

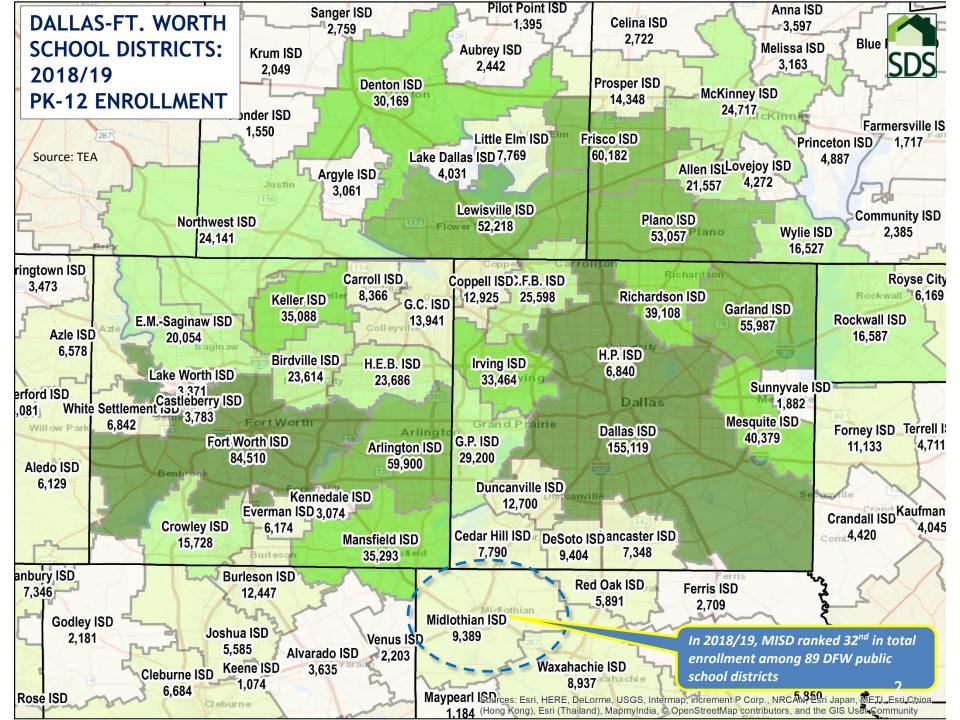
Midlothian ISD

District Demographics Update

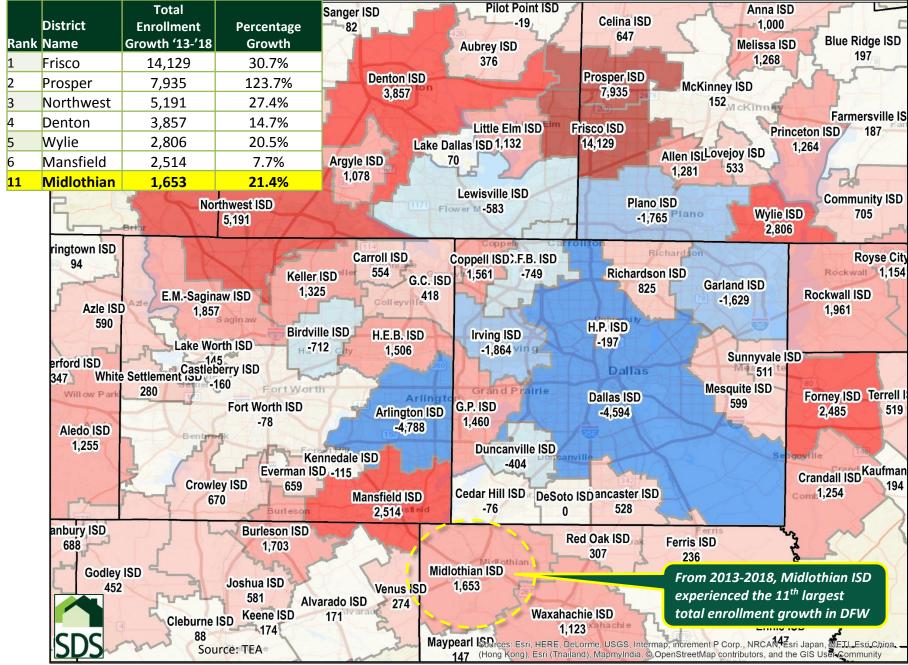
2Q 2019

October 21, 2019





DFW SCHOOL DISTRICTS: 5-YEAR ENROLLMENT GROWTH (FALL 2013-FALL 2018)



© School District Strategies

GROWTH DRIVERS: EMPLOYMENT GROWTH

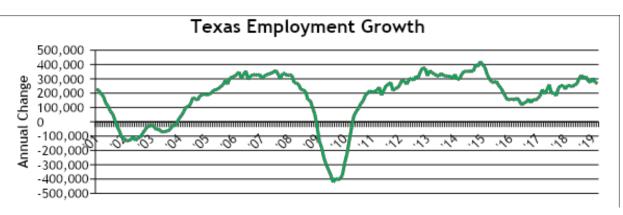
YoY Job growth

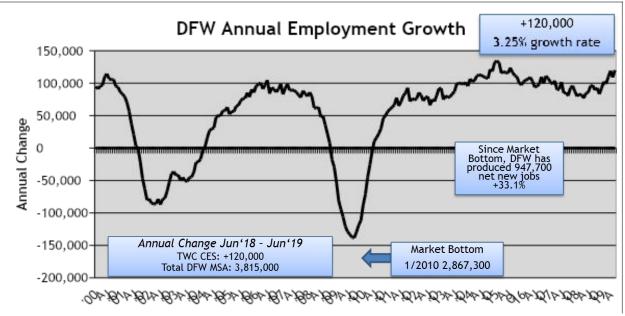
June 2018 - June 2019 United States

- +2.25 million +1.50% *Texas*
- +315,600 +2.51%

Annual Job Growth in Major Texas Markets (June 2019)

