



SUNBELT
DEVELOPMENT & REALTY PARTNERS, LLC

May 2024

BROKER PRICE OPINIONS

YOUR LAND'S VALUE IN TODAY'S MARKET

www.sdrp.com



What is a Broker Price Opinion? Why do you need one now?

A Broker Price Opinion (BPO) is an estimate of a property's market value. A BPO must be developed by a licensed real estate broker to be legally compliant. A Broker Price Opinion differs from an appraisal. A BPO is best suited to estimate the likely sales price, determine a property's listing price, and may include a marketing plan. An appraisal is used to obtain financing and can only be prepared by a licensed appraiser.

More importantly, the appraised value may be significantly different than the market price and appraisals typically require several weeks to produce by a third party, versus 3 – 5 days for a BPO.

± 0.52 AC RESIDENTIAL VACANT LAND

LAND - LAS VEGAS, NV

RECOMMENDED LIST PRICE
\$7,550,000

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BPOs are based on the professional acumen of the broker assessing the property, and they are inherently subjective. Consequently, the experience of the broker preparing the BPO is an important consideration for a property owner. By comparison, a high-volume broker that handles a sales volume of over \$100 million annually across 50 transactions is more qualified than an agent that does less. Opinions vary in content, substance, and length. A comprehensive BPO provides the analytical framework to determine a property's true market value.

Assessing past sales (often referred to as a comp analysis) is an important component of a BPO. However, a comp analysis does not provide a comprehensive assessment, because other important factors are involved in an accurate determination of value.

COMPARABLE SALES

Subject	APN	SIZE	ZONING	PRICE	PRICE/ACRE	SALE DATE
Comp 1	170-37-004-0276	0.57	RNP	\$	193,000	04/05/2022
Comp 2	170-37-004-0276	0.57	RNP	\$	193,000	02/22/2022
Comp 3	170-37-004-0276	0.59	RNP	\$	204,000	02/22/2022
Comp 4	170-37-004-0276	0.59	RNP	\$	200,000	02/22/2022
Comp 5	170-37-004-0276	0.51	RNP	\$	295,000	02/22/2022
Average Price/Acre					\$494,618	

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In addition to comps, a thorough BPO contains visual references and geographic comparisons to assess a property's physical characteristics - drainage, access to utilities, topological issues, water rights, easements, etc. Well-informed submissions also provide insight into zoning, entitlements, legal issues, and the property's sensitivity to economic conditions.

DEMOGRAPHICS & ZONING MAP

	1 Mile	3 Mile	5 Mile
Population	7,645	121,370	335,826
Households	2,726	45,265	125,987
Average Household Income	\$113,357	\$78,607	\$76,151

Average Annual Daily Traffic:

N Durango Dr:	16,000 per day
Ann Rd:	14,600 per day

Rural Estates Residential [2 Units per Acre] (R-E) - This district is established for areas particularly suited for low density residential uses and to the raising of crops and of a limited number of animals.

"RNP-1" means an area designated within any of the various adopted land use plans and guides as an area where low density residential, not to exceed 2 dwelling units per acre, is to be preserved along with the rural character of the area

Information is deemed to be reliable but is not guaranteed. The Buyer should conduct an independent investigation to determine the suitability of the property.

DYLAN WOLF
P: 702.365.5312
C: 725.243.8372

DYLAN@SDRP.COM
WWW.SDRP.COM
LICENSE BS.0146464

Why do you need an informed Broker Price Opinion now?

As of mid-2024, the Federal Reserve's last interest rate hike was in July 2023, achieving a range of 5.25%-5.5%. Current discussions focus on the possibility of rate cuts due to an improved but cautious economic outlook.

In Las Vegas, despite a cooling in residential sales, the influx of new residents continues to drive demand, with Clark County's population projected to reach 3.02 million by 2035.

The industrial real estate market remains strong, with high leasing rates and low vacancies. Developers, taking a long-term view, continue to acquire land, bolstered by Las Vegas's strategic location, absence of state income tax, and sustained economic opportunities.

Developers operate with a longer-term view because they require 12 – 18 months to build their properties – after they acquire fully entitled land. This means developers are purchasing land now. In March 2024, 54 properties were sold for more than \$575,000 per acre.

Taken together, our view is this – the economic slowdown is real, but temporary. Developers remain bullish about their prospects in Southern Nevada. Why? Because residential real estate prices are comparatively low, there are industrial opportunities abound and there are plentiful employment opportunities here. Las Vegas is strategically located. There is no state income tax, and developers will continue to make money in Las Vegas.

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We welcome the opportunity to provide you with a Broker Price Opinion. This document includes a market analysis and an independent opinion of value.

Contact Bill Lenhart, Founder & CEO, to indicate your interest - bill@sdrp.com, or by phone at **702-530-8007**.



Sunbelt Development & Realty Partners

\$2 BILLION

in land sold in Southern Nevada

25,000 ACRES

of land sold in Southern Nevada

35+

Years experience

During the past 35 years we have brokered more than \$2 billion in land in Southern Nevada. Our clients are some of the most prominent brands in the real estate industry – DR Horton, Lennar, Beazer, Toll Brothers, and more.

In this time, we have sold more than 25,000 acres of property. As a high-volume brokerage (with our own land portfolio) we know what developers will pay. We know because they engage our firm to identify properties on their behalf.