000-\$450,000		Occupational diversity in the community. Work proximity and schools strong point of interest in potential buyers.
Massey Meadows		John Houston Custom Homes 1,980-3,141 SF		\$305,990-\$361,990		
Thomas Trail		Bloomfield Homes 1,840-4,065 SF		\$320,000-\$450,000		
Hawkins Meadow		First Texas Homes 2,027-4,313 SF	70' and 80' FT Lots	\$345,950-\$439,950	New phase	Proximity, congestion, amenities, and school system primary draws for buyers. No HOA MUD #3 – 3%
Lawson Farms		First Texas Homes 2,027-4,245 SF		\$282,950-\$363,950	Closed Out	
<b>GRAND PRAIRIE</b>						
Mira Lagos – La Jolla Mansfield ISD		First Texas Homes 2,685-5,075 SF		\$423,950-\$471,950		
Mira Lagos – Las Brisas		Grand Homes		\$600,000-\$800,000		

Cedar Hill Market Study

Development / Subdivision Name and ISD	Location / # Lots / Year Opened	Builders and Home Sizes	Lot Sizes	Price Ranges (Base Prices)	Sales Performance Comments	Buyer Profile and Preferences Comments
Mansfield ISD		3,125-4,787 SF				
Vinedo in Mira Lagos Cedar Hill ISD		Grenadier Homes 1,374-1,702 SF		\$289,990-\$309,990		55+ neighborhood
<b>ARLINGTON</b>						
Southwind Meadows Mansfield ISD	SH 360 at Ragland Rd.	Lennar 1,602 – 3,078 sq.ft.	1/4 - 1/3 acre	\$285,499-\$419,499		
<b>MANSFIELD</b>						
Ladera	Debbie Ln. / 186 lots / 2015	Ladera		Low \$300s-\$500,000	Closing out; starting next community in Mansfield with 159 homes near Methodist Hospital	Age restricted 55+; white collar professionals; mix of locals and out-of-state moving to be near children; proximity to retail / services, churches, and especially hospitals important
Lone Star Heights		Bloomfield Homes		\$300,000-\$450,000		
Lake Park (Coming Soon)		Bloomfield Homes		\$350,000-\$450,000		
Queensgate		Bloomfield Homes		\$350,000-\$500,000		
Triple Diamond Ranch (Coming Soon)		Bloomfield Homes		\$300,000-\$500,000		
Bower Ranch Mansfield ISD	N. Holland Rd. @ Sierra Ave. Opened 2/2015	First Texas Homes 2,926-4,313 SF		\$409,950-\$451,950	Closing Out	Nurses, doctors, retired veterans; est. 60% with children
Dove Chase		First Texas Homes			Coming Soon	
Pemberly Estates Mansfield ISD		First Texas Homes 2,323-4,560 SF		\$371,950-\$444,950	Closing Out	
Somerset Mansfield ISD	SH 360 @ US 287	Bloomfield Homes	60' x 120'	\$300,000-\$440,000		Buyers <i>only</i> looking in Mansfield ISD; some relos from California
Somerset Mansfield ISD	SH 360 @ US 287	First Texas Homes 2,027-4,564 SF		\$340,950-\$434,950		
Somerset Mansfield ISD	SH 360 @ US 287	Chesmar Homes 1,913-3,025 SF		\$316,990-\$374,990		
Somerset	SH 360 @ US 287	Pulte Homes		\$319,990-\$379,990		

Cedar Hill Market Study

Development / Subdivision Name and ISD	Location / # Lots / Year Opened	Builders and Home Sizes	Lot Sizes	Price Ranges (Base Prices)	Sales Performance Comments	Buyer Profile and Preferences Comments
Mansfield ISD		1,809-3,281 SF				
Somerset Mansfield ISD	SH 360 @ US 287 126 lots Opened 11/2017	John Houston Custom Homes 1,860-3,137 SF	50' FT Lots 60' FT Lots 70' FT Lots 80' FT Lots	\$314,990-\$384,990	4-5 sales / month	Both young couples and empty nesters; like lower Johnson County tax rate; Mansfield ISD major draw for families
Mill Valley Midlothian ISD	SH 360 near Davis Rd.	John Houston Custom Homes 2,024-2,785 SF	21 55' FT Lots 38 65' FT Lots 37 75' FT Lots	\$314,990-\$387,490		
Mill Valley Midlothian ISD	SH 360 near Davis Rd. 60 lots Opened 4/2019	Rendition Homes 2,038-3,656 SF	55'x115'	\$317,990-\$403,990	30 lots remaining	Teachers, nurses, retirees, and empty nesters; mostly conventional mortgages, few cash buyers; distance to schools a drawback for families; mostly commuters to Dallas and Fort Worth pre-COVID
South Pointe Mansfield ISD	Lone Star Rd. @ S. Mitchell Rd.	David Weekley 2,172-3,620	50'x120' 65'x120' 75'x120'	\$370,000-\$451,990	6-8 sales monthly post-COVID	Many teachers, often 2-teacher married couples; also transportation workers, nurses, engineers (Lockheed)
South Pointe Mansfield ISD	Lone Star Rd. @ S. Mitchell Rd.	Coventry Homes 1,951-3,764 SF	50'x110' 65'x115' 75'x120'	\$357,990-\$515,990		Medical workers, engineers from nearby manufacturers, teachers; retirees present but not large element; low Johnson County tax rate; many buyers from DeSoto and Grand Prairie
<b>WAXAHACHIE</b>						
Garden Valley Meadows Waxahachie ISD		Bloomfield Homes		\$260,000-\$450,000		
Garden Valley Meadows		First Texas Homes 2,027-4,265 SF		\$298,950-\$396,950		

Cedar Hill Market Study

Development / Subdivision Name and ISD	Location / # Lots / Year Opened	Builders and Home Sizes	Lot Sizes	Price Ranges (Base Prices)	Sales Performance Comments	Buyer Profile and Preferences Comments
Waxahachie ISD						
Garden Valley Farms Waxahachie ISD		John Houston Custom Homes	65' FT Lots			
North Grove Waxahachie ISD	FM 813 2018	Bloomfield Homes	50' to 80' ft	\$260,000-\$450,000	Sold approx.. 100 homes in various phases of North Grove	Public safety workers, nurses, non-Anglo multi-gen, est. 50% commute to Dallas, remainders to Cedar Hill, Mansfield, Midlothian
North Grove Waxahachie ISD		Antares Homes 2,027-3,218 SF	70'x120'	\$285,990-\$362,990		Local coaches, commuters to downtown Dallas; attracted to Waxahachie for value for home price, quality of historic downtown; moving out of other southern suburbs; competition with Midlothian but not Mansfield
North Grove Waxahachie ISD		Highland Homes 2,317-3,229 SF	50' 60', 70', 85'	\$314,990+ \$353,835-\$441,191		
Buffalo Ridge Waxahachie ISD		Bloomfield Homes		\$260,000-\$400,000		