- DFW +120,000
- Houston +82,900
- Austin +22,800
- San Antonio +13,600



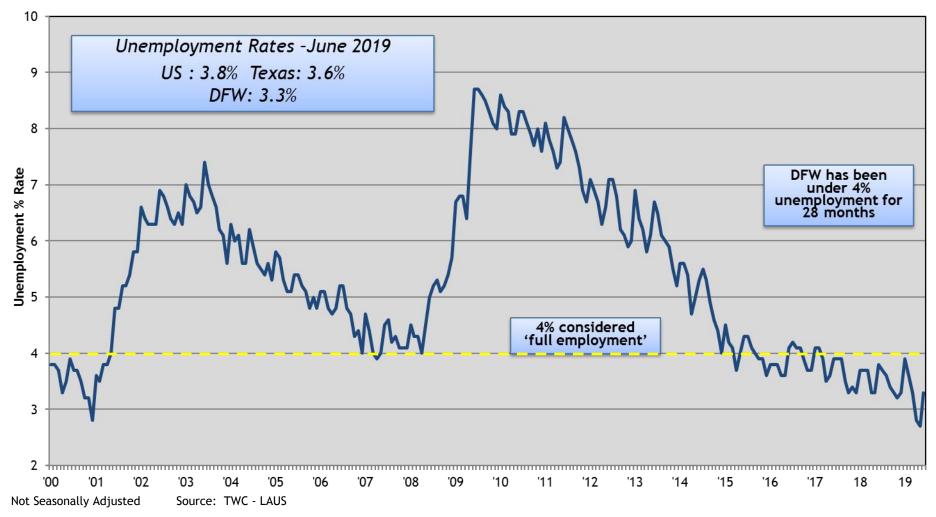


Source: TWC - CES (Not Seasonally Adjusted)



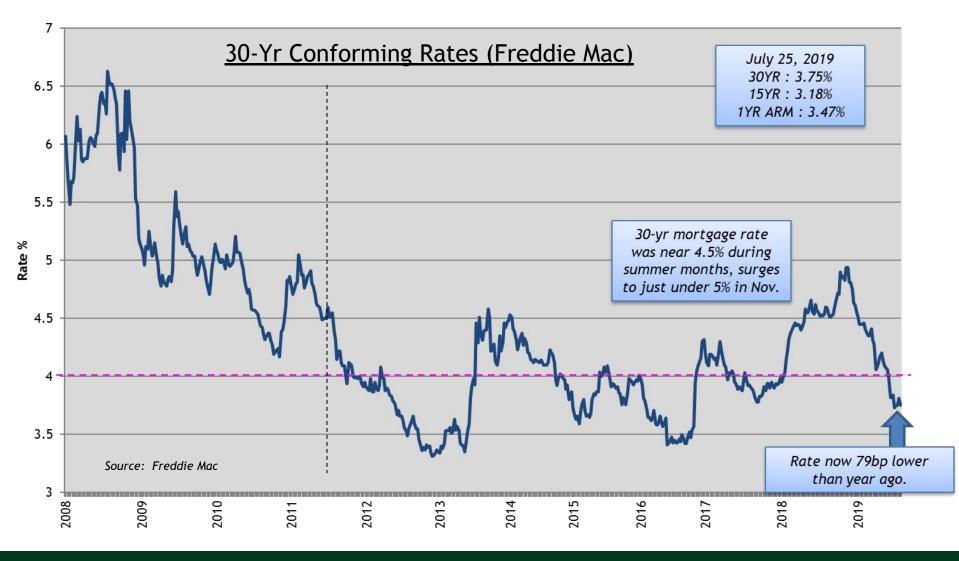
GROWTH DRIVERS: DFW UNEMPLOYMENT TREND

DFW Unemployment Rate





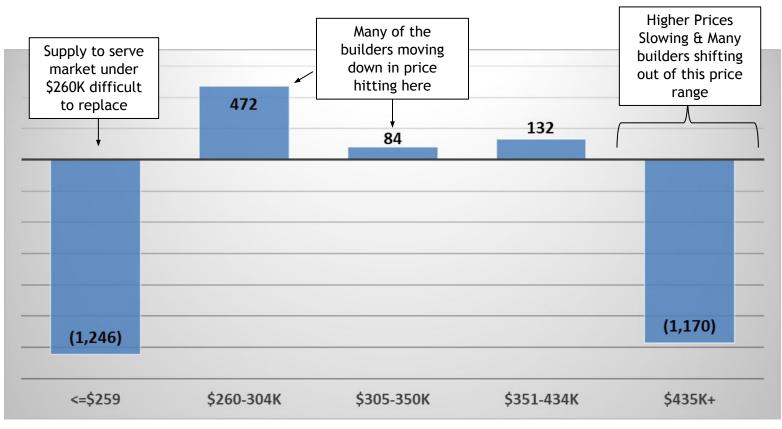
GROWTH DRIVERS: LOW MORTGAGE RATES





MARKET TRENDS: BUILDERS SHIFTING DOWN IN PRICE

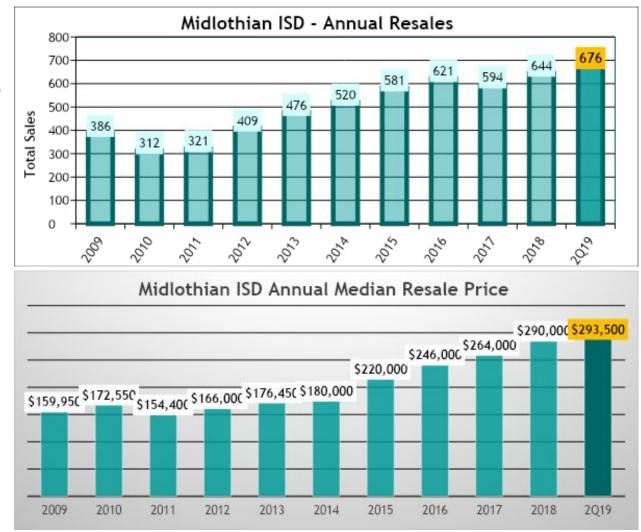
DFW: CHANGE IN ANNUAL STARTS BY PRICE 2Q19 vs. 2Q18





