



# Survey on Acquisition, Development & Construction Financing

First Quarter 2024

Based on 97 Responses

May 2024

Economics & Housing Policy Group





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## II. Executive Summary: First Quarter 2024

During the first quarter of 2024, credit for residential Land Acquisition, Development & Construction (AD&C) tightened further and remained expensive, according to NAHB's survey on AD&C Financing. The net easing index derived from the survey posted a reading of -22.0 (the negative number indicating that credit availability tightened in the first quarter compared to the fourth quarter of 2023). The similar net easing index based on the Federal Reserve's survey of senior loan officers showed much the same result, with a reading of -24.6; so borrowers and lenders were in close agreement about the tightening taking place in credit markets.

The net tightening reported by the NAHB and Fed indices in 2024 Q1 is not as extreme as it was from mid-2022 through the third quarter of 2023 when both indices were consistently below -35.0. The NAHB index was as low as -49.3 in 2023 Q3, and the Fed index hit a trough of -73.8 in the first quarter of that year. Both indices have been negative every quarter since 2022 Q1, however (Exhibit 1). After nine consecutive quarters of tightening, credit has now unquestionably become difficult for most builders and developers to obtain, irrespective of how much additional tightening lenders applied in 2024 Q1.

According to the NAHB survey, the most common ways in which lenders tightened in the first quarter was by reducing the amount they are willing to lend, reported by 62% of builders and developers; and requiring personal guarantees/other collateral unrelated to the project and increasing interest rates, reported by 48% each (Exhibit 18).

As these results suggest, when builders and developers *were* able to obtain credit in the first quarter of 2024, that credit remained expensive. The average effective interest rate (taking both the contract rate and initial points into account) on land acquisition loans increased from

10.58% to 11.09% in 2024 Q1—as high as the rate on acquisition loans has been since NAHB began tracking it in 2018. Meanwhile, the effective rate on the other three categories of AD&C loans in the first quarter stood near 13%. The average effective rate increased on loans for land development (from 11.25% in 2023 Q4 to 13.10%) and speculative single-family construction (from 12.96% to 13.35%), while declining from 15.65% to 12.95% on loans for pre-sold single-family construction (Exhibit 9).

Quarter-over-quarter changes in the effective rates were driven largely by initial points on the loans. On loans for pre-sold single-family construction, average initial points declined from an atypically high 1.08% in 2023 Q4 to 0.57%. On the other three categories of AD&C loans, the average initial points increased: from 0.71% to 0.88% on loans for land acquisition, from 0.60% to 0.85% on loans for land development, and from 0.73% to 0.76% on loans for speculative single-family construction (Exhibit 8).

Quarter-over-quarter changes in the underlying contract interest rate on the loans were relatively modest. The average contract rate declined from 8.12% in 2023 Q4 to 8.07% on loans for land development, and from 8.41% to 8.24% on loans for speculative single-family construction. The average contract rate increased from 8.31% to 8.40% on loans for land acquisition, and from 8.38% to 8.40% on loans for pre-sold single-family construction (Exhibit 7).



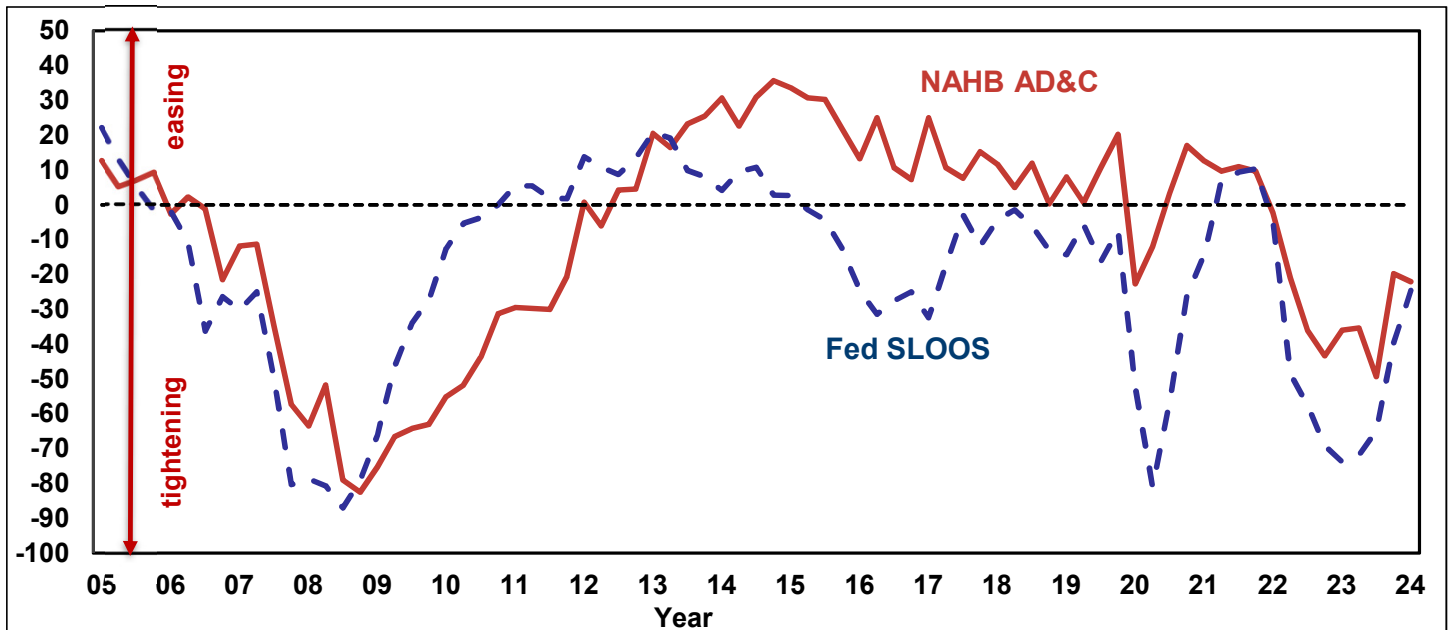
### III. Graphic Findings and History Tables

#### New Loans

#### Exhibit 1

#### Net Easing Indices

#### NAHB AD&C Financing and Federal Reserve Senior Loan Officer Opinion Surveys



	2011				2012			
	Qtr.1	Qtr.2	Qtr.3	Qtr.4	Qtr.1	Qtr. 2	Qtr. 3	Qtr. 4
NAHB	-29.5	-29.8	-30.0	-20.5	0.8	-6.0	4.3	4.5
Fed SLOOS	5.5	5.5	2.0	1.8	13.8	10.9	8.8	13.4
	2013				2014			
	Qtr.1	Qtr.2	Qtr.3	Qtr.4	Qtr.1	Qtr.2	Qtr.3	Qtr.4
NAHB	20.5	16.5	23.3	25.5	30.8	22.7	31.0	35.7
Fed SLOOS	20.9	19.2	9.9	8.1	4.2	9.6	10.8	2.8
	2015				2016			
	Qtr.1	Qtr.2	Qtr.3	Qtr.4	Qtr.1	Qtr.2	Qtr.3	Qtr.4
NAHB	33.7	30.7	30.3	27.7	13.3	25.0	10.7	7.3
Fed SLOOS	2.7	-1.4	-4.3	-12.7	-24.6	-31.4	-27.5	-25.0
	2017				2018			
	Qtr.1	Qtr.2	Qtr.3	Qtr.4	Qtr.1	Qtr.2	Qtr.3	Qtr.4
NAHB	25.0	10.7	7.7	15.3	11.7	5.0	12.0	0.3
Fed SLOOS	-32.4	-17.3	-2.9	-11.8	-4.3	-1.4	-6.0	-13.0
	2019				2020			
	Qtr.1	Qtr.2	Qtr.3	Qtr.4	Qtr.1	Qtr.2	Qtr.3	Qtr.4
NAHB	8.0	0.7	10.7	20.3	-22.7	-12.0	3.3	17.0
Fed SLOOS	-14.3	-5.6	-16.2	-7.4	-52.4	-80.9	-56.7	-26.1
	2021				2022			
	Qtr.1	Qtr.2	Qtr.3	Qtr.4	Qtr.1	Qtr.2	Qtr.3	Qtr.4
NAHB	12.7	9.7	11.0	9.7	-2.3	-21.0	-36.0	-43.3
Fed SLOOS	-14.3	7.0	9.4	10.3	-4.7	-48.4	-57.6	-69.2
	2023				2024			
	Qtr.1	Qtr.2	Qtr.3	Qtr.4	Qtr.1			
NAHB	-36.0	-35.3	-49.3	-19.7	-22.0			
Fed SLOOS	-73.8	-71.7	-64.9	-39.7	-24.6			

Sources: NAHB AD&C Financing Survey (responses to the question shown in Exhibit 17);  
The Federal Reserve Board Senior Loan Officer Opinion Survey (SLOOS).

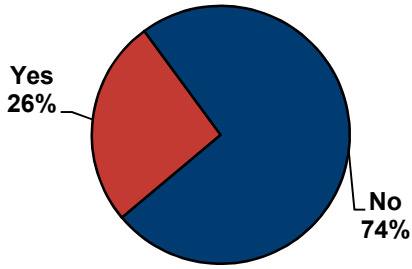
The NAHB Net Easing Index is derived from the share of respondents who rated the availability of new loans for Land Acquisition, Land Development, Single-Family construction series. The share of respondents who selected "Worse" is subtracted from the share selecting "Better" for each series, and the results are then averaged. In addition to being based on a survey of loan providers rather than consumers, the Federal Reserve index differs from the NAHB version by capturing all types of commercial real estate lending, including non-residential. The FED index in this report is the additive inverse of the Fed's original Net Tightening index.

**Exhibit 2**

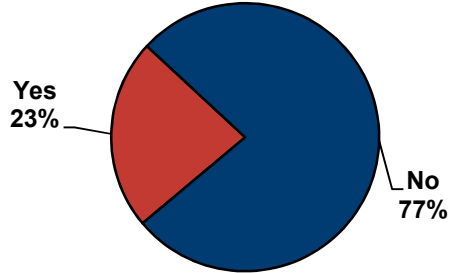
**Q3. Did you seek new loans for Land Acquisition, Land Development, or Single-family construction (speculative or pre-sold) during the 1st quarter of 2024?**

*(Percent of Respondents)*

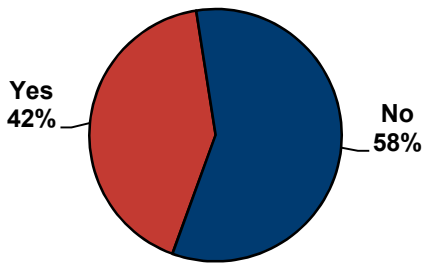
**Land Acquisition**



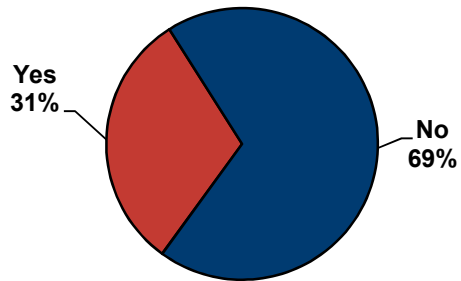
**Land Development**



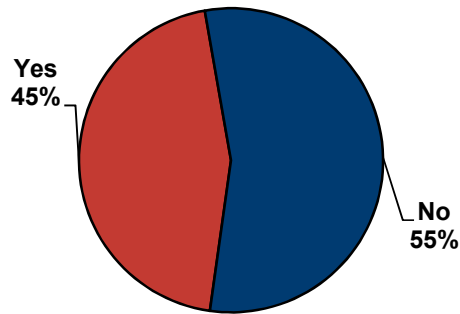
**Single-Family Construction: Speculative**



**Single-Family Construction: Pre-sold**



**Single-Family Construction**



**Exhibit 3**  
**History Table**  
**Share of respondents who reported seeking new loans**  
*(Percent of Respondents who said "Yes")*

	AD&C Q124	AD&C Q423	AD&C Q323	AD&C Q223	AD&C Q123		
Land Acquisition	26%	21%	25%	23%	19%		
Land Development	23	21	19	23	22		
Single-family Construction: Speculative	42	38	40	45	35		
Single-family Construction: Pre-sold	31	35	31	33	24		
Single-family Construction	45	50	47	51	40		

	AD&C Q422	AD&C Q322	AD&C Q222	AD&C Q122	AD&C Q421	AD&C Q321		
Land Acquisition	26%	28%	28%	26%	32%	26%		
Land Development	29	30	32	28	23	31		
Single-family Construction: Speculative	42	43	47	36	39	49		
Single-family Construction: Pre-sold	30	34	37	33	41	43		
Single-family Construction	46	50	53	43	47	56		

	AD&C Q221	AD&C Q121	AD&C Q420	AD&C Q320	AD&C Q220	AD&C Q120	AD&C Q419	
Land Acquisition	29%	30%	20%	26%	31%	22%	36%	
Land Development	23	28	24	29	29	20	39	
Single-family Construction: Speculative	45	40	40	51	45	40	50	
Single-family Construction: Pre-sold	31	29	33	38	37	31	44	
Single-family Construction	48	45	44	56	52	45	58	

	AD&C Q319	AD&C Q219	AD&C Q119	AD&C Q418	AD&C Q318	AD&C Q218	AD&C Q118	
Land Acquisition	26%	28%	26%	31%	27%	34%	30%	
Land Development	29	33	30	33	27	33	28	
Single-family Construction: Speculative	40	37	47	43	49	47	54	
Single-family Construction: Pre-sold	37	38	36	41	39	37	45	
Single-family Construction	46	45	52	52	57	53	59	

	AD&C Q417	AD&C Q317	AD&C Q217	AD&C Q117	AD&C Q416	AD&C Q316	AD&C Q216	
Land Acquisition	37%	33%	38%	34%	40%	35%	35%	
Land Development	38	37	37	33	40	37	38	
Single-family Construction: Speculative	57	52	61	52	54	61	57	
Single-family Construction: Pre-sold	50	54	54	46	46	50	48	
Single-family Construction	64	65	67	59	64	63	64	

	AD&C Q116	AD&C Q415	AD&C Q315	AD&C Q215	AD&C Q115	AD&C Q414	AD&C Q314	
Land Acquisition	26%	27%	32%	26%	31%	31%	30%	
Land Development	32	31	34	29	34	35	31	
Single-family Construction: Speculative	57	51	54	55	50	53	52	
Single-family Construction: Pre-sold	46	44	46	46	50	46	40	
Single-family Construction	61	61	64	61	64	59	60	

	AD&C Q214	AD&C Q114	AD&C Q413	AD&C Q313	AD&C Q213	AD&C Q113	AD&C Q412	
Land Acquisition	25%	33%	27%	30%	30%	28%	21%	
Land Development	35	36	34	35	33	29	25	
Single-family Construction: Speculative	53	na	na	na	na	na	na	
Single-family Construction: Pre-sold	44	na	na	na	na	na	na	
Single-family Construction	58	59	62	61	57	59	53	

Exhibit 3 - continued

History Table

Share of respondents who reported seeking new loans

(Percent of Respondents who said "Yes")

	AD&C Q312	AD&C Q212	AD&C Q112	AD&C Q411	AD&C Q311	AD&C Q211	AD&C Q111
Land Acquisition	26%	21%	17%	19%	17%	17%	19%
Land Development	26	25	27	19	19	22	22
Single-family Construction	58	53	50	47	48	46	40

	AD&C Q410	AD&C Q310	AD&C Q210	AD&C Q110	AD&C Q409	AD&C Q309	AD&C Q209
Land Acquisition	17%	24%	26%	18%	16%	18%	18%
Land Development	20	24	28	23	22	23	20
Single-family Construction	40	46	52	48	49	50	42

	AD&C Q109	AD&C Jan '09@	AD&C Nov '08~	AD&C Sep '08#	AD&C Jul '08*	AD&C May '08**	BEC Apr '08***
Land Acquisition	17%	27%	28%	32%	30%	73%	51%
Land Development	19	28	32	35	36	75	50
Single-family Construction	41	42	52	53	51	78	72

	QFS 1st Qtr. '08	QFS 4th Qtr. '07	QFS 4th Qtr. '07	QFS 3rd Qtr. '07	QFS 1st Qtr. '07	QFS 4th Qtr. '06	QFS 4th Qtr. '06
Land Acquisition	61%	49%	54%	68%	58%	75%	68%
Land Development	62	50	53	73	58	73	68
Single-family Construction	68	58	54	70	69	68	70

	QFS3rd Qtr. '06	QFS 1st Qtr. '06	QFS 4th Qtr. '05	QFS 4th Qtr. '05	QFS3rd Qtr. '05	QFS 1st Qtr. '05
Land Acquisition	89%	89%	92%	88%	90%	91%
Land Development	89	92	89	90	87	87
Single-family Construction	96	95	96	93	92	92

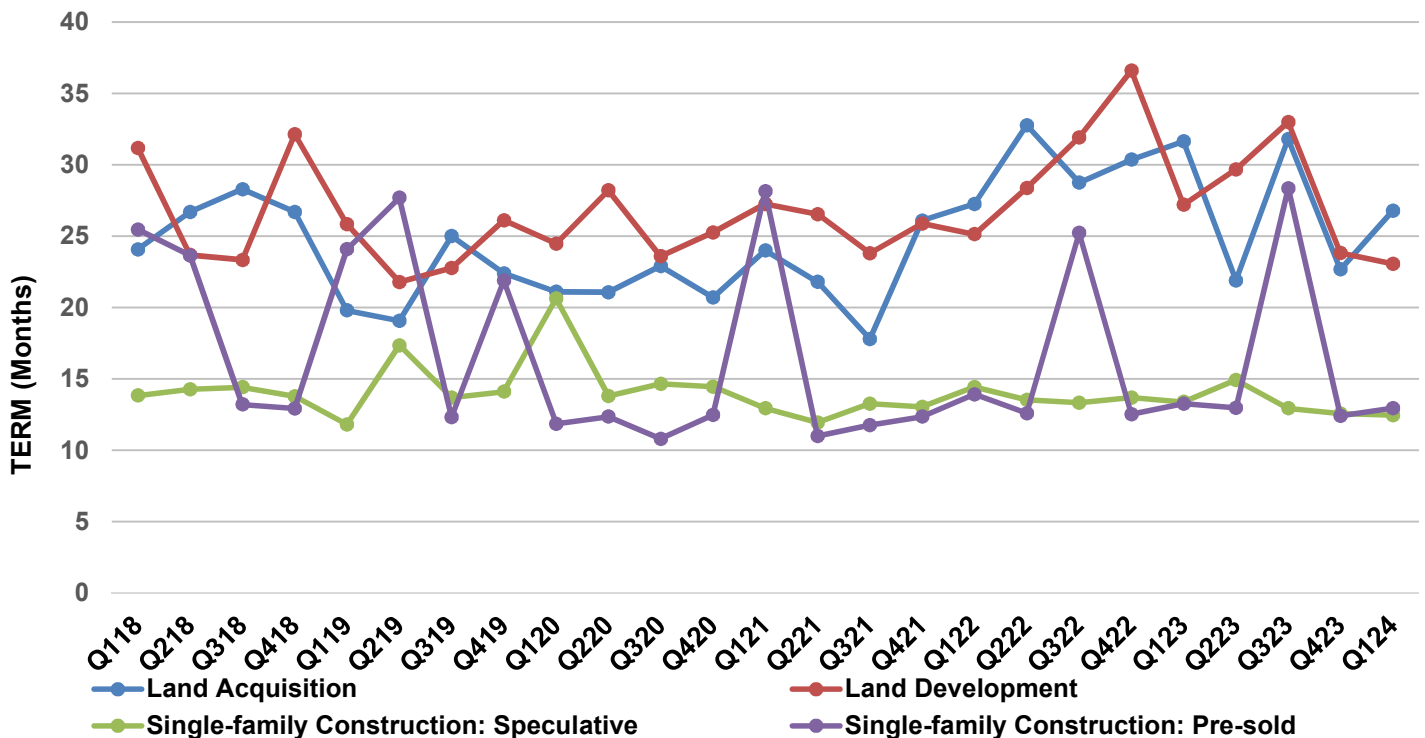
@ October 2008 - December 2008  
\* during the third quarter of 2008