Key points of the primary research of single-family for-sale housing developments in the southern MSA suburbs include:

- Mansfield and to a lesser extent Midlothian appear to have an advantage in school quality perception over Cedar Hill. To the extent those in the industry had opinions of Cedar Hill ISD, they generally felt negatively about the relative quality. This is a drag on the ability of Cedar Hill to attract move-up buyers with children seeking non-custom home prices between \$400,000 and \$600,000.
- White collar professionals in standard office jobs are not a dominant component of demand in the southern suburbs, though they do constitute one segment of buyers. Medical staff, teachers, and transportation workers are the more important core of new single-family demand for production (inventory) homes. Nevertheless, a significant share of home buyers does commute into Downtown Dallas and greater Fort Worth and Arlington.
- The high \$200s appears to constitute the lowest “entry level” new home prices in the area, with the vast majority of new homes sold in the \$300,000 - \$400,000 range. In general, home prices in the area over \$450,000 were uncommon in the developments.

One other single-family development noted by CDS that does not fall in the “production builder” category is Midtowne, an infill development in Midlothian. The new urbanist style 130-acre project offers distinctive homes primarily in a historic custom “craftsman” style, as well as some attached units and walkable neighborhood retail. The single-family detached lots are 45 feet wide, on the narrower side for most suburban development, but have experienced rising prices from \$35,000 to \$40,000 during the project’s early years to as high as \$100,000 today.

## Projected For-Sale Housing Demand

### NCTCOG Projections

CDS examined the long range forecast of households by the North Central Texas Council of Governments (NCTCOG) for its Traffic Survey Zones (TSZs). CDS identified the TSZs which cover the areas of Cedar Hill where substantial vacant tracts exist which could accommodate substantial single-family residential development. The growth for each period for these TSZs as follows:

- 2020 – 2024: 3,717 households
- 2024 – 2027: 2,785 households

This is roughly 900 to 950 households per year.

CDS also examined the agency’s estimates and projections for the City of Cedar Hill overall. Its projections show the following projected household growth for the city:

- 2005 – 2045: approximately 20,400 households (averaging 2,550 households every 5 years)

This projected growth in households includes all housing types, including both single-family and multifamily. As shown earlier, at present over 80% of housing units in Cedar Hill are single-family detached, and 70% of all households are living in owner-occupied units. A strict regulatory environment may have restricted supply of multifamily units below the level of demand (as described in the Multifamily analysis, this is likely so at present), so absent regulatory constrictions, a greater share of this growth would likely be in multifamily units than in the past. Nevertheless, the NCTCOG figures indicate that a typical growth scenario for Cedar Hill should be roughly a minimum of 1,800 to 2,000 single-family for-sale homes at every five years or so.

### ***Planned New Development***

Walton Group Holdings, a Canadian developer, has announced its intention to purchase 400 acres including frontage on Lakeridge Parkway in southwest Cedar Hill for a master planned community. The project (not yet named) will contain roughly 1,000 single-family homes, plus multifamily, age-restricted and/or single-family rental components. While the concept plan is still being refined, Walton is projecting that the lots will be primarily in widths of 40, 45, 50, and 60 feet. Such lot widths generally correspond to entry-level housing prices in greenfield developments in the southern MSA suburbs, with prices from the upper \$200,000s through the \$300,000s, possibly into the \$400,000s. Initial concept plans reviewed by CDS indicate heavy emphasis on the 40-foot width, but these plans are still preliminary. The developer is projecting a 3 to 4-year absorption period once home building is underway under market conditions comparable to the present.

As a master planned community, it will have a recreation and amenity package for its residents which is still being determined, but will likely include at least parks, trails, and possibly a clubhouse and pool. The property has some topography and mature trees which increase up-front development costs and limit lot yield but should also competitively differentiate the community. A public improvement district (PID) will be needed to finance public infrastructure as a result of these high up-front costs.

The quantity of build-to-rent single-family units is not yet known, assuming that use remains in the plan. It is likely to be done as a multifamily parcel rather than subdividing individual lots for each structure.

The development still has substantial planning and permitting to take place before builder contracts can be finalized and construction can begin, so the time frame for significant quantities of the new home supply would be expected no sooner than 2022, in CDS' opinion.

The developer finds Cedar Hill to have an excellent location for commuting and a City staff which is agreeable to work with on permitting and infrastructure. The school district limits potential in the near term for more upscale "move-up" priced homes, but the developer expects substantial appreciation of its homes as community buildout accelerates.

### ***Supportable Additional Single-family***

Short of a major national or regional economic contraction negatively affecting the bulk of the core homebuyer market, CDS expects the job and population growth of the MSA to continue to power strong demand for for-sale homes, especially suburban single-family homes. The age distribution of the MSA population will continue to have the largest shares of residents in the age ranges of 25 to 44, prime ages for purchasing a first home. While mortgage interest rates cannot reasonably fall any lower, CDS does not expect them to rise substantially during the near term, which will further spur home buying. Lastly, the MSA has had great success attracting both employers and residents from other states in recent years, and indications are that this will continue, providing another layer of demand for new homes.

Though the employment profile of the home buyers in the southern suburbs may differ from other portions of the MSA (particularly northern areas) in that the buyer are less likely to be white collar professionals and more likely to be employed at medical or educational employers, there still appears to be no shortage of demand volume for new homes in the general area of southern Dallas County and neighboring areas of Tarrant, Johnson, and Ellis counties.

The Walton project will restore Cedar Hill to a more prominent role in the southern suburb new single-family market which it has not had in recent years. CDS projects that its homes should be absorbed quickly if priced in entry level ranges (under \$400,000). Demand in these prices is strong enough to support more development in Cedar Hill during the near to middle term. In the immediate future, Bear Creek's next phase will provide another option. Within 2-3 years, CDS forecasts that other single-family developments

## Cedar Hill Market Study

with homes priced in the low \$400,000s or lower should also be supportable beyond the two aforementioned projects. These other developments could reasonably depend on absorption of 75 to 125 additional new homes a year between them, especially after Bear Creek builds out.