MIDLOTHIAN ISD PRE-OWNED HOME SALES

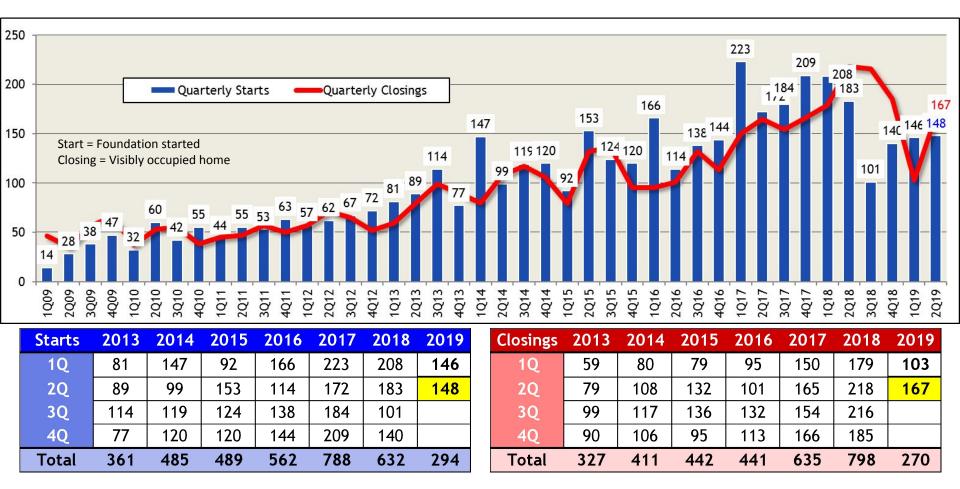
- 676 total resales in the district 3Q18-2Q19 (+8.9% YoY)
- Since 2015, MISD has seen an average of 623 pre-owned home sales per year
- MISD's median resale sold price is currently a record \$293,500 (+7.7% vs. YoY)
- DFW's median resale sold price 3Q18-2Q19 is \$276K (+2.2% YoY)



Source: NTREIS – SF detached, non-builder sales only



MIDLOTHIAN ISD QUARTERLY NEW HOME CONSTRUCTION

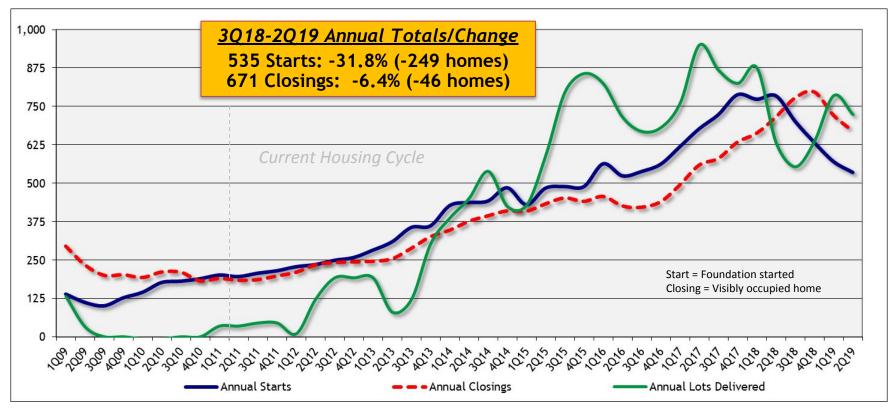


 Builders started 148 and closed 167 new homes in the district during the 2nd quarter of 2019





MIDLOTHIAN ISD ANNUAL NEW HOME CONSTRUCTION & NEW LOT DELIVERIES



- As expected, new home starts in the district have slowed as several top producing neighborhoods have run out of lots and developers work to deliver new phases/locations
- 535 annual starts over the past 12 months represents a 31.8% decline year-over-year
- Annual closings fall back to 671 homes during 3Q18-2Q19, a 6.4% decrease vs. a year ago
- Developers delivered 724 new single-family residential lots in MISD over the past 12 months



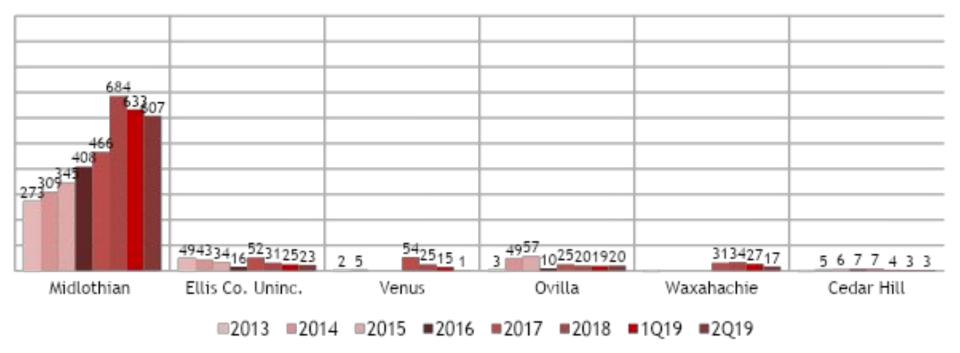
DFW SCHOOL DISTRICT RANKINGS BY NEW HOME CLOSINGS 3Q18-2Q19

Rank	District	Annual Starts	Annual Closings	Median New Home Price				12
1	Prosper	2,563	2,986	\$418,782				
2	Denton	2,463	2,348	\$314,516				F
3	Frisco	2,078	2,137	\$463,668				and the second
4	Northwest	1,822	1,813	\$321,372				McKinney
5	Eagle Mountain-Saginaw	1,689	1,559	\$270,517	/			
6	Little Elm	1,032	1,339	\$371,252	Flow	er-Mound		
7	Lewisville	1,248	1,237	\$435,044	7			
8	Forney	1,241	1,180	\$262,281	100			
9	Crowley	889	952	\$259,983				Garland
10	McKinney	734	918	\$379,268	8207			
11	Dallas	981	915	\$338,769	1		De	3Q18-2Q19, Midlothia
12	Mansfield	921	878	\$390,452	Fort Wo	Arlingto	1	ISD ranked 16 th in tota
13	Rockwall	787	865	\$380,280	Y		A-A.	new home closings
14	Wylie	629	776	\$398,959	T			compared to the other 89 DFW school district
15	Royse City	785	714	\$266,298	1	1	Cedar Hill	
16	Midlothian	535	671	\$394,837	Κ	Ver 1		3rd most active marke
17	Allen	592	648	\$468,341				on the southside of
18	Ft. Worth	711	621	\$294,235				DFW behind Crowley ISD and Mansfield ISD
19	Melissa	586	606	\$330,994	5		Waxah	ach
20	Waxahachie	556	571	\$298,218	ourne	5	15	



MISD NEW HOME CONSTRUCTION BY CITY SECTOR

Annual NEW HOME CLOSINGS IN Midlothian ISD BY CITY SECTOR



□ 91% of district closings over the past year occurred in City of Midlothian





MIDLOTHIAN ISD TOP PRODUCING NEW HOME SUBDIVISIONS 3Q18-2Q19 (Ranked by Annual Closings)