# June 2008 - August 2008  
\*\* during 2008 (through May)

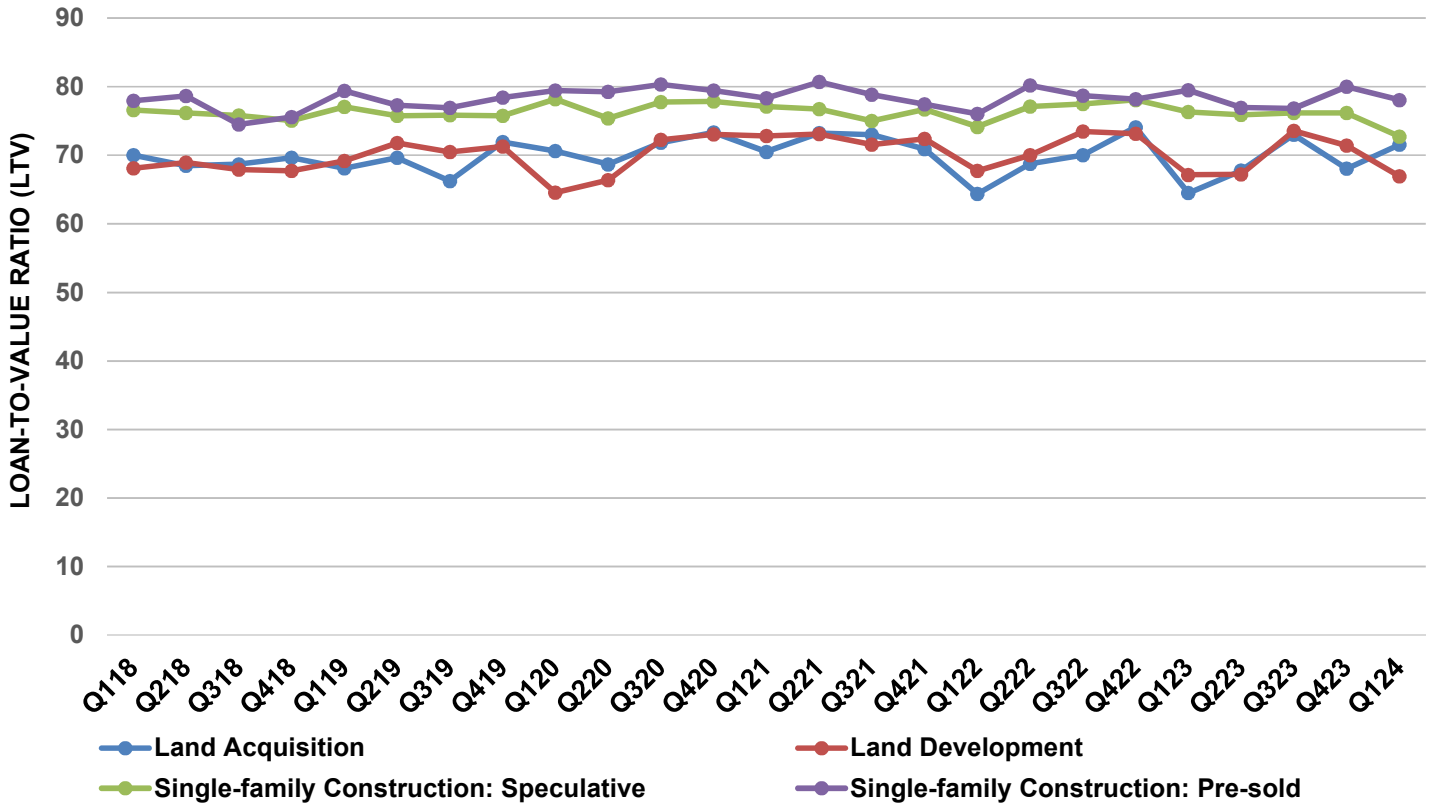
~ August 2008 - October 2008  
\*\*\* during 1st quarter of 2008

Exhibit 4

Q4. AVERAGE TERM (IN MONTHS) FOR A TYPICAL LOAN



**Exhibit 5  
Q4. AVERAGE LOAN-TO-VALUE RATIO (LTV)**



**Exhibit 6  
Q4. AVERAGE LOAN-TO-COST RATIO (LTC)**

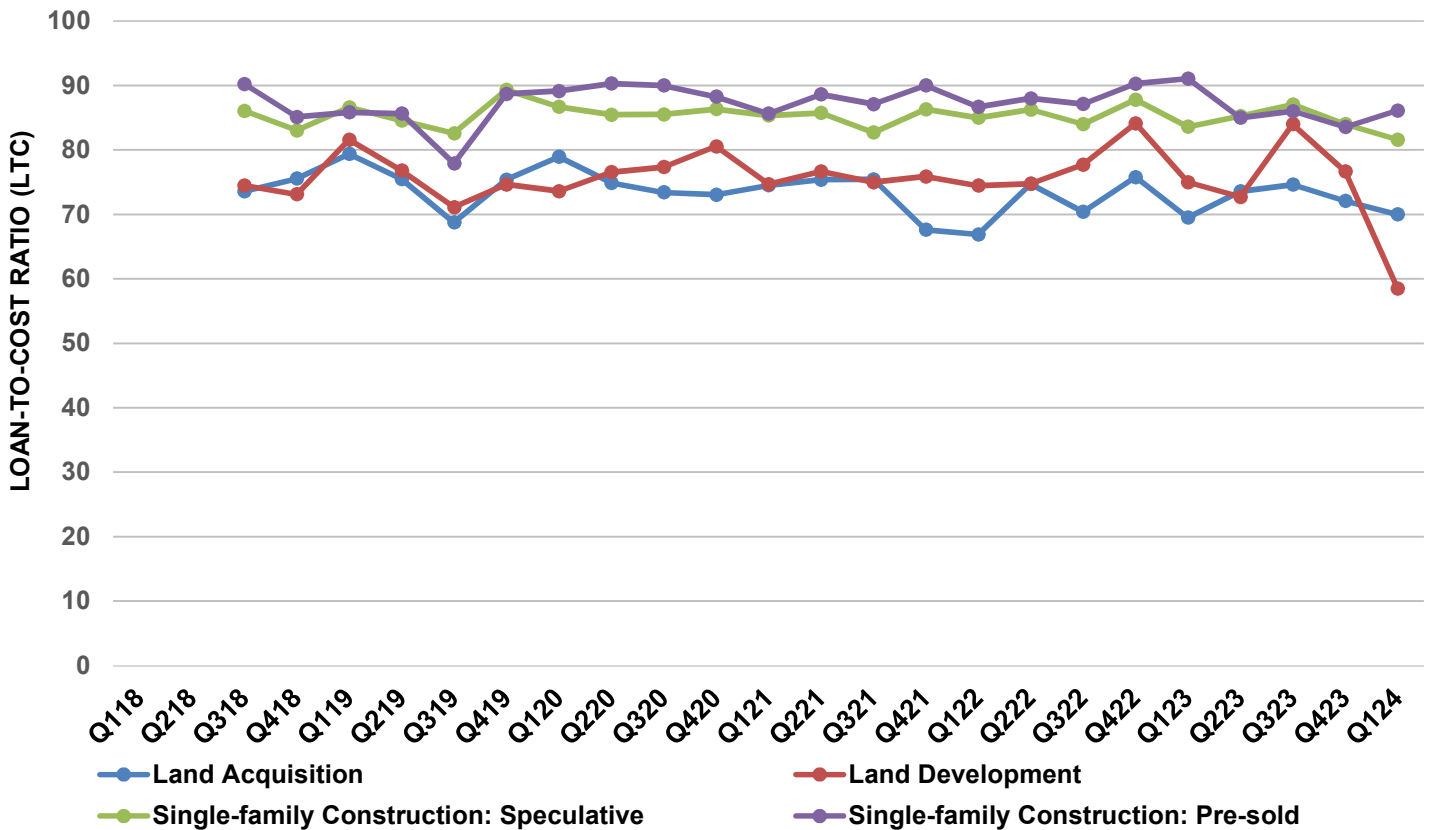


Exhibit 7  
Q4. AVERAGE INTEREST RATE

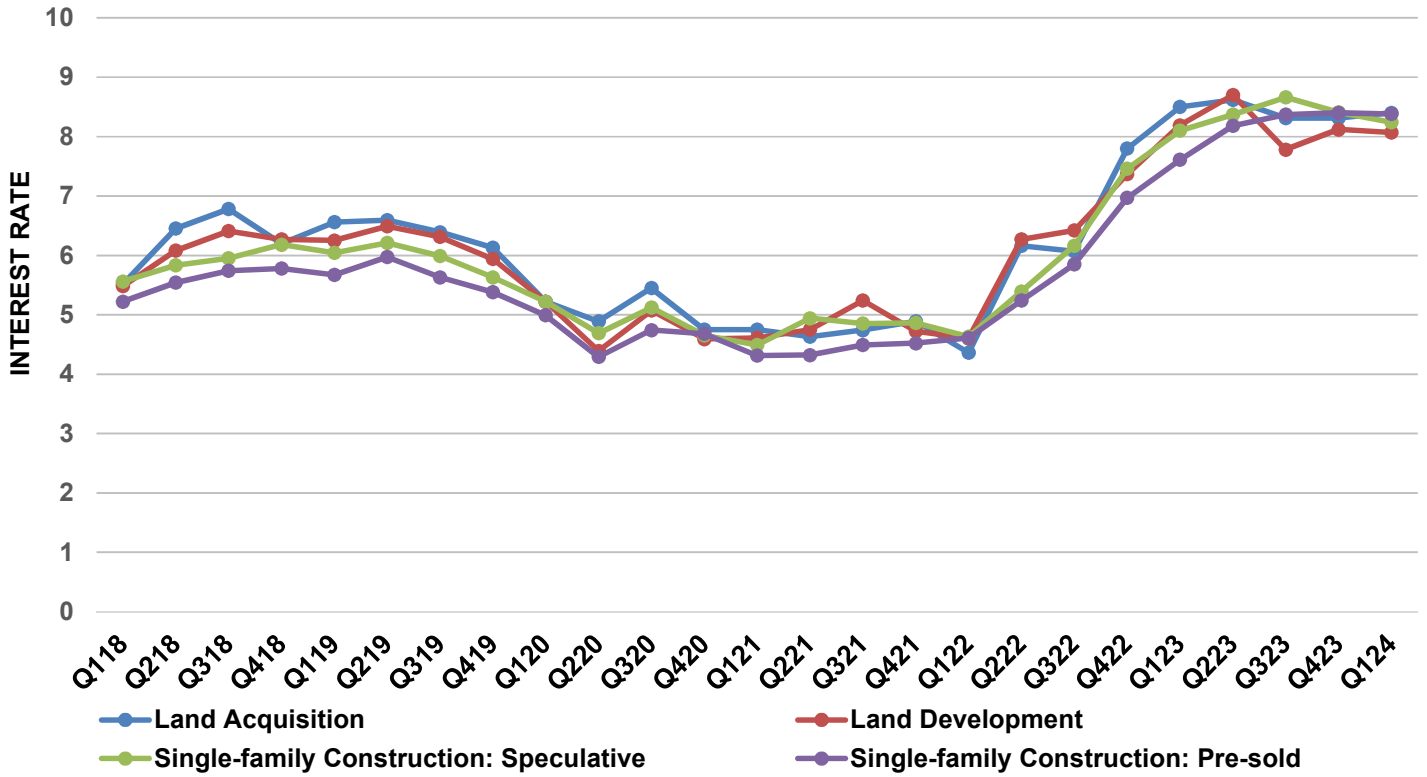
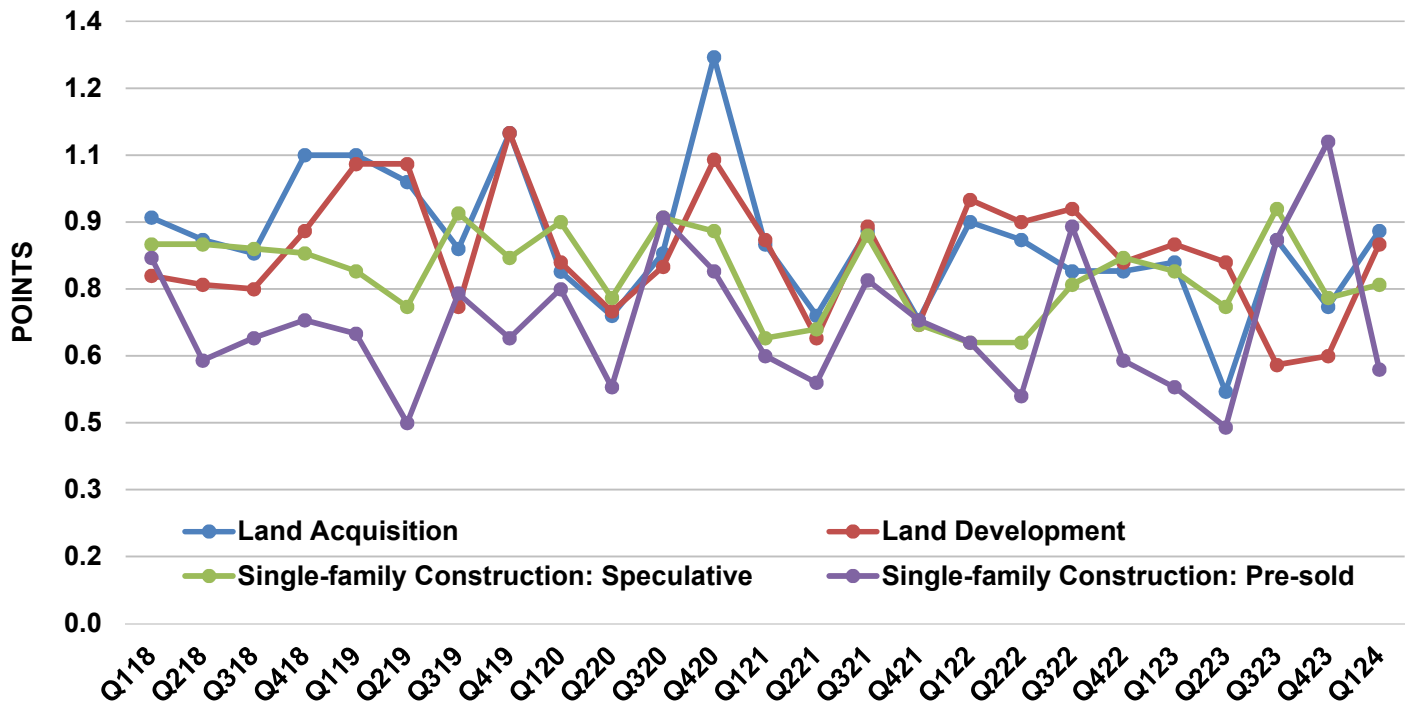
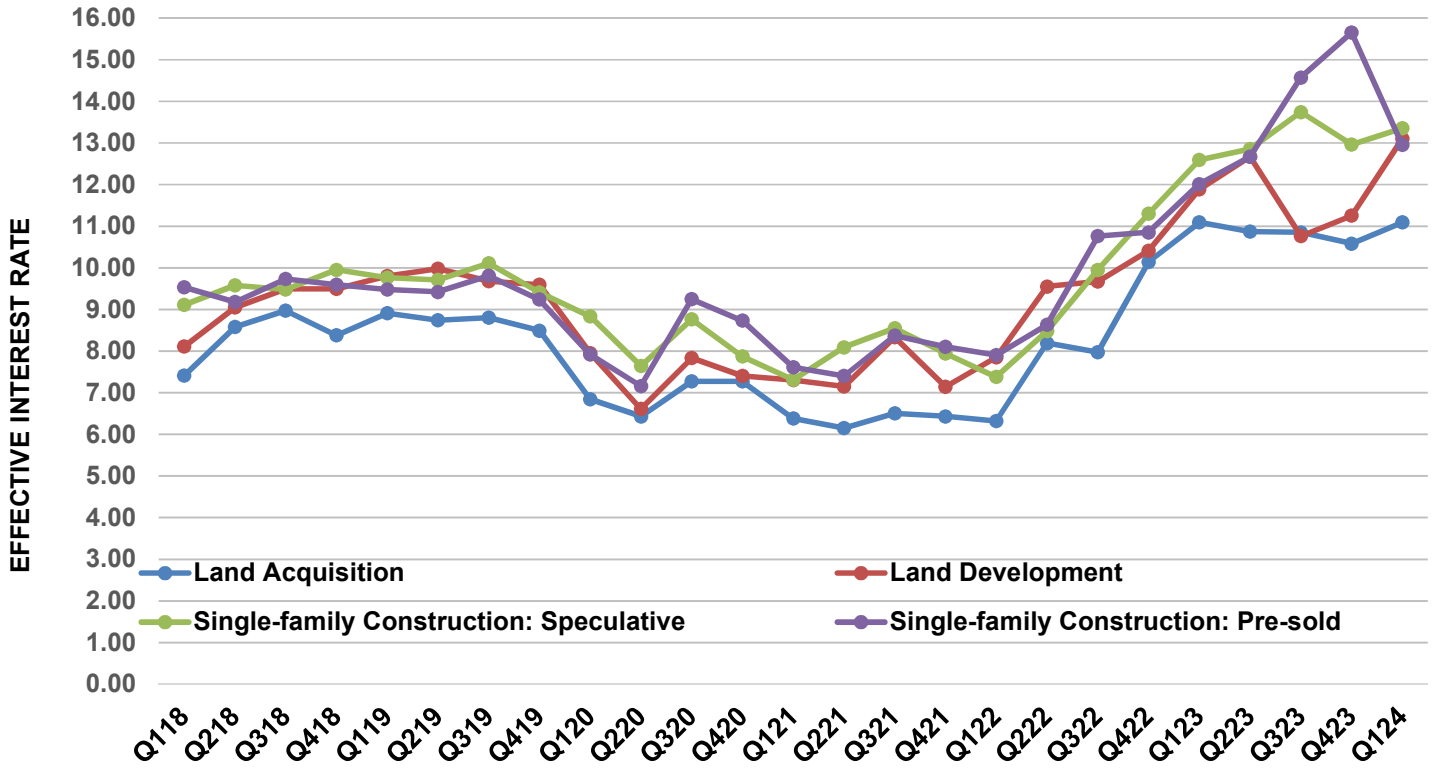


Exhibit 8  
Q4. AVERAGE POINTS (AS A % OF COMMITMENT)