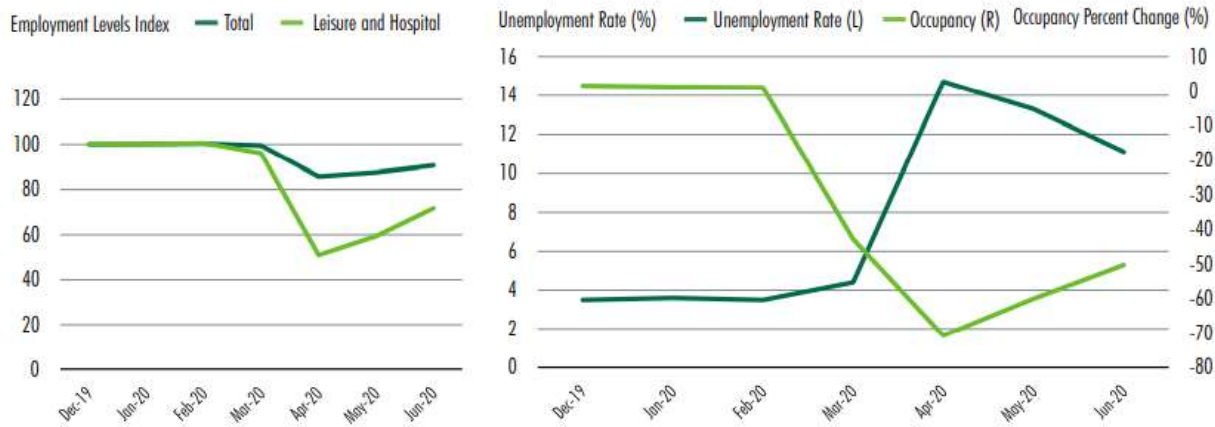
Above the low \$400,000s, due to the impact of Cedar Hill ISD's weak market perception and the lack of a nearby white-collar job base, CDS believes that potential absorption is much more limited. CDS would not project more than 50 to 60 new homes a year supportable beyond this price threshold.

## HOSPITALITY MARKET

2Q2020 CBRE U.S. Hotel Figures reports that Covid-19’s full impact on the hotel industry took hold in April with a 70% year-over-year drop in demand before rebounding slightly to close Q2 down by 60%. Supply growth fell to 1.3% from 1.5% in Q1.

**Figure 53: U.S. Leisure and Hospitality Employment, 12/2019 – 6/2020**

### TOTAL EMPLOYMENT VS. LEISURE & HOSPITALITY EMPLOYMENT; UNEMPLOYMENT RATE & Y-O-Y CHANGE IN HOTEL OCCUPANCY



Source: CBRE Hotels Research, BLS, Q2 2020.  
\*Indexed to December 2019 Levels.

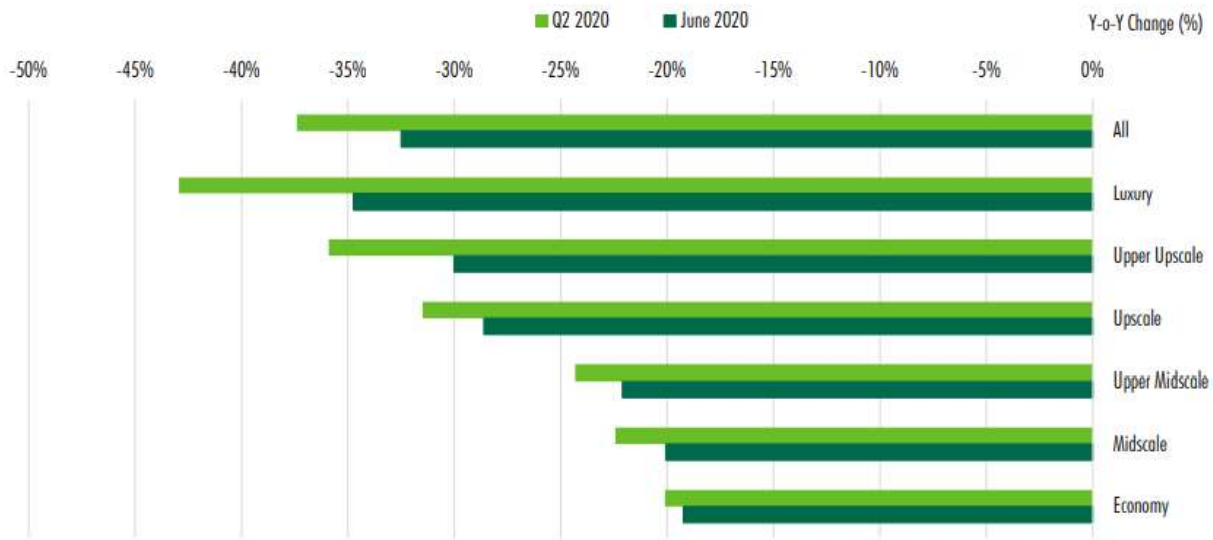
Source: CBRE Hotels Research, BLS, Kalibri Labs, Q2 2020.

- The large-scale shutdown of the economy caused an average of 4.4 million job losses per month in Q2.
- Leisure & hospitality employment fell by 39% in Q2 as hotels scaled down operations.
- Hotels continue to be affected by less economic activity, and by social distancing mandates and travel restrictions.
- Leisure and hospitality employment fell by nearly half in April before rebounding strongly in June.
- The number of air travelers passing through TSA checkpoints fell by 89% year-over-year in Q2 having a severe impact on hotel demand. Air travel has been slow to recover due to health concerns over the confined environment of a aircraft.
- Deep occupancy losses held to a pattern in Q2 – the higher the price of the chain scale, the greater the loss in occupancy.