Rank	Subdivision	Annual Starts	Annual Closings	Projected Build-Out	Elementary	Middle	High
1	Lawson Farms (all)	57	129	2020	Miller	Frank Seale	Midlothian
2	Windermere Estates	2	72	2019	Baxter	Walnut Grove	Midlothian
3	Four Trees	52	41	2021	McClatchey	Walnut Grove	Heritage
4	Kensington Park North	13	40	2019	Baxter	Walnut Grove	Heritage
5	Dove Creek	59	39	2025	Mt. Peak	Frank Seale	Midlothian
6	The Grove	34	38	2025	Baxter	Walnut Grove	Heritage
7	Autumn Run	16	33	2023	Irvin	Frank Seale	Midlothian
8	Legacy Estates	25	29	2022	Longbranch	Walnut Grove	Heritage
9	Long Branch Estates	12	26	2020	Longbranch	Walnut Grove	Heritage
10	Bryson Springs	50	23	2020	McClatchey	Walnut Grove	Heritage
11	Hillstone Estates	23	19	2020	Miller	Frank Seale	Midlothian
12	Billingsley Farms	1	19	2019	McClatchey	Walnut Grove	Heritage
13	Skyview	0	19	2019	Irvin	Frank Seale	Midlothian
14	Mockingbird Springs	17	18	2022	Longbranch	Walnut Grove	Heritage
15	Bob White Estates	3	17	2019	Longbranch	Walnut Grove	Heritage

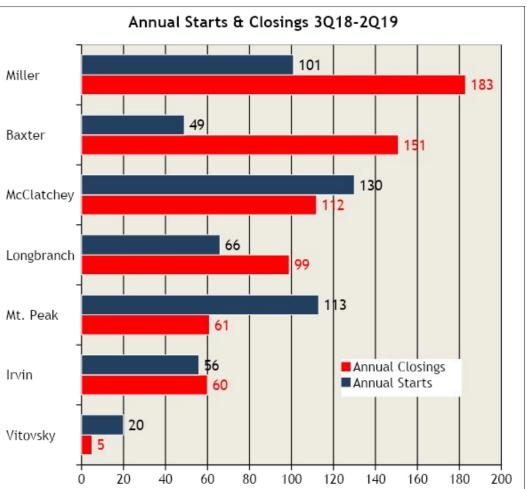
• 4 of the top 6 producers are in the Baxter and Miller attendance zones

 <u>9 of the top 15 subdivisions are expected to be built out by Y/E 2020</u>; activity will be shifting to several new locations over the next two years



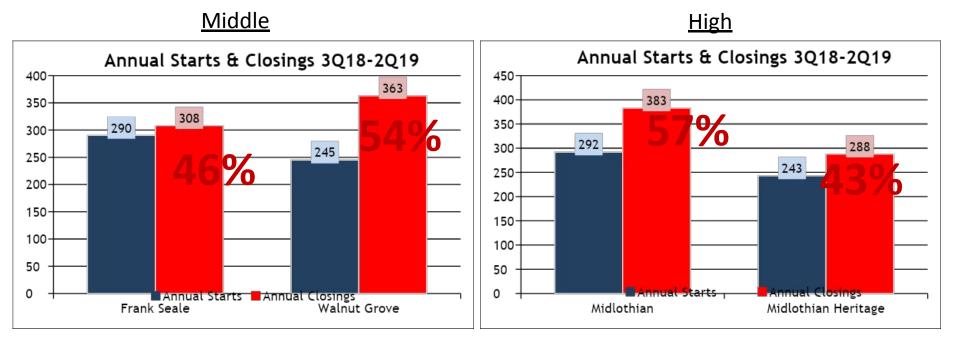
MIDLOTHIAN ISD NEW HOME CONSTRUCTION ACTIVITY BY ELEMENTARY ATTENDANCE ZONE

- The Miller ES zone continues to see the most new home closings with another with 183 homes occupied over the past year
- Baxter ES zone remains the 2nd most active with 151 closings 3Q18-2Q19
- Starts in the Miller and Baxter zones are declining due to a lack of new lots
- The McClatchey ES zone climbs to 3rd most active with 112 closings
- McClatchey ES zone is currently seeing the most annual starts followed by the Mt. Peak ES zone





MIDLOTHIAN ISD NEW HOME CONSTRUCTION ACTIVITY BY MIDDLE AND HIGH SCHOOL ATTENDANCE ZONES

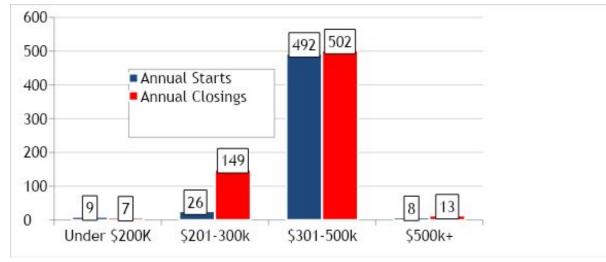


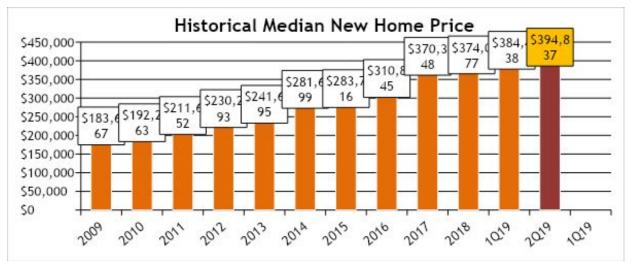
- Over the past year, the Walnut Grove attendance zone has produced more new home closings than the Frank Seale zone (3Q17-2Q18 was 59% Seale and 41% WGMS)
- Likewise, the Heritage HS attendance zone has seen more new home activity over the past year compared to the same period a year ago



DISTRICT MEDIAN NEW HOME PRICE HISTORY

- 93.5% of the district's new home starts are located in subdivisions with average base pricing over \$300K
- District's median new home price increases to a record <u>\$394,837</u> during 3Q18-2Q19 (+5.3% Y-o-Y)
- DFW's Median New Home Price now \$348,122 (+0.9% Y-o-Y)









- □ <u>No new lots delivered in 2Q 2019</u>
- 1,332 vacant developed lots available as of 2Q19 (29.9 month supply)