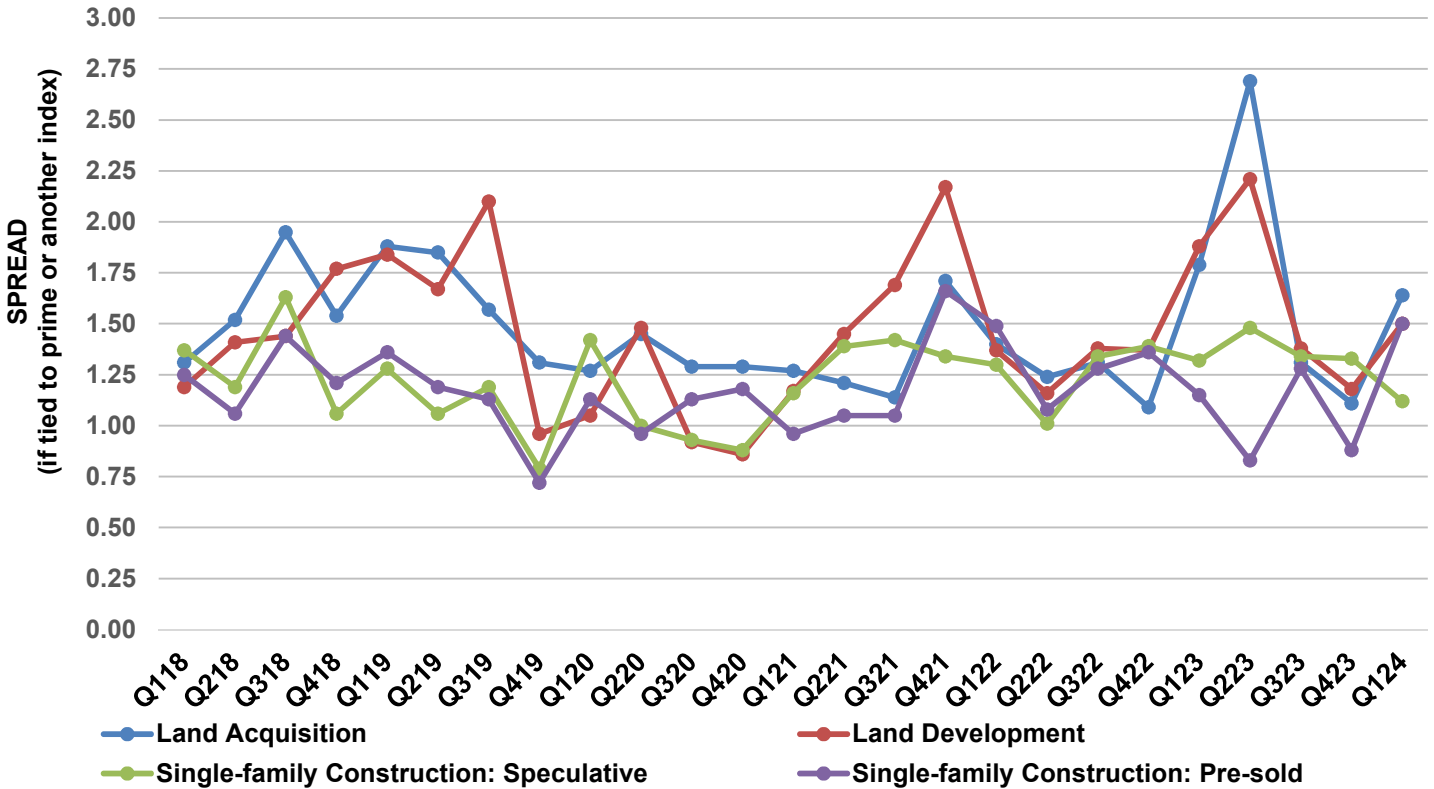


**Exhibit 9**  
**Q4. AVERAGE EFFECTIVE INTEREST RATE (TAKING POINTS INTO ACCOUNT)**



“The effective interest rate is calculated as the internal rate of return to the lender under the assumed monthly schedule of loan draws and payments. Acquisition loans assume all of the loan is drawn in the first month and paid off in 12th month. Development loans assume the loan is drawn in equal increments from month 1 through month 12 and paid off in month 13. Construction loans assume 12 percent of the loan is drawn in the first month, and the balance drawn in equal increments from month 2 through month 7. The loan is paid off in month 8 (for pre-sold construction) or 9 (for speculative construction).”

**Exhibit 10**  
**Q4. AVERAGE SPREAD (IF TIED TO PRIME OR ANOTHER INDEX)**



**Exhibit 11**  
**History Table**  
**AVERAGES FOR A TYPICAL LOAN**

	<b>AD&amp;C Q124</b>	<b>AD&amp;C Q423</b>	<b>AD&amp;C Q323</b>	<b>AD&amp;C Q223</b>	<b>AD&amp;C Q123</b>
<b>LAND ACQUISITION</b>					
Term ( in months)	26.79	22.67	31.80	21.90	31.64
Loan-to-Value ratio (LTV)	71.54	68.06	73.00	67.78	64.50
Loan-to-Cost ratio (LTC)	70.00	72.08	74.62	73.57	69.50
Interest rate	8.40	8.31	8.31	8.62	8.50
Points (as % of commitment)	0.88	0.71	0.86	0.52	0.81
Effective Interest Rate	11.09	10.58	10.85	10.87	11.09
Spread (if tied to prime or another index)	1.64	1.11	1.31	2.69	1.79
<b>LAND DEVELOPMENT</b>					
Term ( in months)	23.06	23.83	33.00	29.68	27.20
Loan-to-Value ratio (LTV)	66.92	71.39	73.57	67.22	67.14
Loan-to-Cost ratio (LTC)	58.50	76.67	84.00	72.72	75.00
Interest rate	8.07	8.12	7.78	8.70	8.19
Points (as % of commitment)	0.85	0.60	0.58	0.81	0.85
Effective Interest Rate	13.10	11.25	10.76	12.67	11.88
Spread (if tied to prime or another index)	1.50	1.18	1.38	2.21	1.88
<b>SINGLE- FAMILY CONSTRUCTION - SPECULATIVE</b>					
Term ( in months)	12.46	12.58	12.94	14.93	13.39
Loan-to-Value ratio (LTV)	72.73	76.18	76.18	75.88	76.29
Loan-to-Cost ratio (LTC)	81.60	84.00	87.04	85.25	83.60
Interest rate	8.24	8.41	8.66	8.37	8.10
Points (as % of commitment)	0.76	0.73	0.93	0.71	0.79
Effective Interest Rate	13.35	12.96	13.74	12.85	12.59
Spread (if tied to prime or another index)	1.12	1.33	1.34	1.48	1.32
<b>SINGLE- FAMILY CONSTRUCTION - PRE-SOLD</b>					
Term ( in months)	12.95	12.42	28.36	12.97	13.26
Loan-to-Value ratio (LTV)	78.06	80.00	76.82	76.94	79.47
Loan-to-Cost ratio (LTC)	86.11	83.56	86.00	85.00	91.07
Interest rate	8.38	8.40	8.37	8.18	7.61
Points (as % of commitment)	0.57	1.08	0.86	0.44	0.53
Effective Interest Rate	12.95	15.65	14.57	12.67	12.01
Spread (if tied to prime or another index)	1.50	0.88	1.28	0.83	1.15

“The effective interest rate is calculated as the internal rate of return to the lender under the assumed monthly schedule of loan draws and payments. Acquisition loans assume all of the loan is drawn in the first month and paid off in 12th month. Development loans assume the loan is drawn in equal increments from month 1 through month 12 and paid off in month 13. Construction loans assume 12 percent of the loan is drawn in the first month, and the balance drawn in equal increments from month 2 through month 7. The loan is paid off in month 8 (for pre-sold construction) or 9 (for speculative construction).”



**Exhibit 11 - continued**  
**History Table**  
**AVERAGES FOR A TYPICAL LOAN**

	<b>AD&amp;C Q422</b>	<b>AD&amp;C Q322</b>	<b>AD&amp;C Q222</b>	<b>AD&amp;C Q122</b>	<b>AD&amp;C Q421</b>	<b>AD&amp;C Q321</b>
<b>LAND ACQUISITION</b>						
Term ( in months)	30.36	28.75	32.77	27.26	26.07	17.80
Loan-to-Value ratio (LTV)	74.09	70.00	68.75	64.37	70.91	73.00
Loan-to-Cost ratio (LTC)	75.79	70.40	74.72	66.88	67.61	75.45
Interest rate	7.80	6.07	6.16	4.36	4.89	4.74
Points (as % of commitment)	0.79	0.79	0.86	0.90	0.68	0.88
Effective Interest Rate	10.14	7.97	8.19	6.32	6.43	6.50
Spread (if tied to prime or another index)	1.09	1.64	1.24	1.40	1.71	1.14
<b>LAND DEVELOPMENT</b>						
Term ( in months)	36.60	31.92	28.37	25.14	25.89	23.81
Loan-to-Value ratio (LTV)	73.13	73.48	70.00	67.73	72.37	71.56
Loan-to-Cost ratio (LTC)	84.12	77.73	74.77	74.47	75.88	75.00
Interest rate	7.37	6.42	6.27	4.60	4.72	5.24
Points (as % of commitment)	0.81	0.93	0.90	0.95	0.67	0.89
Effective Interest Rate	10.41	9.67	9.55	7.85	7.14	8.33
Spread (if tied to prime or another index)	1.37	1.66	1.16	1.37	2.17	1.69
<b>SINGLE- FAMILY CONSTRUCTION - SPECULATIVE</b>						
Term ( in months)	13.70	13.34	13.53	14.44	13.05	13.26
Loan-to-Value ratio (LTV)	78.06	77.46	77.11	74.14	76.67	75.00
Loan-to-Cost ratio (LTC)	87.80	84.00	86.25	85.00	86.30	82.71
Interest rate	7.46	6.16	5.39	4.63	4.86	4.85
Points (as % of commitment)	0.82	0.76	0.63	0.63	0.67	0.87
Effective Interest Rate	11.30	9.95	8.48	7.38	7.94	8.55
Spread (if tied to prime or another index)	1.39	1.46	1.01	1.30	1.34	1.42
<b>SINGLE- FAMILY CONSTRUCTION - PRE-SOLD</b>						
Term ( in months)	12.52	25.23	12.59	13.92	12.36	11.77
Loan-to-Value ratio (LTV)	78.18	78.71	80.19	76.04	77.42	78.85
Loan-to-Cost ratio (LTC)	90.28	87.13	88.00	86.67	90.00	87.11
Interest rate	6.97	5.85	5.24	4.61	4.52	4.49
Points (as % of commitment)	0.59	0.89	0.51	0.63	0.68	0.77
Effective Interest Rate	10.85	10.76	8.63	7.90	8.10	8.37
Spread (if tied to prime or another index)	1.36	1.48	1.08	1.49	1.66	1.05

**Exhibit 11 - continued**  
**History Table**  
**AVERAGES FOR A TYPICAL LOAN**

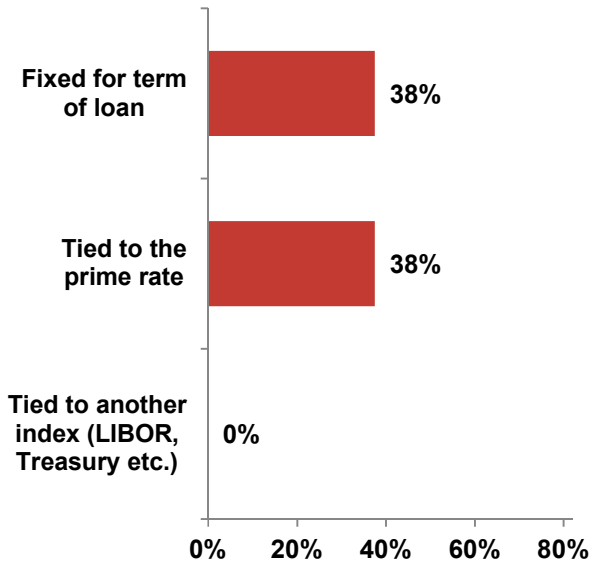
	<b>AD&amp;C Q221</b>	<b>AD&amp;C Q121</b>	<b>AD&amp;C Q420</b>	<b>AD&amp;C Q320</b>	<b>AD&amp;C Q220</b>	<b>AD&amp;C Q120</b>	<b>AD&amp;C Q419</b>
<b>LAND ACQUISITION</b>							
Term ( in months)	21.80	24.00	20.71	22.91	21.07	21.10	22.39
Loan-to-Value ratio (LTV)	73.21	70.50	73.33	71.82	68.68	70.60	71.94
Loan-to-Cost ratio (LTC)	75.38	74.52	73.06	73.42	74.88	78.93	75.38
Interest rate	4.63	4.75	4.75	5.45	4.89	5.22	6.13
Points (as % of commitment)	0.69	0.85	1.27	0.83	0.69	0.79	1.10
Effective Interest Rate	6.15	6.38	7.27	7.27	6.43	6.84	8.49
Spread (if tied to prime or another index)	1.21	1.27	1.29	1.29	1.45	1.27	1.31
<b>LAND DEVELOPMENT</b>							
Term ( in months)	26.54	27.25	25.26	23.59	28.21	24.48	26.11
Loan-to-Value ratio (LTV)	73.08	72.79	73.06	72.25	66.37	64.53	71.28
Loan-to-Cost ratio (LTC)	76.67	74.70	80.56	77.35	76.56	73.60	74.63
Interest rate	4.75	4.61	4.59	5.07	4.39	5.22	5.94
Points (as % of commitment)	0.64	0.86	1.04	0.80	0.70	0.81	1.10
Effective Interest Rate	7.15	7.30	7.40	7.83	6.61	7.95	9.59
Spread (if tied to prime or another index)	1.45	1.17	0.86	0.92	1.48	1.05	0.96
<b>SINGLE- FAMILY CONSTRUCTION -</b>							
Term ( in months)	11.94	12.94	14.46	14.65	13.80	20.63	14.11
Loan-to-Value ratio (LTV)	76.72	77.10	77.84	77.75	75.37	78.17	75.74
Loan-to-Cost ratio (LTC)	85.74	85.33	86.33	85.50	85.45	86.67	89.33
Interest rate	4.94	4.49	4.65	5.12	4.69	5.22	5.63
Points (as % of commitment)	0.66	0.64	0.88	0.91	0.73	0.90	0.82
Effective Interest Rate	8.09	7.31	7.87	8.76	7.64	8.83	9.41
Spread (if tied to prime or another index)	1.39	1.16	0.88	0.93	1.00	1.42	0.79
<b>SINGLE- FAMILY CONSTRUCTION - PRE-</b>							
Term ( in months)	11.00	28.14	12.47	10.80	12.36	11.86	21.89
Loan-to-Value ratio (LTV)	80.68	78.30	79.46	80.34	79.26	79.46	78.42
Loan-to-Cost ratio (LTC)	88.61	85.63	88.26	90.00	90.30	89.13	88.68
Interest rate	4.32	4.31	4.68	4.74	4.29	4.99	5.38
Points (as % of commitment)	0.54	0.60	0.79	0.91	0.53	0.75	0.64
Effective Interest Rate	7.40	7.61	8.73	9.25	7.16	7.92	9.24
Spread (if tied to prime or another index)	1.05	0.96	1.18	1.13	0.96	1.13	0.72

**Exhibit 11 - continued**  
**History Table**  
**AVERAGES FOR A TYPICAL LOAN**

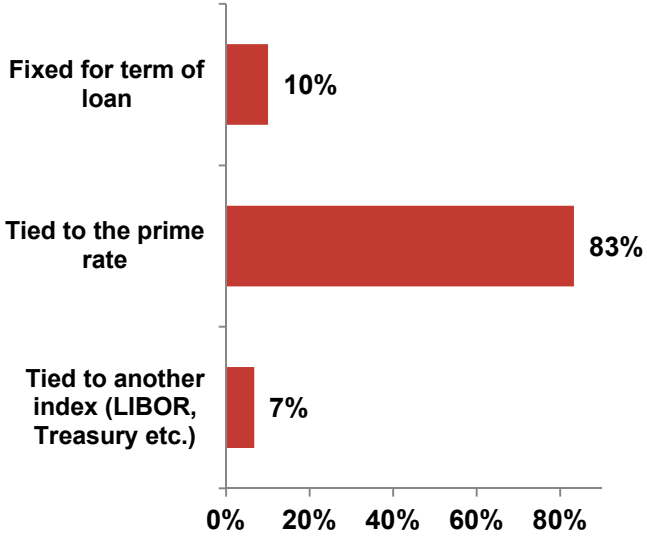
	<b>AD&amp;C Q319</b>	<b>AD&amp;C Q219</b>	<b>AD&amp;C Q119</b>	<b>AD&amp;C Q418</b>	<b>AD&amp;C Q318</b>	<b>AD&amp;C Q218</b>	<b>AD&amp;C Q118</b>
<b>LAND ACQUISITION</b>							
Term ( in months)	25.00	19.07	19.80	26.69	28.28	26.70	24.07
Loan-to-Value ratio (LTV)	66.25	69.62	68.10	69.65	68.68	68.48	70.00
Loan-to-Cost ratio (LTC)	68.75	75.50	79.38	75.55	73.60	na	na
Interest rate	6.39	6.59	6.56	6.20	6.78	6.45	5.52
Points (as % of commitment)	0.84	0.99	1.05	1.05	0.83	0.86	0.91
Effective Interest Rate	8.80	8.74	8.91	8.38	8.97	8.58	7.41
Spread (if tied to prime or another index)	1.57	1.85	1.88	1.54	1.95	1.52	1.31
<b>LAND DEVELOPMENT</b>							
Term ( in months)	22.77	21.79	25.85	32.14	23.34	23.68	31.18
Loan-to-Value ratio (LTV)	70.48	71.77	69.17	67.71	67.89	68.95	68.10
Loan-to-Cost ratio (LTC)	71.11	76.83	81.59	73.13	74.50	na	na
Interest rate	6.31	6.49	6.25	6.27	6.41	6.08	5.48
Points (as % of commitment)	0.71	1.03	1.03	0.88	0.75	0.76	0.78
Effective Interest Rate	9.68	9.98	9.80	9.49	9.49	9.05	8.11
Spread (if tied to prime or another index)	2.10	1.67	1.84	1.77	1.44	1.41	1.19
<b>SINGLE- FAMILY CONSTRUCTION - SPECULATIVE</b>							
Term ( in months)	13.69	17.34	11.81	13.78	14.42	14.27	13.84
Loan-to-Value ratio (LTV)	75.83	75.73	77.07	75.06	75.80	76.18	76.61
Loan-to-Cost ratio (LTC)	82.59	84.56	86.61	83.03	86.05	na	na
Interest rate	5.99	6.21	6.04	6.18	5.95	5.83	5.56
Points (as % of commitment)	0.92	0.71	0.79	0.83	0.84	0.85	0.85
Effective Interest Rate	10.11	9.71	9.76	9.95	9.48	9.58	9.11
Spread (if tied to prime or another index)	1.19	1.06	1.28	1.06	1.63	1.19	1.37
<b>SINGLE- FAMILY CONSTRUCTION - PRE-SOLD</b>							
Term ( in months)	12.32	27.69	24.08	12.93	13.21	23.64	25.46
Loan-to-Value ratio (LTV)	76.93	77.29	79.40	75.57	74.49	78.65	77.93
Loan-to-Cost ratio (LTC)	77.90	85.63	85.83	85.12	90.23	na	na
Interest rate	5.63	5.97	5.67	5.78	5.74	5.54	5.22
Points (as % of commitment)	0.74	0.45	0.65	0.68	0.64	0.59	0.82
Effective Interest Rate	9.81	9.42	9.48	9.59	9.73	9.18	9.53
Spread (if tied to prime or another index)	1.13	1.19	1.36	1.21	1.44	1.06	1.25