**Figure 54: Year-over-Year Change in Average Daily Rates**

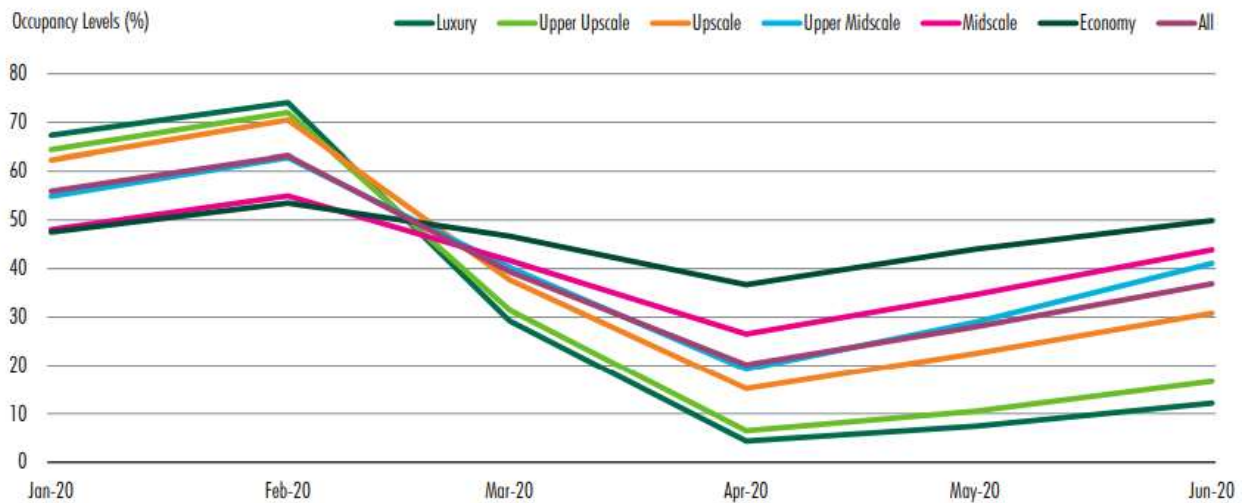
**ADR PERCENTAGE CHANGE FROM PREVIOUS YEAR BY CHAIN SCALE**



Source: CBRE Hotels Research, Kalibri Labs, Q2 2020.

**Figure 55: Occupancy By Chain Scale**

**MONTHLY OCCUPANCY LEVEL BY CHAIN SCALE**



Source: CBRE Hotels Research, Kalibri Labs, Q2 2020.

- ADR declined by smaller percentages than occupancy

## Texas Hotel Market

The Texas hotel industry suffered its worst decline on record in the second quarter as business and leisure travel ground to a halt in the early months of the pandemic and very little has returned.

Statewide hotel revenue plunged 64 percent compared with the year earlier to \$1.2 billion, according to new data from San Antonio-based Source Strategies. Demand, measured by number of room nights sold, fell by nearly half as COVID-19 decimated the state's — and country's — lodging industry.

The largest markets were hit hardest. Revenue in the Austin-Round Rock area was down nearly 80 percent; San Antonio fell 74 percent; Dallas was off 73 percent and Houston tumbled 61.4 percent.

Statewide occupancy in the second quarter averaged 35.8 percent, down 31.3 points from a year earlier.

As shown on Figure 4 2Q2020 Source Strategies, as compared to 2Q2019 all comparison changes are negative in 2020. Room Revenues are down 64.1%, ADR down 31.3%, Occupancy down 31.3%, and REVPAR down 47.29% in Texas

**Figure 57: 2Q 2020 Texas Performance**

TEXAS HOTEL PERFORMANCE FACTBOOK – 2nd Quarter 2020												
3 Months Ending June 30, 2019 Compared to the 3 Months Ending June 30, 2020												
Metro Area	# Rooms 2020	\$ Room Revenues <sup>1</sup>			\$ADR Est <sup>2</sup>		Estimated % Occupancy <sup>3</sup>		Pt. Chg.	REVPAR \$ <sup>4</sup>		
		2019	2020	%Chg	2020	%Chg	2019	2020		2019	2020	\$Chg
Abilene	3275	16,739,668	9,002,748	-46.2	73.55	-17.7	63.0	41.0	-22.0	56.41	30.21	-26.20
Amarillo	6174	32,639,650	16,723,703	-48.8	76.04	-17.0	65.1	39.1	-26.0	59.72	29.77	-29.95
Austin-R Ro	40202	460,471,589	93,293,298	-79.7	77.69	-48.3	76.6	32.8	-43.8	115.12	25.50	-89.62
Beaunt-PT A	6205	27,133,715	17,396,801	-35.9	74.32	-8.7	58.3	41.4	-16.9	47.50	30.81	-16.69
Browns/Harl	7689	46,610,452	38,929,222	-16.5	125.85	8.4	61.1	44.2	-16.9	71.02	55.64	-15.38
ColSt-Bryan	6168	34,258,471	9,065,984	-73.5	61.06	-37.5	60.3	26.4	-33.9	58.91	16.15	-42.75
Corpus Chri	14629	89,097,321	74,748,119	-16.1	109.24	-6.7	65.9	51.4	-14.5	77.20	56.15	-21.05
Dallas MD	84683	634,880,431	172,073,745	-72.9	69.68	-38.0	71.8	32.0	-39.8	80.74	22.34	-58.40
El Paso	9808	53,371,467	25,176,998	-52.8	67.14	-19.2	74.4	42.0	-32.4	61.88	28.21	-33.67
Ft W-Arl MD	38148	272,421,527	81,839,762	-70.0	75.85	-38.1	65.9	31.0	-34.9	80.78	23.57	-57.21
Hou-Bay-Sug	105029	666,753,954	257,100,212	-61.4	73.08	-32.8	64.3	36.8	-27.5	70.00	26.90	-43.10
Kil-Tem-FtH	5248	25,451,009	13,229,870	-48.0	55.99	-29.2	65.1	49.4	-15.7	51.55	27.70	-23.85
Laredo	3829	18,042,754	9,489,525	-47.4	77.39	-0.3	63.6	35.1	-28.5	49.37	27.23	-22.14
Longview	3096	12,127,725	6,783,597	-44.1	60.36	-16.2	61.6	39.8	-21.8	44.44	24.08	-20.36
Lubbock	6214	33,145,968	14,625,954	-55.9	61.77	-29.2	63.1	41.8	-21.3	55.12	25.86	-29.26
McAl-Ed-Mi	7055	31,110,193	14,873,580	-52.2	69.71	-9.1	60.4	33.2	-27.2	46.36	23.17	-23.19
Midland	5550	42,334,918	13,768,954	-67.5	81.05	-44.3	69.3	33.6	-35.7	100.89	27.26	-73.63
Non-Metro	51471	277,160,874	152,256,146	-45.1	82.18	-7.7	62.5	39.5	-23.0	55.63	32.51	-23.13
Odessa	4712	36,299,440	12,105,230	-66.7	85.19	-34.3	70.2	33.1	-37.1	91.03	28.23	-62.80
San Angelo	2694	12,001,479	8,294,456	-30.9	75.85	-2.8	62.0	44.6	-17.4	48.38	33.83	-14.55
San Antonio	45747	374,260,273	97,102,087	-74.1	73.75	-38.9	67.1	31.6	-35.5	81.08	23.33	-57.75
Shermn/Deni	1454	6,128,299	4,550,034	-25.8	79.38	-2.5	62.5	43.3	-19.2	50.90	34.39	-16.51
Texarka (TX)	1326	6,261,428	3,736,139	-40.3	69.14	-9.1	59.6	44.7	-14.9	45.36	30.96	-14.39
Tyler	3401	14,266,730	8,173,377	-42.7	66.99	-9.9	60.9	39.4	-21.5	45.32	26.41	-18.92
Victoria	2476	12,672,794	6,906,618	-45.5	75.63	-5.5	66.4	40.5	-25.9	53.17	30.65	-22.52
Waco	3807	28,796,281	9,068,052	-68.5	72.20	-33.0	74.0	36.2	-37.8	79.81	26.18	-53.63
Wichita Fal	2237	10,348,059	5,641,206	-45.5	70.86	-12.5	64.1	39.1	-25.0	52.00	27.71	-24.28
<b>TOTAL TEXAS</b>	<b>472327</b>	<b>3,274,786,469</b>	<b>1,175,955,417</b>	<b>-64.1</b>	<b>76.35</b>	<b>-31.3</b>	<b>67.1</b>	<b>35.8</b>	<b>-31.3</b>	<b>74.65</b>	<b>27.36</b>	<b>-47.29</b>