ATC UNDED DEVEL

<u>687 future lots under development as June 2019</u>

LOTS UNDER DEVELOPMENT 2Q 2019											
Subdivision	Section (s)	Lot Width (s)	Lots Under Development	Attendance Zones	City						
Autumn Run	4	70'	17	Ir∨in/Frank Seale/MHS	Midlothian						
Britton Riness Addition	1	75'	7	Vitovsky/Frank Seale/MHS	Mansfield						
Coventry Crossing	2 & 3	50', 60', 70', 100'	133	Mt. Peak/Frank Seale/MHS	Midlothian						
Greenway Trails	1, 1A	60', 65', 72'	168	Vitovsky/Frank Seale/MHS	Grand Prairie-South						
Legacy Estates	ср	150'	52	Longbranch/Walnut Grove/Heritage	Midlothian						
Patriot Estates	7-MISD	50'	97	Vitovsky/Frank Seale/MHS	Venus						
Prairie Ridge	1A, 2B	53', 60'	180	Vitovsky/Frank Seale/MHS	Grand Prairie-South						
Summit at Lake Ridge	22-B	130'	33	Vitovsky/Frank Seale/MHS	Cedar Hill						

OD

*Blue = New or updated in 2Q19



MIDLOTHIAN ISD APARTMENT DEVELOPMENT

□ <u>613 apartments in-process in MISD</u>

Name	Total Units	City	Attendance Zones	Status
The Julian at South Pointe	225	Mansfield	Vitovsky/Frank Seale/MHS	Now leasing/Under construction
Mark on Walter Stephenson	236	Midlothian	Irvin/Frank Seale/MHS	Under development
Lakeside Villas	152	Midlothian	Vitovsky/Frank Seale/MHS	Under development



MISD PROPOSED RESIDENTIAL PROJECTS

(not currently active/under development)



Baxter ES Zone:

- Redden Farms (793 lots)
- **Z12-2019-92 (Bloomfield Tract north of Parkside Estates/70 lots)

Longbranch ES Zone:

- Diamond J Ranch (+/- 2,700 lots)
- Hayes Crossing (330 lots)
- Mockingbird Farms (4 lots)
- Shady Valley Estates (115 lots)
- Wind Ridge (182 lots)
- Sagebrush (68 lots)

Mt. Peak ES Zone:

- Brandi Ridge (105 lots)
- Southpointe (35 lots)
- Jordan Run Ph. 4 (75 lots)

Irvin ES Zone:

Z11-2015-48 (67 lots)

Miller ES Zone:

**Midlakes Estates (Total lots TBD)

McClatchey ES Zone:

- Stonewood Lake Estates (143 lots)
- Azalea Hollow (formerly Wilson Crossing): 111 lots

Vitovsky ES Zone:

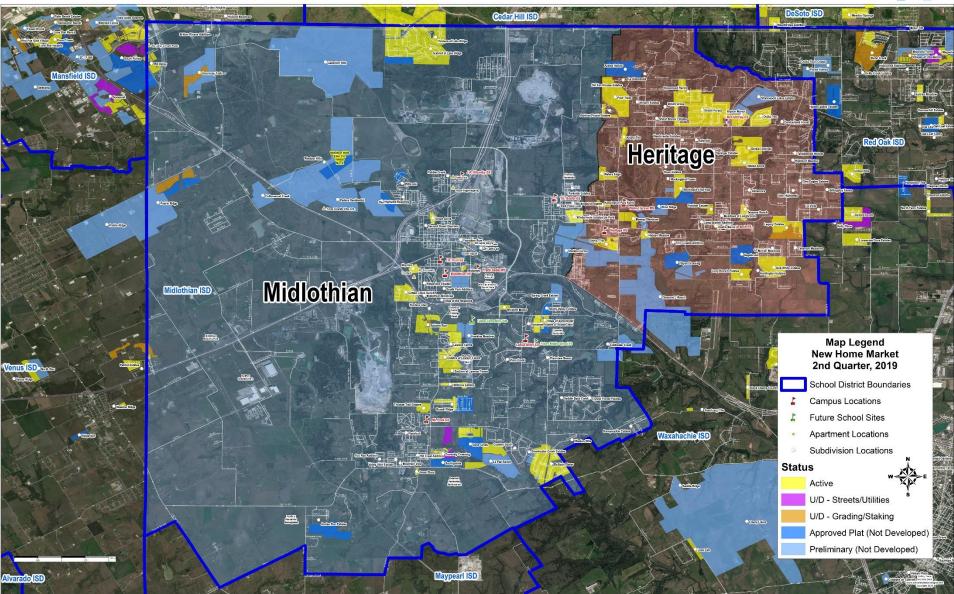
- Windsor Hills (Ellis Co. FWSD No. 2) -527 lots
- Lakeview Hills (4,077 lots)
- Highland Meadows (881 lots)
- Cottonwood Creek (325 lots)
- Padera Residential 214 50's & 70's
- South Pointe (Ph. 8A) 67 lots
- **Westside Preserve (772 lots)

*Blue = New or updated in 2Q19 **Will be included with 3Q19 report



Midlothian Independent School District







MIDLOTHIAN ISD RESIDENTIAL LOT INVENTORY BY ELEM. ZONE

Attendance Zone	Annual Starts	Developed Lots Remaining (VDL)	Future & Prelim Planned Single Family Lots	
Baxter	49	41	969	0
Irvin	56	227	615	236
Longbranch	66	298	3,639	0
McClatchey	130	127	340	0
Miller	101	228	36	0
Mt. Peak	113	111	613	0
Vitovsky	20	300	8,165	377
Total	535	1332	14,377	613

<u>VDL</u> = Vacant developed lot (i.e. a fully developed lot w/ a paved street in front of it)

<u>Future</u> = Lots from subdivisions with approved final plats; could be raw land or currently under development

<u>Prelim</u> = Lots from projects currently at the preliminary platting stage or conceptual design stage



MIDLOTHIAN ISD RESIDENTIAL LOT INVENTORY BY MIDDLE AND HIGH SCHOOL ZONE

SDS

Middle School Attendance Zone

Attendance Zone	Annual Starts	Developed Lots Remaining (VDL)	Future & Prelim Planned Single Family Lots	Planned Future Apartment Units
Frank Seale	290	866	4,651	613
Walnut Grove	245	466	9,726	0
Total	535	1,332	14,377	613

High School Attendance

Zone

Attendance Zone	Annual Starts	Developed Lots Remaining (VDL)	Future & Prelim Planned Single Family Lots	Planned Future Apartment Units
Midlothian	292	866	10,441	613
Midlothian Heritage	243	466	3,936	0
Total	535	1,332	14,377	613