**Exhibit 12**  
**Type of Interest Rate - 1st Qtr. 2024**  
*(Percent of Respondents)*

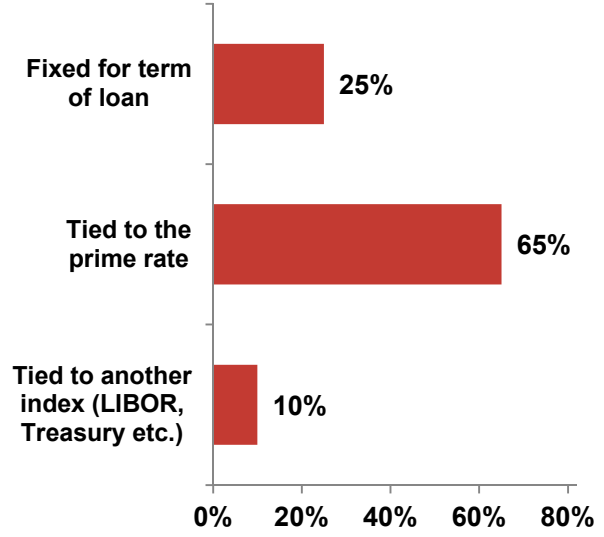
**Land Acquisition**



**Single Family Construction - Speculative**



**Single Family Construction - Pre-Sold**



**Exhibit 13**  
**History Table**  
**Type of Interest Rate**  
*(Percent of Respondents)*

	<b>AD&amp;C Q124</b>
<b>Land Acquisition</b>	
Fixed for term of loan	38
Tied to the prime rate	38
Tied to another index (LIBOR, Treasury etc.)	25
<b>Land Development</b>	
Fixed for term of loan	na
Tied to the prime rate	na
Tied to another index (LIBOR, Treasury etc.)	na
<b>Single Family Construction-Speculative</b>	
Fixed for term of loan	10
Tied to the prime rate	83
Tied to another index (LIBOR, Treasury etc.)	7
<b>Single Family Construction -Pre-Sold</b>	
Fixed for term of loan	25
Tied to the prime rate	65
Tied to another index (LIBOR, Treasury etc.)	10

	<b>AD&amp;C Q423</b>	<b>AD&amp;C Q323</b>	<b>AD&amp;C Q223</b>	<b>AD&amp;C Q123</b>	<b>AD&amp;C Q422</b>	<b>AD&amp;C Q322</b>
<b>Land Acquisition</b>						
Fixed for term of loan	31.6	31	33	27	40	25
Tied to the prime rate	63.2	63	57	64	44	50
Tied to another index (LIBOR, Treasury etc.)	5.3	6	10	9	16	25
<b>Land Development</b>						
Fixed for term of loan	29.4	25	24	19	32	19
Tied to the prime rate	64.7	75	62	69	52	62
Tied to another index (LIBOR, Treasury etc.)	5.9		14	13	16	19
<b>Single Family Construction-Speculative</b>						
Fixed for term of loan	19.5	18	24	16	24	21
Tied to the prime rate	75.6	77	69	81	71	64
Tied to another index (LIBOR, Treasury etc.)	4.9	6	7	3	5	14
<b>Single Family Construction -Pre-Sold</b>						
Fixed for term of loan	35.5	16	22	25	12	27
Tied to the prime rate	64.5	80	72	75	81	58
Tied to another index (LIBOR, Treasury etc.)		4	6		8	15

**Exhibit 13 - continued**  
**History Table**  
**Type of Interest Rate**  
*(Percent of Respondents)*

	<b>AD&amp;C Q222</b>	<b>AD&amp;C Q122</b>	<b>AD&amp;C Q421</b>	<b>AD&amp;C Q321</b>	<b>AD&amp;C Q221</b>	<b>AD&amp;C Q121</b>
<b>Land Acquisition</b>						
Fixed for term of loan	35	20	39	38	28	29
Tied to the prime rate	48	45	46	56	67	63
Tied to another index (LIBOR, Treasury etc.)	17	35	14	6	6	8
<b>Land Development</b>						
Fixed for term of loan	27	22	20	24	33	25
Tied to the prime rate	62	57	70	71	60	67
Tied to another index (LIBOR, Treasury etc.)	12	22	10	6	7	8
<b>Single Family Construction-Speculative</b>						
Fixed for term of loan	21	18	26	22	37	24
Tied to the prime rate	71	67	71	72	54	74
Tied to another index (LIBOR, Treasury etc.)	7	15	3	6	9	3
<b>Single Family Construction -Pre-Sold</b>						
Fixed for term of loan	32	26	33	22	42	33
Tied to the prime rate	58	56	64	74	50	63
Tied to another index (LIBOR, Treasury etc.)	10	19	3	4	8	4

	<b>AD&amp;C Q420</b>	<b>AD&amp;C Q320</b>	<b>AD&amp;C Q220</b>	<b>AD&amp;C Q120</b>	<b>AD&amp;C Q419</b>
<b>Land Acquisition</b>					
Fixed for term of loan	42	38	42	26	23
Tied to the prime rate	50	58	47	57	62
Tied to another index (LIBOR, Treasury etc.)	8	4	11	17	15
<b>Land Development</b>					
Fixed for term of loan	50	30	31	17	18
Tied to the prime rate	40	65	63	67	69
Tied to another index (LIBOR, Treasury etc.)	10	4	6	17	13
<b>Single Family Construction-Speculative</b>					
Fixed for term of loan	33	30	34	42	20
Tied to the prime rate	62	65	62	48	76
Tied to another index (LIBOR, Treasury etc.)	5	5	4	10	4
<b>Single Family Construction -Pre-Sold</b>					
Fixed for term of loan	36	50	33	33	26
Tied to the prime rate	61	46	67	59	72
Tied to another index (LIBOR, Treasury etc.)	3	4	0	7	3

**Exhibit 13 - continued**

**History Table**

**Type of Interest Rate**

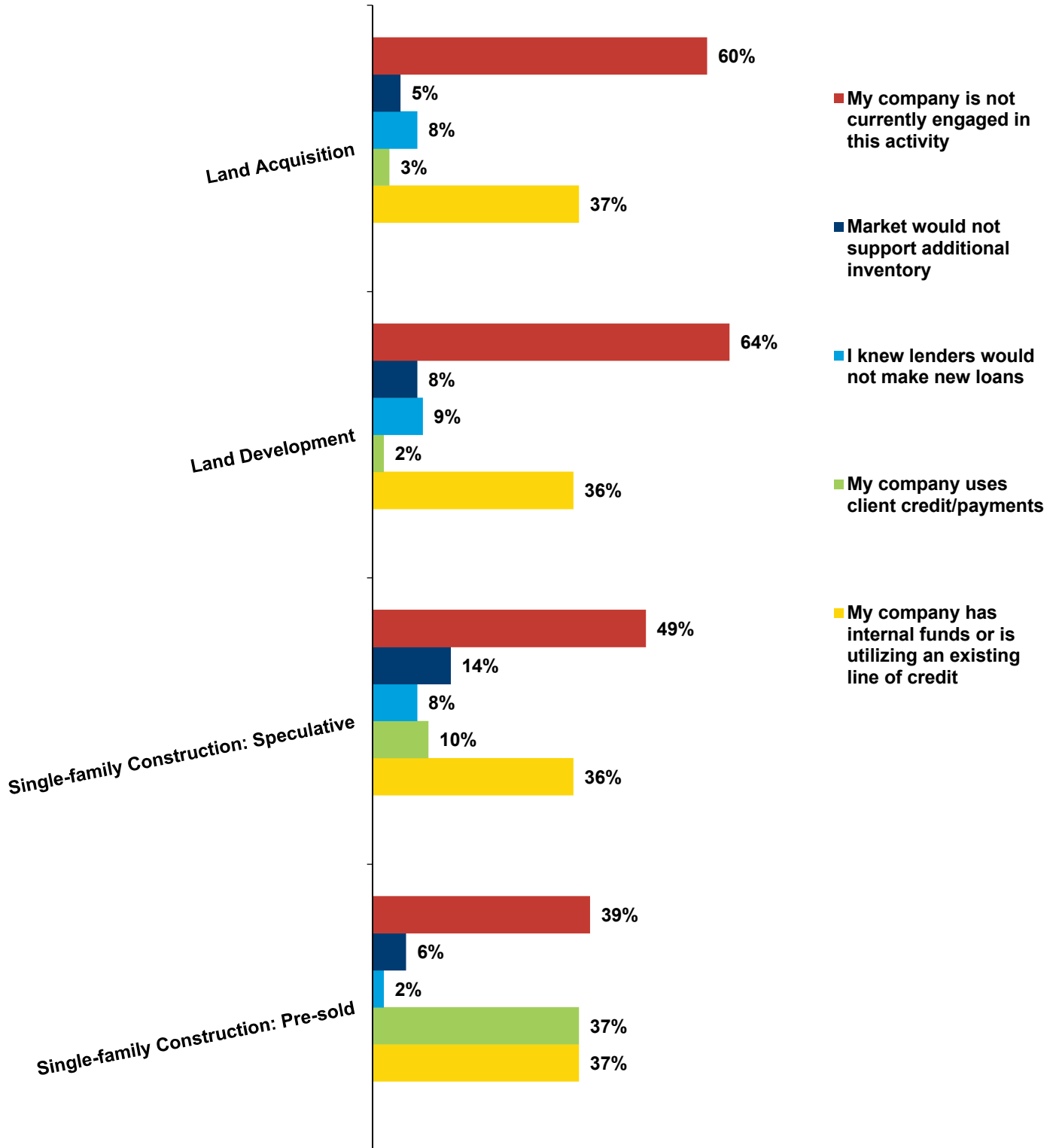
*(Percent of Respondents)*

	<b>AD&amp;C Q319</b>	<b>AD&amp;C Q219</b>	<b>AD&amp;C Q119</b>	<b>AD&amp;C Q418</b>	<b>AD&amp;C Q318</b>	<b>AD&amp;C Q218</b>	<b>AD&amp;C Q118</b>
<b>Land Acquisition</b>							
Fixed for term of loan	36	26	11	18	31	32	27
Tied to the prime rate	54	68	82	53	52	62	64
Tied to another index (LIBOR, Treasury etc.)	11	7	7	30	17	6	9
<b>Land Development</b>							
Fixed for term of loan	23	21	16	18	30	29	9
Tied to the prime rate	64	68	76	53	53	64	82
Tied to another index (LIBOR, Treasury etc.)	14	12	8	29	17	7	9
<b>Single Family Construction-Speculative</b>							
Fixed for term of loan	47	21	25	25	22	29	28
Tied to the prime rate	47	76	68	71	76	70	71
Tied to another index (LIBOR, Treasury etc.)	6	2	8	4	2	2	2
<b>Single Family Construction -Pre-Sold</b>							
Fixed for term of loan	55	25	39	26	31	40	37
Tied to the prime rate	41	70	58	72	67	60	60
Tied to another index (LIBOR, Treasury etc.)	3	5	4	3	3		3

**Exhibit 14**

**Q6. If you did not seek new loans for Land Acquisition, Land Development, and Single-family construction (speculative or pre-sold) during the 1st quarter of 2024, Why not? (Check all that apply)**

*(Percent of Respondents)*





**Exhibit 15  
History Table**

***If you did not seek new loans for Land Acquisition, Land Development, and Single-family construction (speculative or pre-sold), Why not? (Check all that apply)  
(Percent of Respondents)***

	<b>AD&amp;C Q124</b>	<b>AD&amp;C Q423</b>	<b>AD&amp;C Q323</b>	<b>AD&amp;C Q223</b>	<b>AD&amp;C Q123</b>
<b>Land Acquisition</b>					
My company is not currently engaged in this activity	60%	59%	67%	63%	66%
Market would not support additional inventory	5	8	8	1	2
I knew lenders would not make new loans	8	5	8	6	6
My company uses client credit/payments	3	1	3	3	2
My company has internal funds or is utilizing an existing line of credit	37	42	36	38	37
Response to the coronavirus	na	na	na	na	na
<b>Land Development</b>					
My company is not currently engaged in this activity	64%	62%	54%	62%	65%
Market would not support additional inventory	8	11	11	5	5
I knew lenders would not make new loans	9	5	9	9	11
My company uses client credit/payments	2	4	1	3	2
My company has internal funds or is utilizing an existing line of credit	36	39	38	29	27
Response to the coronavirus	na	na	na	na	na
<b>Single-Family Construction: Speculative</b>					
My company is not currently engaged in this activity	49%	42%	48%	50%	38%
Market would not support additional inventory	14	10	15	7	14
I knew lenders would not make new loans	8	5	2	2	3
My company uses client credit/payments	10	15	3	5	0
My company has internal funds or is utilizing an existing line of credit	47	54	44	46	42
Response to the coronavirus	na	na	na	na	na
<b>Single-Family Construction: Pre-sold</b>					
My company is not currently engaged in this activity	39%	44%	41%	40%	26%
Market would not support additional inventory	6	7	3	2	2
I knew lenders would not make new loans	2	5	2	2	2
My company uses client credit/payments	37	27	36	37	43
My company has internal funds or is utilizing an existing line of credit	37	36	36	29	39
Response to the coronavirus	na	na	na	na	na

**Exhibit 15 - continued**

**History Table**

***If you did not seek new loans for Land Acquisition, Land Development, and Single-family construction***

***(Percent of Respondents)***

	<b>AD&amp;C Q422</b>	<b>AD&amp;C Q322</b>	<b>AD&amp;C Q222</b>	<b>AD&amp;C Q122</b>	<b>AD&amp;C Q421</b>
<b>Land Acquisition</b>					
My company is not currently engaged in this activity	37%	42%	42%	53%	49%
Market would not support additional inventory	4	4	2	2	3
I knew lenders would not make new loans	3	3	4	2	1
My company uses client credit/payments	3	3	1	3	2
My company has internal funds or is utilizing an existing line of credit	38	32	36	33	23
Response to the coronavirus	na	0	0	2	1
<b>Land Development</b>					
My company is not currently engaged in this activity	35%	37%	45%	39%	54%
Market would not support additional inventory	3	4	8	1	3
I knew lenders would not make new loans	4	3	5	3	1
My company uses client credit/payments	1	3	1	3	2
My company has internal funds or is utilizing an existing line of credit	31	31	26	23	23
Response to the coronavirus	na	0	0	1	1
<b>Single-Family Construction: Speculative</b>					
My company is not currently engaged in this activity	30%	27%	37%	36%	47%
Market would not support additional inventory	9	6	4	3	1
I knew lenders would not make new loans	2	3	3	0	0
My company uses client credit/payments	0	6	1	7	4
My company has internal funds or is utilizing an existing line of credit	28	29	29	31	34
Response to the coronavirus	na	0	0	3	4
<b>Single-Family Construction: Pre-sold</b>					
My company is not currently engaged in this activity	29%	27%	36%	30%	32%
Market would not support additional inventory	5	2	1	1	3
I knew lenders would not make new loans	2	2	0	1	4
My company uses client credit/payments	21	22	32	20	30
My company has internal funds or is utilizing an existing line of credit	24	22	24	26	29
Response to the coronavirus	na	0	0	3	3

**Exhibit 15 - continued**

**History Table**

***If you did not seek new loans for Land Acquisition, Land Development, and Single-family construction (speculative or pre-sold), Why not? (Check all that apply)***

*(Percent of Respondents)*

	<b>AD&amp;C Q321</b>	<b>AD&amp;C Q221</b>	<b>AD&amp;C Q121</b>	<b>AD&amp;C Q420</b>	<b>AD&amp;C Q320</b>	<b>AD&amp;C Q220</b>	<b>AD&amp;C Q120</b>
<b>Land Acquisition</b>							
My company is not currently engaged in this activity	42%	47%	59%	52%	58%	53%	51%
Market would not support additional inventory	2	3	4	2	4	4	7
I knew lenders would not make new loans	6	1	7	2	5	5	3
My company uses client credit/payments	0	1	3	6	5	4	5
My company has internal funds or is utilizing an existing line of credit	34	37	30	42	31	32	37
Response to the coronavirus	0	1	0	5	4	11	8
<b>Land Development</b>							
My company is not currently engaged in this activity	47%	45%	49%	56%	59%	54%	56%
Market would not support additional inventory	2	6	4	2	4	6	5
I knew lenders would not make new loans	7	3	5	2	6	3	3
My company uses client credit/payments	0	0	0	2	0	3	3
My company has internal funds or is utilizing an existing line of credit	25	34	23	39	31	34	32
Response to the coronavirus	0	3	1	5	4	9	10
<b>Single-Family Construction: Speculative</b>							
My company is not currently engaged in this activity	37%	40%	49%	56%	49%	47%	52%
Market would not support additional inventory	2	0	3	0	0	0	3
I knew lenders would not make new loans	0	3	3	2	3	3	3
My company uses client credit/payments	0	0	0	4	0	7	7
My company has internal funds or is utilizing an existing line of credit	31	29	32	44	51	38	36
Response to the coronavirus	2	2	0	2	0	7	8
<b>Single-Family Construction: Pre-sold</b>							
My company is not currently engaged in this activity	28%	31%	41%	45%	30%	35%	35%
Market would not support additional inventory	0	0	1	0	0	0	3
I knew lenders would not make new loans	4	2	1	3	2	2	1
My company uses client credit/payments	28	26	23	8	38	35	34
My company has internal funds or is utilizing an existing line of credit	23	29	25	55	34	30	29
Response to the coronavirus	4	3	3	3	0	4	7

**Exhibit 15 - continued**

**History Table**

***If you did not seek new loans for Land Acquisition, Land Development, and Single-family construction (speculative or pre-sold), Why not? (Check all that apply)***

*(Percent of Respondents)*

	<b>AD&amp;C Q419</b>	<b>AD&amp;C Q319</b>	<b>AD&amp;C Q219</b>	<b>AD&amp;C Q119</b>	<b>AD&amp;C Q418</b>	<b>AD&amp;C Q318</b>	<b>AD&amp;C Q218</b>
<b>Land Acquisition</b>							
My company is not currently engaged in this activity	57%	63%	66%	53%	62%	56%	49%
Market would not support additional inventory	5	7	5	7	8	8	3
I knew lenders would not make new loans	9	14	7	7	4	8	10
My company uses client credit/payments	9	0	5	0	8	5	4
My company has internal funds or is utilizing an existing line of credit	30	26	27	36	30	35	41
Response to the coronavirus	na	na	na	na	na	na	na
<b>Land Development</b>							
My company is not currently engaged in this activity	66%	64%	66%	60%	67%	67%	56%
Market would not support additional inventory	7	2	6	6	4	9	1
I knew lenders would not make new loans	4	9	7	4	0	3	10
My company uses client credit/payments	4	0	1	0	3	0	3
My company has internal funds or is utilizing an existing line of credit	29	29	29	30	32	26	35
Response to the coronavirus	na	na	na	na	na	na	na
<b>Single-Family Construction: Speculative</b>							
My company is not currently engaged in this activity	51%	50%	55%	49%	63%	49%	49%
Market would not support additional inventory	0	7	5	5	0	2	0
I knew lenders would not make new loans	2	9	5	5	2	9	11
My company uses client credit/payments	2	0	3	5	0	4	2
My company has internal funds or is utilizing an existing line of credit	49	43	39	37	37	42	46
Response to the coronavirus	na	na	na	na	na	na	na
<b>Single-Family Construction: Pre-sold</b>							
My company is not currently engaged in this activity	54%	20%	32%	24%	40%	32%	37%
Market would not support additional inventory	0	0	3	2	0	2	0
I knew lenders would not make new loans	4	2	2	0	0	0	2
My company uses client credit/payments	4	49	39	56	11	39	12
My company has internal funds or is utilizing an existing line of credit	46	40	37	29	60	34	63
Response to the coronavirus	na	na	na	na	na	na	na

**Exhibit 15 - continued**

**History Table**

***If you did not seek new loans for Land Acquisition, Land Development, and Single-family construction (speculative or pre-sold), Why not? (Check all that apply)***