The overall Dallas market changes were greater than the overall Texas market. Room Revenues were down 72.9%, ADR down 38%, Occupancy down 39.8% and REVPAR down 58.4%.

### CMA Hotel Performance Trends

The CMA includes zip codes 75104 (Cedar Hill), 75116 and 75137 (Duncanville), 75237 (Dallas) and 76065(Midlothian). As seen in the Table 9, The CMA has increased hotel rooms by 113 over the past four years. At the same time, revenues have increased by \$1.2 million. The largest increase has been seen in 77137 (Duncanville) with an additional 88 rooms. Occupancy was highest in 2019 Duncanville along with ADR.

Cedar Hill continues to have the lowest occupancy although their ADR is third on the list. They also had an overall increase of \$59,044 in RR from 2016-2019 while increasing 10 rooms (AirBNBs). Fairfield Inn & Suites (90 rooms opened in December 2018) is not reflected in Source Strategies until 2020. Table 65 illustrates the Pandemic effect on occupancy thru 2Q2020.

**Table 64: CMA Trends**

Zip Codes	Room Inventory	RR 2016	ADR 2016	Occu-pancy 2016	RR 2017	ADR 2017	Occu-pancy 2017	RR 2018	ADR 2018	Occu-pancy 2018	Room Inventory 2019	RR 2019	ADR 2019	Occu-pancy 2019	Change in Rooms 2016-2019	Change in RR 2016-2019
75104	202	3971688	77.42	69.6	3896225	81.31	70.7	3827310	82.73	61.5	212	4030732	86.82	59.9	10	\$59,044
75116	341	7384322	86.63	68.5	7481992	86.98	69.1	7393865	88.49	66.7	383	7000390	97.61	64.7	42	-\$383,932
75137	146	4293156	110.07	73.2	3818534	105.52	67.9	4509396	106.70	68.8	234	5776591	97.45	69.4	88	\$1,483,435
75237	434	4483409	39.22	72.2	4853298	39.77	70.5	4417643	40.76	68.4	434	4053005	41.46	68.4	0	-\$430404
76065	134	2276636	80.34	58.1	2571585	77.62	62.6	2860559	81.42	66.4	145	2838873	83.00	64.6	11	\$562,237
<b>CMA Total/Avg.</b>	<b>1257</b>	<b>22409211</b>	<b>78.736</b>	<b>68.32</b>	<b>22621634</b>	<b>78.24</b>	<b>68.16</b>	<b>23008773</b>	<b>80.02</b>	<b>66.36</b>	<b>1408</b>	<b>23699591</b>	<b>81.26</b>	<b>65.4</b>	<b>151</b>	<b>\$1,290,380</b>

Source: Source Strategies 2016-2019; CDS NOTE: Source Strategies does not include Fairfield Inn & Suites in their 2019 data, they show up in 2020. The increase in rooms is 10 AirBNBs in Cedar Hill.

**Table 65: CMA 2Q2020**

Zip Codes	Room Inventory	RR 2Q2020	ADR 2Q2020	Occupancy 2Q2020	Change in # of Rooms 2019-2020
75104	305	701556	75.04	47.7	93
75116	383	901528	75.56	38.4	0
75137	234	1732888	77.40	42.7	0
75237	434	1107076	52.38	53.5	0
76065	145	324535	58.49	42.0	0
<b>TOTAL/AVG</b>	<b>1498</b>	<b>4767583</b>	<b>67.77</b>	<b>44.86</b>	<b>0</b>

### ***CMA Under Construction Hotels***

Aloft – 136 rooms – 2022 - Cedar Hill

### ***CMA Proposed and Planned Hotels***

Camp Wisdom Road – 125 rooms – 2023 - RedBird

### ***Interviews with CMA Hotels:***

- Most group business staying at hotel is SMERF (Social, Military, Educational, Religious and Fraternal) doing Thursday-Friday or weekend meetings.
- The types of major local employers in the area just don't generate that much corporate transient travel. Example: Martin Marietta generates a few stays for employee interviews etc. but not continuous business.
- Plano / Frisco / Irving types of suburbs generate much more corporate travel and have more attractions for personal travel.
- STR competitive set ("STAR" report) for Courtyard considered to be limited service and select service hotels in Mansfield, Cedar Hill, and Waxahachie.
- State Park and nature offerings in Cedar Hill are NOT a factor in attracting hotel stays – would have to have deliberate programming rather than passive attractions.
- Local amateur sports facilities generate LOTS of weekend business – Big League Dreams and Field House facilities in Mansfield.
- Mansfield and Waxahachie generate compression demand (overspill of demand due to full occupancy)
- Waxahachie does excellent job marketing and filling the Waxahachie Civic Center.
- Manufacturing firms (Corning etc.) in Mansfield generate more corporate travel demand than the corporations with operations in Midlothian.
- Hillside Village in Cedar Hill not special enough to drive lodging demand though will be helpful for weekend personal groups (reunions, weddings, quinces etc.).
- Events at "TexPlex" outdoor dirt sports facility between Midlothian and Mansfield also generates some weekend demand.
- Logistics facilities don't typically generate much lodging demand unless they have a very large on-site employment base and include corporate offices.
- Cedar Hill Aloft should have very good weekend business (personal groups).
- For Cedar Hill hotels to get corporate or other business going to S. Dallas, Grand Prairie, Arlington, they would have to offer huge incentives.
- Fieldhouse brings basketball lodgers
- Corporate is more industrial/retail/weddings/tournaments
- Leisure weekday is locals
- Local campaign is needed to generate business

## Cedar Hill Market (75104)

**Table 66: Cedar Hill Hotel Properties**

Cedar Hill Hotels 2020	Rooms	Year Built
AIRBNB City of Cedar Hill	13	
Holiday Inn Express	74	2009
Comfort Inn & Suites (formerly La Quinta)	60	2007
Magnuson Hotel (formerly Ramada)	68	1999/2018
Fairfield Inn & Suites	90	2018
Cedar Hill Sub-total	305	
Aloft Hotel and Convention Center – U/C	136	2022
<b>Cedar Hill Total</b>	<b>441</b>	

Source: Source Strategies2Q2020; CoStar; CDS

There are 305 rooms in Cedar Hill or 20.7% of the overall CMA. An additional 136 is under construction which will bring the total rooms to 441 by 2022.