Aerial Photos July 3, 2019



GREENWAY TRAILS



SH 360 Toll

Ν

MILL VALLEY/JULIAN APARTMENTS

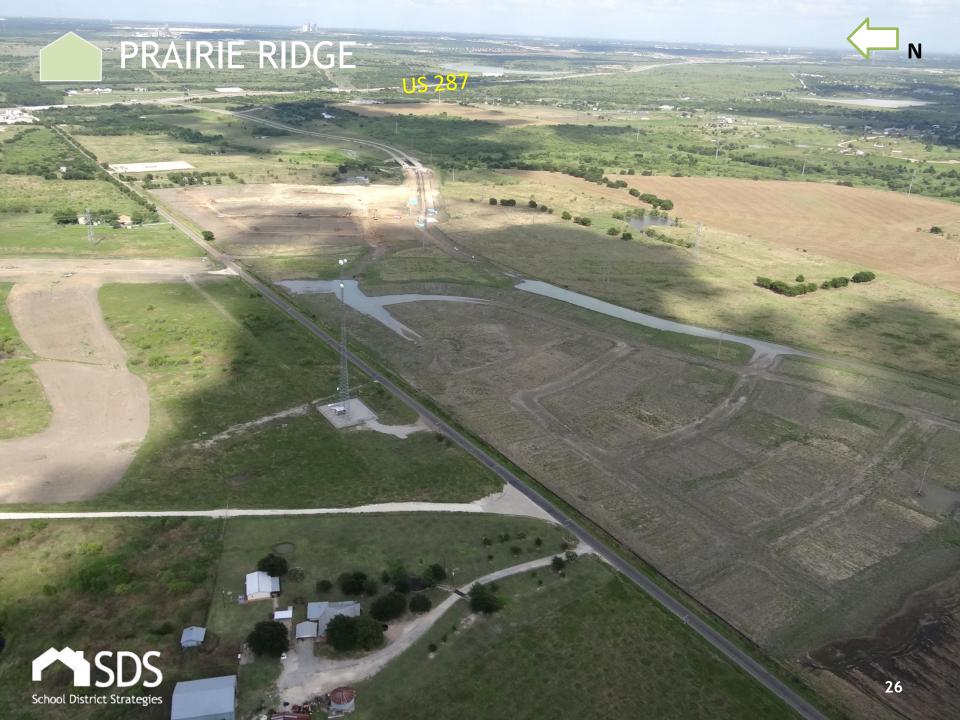
Mansfield IS

Midlothian ISD



SH 360 TOLL

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THE MARK ON WALTER STEPHENSON APARTMENTS

Skyview Duplexes



N

AUTUMN RUN

100



N

HAWKINS MEADOW

ANTES

S. 14th St. Extension

Future Elem. Site

FM 663-

<u>Builders</u>: Gehan First Texas

School District Strategies

SH 287

LAWSON FARMS (South Side/April 2018)

N

FM 663

- P



LAWSON FARMS (South Side)



THOMAS TRAIL ESTATES



Ν

COVENTRY CROSSING / DOVE CREEK



McAlpin Road

N

LA PAZ RANCH NORTH





THE GROVE

Future Phase



Ν

Future Redden Farms

MASSEY MEADOWS

<u>Potential Builders</u>: Antares J. Houston Bloomfield



N

Walnut Grove Rd.

LEGACY ESTATES

CARLO CARLO CARLON

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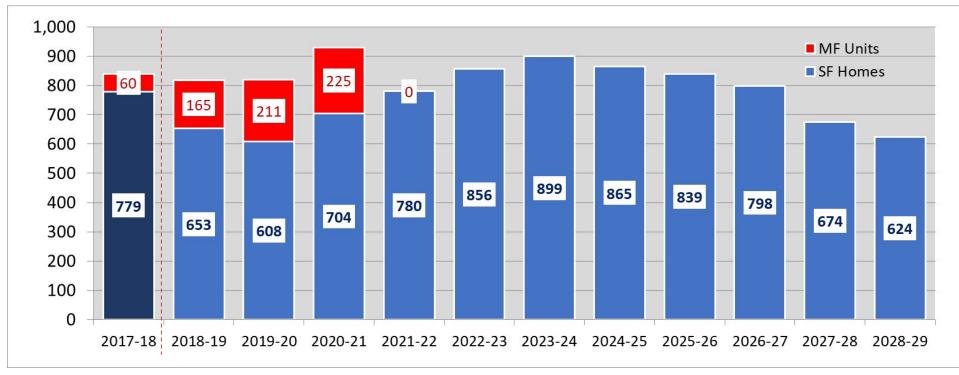
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MIDLOTHIAN ISD NEW HOME CONSTRUCTION CLOSINGS FORECAST FALL 2019-2028 (MODERATE SCENARIO)



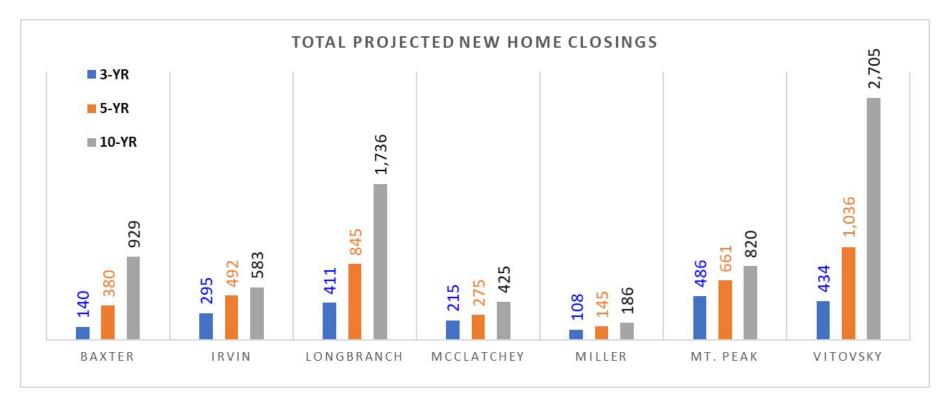
Annual periods represent 4Q-3Q

- The pace of annual new home occupancies is projected to slow down over the next two years as popular subdivisions build-out and new lots are delivered
- Under the Moderate Scenario, MISD is projected to average 769 new home closings per year over the next 5 years and could produce approximately 3,847 total new homes by Fall 2024
- D Planned apartment developments are expected to be constructed and leased out by 2022