*(Percent of Respondents)*

	<b>AD&amp;C Q118</b>	<b>AD&amp;C Q417</b>	<b>AD&amp;C Q317</b>	<b>AD&amp;C Q217</b>	<b>AD&amp;C Q117</b>	<b>AD&amp;C Q416</b>	<b>AD&amp;C Q316</b>
<b>Land Acquisition</b>							
My company is not currently engaged in this activity	56%	57%	52%	60%	62%	61%	52%
Market would not support additional inventory	3	3	7	5	5	10	6
I knew lenders would not make new loans	10	9	13	12	12	9	15
My company uses client credit/payments	10	8	6	3	5	1	6
My company has internal funds or is utilizing an existing line of credit	29	31	32	34	19	23	29
<b>Land Development</b>							
My company is not currently engaged in this activity	68%	73%	68%	62%	64%	69%	65%
Market would not support additional inventory	3	4	5	6	6	8	7
I knew lenders would not make new loans	7	5	8	10	10	8	15
My company uses client credit/payments	3	2	0	1	3	0	1
My company has internal funds or is utilizing an existing line of credit	24	21	23	27	20	19	20
<b>Single-Family Construction: Speculative</b>							
My company is not currently engaged in this activity	61%	55%	53%	45%	63%	60%	60%
Market would not support additional inventory	0	0	2	0	0	2	0
I knew lenders would not make new loans	13	9	18	12	2	7	13
My company uses client credit/payments	3	4	0	2	2	2	2
My company has internal funds or is utilizing an existing line of credit	34	40	33	49	35	33	33
<b>Single-Family Construction: Pre-sold</b>							
My company is not currently engaged in this activity	62%	55%	54%	46%	64%	53%	57%
Market would not support additional inventory	0	0	0	0	0	0	5
I knew lenders would not make new loans	8	3	5	5	5	3	5
My company uses client credit/payments	8	5	5	5	5	5	11
My company has internal funds or is utilizing an existing line of credit	31	45	43	51	31	45	43

**Exhibit 15 - continued**

**History Table**

***If you did not seek new loans for Land Acquisition, Land Development, and Construction (Single-family and Multifamily), Why not? (Check all that apply)***

*(Percent of Respondents)*

	<b>AD&amp;C Q216</b>	<b>AD&amp;C Q116</b>	<b>AD&amp;C Q415</b>	<b>AD&amp;C Q315</b>	<b>AD&amp;C Q215</b>	<b>AD&amp;C Q115</b>	<b>AD&amp;C Q414</b>
<b>Land Acquisition</b>							
My company is not currently engaged in this activity	59%	58%	52%	54%	52%	54%	54%
Market would not support additional inventory	10	13	13	8	14	15	20
I knew lenders would not make new loans	6	8	12	10	12	15	12
My company uses client credit/payments	5	4	4	6	7	4	3
My company has internal funds or is utilizing an existing line of credit	29	28	34	30	27	19	23
<b>Land Development</b>							
My company is not currently engaged in this activity	64%	62%	60%	64%	56%	53%	53%
Market would not support additional inventory	9	12	12	7	15	13	16
I knew lenders would not make new loans	6	6	11	7	13	16	11
My company uses client credit/payments	3	1	1	1	1	0	5
My company has internal funds or is utilizing an existing line of credit	25	28	26	23	23	23	21
<b>Single-Family Construction: Speculative</b>							
My company is not currently engaged in this activity	63%	48%	53%	62%	54%	49%	56%
Market would not support additional inventory	0	0	3	0	4	2	5
I knew lenders would not make new loans	6	12	10	6	17	21	7
My company uses client credit/payments	0	2	5	3	2	2	2
My company has internal funds or is utilizing an existing line of credit	33	42	41	34	35	34	39
<b>Single-Family Construction: Pre-sold</b>							
My company is not currently engaged in this activity	57%	59%	56%	57%	62%	55%	52%
Market would not support additional inventory	0	0	0	0	3	0	0
I knew lenders would not make new loans	3	3	8	4	10	10	0
My company uses client credit/payments	0	8	8	4	8	2	7
My company has internal funds or is utilizing an existing line of credit	43	41	40	40	33	38	48

**Exhibit 15 - continued**

**History Table**

***If you did not seek new loans for Land Acquisition, Land Development, and Construction (Single-family and Multifamily), Why not? (Check all that apply)***

*(Percent of Respondents)*

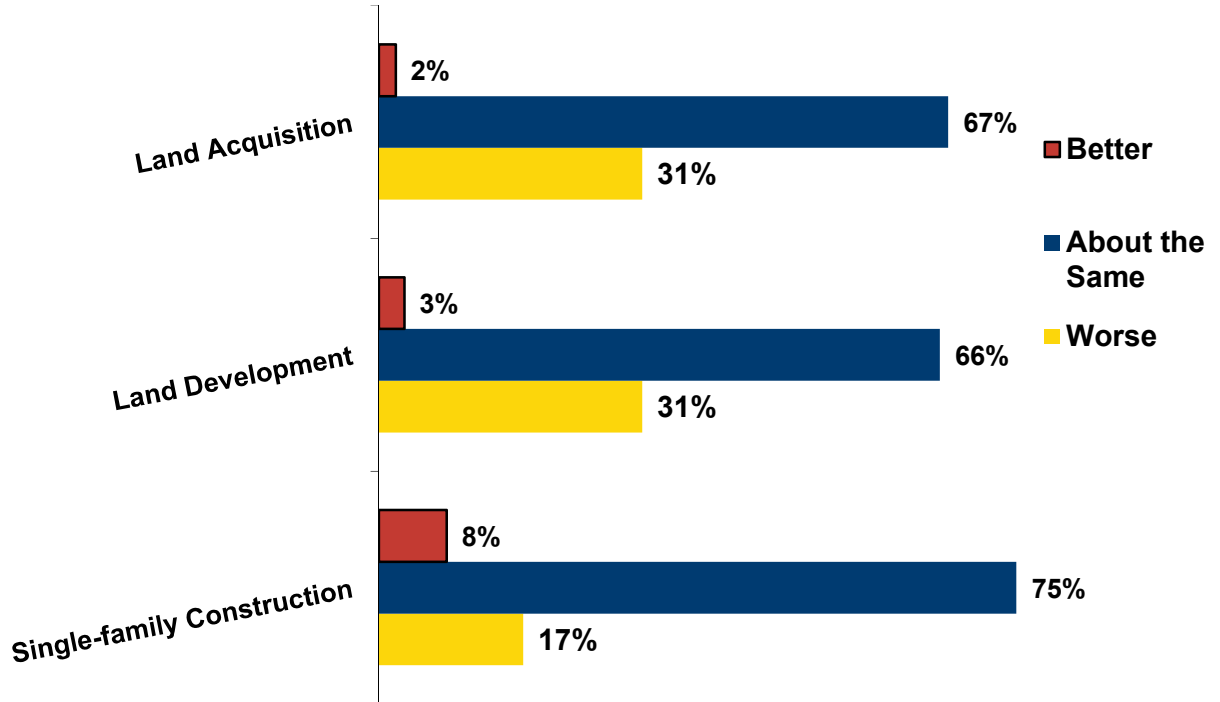
	<b>AD&amp;C Q314</b>	<b>AD&amp;C Q214</b>	<b>AD&amp;C Q114</b>	<b>AD&amp;C Q413</b>	<b>AD&amp;C Q313</b>	<b>AD&amp;C Q213</b>	<b>AD&amp;C Q113</b>
<b>Land Acquisition</b>							
My company is not currently engaged in this activity	46%	48%	47%	57%	46%	58%	51%
Market would not support additional inventory	22	19	23	19	26	17	21
I knew lenders would not make new loans	22	22	19	16	26	20	20
My company uses client credit/payments	4	4	7	4	8	5	5
My company has internal funds or is utilizing an existing line of credit	23	27	18	19	14	15	18
<b>Land Development</b>							
My company is not currently engaged in this activity	50%	45%	58%	59%	57%	57%	52%
Market would not support additional inventory	20	21	17	15	23	19	18
I knew lenders would not make new loans	20	20	18	12	15	21	22
My company uses client credit/payments	1	1	3	1	3	3	3
My company has internal funds or is utilizing an existing line of credit	24	24	18	18	12	14	17
<b>Single-Family Construction: Speculative</b>							
My company is not currently engaged in this activity	56%	48%	47%	na	na	na	na
Market would not support additional inventory	5	6	2	na	na	na	na
I knew lenders would not make new loans	7	16	17	na	na	na	na
My company uses client credit/payments	2	0	0	na	na	na	na
My company has internal funds or is utilizing an existing line of credit	39	43	40	na	na	na	na
<b>Single-Family Construction: Pre-sold</b>							
My company is not currently engaged in this activity	52%	57%	43%	na	na	na	na
Market would not support additional inventory	0	2	2	na	na	na	na
I knew lenders would not make new loans	0	11	16	na	na	na	na
My company uses client credit/payments	7	8	12	na	na	na	na
My company has internal funds or is utilizing an existing line of credit	48	36	47	na	na	na	na

	<b>AD&amp;C Q412</b>	<b>AD&amp;C Q312</b>	<b>AD&amp;C Q212</b>	<b>AD&amp;C Q112</b>	<b>AD&amp;C Q411</b>	<b>AD&amp;C Q311</b>	<b>AD&amp;C Q211</b>
<b>Land Acquisition</b>							
My company is not currently engaged in this activity	44%	44%	46%	47%	48%	42%	43%
Market would not support additional inventory	30	32	33	35	36	43	42
I knew lenders would not make new loans	32	28	30	25	27	29	33
My company uses client credit/payments	2	5	6	4	4	4	5
My company has internal funds or is utilizing an existing line of credit	20	10	13	13	9	13	13
<b>Land Development</b>							
My company is not currently engaged in this activity	49%	45%	49%	47%	50%	47%	47%
Market would not support additional inventory	27	28	33	32	37	41	40
I knew lenders would not make new loans	27	30	29	23	28	26	32
My company uses client credit/payments	1	3	0	1	2	0	2
My company has internal funds or is utilizing an existing line of credit	15	12	11	15	11	11	10
<b>Single-Family Construction</b>							
My company is not currently engaged in this activity	40%	28%	36%	47%	25%	24%	26%
Market would not support additional inventory	14	19	13	10	37	41	36
I knew lenders would not make new loans	32	40	31	26	21	20	24
My company uses client credit/payments	12	5	9	7	24	24	25
My company has internal funds or is utilizing an existing line of credit	35	37	38	33	16	18	21

**Exhibit 16**

**Q7. How would you describe the availability of new loans for Land Acquisition, Land Development, and Single Family Construction during the 1st quarter of 2024, compared to the 4th quarter of 2023?**

(Percent of Respondents)



**Exhibit 17**

**History Table**

**Availability of new loans for Land Acquisition, Land Development and Single-Family Construction**

(Percent of Respondents)

	AD&C Q124	AD&C Q423	AD&C Q323	AD&C Q223	AD&C Q123
<b>Land Acquisition</b>					
Better	2%	3%	0%	2%	2%
About the Same	67	71	41	49	55
Worse	31	25	59	48	43
<b>Land Development</b>					
Better	3%	5%	2%	2%	4%
About the Same	66	65	45	55	55
Worse	31	31	54	43	41
<b>Single-family Construction</b>					
Better	8%	9%	0%	5%	2%
About the Same	75	71	63	71	65
Worse	17	20	37	24	32

	AD&C Q422	AD&C Q322	AD&C Q222	AD&C Q122	AD&C Q421	AD&C Q321
<b>Land Acquisition</b>						
Better	2%	3%	5%	6%	18%	13%
About the Same	47	54	66	85	73	81
Worse	51	43	29	9	9	6
<b>Land Development</b>						
Better	2%	1%	7%	3%	15%	14%
About the Same	52	55	64	83	78	79
Worse	46	44	29	14	7	7
<b>Single-family Construction</b>						
Better	1%	2%	6%	11%	19%	21%
About the Same	61	71	72	85	73	78
Worse	38	27	23	4	7	2



**Exhibit 17 - continued**

**History Table**

**Availability of new loans for Land Acquisition, Land Development and Single-Family Construction**

*(Percent of Respondents)*

	AD&C Q221	AD&C Q121	AD&C Q420	AD&C Q320	AD&C Q220	AD&C Q120	AD&C Q419
<b>Land Acquisition</b>							
Better	16%	13%	19%	17%	14%	0%	32%
About the Same	76	83	76	70	60	74	59
Worse	8	4	5	13	26	26	9
<b>Land Development</b>							
Better	19%	13%	21%	20%	12%	5%	24%
About the Same	73	83	71	60	52	68	66
Worse	8	4	8	20	36	27	11
<b>Single-family Construction</b>							
Better	16%	20%	26%	17%	8%	6%	29%
About the Same	78	80	72	72	84	73	67
Worse	6	0	2	11	8	26	4

	AD&C Q319	AD&C Q219	AD&C Q119	AD&C Q418	AD&C Q318	AD&C Q218	AD&C Q118
<b>Land Acquisition</b>							
Better	12%	9%	13%	13%	24%	16%	10%
About the Same	88	81	83	69	70	68	87
Worse	0	9	4	18	6	16	3
<b>Land Development</b>							
Better	15%	8%	12%	15%	16%	17%	22%
About the Same	77	81	85	69	75	68	70
Worse	8	11	4	15	9	15	7
<b>Single-family Construction</b>							
Better	16%	13%	15%	10%	16%	23%	17%
About the Same	81	80	77	87	79	67	80
Worse	3	8	8	4	5	10	4

	AD&C Q417	AD&C Q317	AD&C Q217	AD&C Q117	AD&C Q416	AD&C Q316	AD&C Q216
<b>Land Acquisition</b>							
Better	22%	14%	21%	19%	13%	13%	36%
About the Same	67	84	72	76	81	79	55
Worse	11	2	7	5	6	8	9
<b>Land Development</b>							
Better	28%	18%	13%	33%	15%	16%	34%
About the Same	62	72	79	65	78	78	56
Worse	9	10	9	3	7	6	10
<b>Single-family Construction</b>							
Better	22%	7%	19%	34%	16%	23%	30%
About the Same	72	89	75	63	74	71	64
Worse	6	4	5	3	9	6	6

	AD&C Q116	AD&C Q415	AD&C Q315	AD&C Q215	AD&C Q115	AD&C Q414	AD&C Q314
<b>Land Acquisition</b>							
Better	21%	25%	29%	31%	31%	41%	38%
About the Same	71	68	63	69	60	54	50
Worse	9	8	8	0	10	4	12
<b>Land Development</b>							
Better	19%	28%	43%	29%	42%	37%	44%
About the Same	69	63	54	68	51	57	42
Worse	12	9	4	2	7	6	14
<b>Single-family Construction</b>							
Better	26%	34%	34%	34%	46%	43%	43%
About the Same	69	61	62	66	52	53	51
Worse	5	5	3	0	1	4	6

**Exhibit 17 - continued**

**History Table**

**Availability of new loans for Land Acquisition, Land Development and Single-Family Construction**

*(Percent of Respondents)*

	AD&C Q214	AD&C Q114	AD&C Q413	AD&C Q313	AD&C Q213	AD&C Q113	AD&C Q412
<b>Land Acquisition</b>							
Better	28%	33%	35%	28%	21%	25%	19%
About the Same	58	61	60	64	64	67	65
Worse	14	6	5	9	16	8	15
<b>Land Development</b>							
Better	27%	33%	30%	32%	37%	30%	19%
About the Same	62	62	63	60	53	56	61
Worse	12	5	7	8	10	14	20
<b>Single-family Construction</b>							
Better	41%	46%	40%	38%	40%	41%	29%
About the Same	57	50	55	57	51	56	60
Worse	2	5	5	5	9	3	11

	AD&C Q312	AD&C Q212	AD&C Q112	AD&C Q411	AD&C Q311	AD&C Q211	AD&C Q111
<b>Land Acquisition</b>							
Better	15%	14%	19%	9%	11%	8%	9%
About the Same	69	63	53	65	52	58	55
Worse	16	23	28	26	37	34	36
<b>Land Development</b>							
Better	27%	14%	17%	9%	9%	9%	10%
About the Same	59	71	58	54	47	54	51
Worse	14	15	25	37	43	37	38
<b>Single-family Construction</b>							
Better	25%	24%	26%	17%	8%	9%	9%
About the Same	61	60	60	55	61	61	58
Worse	14	15	14	28	31	30	33

	AD&C Q410	AD&C Q310	AD&C Q210	AD&C Q110	AD&C Q409	AD&C Q309	AD&C Q209
<b>Land Acquisition</b>							
Better	2%	3%	2%	5%	4%	2%	2%
About the Same	59	43	44	32	30	27	35
Worse	39	54	55	64	66	72	64
<b>Land Development</b>							
Better	5%	3%	4%	5%	4%	3%	2%
About the Same	56	44	35	25	34	23	23
Worse	39	53	61	70	62	74	75
<b>Single-family Construction</b>							
Better	8%	4%	6%	5%	2%	5%	4%
About the Same	54	52	46	47	40	38	34
Worse	38	44	48	48	58	57	63

	AD&C Q109	AD&C Jan '09@	AD&C Nov '08~	AD&C Sep '08#	AD&C Jul '08*	AD&C May '08**	BEC Apr '08***
<b>Land Acquisition</b>							
Better	3%	1%	-	1%	-	-	2%
About the Same	15	15	13%	17	24%	17%	39
Worse	82	84	87	83	76	83	59
<b>Land Development</b>							
Better	1%	1%	1%	2%	-	-	2%
About the Same	23	9	14	10	15%	16%	40
Worse	76	90	85	89	85	84	58
<b>Single-family Construction</b>							
Better	1%	1%	1%	1%	-	2%	3%
About the Same	29	27	25	25	28%	29	51
Worse	71	72	74	73	72	70	46

@ October 2008 - December 2008  
~ August 2008 - October 2008

# June 2008 - August 2008  
\* during the third quarter of 2008

\*\* during 2008 (through May)  
\*\*\* during 1st quarter of 2008

**Exhibit 17 - continued**

**History Table**

**Availability of new loans for Land Acquisition, Land Development and Single-Family Construction**

*(Percent of Respondents)*

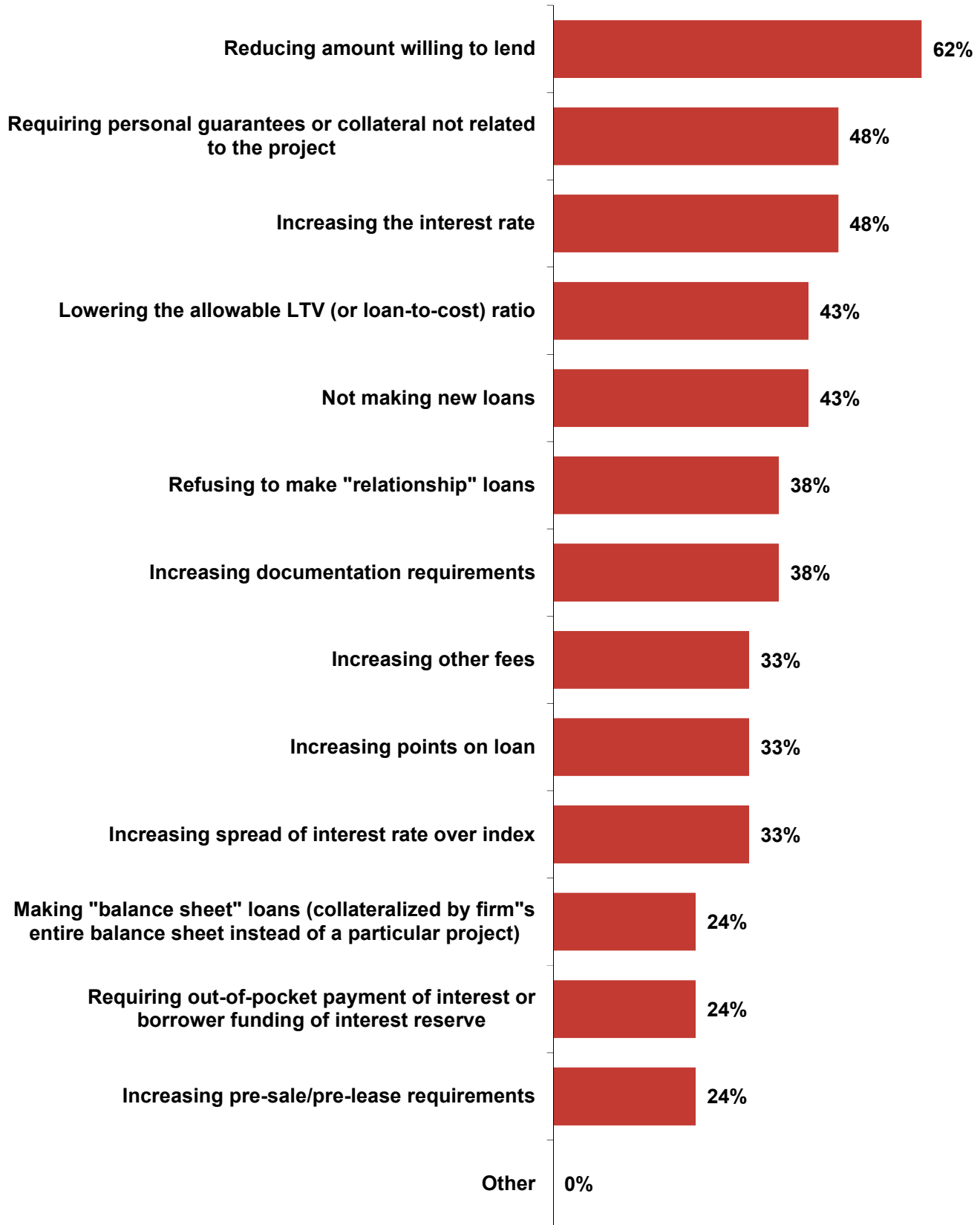
	<b>QFS 1st Qtr. '08</b>	<b>QFS 4th Qtr. '07</b>	<b>QFS 4th Qtr. '07</b>	<b>QFS 3rd Qtr. '07</b>	<b>QFS 1st Qtr. '07</b>	<b>QFS 4th Qtr. '06</b>	<b>QFS 4th Qtr. '06</b>
<b>Land Acquisition</b>							
Better	-	4%	-	4%	-	3%	8%
About the Same	36%	22	67%	67	67%	63	81
Worse	64	73	33	28	33	33	12
<b>Land Development</b>							
Better	-	4%	-	8%	5%	3%	8%
About the Same	37%	35	60%	63	74	67	80
Worse	63	61	40	29	21	30	12
<b>Single-family Construction</b>							
Better	-	3%	-	19%	15%	-	8%
About the Same	46%	36	72%	62	70	87	81
Worse	54	60	28	19	15	13	12