### *The Aloft Hotel and Convention Center*



The Cedar Hill Aloft Hotel and Convention Center is currently under construction and estimated completion is Spring 2022. The hotel will occupy 196,020 square feet or 4.5 acres of the overall 12.34 acre site.

The Center will be located adjacent to Hillside Village Mall. The Center will include 12,000sf of meeting room space, 1400sf of pre-function space, 2800sf kitchen, 136 hotel rooms, indoor/outdoor reception area, and pool/patio. Also included is a fitness room, a business center, a market pantry, and a guest laundry room.

The completion date is Spring 2022 as of this report.

### **Cedar Hill Performance Trends**

#### *Occupancy*

Occupancy has decreased from 2017 with the introduction of Air BN&Bs. The occupancy has also been influenced by the change of LaQuinta to Comfort Suites in 2019 and the introduction of Fairfield Inn. Unfortunately, Cedar Hill has the lowest occupancy of both the CMA and Dallas overall.

**Table 67: Historical Occupancy**

Cedar Hill HOTELS Occupancy Rates	2017	2018	2019
Holiday Express	67.4	68.3	67.9
La Quinta/Comfort Suites*	69.3	59.7	61.4*
Magnuson	58.6	56.7	53.0
Fairfield Inn			70.1
AirBnB		46.5	39.9
Cedar Hill Avg.	65.0	61.5	59.9
CMA Avg.	68.6	66.3	65.4
Dallas Avg.	69.6	68.8	68.3

Source: Source Strategies 2017-2019; STAR.

*Average Daily Rates*

ADRs have increased in Cedar Hill from 2017 (\$81.31) to 2019’s \$86.72. An increase of almost 6.6% over the past three years. AirBNBs have shown ADRs significantly higher than the hotel rates since their introduction to the market in 2018. Both Cedar Hill and the CMA are well below the Dallas average ADR. Cedar Hill is however, above the CMA average.

**Table 68: ADR Trends in Cedar Hill**

Cedar Hill HOTELS	Average Daily Rate 2017	Average Daily Rate 2018	Average Daily Rate 2019
Holiday Express	109.55	108.85	104.25
La Quinta/Comfort Suites*	99.70	95.81	94.12*
Magnuson	26.76	26.86	29.76
Fairfield Inn			90.10
AirBnB		278.43	309.96
<b>Cedar Hill Avg.</b>	<b>81.31</b>	<b>82.73</b>	<b>86.72</b>
CMA Avg.	78.24	80.02	81.26
Dallas Avg.	106.04	108.92	111.06

Source: Source Strategies 2017-2019; STAR

**CMA Conference Center Space**

In total the CMA includes 130,657 square feet of meeting/conference space in hotels and event centers as shown in Figure 6. This includes the new Aloft Hotel and Convention Center in Cedar Hill which is under construction.

**Table 69: CMA Conference Space**

	Meeting Space/SF	Number of Meeting Rooms	Meeting space per hotel room
<b>Cedar Hill</b>			
Fairfield Inn – 90 rooms	1,532	2	17.02
Holiday Inn – 74 rooms	1,000	1	13.51
Magneson – 68 rooms	1,250	1	18.38

	Meeting Space/SF	Number of Meeting Rooms	Meeting space per hotel room
Comfort Inn – 60 rooms	1,000	1	16.66
Aloft – 136 rooms	13,400	3	98.52
Nakayshion’s Event Center	6,000	1	
Alan E Sims Recreation Center	5,400	4	
<b>Duncanville</b>			
Hilton Garden Inn - 142	21,214	15	149.39
Rodeway Inn - 81	6,480	2	80.0
Best Western Plus - 70	1,100	1	15.71
La Quinta- 88	750	1	8.52
Hampton Inn - 77	800	1	10.38
Holiday Inn Express - 76	1,000	1	13.15
LaSoiree Events	4,300	1	
Victor’s Venue	3,500	5	
<b>Midlothian</b>			
Americas Best - 43	250	1	0.58
Courtyard - 102	11,780	4	115.49
Midlothian Convention Center	39,000	4	
<b>Dallas 75237</b>			
Avia Motel - 80	900	2	11.25
Aguilar Events	10,001	2	
<b>CMA TOTAL</b>	<b>130,657</b>	<b>53</b>	

Source: Northstar Meetings; CDS

According to McCaslin Hotel Consulting (Houston), for every 200 rooms 12,000sf of conference space is needed (60sf per room) in general assuming 100% occupancy. Using this measure, the conference space would be equal to 89,880sf in the CMA based on 1498 rooms.

With the addition of the Aloft and the one other hotel proposed in the CMA the room count will be 1759. This would require 105,540 square feet of conference space. The CMA is currently over supplied for conference space with 130,657 square feet available.

### Projected CMA Hotel Demand

Demand for hotel rooms is directly affected by population and employment/jobs in a given area. The table below represents the CMA and two other comparison areas in terms the factors involved in the room density calculation. This calculation takes the total number of rooms and divides it by the resident population combined with the number of jobs located in each geographic area. As shown in the table, the CMA has a room density of 4.25 rooms per 1,000 with the average being 7.8 in Texas and Dallas Metro District (MD). According to Source Strategies Dallas Metro District (MD) includes Collin, Dallas, Delta, Denton, Ellis, Hunt, Kaufman, and Rockwall counties.

The entire State of Texas measures 7.66 rooms per 1,000 at the current occupancy of 64.7%, which is higher than the CMA and lower than the Metro.

Of all areas compared, Dallas is currently fairing above both the state and the CMA in occupancy. Although this may not be considered great performance typically, it is considered positive for the current overall economic climate that certainly affects demand for hotel rooms. While the high density numbers might typically be of concern, the market supports these figures of current hotel development and they have historically performed well.

Using the average 7.8 rooms per 1,000 population and employment, the CMA is currently below this benchmark.