MIDLOTHIAN ISD NEW HOME CONSTRUCTION CLOSINGS FORECAST BY ELEMENTARY ATTENDANCE ZONE



□ The Mt. Peak, Vitovsky, Longbranch, and Irvin zones are expected to be the most active areas for new home construction over the next 3-5 years

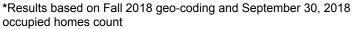


MISD RESIDENTIAL STUDENT YIELDS

- Single-family (SF) homes in the district typically average of 0.73 students per home (includes built-out subdivisions)
- Currently active new home subdivisions are producing an average of 0.75 students per home with a higher yield at the elementary and middle school levels (0.37 ES, 0.19 MS, 0.19 HS)

Attendance Level	2015 SF Yield	2016 SF Yield	2017 SF Yield	2018 SF Yield
PK-5 th	0.32	0.36	0.36	0.34
6 th -8 th	0.18	0.18	0.17	0.17
9 th -12 th	0.23	0.24	0.24	0.22
District	0.74	0.78	0.77	0.73

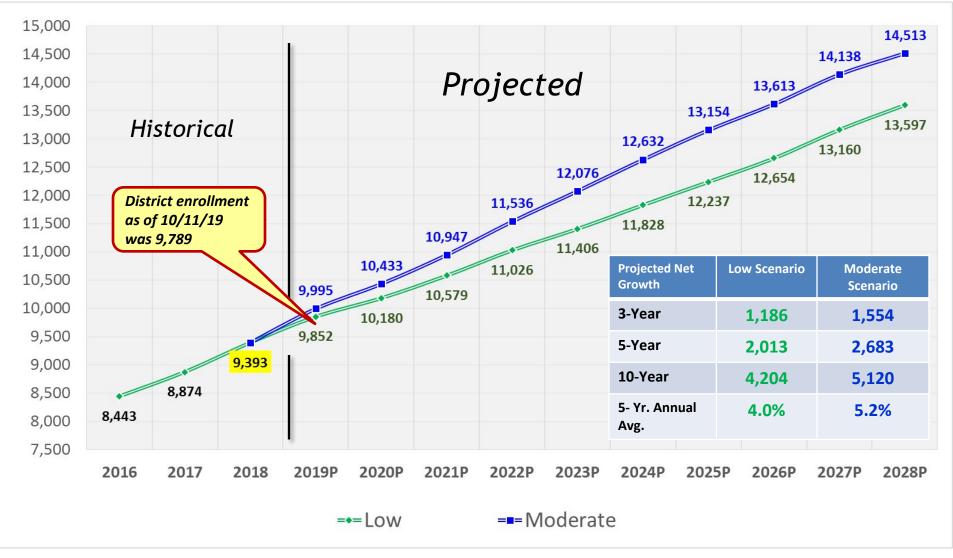
In 2018, district apartment units are yielding an average of <u>0.31 students per unit</u>
 2017 = 0.34
 2016 = 0.32
 2015 = 0.30 *Results based on Factoria





MIDLOTHIAN ISD 10-YEAR ENROLLMENT PROJECTIONS





ELEMENTARY CAMPUS PROJECTIONS VS. CAPACITY



Midlothian ISD - Campus	Historical			Proje	ected Fall S	napshot <u>E</u>	nrollment (1Q19) DI	RAFT		
Projections (Moderate Scenario)	2018/19	2019/20	2020/21	2021/22	2022/23	2023/24	2024/25	2025/26	2026/27	2027/28	2028/29
Baxter Elementary		10	us Capacity								
Total Enrollment	631	566	587	591	610	642	678	714	743	787	811
Capacity Utilization	84%	75%	78%	79%	81%	86%	90 %	95 %	99%	105%	108%
Space Remaining	119	184	163	159	140	108	72	36	7	-37	-61
Irvin Elementary	GR1	Camp	us Capacity	= 750							
Total Enrollment	338	640	669	715	742	752	780	795	791	789	790
Capacity Utilization	45%	85%	89%	95%	99%	100%	104%	106 %	105%	105 %	105 %
Space Remaining	412	110	81	35	8	-2	-30	-45	-41	-39	-40
Longbranch Elementary		Cam p	us Capacity	= 750	7						
Total Enrollment	594	636	680	734	827	907	978	1,039	1,106	1,169	1,205
Capacity Utilization	79%	85%	91%	98%	110%	121%	130 %	139%	147%	156%	161%
Space Remaining	156	114	70	16	-77	-157	-228	-289	-356	-419	-455
Miller Elementary		Cam p	us Capacity	= 750							
Total Enrollment	718	683	692	692	697	704	707	712	714	715	714
Capacity Utilization	96%	91%	92%	92%	93 %	94%	94%	95 %	95%	95%	95 %
Space Remaining	32	67	58	58	53	46	43	38	36	35	36
Mt. Peak Elementary		Camp	us Capacity	= 750							
Total Enrollment	733	692	740	774	822	861	881	898	911	920	926
Capacity Utilization	98%	92%	99%	103%	110%	115%	117%	120%	121%	123%	123%
Space Remaining	17	58	10	-24	-72	-111	-131	-148	-161	-170	-176
Vitovsky Elementary		Camp	us Capacity	= 750							
Total Enrollment	654	662	720	771	843	926	1,034	1,168	1,294	1,428	1,550
Capacity Utilization	87%	88%	96 %	103%	112%	123%	138%	156%	173%	190%	20 7%
Space Remaining	96	88	30	-21	-93	-176	-284	-418	-544	-678	- 8 00
McClatchey Elementary		Cam p	us Capacity	= 750							
Total Enrollment	635	660	694	715	726	742	751	758	765	773	776
Capacity Utilization	85%	88%	93 %	95%	97%	99%	100%	101%	102%	103%	103 %
Space Remaining	115	90	56	35	24	8	-1	-8	-15	-23	-26
Elementary Totals			Total Eleme		city = 5,250						
Total Enrollment	4,303	4,539	4,782	4,992	5,267	5,534	5,809	6,084	6,324	6,581	6,772
Capacity Utilization	82%	86%	91%	95 %	100%	105 %	111%	116%	120%	125%	129%
Space Remaining	947	711	468	258	-17	-284	-559	-834	-1,074	-1,331	-1,522