	<b>QFS 3rd Qtr. '06</b>	<b>QFS 1st Qtr. '06</b>	<b>QFS 4th Qtr. '05</b>	<b>QFS 4th Qtr. '05</b>	<b>QFS 3rd Qtr. '05</b>	<b>QFS 1st Qtr. '05</b>
<b>Land Acquisition</b>						
Better	7%	10%	11%	12%	7%	16%
About the Same	86	80	87	82	87	81
Worse	7	10	2	6	5	3
<b>Land Development</b>						
Better	7	8	12	8	13	11
About the Same	90	81	85	87	85	84
Worse	2	11	2	6	2	5
<b>Single-family Construction</b>						
Better	7	5	4	7	9	16
About the Same	90	88	96	89	89	84
Worse	2	7	0	4	2	0

**Exhibit 18**

**Q7. If you checked "WORSE" in question 6, please indicate the nature of the change lenders are making (Check all that apply)**

*(Percent of Respondents)*



**Exhibit 19**  
**History Table**  
**Nature of the change, if availability of loan is "Worse"**  
*(Percent of Respondents)*

	AD&C Q124
Reducing amount willing to lend	62%
Increasing the interest rate	48%
Lowering the allowable LTV (or loan-to-cost) ratio	43%
Increasing points on loan	33%
Not making new loans	43%
Requiring personal guarantees or collateral not related to the project	48%
Increasing spread of interest rate over index	33%
Increasing pre-sale/pre-lease requirements	24%
Increasing documentation requirements	38%
Increasing other fees	33%
Making "balance sheet" loans (collateralized by firm's entire balance sheet instead of a particular project)	24%
Refusing to make "relationship" loans	38%
Requiring out-of-pocket payment of interest or borrower funding of interest reserve	24%
Other	0%

	AD&C Q423	AD&C Q323	AD&C Q223	AD&C Q123	AD&C Q422	AD&C Q322	AD&C Q222
Reducing amount willing to lend	73%	57%	73%	66%	67%	60%	61%
Increasing the interest rate	69%	80%	85%	80%	77%	74%	68%
Lowering the allowable LTV (or loan-to-cost) ratio	65%	52%	63%	66%	60%	46%	65%
Increasing points on loan	46%	27%	28%	32%	19%	22%	13%
Not making new loans	42%	30%	30%	36%	33%	24%	23%
Requiring personal guarantees or collateral not related to the project	42%	50%	63%	32%	46%	28%	42%
Increasing spread of interest rate over index	38%	34%	30%	34%	25%	26%	23%
Increasing pre-sale/pre-lease requirements	35%	25%	28%	30%	21%	30%	23%
Increasing documentation requirements	31%	39%	38%	23%	21%	22%	29%
Increasing other fees	31%	27%	35%	32%	21%	26%	19%
Making "balance sheet" loans (collateralized by firm's entire balance sheet instead of a particular project)	31%	20%	18%	16%	10%	18%	10%
Refusing to make "relationship" loans	27%	32%	30%	34%	13%	18%	16%
Requiring out-of-pocket payment of interest or borrower funding of interest reserve	19%	30%	23%	20%	13%	16%	29%
Pulling back because of coronavirus concerns	na	na	na	na	na	2%	3%
Other	0%	7%	0%	5%	0%	10%	16%

**Exhibit 19 - continued**

**History Table**

**Nature of the change, if availability of loan is "Worse"**  
(Percent of Respondents)

	AD&C Q122	AD&C Q421	AD&C Q321	AD&C Q221	AD&C Q121	AD&C Q420	AD&C Q320
Lenders are pulling back because of coronavirus concerns							59%
Reducing amount willing to lend							59%
Requiring personal guarantees or collateral not related to the project							59%
Increasing documentation requirements							53%
Lowering the allowable LTV (or loan-to-cost) ratio							53%
Not making new loans							35%
Increasing the interest rate							24%
Making "balance sheet" loans (collateralized by firm's entire balance sheet instead of a particular project)							24%
Increasing other fees							18%
Increasing points on loan							18%
Increasing pre-sale/pre-lease requirements							18%
Increasing spread of interest rate over index							18%
Refusing to make "relationship" loans							18%
Requiring out-of-pocket payment of interest or borrower funding of interest reserve							12%
Other							24%

	AD&C Q220	AD&C Q120	AD&C Q419	AD&C Q319	AD&C Q219	AD&C Q119	AD&C Q418
Not making new loans	52%	31%					67%
Lenders are pulling back because of coronavirus concerns	52%	57%					na
Lowering the allowable LTV (or loan-to-cost) ratio	48%	46%					33%
Reducing amount willing to lend	41%	46%					27%
Increasing documentation requirements	37%	23%					47%
Requiring personal guarantees or collateral not related to the project	37%	23%					
Increasing pre-sale/pre-lease requirements	33%	23%					47%
Making "balance sheet" loans (collateralized by firm's entire balance sheet instead of a particular project)	19%	14%					27%
Refusing to make "relationship" loans	19%	17%					40%
Increasing spread of interest rate over index	18%	20%					33%
Increasing the interest rate	15%	20%					73%
Increasing other fees	11%	17%					27%
Requiring out-of-pocket payment of interest or borrower funding of interest reserve	11%	11%					53%
Increasing points on loan	7%	11%					27%
Other	7%	14%					20%

**Exhibit 19 - continued**  
**History Table**  
**Nature of the change, if availability of loan is "Worse"**  
*(Percent of Respondents)*

	AD&C Q318	AD&C Q218	AD&C Q118	AD&C Q417	AD&C Q317	AD&C Q217	AD&C Q117
Reducing amount willing to lend		50%		50%	63%	53%	
Lowering the allowable LTV (or loan-to-cost) ratio		39%		44%	50%	47%	
Not making new loans		39%		44%	44%	35%	
Refusing to make "relationship" loans		33%		38%	19%	18%	
Increasing pre-sale/pre-lease requirements		28%		38%	6%	24%	
Requiring personal guarantees or collateral not related to the project		44%		31%	31%	59%	
Increasing the interest rate		56%		31%	25%	24%	
Increasing other fees		22%		31%	19%	29%	
Making "balance sheet" loans (collateralized by firm's entire balance sheet instead of a particular project)		33%		31%	6%	6%	
Increasing documentation requirements		33%		25%	25%	35%	
Increasing points on loan		17%		25%	13%	18%	
Requiring out-of-pocket payment of interest or borrower funding of interest reserve		28%		25%	13%	18%	
Increasing spread of interest rate over index		17%		13%	13%	12%	
Other		11%		19%	19%	12%	

	AD&C Q416	AD&C Q316	AD&C Q216	AD&C Q116	AD&C Q415	AD&C Q315	AD&C Q215
Requiring personal guarantees or collateral not related to the project			63	56			
Not making new loans			56	50			
Making "balance sheet" loans (collateralized by firm's entire balance sheet instead of a particular project)			50	31			
Refusing to make "relationship" loans			44	13			
Lowering the allowable LTV (or loan-to-cost) ratio			38	56			
Increasing spread of interest rate over index			38	19			
Increasing the interest rate			31	31			
Increasing pre-sale/pre-lease requirements			31	31			
Increasing other fees			31	25			
Reducing amount willing to lend			25	50			
Increasing points on loan			25	19			
Requiring out-of-pocket payment of interest or borrower funding of interest reserve			19	50			
Increasing documentation requirements			19	44			
Other			25	19			

**Exhibit 19 - continued**  
**History Table**  
**Nature of the change, if availability of loan is "Worse"**  
**(Percent of Respondents)**

	AD&C Q115	AD&C Q414	AD&C Q314	AD&C Q214	AD&C Q114	AD&C Q413	AD&C Q313
Not making new loans			63	56	50	60	54
Lowering the allowable LTV (or loan-to-cost) ratio			81	63	50	56	62
Reducing amount willing to lend			75	75	55	56	69
Requiring personal guarantees or collateral not related to the project			63	50	60	52	54
Requiring out-of-pocket payment of interest or borrower funding of interest reserve			38	31	20	24	23
Refusing to make "relationship" loans			63	19	5	32	35
Increasing documentation requirements			44	31	25	48	38
Increasing the interest rate			19	19	35	32	35
Increasing other fees			31	38	35	32	23
Making "balance sheet" loans (collateralized by firm's entire balance sheet instead of a particular project)			44	19	10	20	30
Increasing pre-sale/pre-lease requirements			13	13	15	24	27
Increasing points on loan			19	19	30	16	23
Increasing spread of interest rate over index			0	31	20	20	27
Other			13	13	15	4	4

	AD&C Q213	AD&C Q113	AD&C Q412	AD&C Q312	AD&C Q212	AD&C Q112	AD&C Q411
Not making new loans	76	70	65	58	70	67	66
Lowering the allowable LTV (or loan-to-cost) ratio	73	65	62	72	70	68	70
Reducing amount willing to lend	61	60	62	75	66	73	78
Requiring personal guarantees or collateral not related to the project	58	70	60	60	58	68	63
Requiring out-of-pocket payment of interest or borrower funding of interest reserve	30	35	40	37	46	35	35
Refusing to make "relationship" loans	27	55	60	58	43	45	47
Increasing documentation requirements	30	40	47	53	42	53	48
Increasing the interest rate	27	55	31	19	32	29	31
Increasing other fees	21	30	40	33	26	31	32
Making "balance sheet" loans (collateralized by firm's entire balance sheet instead of a particular project)	30	35	38	21	29	27	na
Increasing pre-sale/pre-lease requirements	24	35	31	30	25	36	30
Increasing points on loan	21	35	29	30	25	22	22
Increasing spread of interest rate over index	15	30	27	21	22	22	21
Other	3	10	5	8	7	6	7



**Exhibit 19 - continued**  
**History Table**  
**Nature of the change, if availability of loan is "Worse"**  
**(Percent of Respondents)**

	AD&C Q311	AD&C Q211	AD&C Q111	AD&C Q410	AD&C Q310	AD&C Q210	AD&C Q110
Not making new loans	66	69	80	76	78	73	76
Lowering the allowable LTV (or loan-to-cost) ratio	75	76	67	69	70	71	76
Reducing amount willing to lend	77	68	71	77	71	66	70
Requiring personal guarantees or collateral not related to the project	63	67	63	59	67	61	65
Requiring out-of-pocket payment of interest or borrower funding of interest reserve	39	39	49	48	55	43	48
Refusing to make "relationship" loans	52	46	33	31	35	50	58
Increasing documentation requirements	52	55	58	50	60	49	59
Increasing the interest rate	34	39	39	37	28	45	52
Increasing other fees	41	30	37	37	30	34	36
Only making "balance sheet" loans	na	na	na	na	na	na	na
Increasing pre-sale/pre-lease requirements	36	31	43	46	41	30	41
Increasing points on loan	33	30	28	29	26	27	25
Increasing spread of interest rate over index	29	30	39	51	38	38	36
Other	8	9	4	7	12	10	10

	AD&C Q409	AD&C Q309	AD&C Q209	AD&C Q109	AD&C Jan '09	AD&C Nov '08	AD&C Sep '08
Not making new loans	76	77	76	72	75	73	72
Lowering allowable LTV(or loan-to-cost) ratio	77	77	80	79	82	80	78
Reducing amount willing to lend	75	79	75	75	77	79	82
Requiring personal guarantees or collateral not related to the project	66	62	62	66	61	60	62
Requiring out-of-pocket payment of interest or borrower funding of interest reserve	44	44	43	42	40	40	44
Refusing to make "relationship" loans	54	45	43	42	45	40	38
Increasing documentation requirements	51	53	48	52	45	49	54
Increasing the interest rate	54	55	56	46	44	46	45
Increasing other fees	40	34	27	32	30	25	27
Increasing pre-sale/pre-lease requirements	37	38	40	36	39	46	38
Increasing points on loan	36	32	29	30	31	29	30
Increasing spread of interest rate over index	42	41	45	41	45	39	36
Other	10	10	9	8	9	4	8

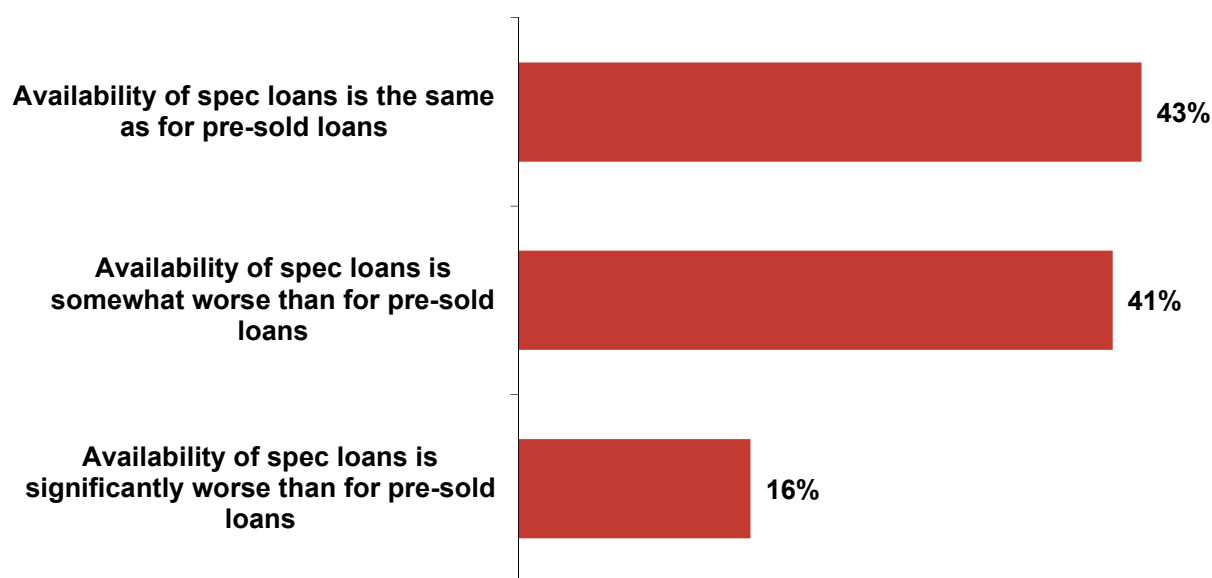
	AD&C Jul '08	QFS 1st Qtr. '08	QFS 4th Qtr. '07	QFS 4th Qtr. '07	QFS 3rd Qtr. '07	QFS 1st Qtr. '07	QFS 4th Qtr. '06
Not making new loans	63	na	na	na	na	na	na
Lowering allowable LTV(or loan-to-cost) ratio	78	75	81	73	56	71	75
Reducing amount willing to lend	77	75	65	64	67	71	67
Requiring personal guarantees or collateral not related to the project	58	na	na	na	na	na	na
Requiring out-of-pocket payment of interest or borrower funding of interest reserve	40	na	na	na	na	na	na
Refusing to make "relationship" loans	na	na	na	na	na	na	na
Increasing documentation requirements	47	35	42	45	0	29	33
Increasing the interest rate	34	35	23	36	11	29	33
Increasing other fees	26	10	15	9	22	29	17
Increasing pre-sale/pre-lease requirements	37	30	38	45	33	29	42
Increasing points on loan	23	5	19	36	33	0	17
Increasing spread of interest rate over index	30	20	38	27	0	14	8
Other	10	10	8	9	22	0	8

**Exhibit 19 - continued**  
**History Table**  
**Nature of the change, if availability of loan is "Worse"**  
*(Percent of Respondents)*

	QFS 4th Qtr. '06	QFS 3rd Qtr. '06	QFS 1st Qtr. '06	QFS 4th Qtr. '05	QFS 4th Qtr. '05	QFS 3rd Qtr. '05	QFS 1st Qtr. '05
Not making new loans	na	na	na	na	na	na	na
Lowering allowable LTV(or loan-to-cost) ratio	17	22	44	100	25	60	25
Reducing amount willing to lend	50	44	44	0	75	60	13
Requiring personal guarantees or collateral not related to the project	na	na	na	na	na	na	na
Requiring out-of-pocket payment of interest or borrower funding of interest reserve	na	na	na	na	na	na	na
Refusing to make "relationship" loans	na	na	na	na	na	na	na
Increasing documentation requirements	0	33	56	0	25	60	63
Increasing the interest rate	67	78	89	33	75	60	38
Increasing other fees	33	0	22	0	75	20	0
Increasing pre-sale/pre-lease requirements	50	22	11	0	25	60	50
Increasing points on loan	17	11	11	0	50	40	0
Increasing spread of interest rate over index	50	11	11	0	50	20	0
Other	17	0	0	0	25	0	13

**Exhibit 20**

**Q8a. How would you compare the availability of new loans for single-family speculative vs. pre-sold**  
*(Percent of Respondents)*



**Exhibit 21**

**History Table**

**How would you compare the availability of new loans for single-family speculative vs. pre-sold construction?**  
*(Percent of Respondents)*

	AD&C Q124	AD&C Q423	AD&C Q323	AD&C Q223	AD&C Q123	AD&C Q422
Availability of spec loans is the same as for pre-sold loans	43%	39%	28%	34%	33%	33%
Availability of spec loans is somewhat worse than for pre-sold loans	41	39	49	41	42	38
Availability of spec loans is significantly worse than for pre-sold loans	16	22	24	25	25	29

**Exhibit 21 - continued**  
**History Table**

**How would you compare the availability of new loans for single-family speculative vs. pre-sold construction?**  
(Percent of Respondents)

	AD&C Q322	AD&C Q222	AD&C Q122	AD&C Q421	AD&C Q321	AD&C Q221	AD&C Q122
Availability of spec loans is the same as for pre-sold loans	35%	42%	50%	52%	45%	51%	50%
Availability of spec loans is somewhat worse than for pre-sold loans	48	41	42	30	39	39	42
Availability of spec loans is significantly worse than for pre-sold loans	17	16	8	18	16	10	8