**Table 70: Hotel Room Density Comparison**

Geography	No. of Rooms	Total Population	Total Employment	Average Occupancy	Rooms/1,000 Population and Employment
State of Texas	502,845	28,959,501	13,483,092	64.7	7.66
Dallas MD	88,353	5,047,979	2,548,088	68.3	7.94
CMA	1,408	159,142	57,058	65.4	4.25

Sources: For Texas and Dallas lodging information: Source Strategies YE2019; for Population, NCTCOG, Copyright 2019 Tetrad Corporation

Based on the market supported continuance and potential increase of this ratio CDS has used the expected growth in population and jobs for the area as a determining factor that will spur demand for additional hotel rooms. The tables on the next page highlight the forecasted additional growth of population and employment presented previously from CDS and HGAC. Overall CMA hotel room demand is illustrated on the following page, Table 14. The CMA has negative demand thru 2027 based on the pipeline of under construction and proposed projects.

**Table 71: CMA Hotel Demand Projections**

	2020	2024	2027
Total CMA Employment	57058	62616	66786
Total CMA Population	159142	174592	186176
Total CMA Population + Employment	216200	237208	252962
Incremental CMA Population and Employment Growth		21008	15754
Incremental CMA Hotel Demand (7.8 Rooms/ 1,000 Pop. and Emp.)		164	123
Less Pipeline (CMA)		-136	-125
<b>CMA Demand</b>		<b>28</b>	<b>-2</b>

Sources: For Texas and Houston Region lodging information: Source Strategies; for Population, PCensus for Map Info, Copyright 2019 Tetrad Corporation, CDS

### Hospitality Conclusions and Findings

- The CMA has demand thru 2027 based on current forecasts and pipeline development but not enough to warrant the development of another hotel.
- Cedar Hill has one projects in the pipeline (136 rooms) the CMA has one also (125).
- The conference space is currently over-supplied based on current forecasts and pipeline development.
- CDS suggests that Cedar Hill study this market again in the next five years.



## **DOWNTOWN / TOWN CENTER DEVELOPMENT**

Demand for development and redevelopment in Cedar Hill’s historic downtown area, or another walkable mixed-use “town center” development elsewhere in the city, is generally dependent upon the same forces of market demand and supply that underlie the individual land uses analyzed in this report. That said, the development and occupants that provide the most suitable opportunities for generating a thriving and distinctive downtown / town center environment must account for some additional considerations.

### **Commercial / Retail Uses**

The realms of office and retail uses have undergone significant challenges in 2020 due to the COVID pandemic. Both uses, which would ordinarily be expected to be components of downtown / town center development and occupancy, were already undergoing change and challenges that the pandemic has accelerated or diverted. Much uncertainty remains as to what the post-pandemic outlook will be for these uses.

Nevertheless, these uses should still be considered as core elements for downtown / town center development in Cedar Hill. Key points for the nature of market demand for them in Cedar Hill are outlined below.

### **Dining / Restaurants**

- Dining is unquestionably a core business that brings activity and interest to the historic downtown or a town center development. While the demand for additional quantities of retail space overall is expected to be limited, the retail market analysis has recommended additional dining businesses in Cedar Hill. Field research indicated particular interest in non-national-chain establishments. Cedar Hill’s historic downtown is unlikely to meet the location criteria for these types of businesses in the near term, so the focus will need to be on independent establishments or specially adapted regional chains such as Babe’s.
- Restaurants are inherently high-risk businesses with elevated failure rates, and independent non-chain establishments have less capital to weather initial difficulties. One way to help mitigate the risk is to lower up-front capital costs. Landlords can participate in the costs of commercial kitchen elements such as venting and grease traps which are particularly expensive. Local economic development agencies can also consider helping in this manner. Cedar Hill’s historic downtown does not have much in the way of occupancy-ready space for new restaurants, so this may need to be a consideration as new construction will be required for additional dining establishments.
- Furthermore, local independent restaurants and retail businesses often use existing space rather than new construction because occupancy costs are lower, further mitigating their risk. New construction space generally is more expensive in terms of lease rates. This presents a challenge in the historic downtown because occupancy-ready commercial space is limited; Cedar Hill does not have the same quantity or quality of older building stock as cities such as McKinney or Grapevine. Restaurants can try to use outdoor seating areas, which may be less expensive to build out and operate, to mitigate costs. Outdoor seating has proven exceptionally popular during the pandemic, and may remain so going forward.

### **Consumer Market Changes, Challenges, and Opportunities**

- Cedar Hill lacks a large office base to generate weekday daytime customers for retail, personal services and dining. It would thus be reasonable to expect that the emphasis for business activity will need to be after 5:00 pm weekdays and on weekends. Most types of businesses in these categories that move into a downtown / town center environment will need to be willing to be open during these hours.
- Traditional hard goods / comparison goods retail has been undergoing a major shift due to competition from online shopping and successful discount retailers such as Ross / TJ Maxx / Marshalls and Walmart. Retail

landlords have been adapting by recruiting occupants that are more immune to such changes, including dining, health and fitness, medical, personal services (beauty and grooming for example), and “experiential” businesses. While the pandemic has created severe limitations for many such businesses, it is likely that they will remain a focus post-pandemic. Such businesses tend to be well-suited to a downtown environment, particularly if they can operate in smaller spaces.

- While the end goal of downtown / town center development in Cedar Hill could be to attract spending from outside the city, the primary market for retail, restaurants and entertainment will be Cedar Hill residents. Midlothian and Mansfield already have or are developing competitive downtown and/or town center environments, so Cedar Hill needs to focus on its own residential customer base for downtown businesses. This means these businesses will need to appeal to a middle class to affluent suburban African American customer, a large share of whom live east of US 67. The customer base from the higher-end western side of the city may have more disposable income but is a relatively smaller portion of the market.
- One way to help ensure that Cedar Hill’s downtown businesses are in tune with suburban African American market demand is to generate those businesses from the entrepreneurs who emerge from within that community. Independent startup retail and dining establishments will have all the same considerations for this community as exist for other independent businesses. However, they may face additional hurdles regarding access to capital and business management experience as compared to entrepreneurs that have invested in areas such as Bishop Arts in Dallas. A model that lowers the cost of entry and coupled leasing with business coaching such as what developer Monte Anderson has done in his DeSoto marketplace, which primarily serves local African American entrepreneurs, is one model. Anderson has also used owned rather than leased spaces to facilitate financing for independent retail businesses. A mix of attentive private and public sector initiatives, which may have to include access to capital programs, may be needed to foster startup retail, restaurant, and service businesses which could find a downtown / town center setting appropriate to serve their market.
- The visitor volume coming to the area for nature- and outdoor-based activities (Cedar Hill State Park for example) could represent a market to tap into but will take effort to develop an explicit connection. Currently the locus of such activities appears to be off FM 1382 in northwest Cedar Hill rather than the Belt Line area which is adjacent to the historic downtown. Without intentional programming, marketing, and possibly even physical infrastructure (trails etc.), it may be difficult to lure visitors to the historic downtown area. The Hillside Village area will be an easier lure logistically, though it currently lacks unique or independent retailers and dining that would be more likely to induce collateral spending. One angle would be to encourage nature- or outdoors-oriented specialty businesses that might appeal to that visitor market. However, the existing residential population may not yet be a strong enough cultural fit to provide a satisfactory base of market support.