Proposed additional capacity

4,366 as of 10/11

MIDDLE AND HIGH SCHOOL CAMPUS PROJECTIONS VS. CAPACITY



												202
Midlothian ISD - Campus	Historical			Proj	ected Fall S	napshot Er	nrollment ((1Q19) DI	RAFT			
Projections (Moderate Scenario)	2018/19	2019/20	2020/21	2021/22	2022/23	2023/24	2024/25	2025/26	2026/27	2027/28	2028/29	
Frank Seale Middle	2020/20	,	s Capacity				202 1/ 20		2020/2/	2027/20	1010/10	
Total Enrollment	1,168	1,244	1,322	1,367	1,385	1,438	1,470	1,516	1,540	1,568	1,594	
Capacity Utilization	97%	104%	110%	114%	115%	120%	123%	126%	128%	131%	133%	
Space Remaining	32	-44	-122	-167	-185	-238	-270	-316	-340	-368	-394	
Walnut Grove Middle		Сатри	s Capacity -	= 1,200								
Total Enrollment	1,121	1,176	1,186	1,246	1,255	1,324	1,349	1,442	1,536	1,599	1,654	
Capacity Utilization	93%	98 %	99 %	104%	105%	110%	112%	120 %	128%	133%	138%	
Space Remaining	79	24	14	-46	-55	-124	-149	-242	-336	-399	-454	
Middle School Totals	<i>i</i>	Ţ	otal Middle	School Cap	acity = 2,40	0						MS =
Total Enrollment	2,289	2,420	2,508	2,613	2,640	2,762	2,819	2,958	3,076	3,167	3,248	2,390 as
Capacity Utilization	95%	101%	105%	109 %	110%	115%	117%	123%	128%	132%	135%	2,390 us of 10/11
Space Remaining	111	-20	-108	-213	-240	-362	-419	-558	-676	-767	-848	0] 10/11
Heritage High		Campu	s Capacity	= 1,100								
Total Enrollment	970	1,039	1,086	1,137	1,173	1,187	1,224	1,254	1,306	1,381	1,420	Proposed
Capacity Utilization	88%	94 %	99 %	103%	107%	108%	111%	114%	119 %	126%	129 %	additional
Space Remaining	130	61	14	-37	-73	-87	-124	-154	-206	-281	-320	
Midlothian High		Сатри	s Capacity =	= 2,500								capacity
Total Enrollment		1,996	2,057	2,205	2,456	2,593	2,779	2,858	2,907	3,009	3,073	
Capacity Utilization	73%	80%	82%	88%	98%	104%	111%	114%	116%	120%	123%	
Space Remaining	669	504	443	295	44	-93	-279	-358	-407	-509	-573	
High School Totals				School Capa				1				-
Total Enrollment	2,801	3,035	3,143	3,342	3,629	3,780	4,003	4,112	4,213	4,390	4,493	HS =
Capacity Utilization	78%	84%	87%	9 3%	101%	105%	111%	114%	117%	122%	125%	3,033 as
Space Remaining	799	565	457	258	-29	-180	-403	-512	-613	-790	-893	of 10/11
District Totals (PK-12)	-	20		rict Capacit;								
Total Enrollment		9,995	10,433	10,947	11,536	12,076	12,632	13,154	13,613	14,138	14,513	
Capacity Utilization	83%	89%	93%	97%	103%	107%	112%	117%	121%	126%	129%	
Space Remaining	1,857	1,255	817	303	-286	-826	-1,382	-1,904	-2,363	-2,888	-3,263	
OVER 100% OF CAMPUS CAPACITY	510	60.2	4.20	59.4	600	<i>E 40</i>		C 12	450	<i>C 3C</i>	275	
Annual Chg.	519	602	438	514	589	540	556	523	458	525	375	
% Growth	5.8%	6.4%	4.4%	4.9%	5.4%	4.7%	4.6%	4.1%	3.5%	3.9%	2.7%	

Midlothian ISD 2Q 2019 Demographics Summary

- In 2018/19, MISD ranked 32nd in total enrollment among all DFW public school districts
- From Fall 2013-Fall 2018, MISD experienced the 11th highest enrollment growth in DFW (+1,653 students)
- As expected, new home starts in the district have slowed as several top producing neighborhoods have run out of lots and developers work to deliver new phases/locations (535 starts 3Q18-2Q19)
- 671 new homes occupied over the past 12 months (-6.4% vs. same period last year)
- 91% of new construction occurred in the City of Midlothian portion of the district over the past year
- 4 of the top 6 producing subdivisions are located in the Baxter and Miller ES zones
- 9 of the top 15 most active subdivisions will be built out as of year-end 2020
- 3Q18-2Q19, the Midlothian HS zone produced 57% of the district's new home closings
- District's median new home price climbed to a record \$394K in 2Q19 (DFW's median new = \$348K); MISD median new home price now the 6th highest among the top 20 most active DFW school districts
- Developers delivered 724 new single-family (SF) lots in MISD 3Q18-2Q19 (none in 2Q19)
- 1,332 vacant SF lots were remaining at the end of June 2019
- 687 future SF lots are currently under development in the district including new development in the Grand Prairie portion of the district at Prairie Ridge and Greenway Trails
- Developers are planning an additional 13,690 future SF lots plus 613 apartment units are in-process
- MISD could see over 3,800 new homes occupied over the next 5 years (avg. of 769 closings per year)
- The Mt. Peak, Vitovsky, Longbranch, and Irvin zones are expected to be most active over the next 5 years
- Residential construction and development projected to drive MISD enrollment growth up by an average of 5% annually over the next 5 years
- MISD enrollment could surpass 12,000 students by 2023/24 school year and 14,000 students by 2028/29





Solutions Through Demographics

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The following contingencies and limiting conditions are noted as fundamental assumptions that may affect the accuracy or validity of the analysis and conclusions set forth in this report. Specifically, the parties assume: that the Dallas/Fort Worth metropolitan area, the State of Texas, and the nation as a whole will not suffer any major economic shock during the time period of the forecast contained in this report; that general population levels will continue to increase at or above the rate forecast; that the public and third party sources of statistical data and estimates used in this analysis are accurate and complete in all material respects, and that such information is a reasonable resource for project planning purposes; the proposed real estate development projects described herein, when completed, will be designed, promoted, and managed in a manner that will have an impact on the local market that is reasonably consistent with other similar projects in the past; and that the recommendations set forth in this report will be acted upon within a reasonable period of time to preclude major changes in the factual conditions evaluated.

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