	AD&C Q121	AD&C Q420	AD&C Q320	AD&C Q220	AD&C Q120	AD&C Q419	AD&C Q319
Availability of spec loans is the same as for pre-sold loans	41%	61%	48%	47%	38%	47%	38%
Availability of spec loans is somewhat worse than for pre-sold loans	41	32	40	35	35	36	41
Availability of spec loans is significantly worse than for pre-sold loans	19	7	12	18	28	18	21

	AD&C Q219	AD&C Q119	AD&C Q418	AD&C Q318	AD&C Q218	AD&C Q118	AD&C Q417
Availability of spec loans is the same as for pre-sold loans	43%	35%	46%	40%	37%	43%	38%
Availability of spec loans is somewhat worse than for pre-sold loans	40	48	38	38	41	36	43
Availability of spec loans is significantly worse than for pre-sold loans	17	17	17	22	22	21	19

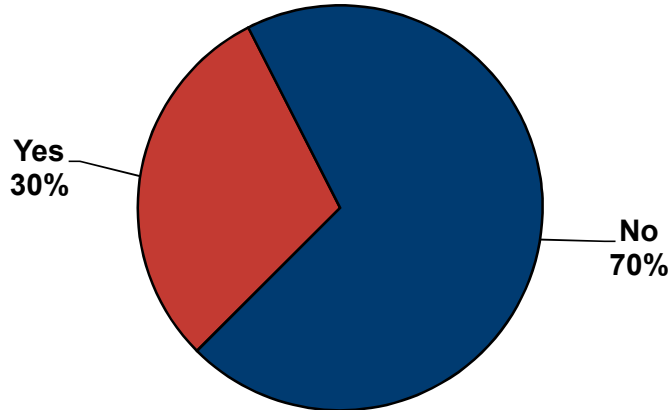
	AD&C Q317	AD&C Q217	AD&C Q117	AD&C Q416	AD&C Q316	AD&C Q216	AD&C Q116
Availability of spec loans is the same as for pre-sold loans	39%	44%	41%	42%	41%	48%	38%
Availability of spec loans is somewhat worse than for pre-sold loans	39	36	38	37	39	34	34
Availability of spec loans is significantly worse than for pre-sold loans	22	20	21	21	20	18	29

	AD&C Q415	AD&C Q315	AD&C Q215	AD&C Q115	AD&C Q414	AD&C Q314	AD&C Q214
Availability of spec loans is the same as for pre-sold loans	37%	39%	28%	33%	34%	36%	31%
Availability of spec loans is somewhat worse than for pre-sold loans	39	41	42	43	39	33	39
Availability of spec loans is significantly worse than for pre-sold loans	24	20	30	25	27	31	30

**Exhibit 22**

**Q9a. Was the construction of any of the single-family homes you built during the 1st quarter of 2024 financed by a construction-to-permanent (i.e. one-time-close) loan made to the buyer of the home?**

(Percent of Respondents)



**Exhibit 23**

**History Table**

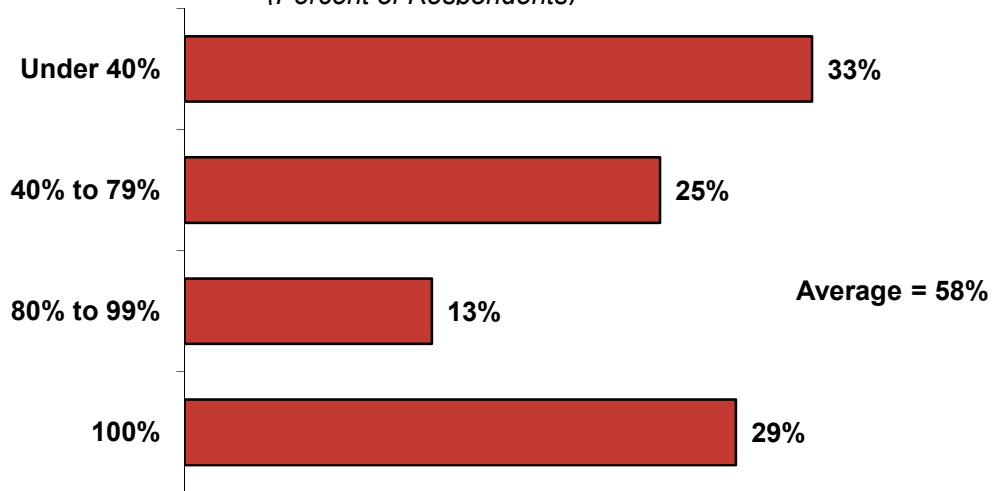
**Share of Respondents who built homes financed by a construction-to-permanent loan**

(Percent of Respondents)

	<b>AD&amp;C Q124</b>	<b>AD&amp;C Q423</b>	<b>AD&amp;C Q422</b>	<b>AD&amp;C Q322</b>				
Respondents who built homes using this type of loan	30%	31%	28%	34%				
	<b>AD&amp;C Q222</b>	<b>AD&amp;C Q122</b>	<b>AD&amp;C Q421</b>	<b>AD&amp;C Q321</b>	<b>AD&amp;C Q221</b>	<b>AD&amp;C Q121</b>	<b>AD&amp;C Q420</b>	
Respondents who built homes using this type of loan	30%	32%	33%	38%	36%	33%	38%	
	<b>AD&amp;C Q320</b>	<b>AD&amp;C Q220</b>	<b>AD&amp;C Q120</b>	<b>AD&amp;C Q419</b>	<b>AD&amp;C Q319</b>	<b>AD&amp;C Q219</b>	<b>AD&amp;C Q119</b>	
Respondents who built homes using this type of loan	32%	33%	35%	33%	36%	34%	34%	
	<b>AD&amp;C Q418</b>	<b>AD&amp;C Q318</b>	<b>AD&amp;C Q218</b>	<b>AD&amp;C Q118</b>	<b>AD&amp;C Q417</b>	<b>AD&amp;C Q317</b>	<b>AD&amp;C Q217</b>	
Respondents who built homes using this type of loan	31%	34%	36%	33%	30%	35%	32%	
	<b>AD&amp;C Q117</b>	<b>AD&amp;C Q416</b>	<b>AD&amp;C Q316</b>	<b>AD&amp;C Q216</b>	<b>AD&amp;C Q116</b>	<b>AD&amp;C Q415</b>	<b>AD&amp;C Q315</b>	
Respondents who built homes using this type of loan	31%	32%	26%	32%	34%	32%	32%	
	<b>AD&amp;C Q215</b>	<b>AD&amp;C Q115</b>	<b>AD&amp;C Q414</b>	<b>AD&amp;C Q314</b>	<b>AD&amp;C Q214</b>	<b>AD&amp;C Q114</b>	<b>AD&amp;C Q413</b>	
Respondents who built homes using this type of loan	34%	28%	34%	29%	24%	30%	31%	
	<b>AD&amp;C Q313</b>	<b>AD&amp;C Q213</b>	<b>AD&amp;C Q113</b>	<b>AD&amp;C Q412</b>	<b>AD&amp;C Q312</b>	<b>AD&amp;C Q212</b>	<b>AD&amp;C Q112</b>	
Respondents who built homes using this type of loan	32%	27%	27%	29%	32%	29%	19%	
	<b>AD&amp;C Q410</b>	<b>AD&amp;C Q310</b>	<b>AD&amp;C Q210</b>	<b>AD&amp;C Q110</b>	<b>AD&amp;C Q409</b>	<b>AD&amp;C Q309</b>	<b>AD&amp;C Q209</b>	
Respondents who built homes using this type of loan	21%	19%	18%	21%	23%	20%	21%	

**Exhibit 24**

**Q9b. If "Yes" in q9a, what percent of the homes you built were financed in this manner?**  
(Percent of Respondents)



**Exhibit 25**

**History Table**

**What percent of the homes you built were financed in this manner?**  
(Percent of Respondents)

	AD&C Q124	AD&C Q423	AD&C Q422	AD&C Q322
Under 40%	33%	23%	52%	30%
40% to 79%	25	29	11	32
80% to 99%	13	13	26	14
100%	29	35	11	24
Average	58%	66%	48%	58%

	AD&C Q222	AD&C Q122	AD&C Q421	AD&C Q321	AD&C Q221	AD&C Q121	AD&C Q420
Under 40%	27%	42%	22%	48%	35%	29%	35%
40% to 79%	20	23	28	13	35	39	26
80% to 99%	30	19	25	17	15	11	21
100%	23	15	25	22	15	21	18
Average	65%	52%	66%	50%	53%	57%	54%

	AD&C Q320	AD&C Q220	AD&C Q120	AD&C Q419	AD&C Q319	AD&C Q219	AD&C Q119
Under 40%	36%	34%	38%	45%	33%	43%	44%
40% to 79%	36	34	21	19	23	23	19
80% to 99%	12	11	18	13	17	17	11
100%	16	20	23	23	27	17	26
Average	49%	56%	53%	55%	60%	50%	53%

	AD&C Q418	AD&C Q318	AD&C Q218	AD&C Q118	AD&C Q417	AD&C Q317	AD&C Q217
Under 40%	45%	46%	58%	45%	55%	44%	49%
40% to 79%	24	32	19	32	31	18	28
80% to 99%	6	8	12	6	10	13	6
100%	24	14	12	16	5	24	17
Average	49%	44%	38%	52%	36%	54%	43%

**Exhibit 25 -continued**  
**History Table**  
**What percent of the homes you built were financed in this manner?**  
*(Percent of Respondents)*

	AD&C Q117	AD&C Q416	AD&C Q316	AD&C Q216	AD&C Q116	AD&C Q415	AD&C Q315
Under 40%	44%	44%	46%	55%	43%	56%	38%
40% to 79%	38	22	23	25	18	21	31
80% to 99%	3	7	9	5	15	10	10
100%	15	27	23	15	25	13	21
Average	45%	51%	50%	40%	55%	38%	51%

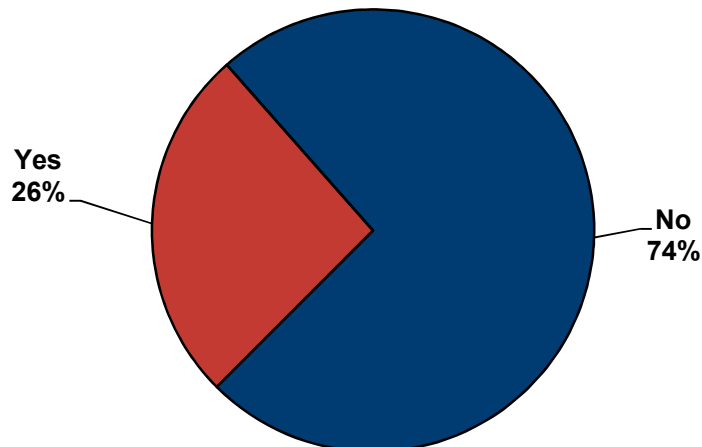
	AD&C Q215	AD&C Q115	AD&C Q414	AD&C Q314	AD&C Q214	AD&C Q114	AD&C Q413
Under 40%	58%	40%	42%	44%	30%	51%	37%
40% to 79%	19	23	19	13	27	18	24
80% to 99%	5	11	6	11	6	8	13
100%	19	26	33	31	36	23	25
Average	41%	54%	54%	53%	59%	47%	57%

	AD&C Q313	AD&C Q213	AD&C Q113	AD&C Q412	AD&C Q312	AD&C Q212	AD&C Q112
Under 40%	51%	43%	43%	32%	33%	27%	38%
40% to 79%	27	15	15	22	26	30	17
80% to 99%	3	11	11	4	6	9	2
100%	19	30	30	42	35	34	43
Average	43%	53%	53%	61%	59%	62%	60%

	AD&C Q410	AD&C Q310	AD&C Q210	AD&C Q110	AD&C Q409	AD&C Q309	AD&C Q209
Under 40%	33%	22%	28%	22%	24%	29%	27%
40% to 79%	33	20	33	16	21	24	21
80% to 99%	5	4	11	6	4	11	10
100%	29	55	28	56	51	36	43
Average	58%	71%	61%	72%	70%	62%	67%

**Exhibit 26**

**Q9c. Have any of your single-family home buyers encountered any difficulties in obtaining C-P financing?**  
*(Percent of Respondents)*



**Exhibit 27  
History Table**

**Share of Respondents whose single-family home buyers encountered difficulties obtaining C-P financing  
(Percent of Respondents)**

	<b>AD&amp;C Q124</b>	<b>AD&amp;C Q423</b>					
Respondents whose customers encountered difficulties with C-P financing	26%	31%					
	<b>AD&amp;C Q422</b>	<b>AD&amp;C Q322</b>	<b>AD&amp;C Q222</b>	<b>AD&amp;C Q122</b>	<b>AD&amp;C Q421</b>	<b>AD&amp;C Q321</b>	<b>AD&amp;C Q221</b>
Respondents whose customers encountered difficulties with C-P financing	18%	43%	23%	35%	19%	26%	15%
	<b>AD&amp;C Q121</b>	<b>AD&amp;C Q420</b>	<b>AD&amp;C Q320</b>	<b>AD&amp;C Q220</b>	<b>AD&amp;C Q120</b>	<b>AD&amp;C Q419</b>	<b>AD&amp;C Q319</b>
Respondents whose customers encountered difficulties with C-P financing	25%	22%	23%	26%	18%	12%	19%
	<b>AD&amp;C Q219</b>	<b>AD&amp;C Q119</b>	<b>AD&amp;C Q418</b>	<b>AD&amp;C Q318</b>	<b>AD&amp;C Q218</b>	<b>AD&amp;C Q118</b>	<b>AD&amp;C Q417</b>
Respondents whose customers encountered difficulties with C-P financing	18%	23%	15%	19%	18%	16%	31%
	<b>AD&amp;C Q317</b>	<b>AD&amp;C Q217</b>	<b>AD&amp;C Q117</b>	<b>AD&amp;C Q416</b>	<b>AD&amp;C Q316</b>	<b>AD&amp;C Q216</b>	<b>AD&amp;C Q116</b>
Respondents whose customers encountered difficulties with C-P financing	20%	22%	20%	30%	17%	20%	28%
	<b>AD&amp;C Q415</b>	<b>AD&amp;C Q315</b>	<b>AD&amp;C Q215</b>	<b>AD&amp;C Q115</b>	<b>AD&amp;C Q414</b>	<b>AD&amp;C Q314</b>	<b>AD&amp;C Q214</b>
Respondents whose customers encountered difficulties with C-P financing	34%	30%	30%	28%	39%	33%	25%
	<b>AD&amp;C Q114</b>	<b>AD&amp;C Q413</b>	<b>AD&amp;C Q313</b>	<b>AD&amp;C Q213</b>	<b>AD&amp;C Q113</b>	<b>AD&amp;C Q412</b>	<b>AD&amp;C Q312</b>
Respondents whose customers encountered difficulties with C-P financing	32%	40%	36%	40%	36%	48%	51%
	<b>AD&amp;C Q212</b>	<b>AD&amp;C Q112</b>	<b>AD&amp;C Q410</b>	<b>AD&amp;C Q310</b>	<b>AD&amp;C Q210</b>	<b>AD&amp;C Q110</b>	<b>AD&amp;C Q409</b>
Respondents whose customers encountered difficulties with C-P financing	34%	47%	53%	52%	55%	54%	53%

**Exhibit 28  
History Table**

**Nature of the Difficulties for New Home Buyers Trying to Obtain C-P Financing**

**Due to the low number of responses to this question, no data has been available since 2020**

*(Percent of Respondents)*

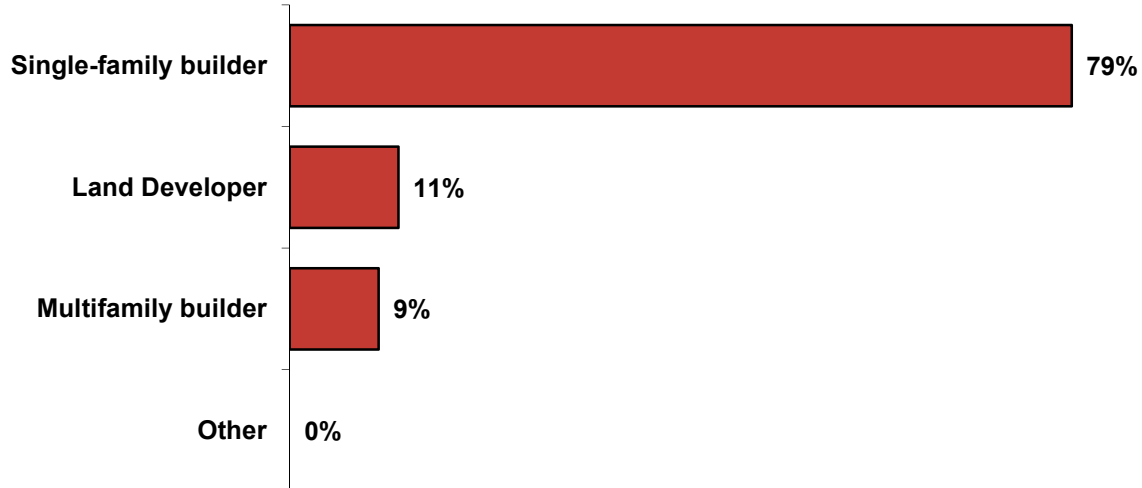
	AD&C Q124	AD&C Q423					
Appraisal came in too low							
Maximum loan-to-value ratio has been lowered							
Bank not doing C-P loans							
Other							
	AD&C Q422	AD&C Q322	AD&C Q222	AD&C Q122	AD&C Q421	AD&C Q321	AD&C Q221
Appraisal came in too low							
Maximum loan-to-value ratio has been lowered							
Bank not doing C-P loans							
Other							
	AD&C Q121	AD&C Q420	AD&C Q320	AD&C Q220	AD&C Q120	AD&C Q419	AD&C Q319
Appraisal came in too low		53%	29%	38%	76%	40%	64%
Maximum loan-to-value ratio has been		35	29	33	12	10	21
Bank not doing C-P loans		35	57	29	24	50	36
Other		6	29	25	12	20	29
	AD&C Q219	AD&C Q119	AD&C Q418	AD&C Q318	AD&C Q218	AD&C Q118	AD&C Q417
Appraisal came in too low	57%	62%	62%	68%	29%	64%	64%
Bank not doing C-P loans	43	23	46	16	47	55	29
Maximum loan-to-value ratio has been	29	23	38	26	18	27	36
Other	29	23	23	26	29	27	14
	AD&C Q317	AD&C Q217	AD&C Q117	AD&C Q416	AD&C Q316	AD&C Q216	AD&C Q116
Appraisal came in too low	57%	57%	65%	59%	67%	73%	56%
Bank not doing C-P loans	33	43	41	32	44	27	22
Maximum loan-to-value ratio has been	38	18	24	35	44	23	41
Other	24	25	24	15	17	18	30
	AD&C Q415	AD&C Q315	AD&C Q215	AD&C Q115	AD&C Q414	AD&C Q314	AD&C Q214
Appraisal came in too low	59%	62%	71%	62%	67%	45%	79%
Bank not doing C-P loans	34	17	32	38	33	34	36
Maximum loan-to-value ratio has been	44	29	35	31	48	51	43
Other	7	26	16	10	7	8	18
	AD&C Q114	AD&C Q413	AD&C Q313	AD&C Q213	AD&C Q113	AD&C Q412	AD&C Q312
Appraisal came in too low	68%	57%	66%	64%	57%	68%	69%
Bank not doing C-P loans	40	31	29	52	37	33	35
Maximum loan-to-value ratio has been	34	42	51	45	43	43	42
Other	11	14	15	13	10	9	15
	AD&C Q212	AD&C Q112	AD&C Q410	AD&C Q310	AD&C Q210	AD&C Q110	AD&C Q409
Appraisal came in too low*	65%	62%	34%	37%	45%		
Bank not doing C-P loans	38	40	24	37	31	45	45
Maximum loan-to-value ratio has been	49	44	50	30	23	43	34
Other	13	13	15	9	13	14	25

Note: (\*) Prior to 1stQtr.2012, the question was "Could not get an appraisal".