### ***Nighttime, Culture, and Entertainment***

- Drinking establishments (often part of or related to dining) and entertainment venues should also be part of the business mix. As daytime population is limited, such businesses can take advantage of the residential population during evening hours.
- Since alcohol consumption regulations in Cedar Hill were only recently loosened, there has yet to be a substantial nightlife scene in Cedar Hill. Population estimates are of more than 10,000 young adults age 21 to 34 in Cedar Hill alone and roughly 80,000 in the inner suburban areas of southern Dallas County. Older adults will also support such establishments; the recently established wine bar is an example of a business that can target this population.

- CDS' research contacts with community members indicate that the cultural environment in Cedar Hill is underdeveloped. This encompasses both smaller scale activities and larger events and venues. This provides a market opportunity for the historic downtown or a town center to attract visitation to address this market gap. Adult-oriented programming could attract potential customers for happy hours and evenings on weekdays and weekend nights, while family-oriented activities could do the same for weekend days and sometimes on weekdays. The planned public "lawn" area of the historic downtown could provide a physical setting appropriate for this programming. Furthermore, having businesses such as nightclubs with live entertainment would also add cachet and diversity of entertainment options. Partnerships may need to be developed with local cultural and artistic organizations (not necessarily already located in Cedar Hill) to ensure a pipeline of participants and activities.
- Ideally, Cedar Hill could develop as a magnet for artistic or cultural activities and attractions for the southern suburbs that does not yet exist, with the historic downtown or a town center as the focus of a "hip" area that attracts interest from beyond Cedar Hill. While such development requires a certain level of organic community entrepreneurialism, facilitation and nurturing from community organizations would likely help. In addition, to the extent artistic or cultural businesses and organizations could be viewed as potential occupants of commercial spaces, the occupancy agreements would need to be reduced / subsidized or relatively forgiving in some way so as to avoid imposing unsupportable costs on them.

### **Office Space**

- The market analysis for office space in Cedar Hill indicated that development of large-scale office buildings was not likely supportable in the near to middle term, but demand would continue from smaller tenants. This type of growth meshes well with a suburban downtown or town center mixed-use setting. The Ruiz project on Belt Line west of the historic downtown is an example, albeit one with very small tenants who are also receiving technical assistance. The building, just two stories and surface parked, is of a style that enables relatively affordable lease rates. Office space of this scale would be typical of what could be supportable in Cedar Hill. Furthermore, it can easily be mixed with retail space, either as second or third floor space, or even in first floor space that is versatile for either retail or office use.
- The Ruiz project also shows the value of nurturing local white-collar entrepreneurs, similar to what may be needed with locally generated retail / service businesses. An office facility with "micro-tenants" such as those Ruiz is accommodating could graduate to larger spaces elsewhere within the downtown / town center.

### **Summary – Commercial / Retail Uses**

Given the nature of the Cedar Hill economy and findings of the market analysis, plus the lack of much existing ready-to-occupy commercial space in the historic downtown, CDS would recommend small buildings, not more than 20,000 square feet each, and of a style that is relatively affordable to construct – not more than three stories and surface-parked. These buildings should not be brought to market until the Village Crossing project has had a chance to lease up.

Some ground floor space could be dedicated to food and beverage service but given the transformation of this sector since the COVID pandemic, CDS recommends not more than 6,000 to 8,000 square feet of indoor space for such uses per building. Outdoor patios should be considered almost mandatory and will also do much to add to the character and vibrancy of the district.

The rest of the space can be marketed to either retail / service or office tenants.

CDS recommends not adding more than one such property at a time to allow reasonable absorption of the space.

A program that works with landlords, the EDC, and other community organizations to assist and educate independent startup businesses that would occupy this commercial space should be considered.

Social and cultural programming in public areas and cooperatively inside businesses will be important to generate customer traffic and exposure to local populations that might not otherwise patronize the district. The emphasis should be on weekday happy hours and evenings and both daytimes and evenings on weekends.

## Residential Uses

Cedar Hill already has an example of new residential development in its historic downtown – The Lilacs rental duplexes, which appear to have been successful despite relatively high lease rates. Other market opportunities exist for additional housing.

### Rental Housing

The rental apartment market in Cedar Hill is strong and looks to remain so, though there is potentially considerable new supply that may be added in the near term. Nevertheless, additional Lilac-sized projects of 20 units or less would likely be successful in a downtown / town center setting and achieve similarly high lease rates. These could be additional rental duplexes, attached townhomes, or courtyard homes.

It is unclear whether sufficiently large sites exist for a full-scale multifamily rental complex in the historic downtown. If so, such a project should likely hold off until new near-term developments such as those proposed in the Walton project have reached stabilization. A new-build town center development should consider including such a multifamily project, though again it may need to wait to open until other near-term projects have stabilized.

### For-Sale Housing

The market analysis was also optimistic about demand for single-family for-sale homes in Cedar Hill. Single-family residential development in a downtown or town center setting is typically of a denser configuration than in a stereotypical suburban subdivision, with smaller lot sizes and sometimes attached townhome or rowhouse configurations. The pricing increases that occurred in the Midtowne project in Midlothian indicate that demand for architecturally distinctive and well-designed infill homes in an “urban village” setting, even on smaller lots, can be strong in the southern suburbs.

CDS is of the opinion that this kind of product should be successful in a downtown / town center in Cedar Hill as well, though pricing should at least start out competitively with other suburban-style development at first (predominately in the \$300,000s) for similar interior square footage and finishes albeit on smaller lots. It is likely that a development of these type of homes will likely be in “pods” of 10 to 20 lots at a time given property configurations in the downtown area. CDS would recommend that more commercial revitalization and public area improvements, such as the planned street and plaza construction, occur before undertaking sales of homes or lots.

An urban infill single-family development should ideally use urban design principles that reinforce the walkable and mixed-use nature of the historic downtown or a new town center; the overall district will benefit. This means that a gated and walled development should be discouraged; the Midtowne Midlothian model of new infill streets is much more desirable.

CDS does not find for-sale multifamily condominiums to be a strong product yet in the historic downtown or a town center. This product type may become viable in the longer term once a complete and more vibrant downtown or town center environment has been achieved.



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