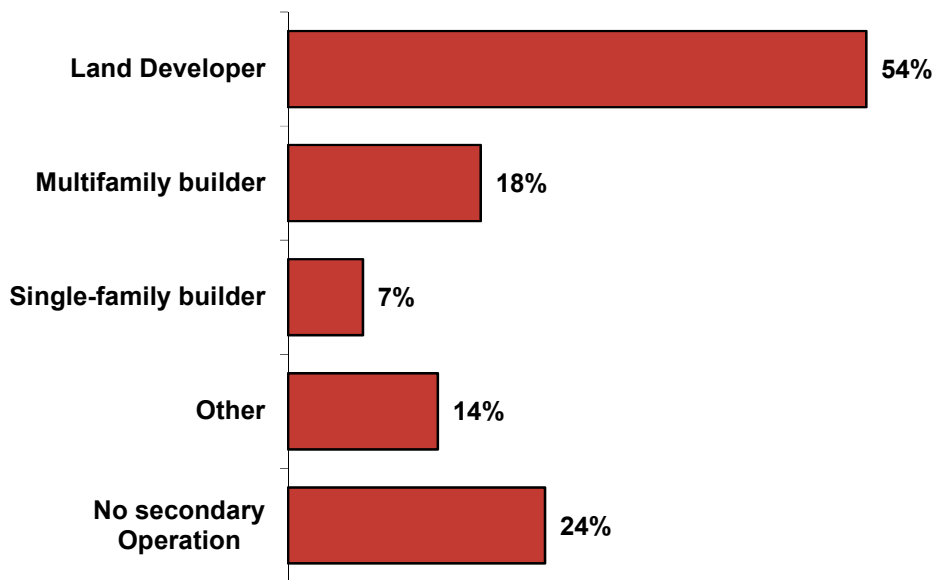


**Respondent's Profile**

**Exhibit 29**  
**Q1a. Most Important Operation of your Firm**  
*(Percent of Respondents)*



**Exhibit 30**  
**Q1b. All Other Operations of your Firm**  
*(Percent of Respondents)*



**Exhibit 31**  
**Most Important and other Operations - By Region**  
*(Percent of Respondents)*

	Total	Region			
		Northeast	Midwest	South	West
<b><u>Most Important Operation</u></b>					
Single-family builder	79%		75%	81%	79%
Land Developer	11		10	15	8
Multifamily builder	9		15	4	13
Other	0		0	0	0
<b><u>All Other Operations</u></b>					
Single-family builder	7		5	4	17
Land Developer	54		40	54	58
Multifamily builder	18		10	15	21
Other	14		25	13	13
No secondary Operation	24		20	48	24

*Note: The tabulations are suppressed if the number of responses was less than 15.*

**Exhibit 32**  
**History Table**  
**Most Important and All Other Operations**  
*(Percent of Respondents)*

	AD&C Q124	AD&C Q423	AD&C Q323
<b><u>Most Important Operation</u></b>			
Single-family builder	79%	83%	81%
Land Developer	11	12	10
Multifamily builder	9	4	8
Other	0	2	2
<b><u>All Other Operations</u></b>			
Single-family builder	7	9	8
Land Developer	54	52	58
Multifamily builder	18	22	18
Other	14	10	10
No secondary Operation	24	28	29

	AD&C Q223	AD&C Q123	AD&C Q422	AD&C Q322	AD&C Q222	AD&C Q122	AD&C Q421
<b><u>Most Important Operation</u></b>							
Single-family builder	81%	76%	73%	75%	78%	79%	74%
Land Developer	12	5	20	15	13	13	14
Multifamily builder	5	13	5	8	6	6	8
Other	2	6	2	1	3	2	4
<b><u>All Other Operations</u></b>							
Single-family builder	8	6	8	9	8	5	11
Land Developer	55	53	50	52	56	56	46
Multifamily builder	23	20	22	18	21	18	8
Other	14	15	12	17	10	12	10
No secondary Operation	26	31	32	29	25	26	35

	AD&C Q321	AD&C Q221	AD&C Q121	AD&C Q420	AD&C Q320	AD&C Q220	AD&C Q120
<b><u>Most Important Operation</u></b>							
Single-family builder	72%	79%	76%	81%	79%	74%	75%
Land Developer	20	18	16	10	12	19	14
Multifamily builder	5	3	7	5	6	5	7
Other	3	0	2	5	3	2	4
<b><u>All Other Operations</u></b>							
Single-family builder	17	6	10	5	7	12	9
Land Developer	50	51	45	44	39	42	44
Multifamily builder	12	17	11	12	7	10	11
Other	19	11	16	13	18	12	15
No secondary Operation	22	35	30	36	36	38	34

	AD&C Q419	AD&C Q319	AD&C Q219	AD&C Q119	AD&C Q418	AD&C Q318	AD&C Q218
<b><u>Most Important Operation</u></b>							
Single-family builder	77%	79%	75%	78%	78%	78%	77%
Land Developer	13	9	14	16	16	17	14
Multifamily builder	7	8	6	4	5	5	7
Other	3	4	6	2	1	1	3
<b><u>All Other Operations</u></b>							
Single-family builder	9	8	3	7	3	8	9
Land Developer	46	43	47	48	41	44	42
Multifamily builder	15	8	9	17	13	14	13
Other	14	17	15	13	16	14	15
No secondary Operation	31	35	31	32	38	36	36

**Exhibit 32 - continued**  
**History Table**  
**Most Important and All Other Operations**  
*(Percent of Respondents)*

	AD&C Q118	AD&C Q417	AD&C Q317	AD&C Q217	AD&C Q117	AD&C Q416	AD&C Q316
<b><u>Most Important Operation</u></b>							
Single-family builder	80%	83%	82%	82%	79%	78%	79%
Land Developer	9	12	12	11	12	12	13
Multifamily builder	6	4	3	4	6	6	6
Other	5	1	3	3	4	4	3
<b><u>All Other Operations</u></b>							
Single-family builder	7	8	6	8	6	8	8
Land Developer	47	43	42	46	46	44	42
Multifamily builder	10	12	13	13	12	14	16
Other	17	14	15	12	14	15	15
No secondary Operation	30	35	34	34	35	35	36

	AD&C Q216	AD&C Q116	AD&C Q415	AD&C Q315	AD&C Q215	AD&C Q115	AD&C Q414
<b><u>Most Important Operation</u></b>							
Single-family builder	76%	80%	75%	76%	75%	75%	76%
Land Developer	16	12	13	14	15	17	16
Multifamily builder	6	4	5	5	6	4	5
Other	3	4	7	5	4	3	3
<b><u>All Other Operations</u></b>							
Single-family builder	11	8	9	8	10	10	9
Land Developer	42	48	43	41	49	47	45
Multifamily builder	12	15	13	10	10	14	11
Other	13	13	18	15	11	16	18
No secondary Operation	37	34	31	38	36	29	29

	AD&C Q314	AD&C Q214	AD&C Q114	AD&C Q413	AD&C Q313	AD&C Q213	AD&C Q113
<b><u>Most Important Operation</u></b>							
Single-family builder	74%	72%	73%	79%	79%	74%	74%
Land Developer	18	19	14	10	10	9	7
Multifamily builder	4	5	7	7	7	12	14
Other	4	4	5	5	4	5	5
<b><u>All Other Operations</u></b>							
Single-family builder	11	16	13	7	9	11	12
Land Developer	43	45	47	49	50	48	47
Multifamily builder	12	13	18	18	18	17	12
Other	16	13	12	14	17	13	13
No secondary Operation	31	31	29	31	28	33	32

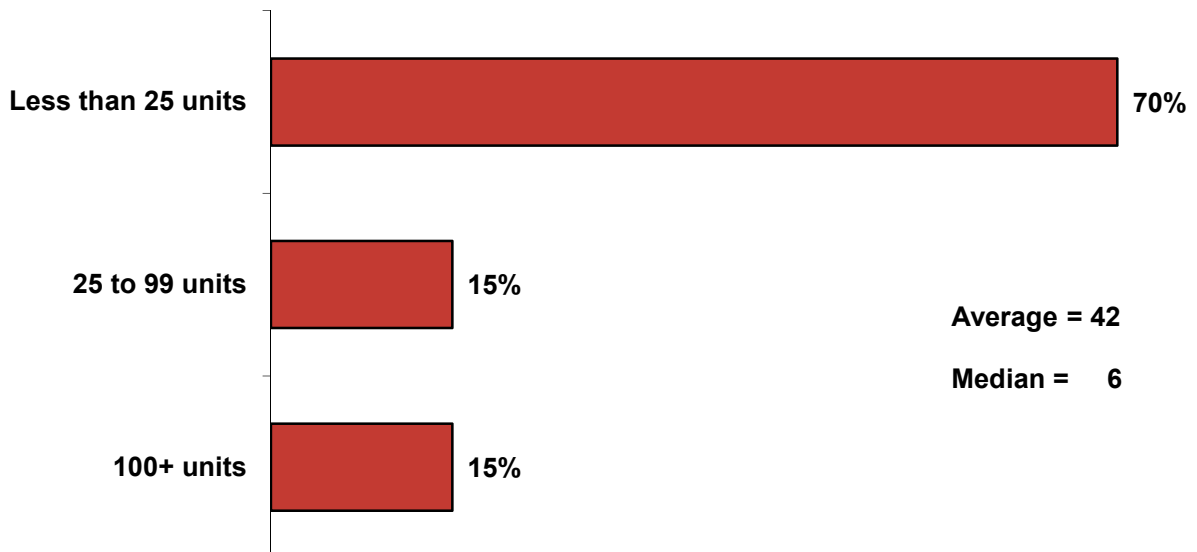
	AD&C Q412	AD&C Q312	AD&C Q212	AD&C Q112	AD&C Q411	AD&C Q311	AD&C Q211
<b><u>Most Important Operation</u></b>							
Single-family builder	73%	79%	75%	65%	66%	68%	69%
Land Developer	7	14	12	21	17	16	18
Multifamily builder	16	6	7	8	9	10	9
Other	4	2	5	6	8	6	5
<b><u>All Other Operations</u></b>							
Single-family builder	9	10	11	15	15	16	13
Land Developer	44	41	50	40	43	41	43
Multifamily builder	16	13	18	15	18	17	19
Other	15	20	20	17	18	16	21
No secondary Operation	33	34	26	31	30	28	27

**Exhibit 32 - continued**  
**History Table**  
**Most Important and All Other Operations**  
*(Percent of Respondents)*

	AD&C Q111	AD&C Q410	AD&C Q310	AD&C Q210	AD&C Q110	AD&C Q409	AD&C Q309
<b><u>Most Important Operation</u></b>							
Single-family builder	63%	58%	58%	63%	72%	72%	69%
Multifamily builder	20	13	12	8	8	8	9
Land Developer	12	16	19	20	11	12	13
Other	5	13	11	9	9	9	9
<b><u>All Other Operations</u></b>							
Single-family builder	18	16	16	14	12	9	13
Land Developer	41	36	31	37	35	33	32
Multifamily builder	15	12	15	13	15	12	13
Other	19	19	18	16	19	20	17
No secondary Operation	31	35	35	37	37	39	41

	AD&C Q209	AD&C Q109	AD&C Jan '09	AD&C Nov '08	AD&C Sep '08	AD&C Jul '08	AD&C May '08
<b><u>Most Important Operation</u></b>							
Single-family builder	66%	71%	57%	60%	60%	65%	52%
Land Developer	16	14	21	21	22	18	29
Multifamily builder	11	9	15	13	11	10	14
Other	8	5	7	6	7	6	5
<b><u>All Other Operations</u></b>							
Single-family builder	14	14	14	14	16	17	32
Land Developer	32	33	37	38	34	38	62
Multifamily builder	11	17	14	13	16	16	27
Other	19	17	19	16	14	14	16
No secondary Operation	40	40	37	39	40	37	34

**Exhibit 33**  
**Total Number of Units Started by your firm in 2023**  
*(Percent of Respondents)*



**Exhibit 34**  
**History Table**  
**Total Number of Units Started by your firm**  
*(Percent of Respondents)*

	AD&C Q124	AD&C Q323	AD&C Q223	AD&C Q123	AD&C Q422	AD&C Q322
Less than 25 units	70%	72%	61%	60%	57%	0.55
25 to 99 units	15	16	25	21	20	18
100+ units	15	12	14	20	23	27
Average	42	119	95	127	132	117
Median	6	10	16	16	19	18

	AD&C Q222	AD&C Q122	AD&C Q421	AD&C Q321	AD&C Q221	AD&C Q121	AD&C Q420
Less than 25 units	56%	56%	59%	56%	62%	65%	64%
25 to 99 units	23	26	21	29	21	21	19
100+ units	21	18	20	15	17	14	18
Average	102	123	123	94	98	89	95
Median	20	18	17	20	15	12	12

	AD&C Q320	AD&C Q220	AD&C Q120	AD&C Q419	AD&C Q319	AD&C Q219	AD&C Q119
Less than 25 units	65%	60%	59%	53%	62%	52%	56%
25 to 99 units	21	26	28	31	27	29	30
100+ units	14	14	13	15	11	19	14
Average	76	64	80	100	74	103	65
Median	13	13	15	20	11	22	19

	AD&C Q418	AD&C Q318	AD&C Q218	AD&C Q118	AD&C Q417	AD&C Q317	AD&C Q217
Less than 25 units	54%	58%	59%	63%	57%	58%	62%
25 to 99 units	29	27	25	22	25	29	24
100+ units	17	15	16	15	18	13	14
Average	85	65	79	62	79	68	73
Median	20	17	15	15	18	15	15

	AD&C Q117	AD&C Q416	AD&C Q316	AD&C Q216	AD&C Q116	AD&C Q415	AD&C Q315
Less than 25 units	59%	60%	59%	63%	62%	61%	62%
25 to 99 units	25	25	24	23	26	21	26
100+ units	16	15	17	14	12	18	12
Average	89	70	68	76	71	75	59
Median	15	15	15	12	12	14	11

	AD&C Q215	AD&C Q115	AD&C Q414	AD&C Q314	AD&C Q214	AD&C Q114	AD&C Q413
Less than 25 units	67%	67%	63%	71%	64%	66%	66%
25 to 99 units	20	21	24	16	26	23	22
100+ units	13	13	13	13	11	11	12
Average	67	54	66	57	58	57	58
Median	11	12	12	10	10	10	10

	AD&C Q313	AD&C Q213	AD&C Q113	AD&C Q412	AD&C Q312	AD&C Q212	AD&C Q112
Less than 25 units	66%	67%	71%	80%	80%	82%	75%
25 to 99 units	24	23	19	12	14	10	17
100+ units	10	11	11	8	6	8	8
Average	62	51	53	63	27	32	45
Median	11	8	10	4	4	3	5

**SURVEY ON AD&C FINANCING – 1<sup>st</sup> Quarter 2024**

**1. Please indicate the most important operation and all other operations of your firm.**

	<b>Most Important Operation (Check ONE only)</b>	<b>All other operations (Check ALL applicable)</b>
Single-family builder	<input type="checkbox"/>	<input type="checkbox"/>
Multifamily builder	<input type="checkbox"/>	<input type="checkbox"/>
Land Developer	<input type="checkbox"/>	<input type="checkbox"/>
Other	<input type="checkbox"/>	<input type="checkbox"/>

**2. Please indicate the number of units started by your firm in 2023.**

Single-family: \_\_\_\_\_ Multifamily: \_\_\_\_\_

**New Loans For Land Acquisition, Land Development, and Single-Family Construction**

**3. Did you seek new loans for land acquisition, land development, or single-family construction (speculative or pre-sold) during the 1<sup>st</sup> quarter of 2024?**

	Land Acquisition	Land Development	Single-Family Construction	
			Speculative	Pre-sold
Yes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
No	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**4. If "Yes" in question 3, please give the following information for a typical loan for land acquisition, land development, or single-family construction that your firm obtained during the 1<sup>st</sup> quarter of 2024.**

	Land Acquisition	Land Development	Single-family Construction	
			Speculative	Pre-Sold
Term	_____ months	_____ months	_____ months	_____ months
Loan-to-Value ratio (LTV)	_____ %	_____ %	_____ %	_____ %
Loan-to-Cost ratio (LTC)	_____ %	_____ %	_____ %	_____ %
Interest rate	_____ %	_____ %	_____ %	_____ %
Points (as % of commitment)	_____ %	_____ %	_____ %	_____ %
<b><u>Is the interest rate:</u></b>				
Fixed for term of loan	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Tied to the prime rate	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Tied to another index (LIBOR, Treasury, etc.)	<input type="checkbox"/> _____ (specify)	<input type="checkbox"/> _____ (specify)	<input type="checkbox"/> _____ (specify)	<input type="checkbox"/> _____ (specify)
If tied to prime or other index, what is spread?	_____ %	_____ %	_____ %	_____ %

5. If “No” in question 3, why not? Check all that apply.

	Land Acquisition	Land Development	Single-Family Construction	
			Speculative	Pre-sold
My company is not currently engaged in this activity	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Market would not support additional inventory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I knew lenders would not make new loans	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
My company uses client credit/payments	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
My company has internal funds or is utilizing an existing line of credit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

6. How would you describe the availability of new loans for land acquisition, land development, and single-family construction during the 1<sup>st</sup> quarter of 2024, compared to the 4<sup>th</sup> quarter of 2023?

*“If you don’t have information to respond, please leave blank.”*

	Land Acquisition	Land Development	Single-Family Construction
Better	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
About the same	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Worse	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

7. If you checked “WORSE” in question 6, please indicate the nature of the change (Check all that apply).

- Lenders are not making new loans
- Lenders are reducing amount willing to lend
- Lenders are lowering the allowable LTV (or loan-to-cost) ratio
- Lenders are increasing the interest rate
- Lenders are increasing spread of interest rate over index
- Lenders are increasing points on loan
- Lenders are increasing other fees
- Lenders are increasing pre-sale/pre-lease requirements
- Lenders are increasing documentation requirements
- Lenders are requiring personal guarantees or collateral not related to the project
- Lenders are requiring out-of-pocket payment of interest or borrower funding of interest reserve
- Lenders are refusing to make “relationship” loans
- Lenders are only making “balance sheet ” loans (*collateralized by firm’s entire balance sheet instead of a particular project*)
- Other (*specify*) \_\_\_\_\_

**8a. How would you compare the availability of new loans for single-family speculative vs. pre-sold construction?**

- Availability of spec loans is the *same* as for pre-sold loans       Availability of spec loans is *somewhat* worse than for pre-sold loans       Availability of spec loans is *significantly* worse than for pre-sold loans

**8b. If availability of single-family speculative loans is *somewhat or significantly* worse than for pre-sold loans, please explain how or why?** \_\_\_\_\_  
\_\_\_\_\_

**9a. Was the construction of any of the single-family homes you built during the 1st quarter of 2024 financed by a construction-to-permanent (i.e. one-time-close) loan made to the buyer of the home?**       Yes       No

**9b. If “yes” in *question 9a*, what percent of the homes you built were financed in this manner?** \_\_\_\_\_%

**9c. If “yes” in *question 9a*, have any of your single-family buyers encountered any difficulties in obtaining C-P financing?**       Yes       No

**9d. If “yes” in *question 9c*, what was the nature of the problem? (*Check all that apply*).**

- Bank not doing C-P loans       Maximum loan-to-value ratio has been lowered  
 Appraisal came in too low       Other (specify): \_\_\_\_\_